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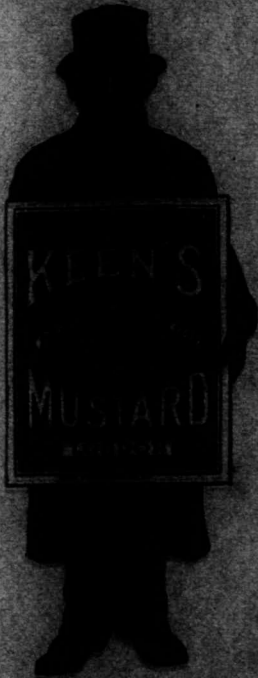
THE CANADIAN GROCER

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

VOL. XIX.

MONTREAL AND TORONTO, MARCH 10, 1905.

NO. 10.



The Blueing of the clothes in the Laundry
is always associated with the words

Keen's Oxford Blue

the selling of

Keen's Oxford Blue

by the grocers of Canada

is always profitable.

Sold Everywhere in One Ounce Squares—FULL WEIGHT.

Christie, Brown & Company

TORONTO and MONTREAL

Limited

Manufacturers of High-grade Biscuits

TORONTO, CANADA

The new biscuit is "Christie's Chocdip," a
delicious Finger coated with Chocolate.

CLASSIFIED LIST OF ADVERTISEMENTS ON PAGE 27.

Now is the time

Don't let your stock run down

Mathieu's Syrup

of Tar and Cod Liver Oil

Mathieu's Syrup is the best on the market. This statement is substantiated by the fact that wherever introduced it displaces all other remedies.

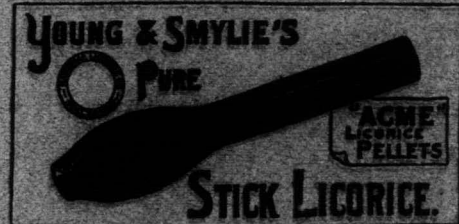
You cannot afford to let your opposition man get the benefit of our advertising.

Stock up before it is too late.

J. L. MATHIEU'S CO., LIMITED
 PROPRIETORS, **SHERBROOKE, P.Q.**

MATHIEU'S NERVINE POWDERS
 are just the thing for a Headache.
 They sell well—18 for 25c retail—
 and give a nice profit.

National Licorice Co.



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

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

Brunner Mond & Co.'s WASHING SODA

Drums,	336 lbs.	Barrels,	336 lbs.
"	224 "	Bags,	224 "
"	112 "	"	112 "
"	100 "	"	100 "

Concentrated Sal Soda

Casks, 560 lbs.

Winn & Holland
Montreal

SOLE AGENTS FOR CANADA.

CANE SUGAR SYRUP

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

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

For prices and samples write to

The Dominion Molasses Co.,

Limited

HALIFAX

NOVA SCOTIA.

Agents

SEO. HUSON & CO.,
 JOHN W. BARKLE & COMPANY,
 GEO. H. GILLESPIE,
 JOSEPH CARRAN,

TORONTO
 HAMILTON
 LONDON
 WINNIPEG

Increase Their Faith!

“Price” is an argument for trade but “quality” goes far ahead of it. *Quality holds* trade while price attracts for the moment only. Sell *standard goods* and you increase the faith your customers have in the service of your store. It pays to “increase their faith”

By Selling These Goods.

Felix & Co. Italian Macaroni

Always the same delicate, tender Macaroni that makes for *permanent* trade. Most attractively labelled and packed. Macaroni that will “increase their faith.”

Griffin & Skelley's Dried Fruits

“The pick of the pack” from the finest vineyards and orchards on the Pacific Coast. Peaches, Pears, Raisins, Apricots, Nectarines, Dried Plums and Prunes. “Increase their faith” by selling them.

“Thistle” Brand Maple Syrup

A rich, clear, pure **Maple Syrup** that reminds you of boyhood days way up among the sugar trees. Always the same, and always choice.

A Maple Syrup that will “increase their faith.”

“Shell” Brand Castile Soap

Containing 67 per cent. of pure oil, instead of the usual 60 per cent. of ordinary brands. Packed by Couret Frere of Marseilles.

In 1 pound bars and upwards and in pressed cakes also.


SOLD BY LEADING WHOLESALERS

ARTHUR P. TIPPET & CO., Agents,

8 Place Royale, Montreal.

20½ Front Street E., Toronto.

MANUFACTURERS' AGENTS AND BROKERS DIRECTORY.



**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

BRANDON.

WE ARE HERE

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

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

CALGARY.

**Start the New Year
Right**

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

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

MONTREAL

J. T. ADAMSON & CO.

Customs Brokers
and Warehousemen

27 St. Sacrament Street, Montreal

Tel. Main 778.

Bond 28.

WINNIPEG.

Dingle & Stewart

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

**EASTERN MANUFACTURERS
-AND-
SHIPPERS.**

All **EYES** are
turned on

MANITOBA AND THE WEST.

WE

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

WINNIPEG.

REGINALD LAWSON

MANUFACTURERS' AGENT and
WHOLESALE COMMISSION BROKER

UNION BANK BUILDING

Correspondence
Solicited

WINNIPEG, MAN.

TORONTO.

INFRINGEMENT

W. H. Millman & Sons
Toronto, Ont.

have been appointed selling agents and distributors for the Celebrated Witch Hazel Toilet Soap, manufactured by the Royal Crown Soap Co., Winnipeg.

This soap enjoys a first-class reputation. The Canadian Pacific Railway Co'y are using it on their Pullman Cars, in Hotels, etc., also many of the best families of Toronto, Montreal and other cities have been ordering this soap direct.

Witch Hazel is a registered Brand of the Royal Crown, Limited, and merchants selling any other soap under this brand are subject to a heavy penalty. The owners intend to protect their brand.

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

Grocery Brokers and
Agents.

Established 1865

C. E. KYLE

WHOLESALE GROCERS' BROKER
and MANUFACTURERS' AGENT
27 FRONT ST. E., - TORONTO
Highest references. Commissions solicited.

VANCOUVER

THE
GROCERY

Write or
Wire

CHAS. MILNE
BROKER

VANCOUVER, B.C.

THE PEOPLE OF
JAMAICA

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

KINGSTON
"GLENER"

might bring inquiries. Better write for rates to

I. C. STEWART, Halifax.

...ESTABLISHED 1849...

BRADSTREET'S

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

Offices throughout the Civilized World

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

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

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

— OFFICES IN CANADA —

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

HAMILTON, ONT.
QUEBEC, QUE.

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

MONTREAL, QUE.
TORONTO, ONT.

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



CAPSTAN BRAND
HIGH-GRADE TOMATO CATSUP

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

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

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

The Capstan Mfg. Company

TORONTO, ONT., CAN.

THE **AUER** LAMP
GASOLENE

200 CANDLE POWER OF CLEAR, STEADY LIGHT.

The best and cheapest light for STORES, CHURCHES and HOMES.

Gives more light than a dozen oil lamps for half the cost. Makes its own gas without smell, smoke, wicks or grease.

Satisfaction Guaranteed. Send for Catalog.

AUER LIGHT CO. — MONTREAL

No disappointment to grocer or customer when

"Sterling" Pickles

are served. This brand marks the standard of superiority that is always maintained throughout in all the different assortments.

We have always succeeded in producing a pickle or relish that meets the taste of the most exacting in matters of this kind.

Look carefully over your stock and see that it is well assorted for the new season's trade.

THE T. A. LYTTLE CO., LIMITED
124-128 Richmond St. West,
TORONTO, CAN.



CEREBOS
TABLE SALT

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

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

Sold wholesale by the following firms:

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

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

Toronto: W. G. Patrick & Co.
Hamilton: Jas. Turner & Co., Ltd.

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

In a few words:—

For perfection and
security in teas you
can always rely
upon the teas of

JAPAN

They are unquestionably the
most satisfactory teas on the
market. By selling **Japan**
Teas your trade will be
satisfied and your profits
increased.

HAVE YOU SEEN
THE NORTHERN LIGHT

THE ONLY
NOISELESS PARLOR

MATCH

MADE IN CANADA

SAFE
URE
ILENT

NO NOISE
FLYING
DANGER

WILL NOT MAR CLOTHES OR WALL PAPER
WHEN USED

MANUFACTURED EXCLUSIVELY BY

THE WALKERVILLE MATCH CO.

LIMITED

WALKERVILLE, ONT.

A SUGGESTION

TO YOUR CUSTOMERS ENCOURAGES
THEM TO USE ONLY CEYLON TEAS, EN-
ABLING YOU TO CONCENTRATE YOUR
SALES AND CARRY LESS STOCK,
PLACING MORE MONEY AT YOUR DIS-
POSAL—YOU CAN DO IT WITH

CEYLON TEAS

TEA GROWING IN CEYLON HAS BEEN
BROUGHT TO SUCH A HIGH STATE OF
PERFECTION THAT THE GROWERS OF
OTHER COUNTRIES ARE IN DESPAIR
OF EVER BEING ABLE TO DUPLICATE
THE SUCCESSFUL METHODS OF CEY-
LON GROWERS.

***REFLECTION WILL PROVE
THESE SUGGESTIONS***

Work Less; Earn More Money



The Merchant's Helper

Let a National Help You

Time, labor and money are saved by systematizing the handling of money and enforcing accuracy, honesty and carefulness.

A NATIONAL CASH REGISTER SAVES MONEY

By accurately recording cash sales, credit sales, money received on account, money paid out or money changed. It *pays for itself* within a year out of the money it saves and then earns 100 per cent. on the money invested.

Let one of our representatives call and explain how it is done.

Cut Off Here and Mail to Us Today

NATIONAL CASH REGISTER CO., DAYTON, OHIO

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

Name _____
Address _____
No. Clerks _____

DON'T RUN CHANCES

with your customers. Get a line of Maple Syrup that is reliable

"IMPERIAL BRAND" MAPLE SYRUP

has stood the test of years of success. It is reliable. It sells well. It gives a good margin of profit.



ROSE & LAFLAMME,

AGENTS, MONTREAL.

THEY ARE CANADA'S BEST

A SEASONABLE SELLER

ROSE & LAFLAMME, MONTREAL.

TEA.

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

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

The Nibble of a Mouse

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



IF A MAN WANTS CREDIT

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

For Sale in Canada by
THE EBY, BLAIN CO., Limited, TORONTO.
C. O. BEAUCHEMIN & FILS, MONTREAL.
ALLISON COUPON CO., Manufacturers.
Indianapolis, Indiana.

STOCK NOW.



*Sutton's
Worcestershire
Sauce
cannot
be beaten
for
quality
and price*

**G. F. Sutton,
Sons & Co.**
King's Cross
London, Eng.

BLACK JACK

WILL BRING NEW CUSTOMERS TO YOUR STORE

TRY IT



2-lb. tins—3 doz. in case.

SOLD BY ALL JOBBERS

REFRIGERATORS

WE GUARANTEE THE "EUREKA"



TO DO THE WORK for you every time. PERFECT CIRCULATION, PERFECTLY DRY AIR—PURE and COLD in hottest weather.

Write us for descriptive Catalogue, list of Testimonials, and see our Guarantee.

Eureka Refrigerator Co. Limited
54 and 56 Noble St.,
TORONTO - CANADA

To the Wholesale Trade

We are now fully equipped and prepared to give quotations for the Manufacture of any Woodenware Specialties.

Our Shelf Box is selling itself. Write for prices.

The Bennett Mfg. Co.
Pickering, Ont.



WHY NOT SELL IN A METAL POLISH, THAT KNOWN AS

YORK?

(Liquid or Paste)

Circulars and Samples free with every order. Sample to any dealer on request.

ANGLO-CANADIAN SUPPLY CO.
3 Wellington St. E., TORONTO



Do You Sell It?

Remember, we give larger profit than any other Premium Soap, and you give your customers Better Premiums. Each coupon is redeemable for one cent in goods.

WRITE FOR PARTICULARS.

The Duncan Company of Montreal
P. O. Box 292.

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

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, LIMITED

MANUFACTURERS OF

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:

JOHN FORMAN, 644 Craig Street MONTREAL.



Costs more, of course, but it sells for more, and you get your profit just the same.

The Tarbox Self-wringing Mop

is King—or Queen—in the Mop World. The cotton cloth that forms the Mop is specially woven for this Mop. It is good, of course. No customer can complain about it.

Your jobber supplies you.

TARBOX BROS. — TORONTO

MADAM HUOT'S COFFEE

"Condor"
Ceylon Black Tea in
Lead Packages

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

1 lb. tins 3lc.
2 " " 60c.



It is pure, rich,
delicious.

Coffee, like good wine, improves with age, losing its harshness and acidity. Therefore, only coffees ripened by age enter into that exquisite combination known as **Madam Huot's Coffee**. The careful selection of the different coffees, and their perfect maturity, explain the popularity of this brand. **It is the Gem of All.**

EX. STEAMER "TARTAR," FROM YOKOHAMA, JAPAN

93 h/c Condor, XXXX Japan—You know it is the best, at	22½c
140 h/c Fine Japan Tea, at	18½c
4 brands of 25 h/c each, 1 brand 40 h/c.	
They are nice little lots and this price is for a quick turn-over.	
It is a beauty.	

SAME STEAMER FROM FOOCHOW, CHINA

352 catties, 20 lbs. good Packling Cingou, at	13½c
---	------

JUST IN EX. STEAMER "BECHUANA," FROM COLOMBO

100 h/c, 60 lbs. each, fancy finished leaf, choice liquoring Ceylon Green, Young Hyson, at	17½c
--	------

SAME STEAMER FROM CALOUTTA

30 chests fine liquoring Indian Black Pekoe Tea, at	17½c
25 chests good flavory liquor Indian Black Pekoe S	15c

ASK FOR SAMPLES. IT PAYS!

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

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

"CONDOR"
Baking Powder, Vinegar,
Spices, Coffee

"OLD CROW"
Baking Powder, Vinegar,
Spices, Coffee

==QUALITY IN FISH.==

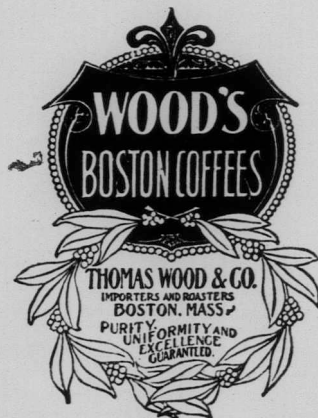
There's GOOD and BAD in Fish—JUST THE SAME AS OTHER GOODS. We offer only the **BEST** quality in each line.

Labrador Salmon Trout, 100 lb. Kegs and 20 lb. Pails.
 Labrador Herrings, Bbls. and Half Bbls.
 Fresh Water Herring, in Kegs.
 Fresh Water Trout, in Kegs. Quintals Codfish.
 Boned and Skinned Cod, in 100 lb. Cases.
 Fish and Cod in Boxes, Loose, and Bricks.

In fact everything in Fish, and at the Right Price to enable you to make money.

W. H. GILLARD & CO., HAMILTON,

Wholesale Grocers, Tea and Coffee Importers.



The Precise Key

The precise note must be struck before the musical conductor can produce real harmony from choir or orchestra. The slightest deviation destroys everything.

Good, pure, wholesome Coffee is detected down to the faintest degree of excellence by the educated expert, who also has a knowledge of the precise location of its nativity

WOOD'S COFFEES are thus chosen, and their different grades are arranged up and down as harmoniously as the musical scale.

CANADIAN FACTORY AND SALESROOM,

No. 428 St. Paul St.,

MONTREAL.

To all Buyers of Salt:

Acting as Sales Agents for the principal Canadian Salt Manufacturers, we beg to notify you that we have opened an office in London, Ont., considering that locality to be most favorably situated for the prompt receipt and despatch of mails. You are respectfully invited to correspond with us and obtain our prices before ordering elsewhere. We sell all grades of Salt—Fine, Medium Fine, Table, Dairy, Packers, Tanners, Land or Refuse. Handling the output of various works, our facilities are unexcelled, and we can ship promptly by any line of railroad, and by water during navigation.

ADDRESS

THE DOMINION SALT AGENCY

LONDON, ONT.

Telephone No.
1971

Offices: 2nd FLOOR MERCHANTS' BANK BUILDING.
Entrance on Queen's Avenue.

Retail Merchants' Association of Western Canada

AN explanation is due the Western readers of The Grocer for the late appearance of an extended report of the meeting of the Retail Merchants' Association. In some unaccountable way the report sent from the Winnipeg office to Toronto was lost in the mails.

As most Western readers of The Grocer are aware, an informal organization meeting of general merchants was held in Boissevain last Summer in response to a circular invitation sent out by A. T. Embree of that town. At that meeting it was deemed advisable to organize a "general merchants' association of Manitoba and the Territories," and it was decided to call a general meeting, for that purpose, to meet in Winnipeg during the Bonspiel. Accordingly, during the second week of the Winnipeg Bonspiel several meetings were held in the Trades and Labor Hall, Winnipeg. These meetings were well attended, and, if anything was lacking in numbers, it was made up in enthusiasm. The merchants present took part in interesting discussions, and the policy decided upon, as embodied in several resolutions, is one with which the Association should be able to "appeal to the country" with confidence.

Merchants' Present.

The following names appeared on the register:

J. G. Steacy, Crystal City.
 R. Rollins, Killarney.
 T. J. Lawlor, Killarney.
 W. L. Hodnett, Miniota.
 R. A. McLeod, Beaver.
 A. G. Munro, Morden.
 J. D. Bain, Boissevain.
 J. H. Fawcett, Cypress River.
 Addison Embrey, Killarney.
 E. H. Glinz, Oak River.
 R. W. Fines, Darlingford.
 H. C. Hamelin, Lauder.
 G. C. Sayles, Elva.
 R. B. Afleck, Cartwright.
 T. E. Elliott, Mather.
 F. G. Messner, Holmfeld.
 Riddle & Co., Frobisher, Assa.
 R. F. More, Cartwright.
 T. Rutherford, Lariviere.
 D. N. Embree, Boissevain.
 A. T. Embree, Boissevain.
 J. H. Fargey, Lariviere.
 J. H. Snelgrove, Dunrea.
 W. F. Hardwell, Swan Lake.
 S. E. Hartry, Lyleton.
 F. Wilkie, Margaret.
 Sharpe & Button, Manitou.
 Jas. Todd, Crandall.
 G. D. Munro Co., per J. Afleck, Res-
 ton.
 R. E. Sadler, Elgin.
 The Mackay Co., Whitewater.
 D. McLellan, Sidney.
 Jno. Spence, Hartney.
 Jno. Jones, Grenfell, Assa.
 J. K. McLennan, Treherne.
 A. J. McHughes, Medora.
 D. A. McIlquhan, Alexander.
 P. D. Alair, Elm Creek.
 As will be seen from an examination

of this list, the gathering was very representative, and the promises of sympathy and support from merchants unable to attend, read by the secretary, were so numerous that the success of the Association would seem to be assured.

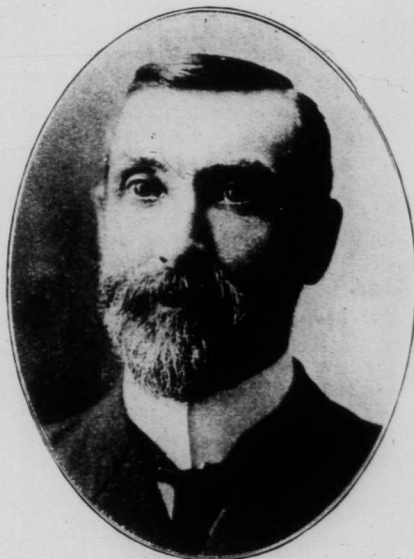
Officers Elected.

Officers of the Association were elected as follows:

President—T. J. Lawlor, Killarney.
 First Vice-President—H. C. Hamelin, Lauder.
 Second Vice-President—J. D. Bain, Boissevain.
 Secretary—A. T. Embree, Boissevain.

Executive Committee.

Executive Committee—A. G. Munro, Morden; R. G. Alloway, Gladstone; W.



Mr. T. J. Lawlor, Killarney, Man.,
 President Retail Merchants' Association of Western
 Canada

C. McLaren, Souris; J. Brown, Portage la Prairie; R. F. More, Cartwright; E. Clingham, Virden; H. McLaren, Weyburn; G. C. Sayle, Elva, and E. H. Glinz, Oak River.

Scope Enlarged.

At the meeting last Summer it was decided to organize a "general merchants' association of Manitoba and the Territories," but at the recent meeting in Winnipeg it was deemed advisable to enlarge the scope of the Association, both as to territory included and as to eligible membership. It was decided to call it the "Retail Merchants' Association of Western Canada." The territory includes all Canada west of the Lakes, and any bona fide retail merchant is eligible for membership.

Permanent Secretary.

In order to protect the interests of the Association properly and to push the

work of organization, it was deemed necessary by the Winnipeg meeting that a permanent, paid secretary be employed. Up to the present, this work has fallen upon Secretary A. T. Embree, of Boissevain, who is, indeed, the "father of the Association," but it was recognized that the work was too great for any man to attend to without neglecting his own business. The Association requires the whole of one man's time. Secretary Embree accepted office until such time as a permanent secretary shall be secured by the Executive.

Constitution Adopted.

A constitution and by-laws were adopted after long discussion. The principal provisions are as follows:

ARTICLE I.—Name, Title and Object.

Sec. I. The name of this Association shall be the Retail Merchants' Association of Western Canada.

Sec. II. The object of this Association shall be to look after the interests of the Retail Merchants' Association of Western Canada.

ARTICLE II.—Membership.

Any firm, person or corporation in Western Canada engaged in retail mercantile business, may become a member of this Association.

ARTICLE III.—Officers.

Sec. I. The officers of the Retail Merchants' Association of Western Canada shall be a President, First and Second Vice-Presidents, Secretary and Treasurer and an Executive Committee, who shall be nominated at each annual meeting.

Sec. II. The President and Vice-President and Secretary-Treasurer, shall be elected annually by ballot and shall hold office until their successors are elected and qualify.

ARTICLE III.

The remaining sections refer to duties of officers and provide for the Executive paying the Secretary a salary if it see fit.

Sec. I. The annual meeting of the Association shall be at such place as may be designated by the Association at its previous annual meeting.

Sec. IA. Special meetings may be called by the President by giving two weeks' notice.

Sec. II. The Executive Committee is subject to the call of the President.

Sec. III. It shall be the duty of the President, or in case of his inability to serve, of the Vice-Presidents to exercise supervisory control over the affairs of the Association, and preside at all meetings of the Executive Committee and to carry out and enforce all measures adopted by the Association to improve the condition of the mercantile business.

BY-LAWS.

Art. I. The membership fee shall be \$5.00, to be paid in advance, the financial year ending Feb. 1.

Art. II. Ten members shall constitute

RISING SUN
STOVE POLISH and **SUN PASTE**
STOVE POLISH
IN **CAKES** WELL KNOWN AND RELIABLE. **IN TINS** GUARANTEED TO THE TRADE

DURABLE AND ECONOMICAL
3000 TONS SOLD YEARLY.

DUSTLESS, LABOR SAVING,
BEST IN THE WORLD.

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

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

MORSE BROS., Proprietors, Canton, Mass.

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

a quorum to transact business at any meeting.

Art. III. That every firm or branch paying the membership fee of \$5.00, can have a vote by representation or by proxy.

The Credit Evil.

Perhaps the most interesting and useful feature of the convention was the discussion of a number of trade topics. Foremost among these was the credit evil, the subject being introduced for discussion by the following motion of Messrs. Rollins and Steacy:

"That in the opinion of this Association the credit system as it now exists is detrimental to the interests of the retail trade, and that this Association recommends as a remedy, the closing of all accounts about the first of November and the collection of same at that date, and the refusal of credit from the first of November until the first of May."

Messrs. Rollins and Steacy spoke briefly to this resolution, explaining that while the cash system was the ideal, they did not consider it practicable at the present time. Mr. Steacy urged that it was necessary to effect some improvement in this matter of credits in order to meet new competition, the main strength of which lay in its cash system.

H. C. Hamelin.

Mr. Hamelin followed with a thoughtful address.

"If you will pardon the expression, gentlemen, the credit system is 'rotten,'" he said. "I have been in business in this country for 13 or 14 years, and I know that the credit system is much worse now than it was when I started business. In the early days, we always collected at least 75 or 80 per cent. of the amount on our books at the end of the year: we find it hard now to collect more than 60 per cent. We give five dollars' credit now where formerly we gave one, and yet there does not seem to be any good reason why there should be so much money out. Crops and prices have been good, and I think the explanation is, that the farmers have been putting their money into machinery and land to the neglect of their store bills. This is our own fault: we allow ourselves to be imposed upon.

"Now, what is the remedy? I think you will agree with me that a cash system would be too severe, and that we could not carry it out. In the present

stage of the country's development, it is not practicable. But it would be a long step in advance if we were to follow out the suggestion of this resolution. I think it is practicable, and that if crops and prices are as good this year as last, we can collect 90 per cent. of our accounts next Fall, provided we all stand together. We can do it if our neighbors join us. I doubt if we can do it alone."

President Lawlor.

President Lawlor followed, after a short general discussion by several members. He thought he had had as much to do with the credit system as any man in Manitoba. His experience had led him to certain conclusions.

"In the first place, I agree with Mr. Hamelin that the credit system is 'rotten,' but I am convinced that, like the poor, it is always with us. We can't abolish it entirely. However, there are many ways in which we can better our condition and make this credit burden easier to carry."

Mr. Lawlor then drew attention to the large number of branch banks established recently throughout Western Canada, and he thought they suggested a remedy. He would suggest that merchants should render their accounts monthly, and every quarter insist upon either money payment or a note. In the Fall these notes should be put in the bank for collection.

"If this discussion does nothing else," continued the President, "it should result in merchants paying more attention to their accounts. Some of us total up our accounts only once a year, and we don't know how much credit we can stand."

"Don't foster impossibilities upon your association," was Mr. Lawlor's last warning.

Several members objected that Mr. Lawlor's method would offend customers, and that, moreover, it was of no use in small places with no bank.

A. G. Munro, of Morden, urged strongly that it would be impossible to devise any system for the whole of the West.

H. C. Hamelin, in a short speech, urged that nothing would result unless

the association decided upon one system. It was necessary that united action should be taken. Notes would be no good in a village without a bank.

"This thing is getting serious," concluded Mr. Hamelin. "A crop failure would put some of us in a bad way, just because we have so much on our books."

Resolution Carried.

The resolution was finally carried unanimously, on the understanding that for the present it bound no one. It simply embodied a recommendation which is one plank of a platform upon which the association go to the country for support. In order to succeed, it is necessary that a large number of merchants join in the movement.

"Supply Accounts."

At an evening meeting, held in the sample room of Foley, Lock & Larson, the subject of supply accounts was discussed. It was alleged that wholesale houses sometimes start "men of straw" in business in towns where there is no room for a new store, the object being to sell their own goods through this store. The practice was condemned in a strongly worded resolution.

The meeting also discussed the encouragement by wholesale houses of new firms starting up in towns where there are already too many stores. The association are prepared to take strong measures to prevent such encouragement. The wholesale houses were also requested not to sell to firms which carry certain goods only as side lines, and slaughter them for advertising purposes, to the detriment of the legitimate retail trade.

Early Closing.

A resolution was passed in favor of the early closing movement: "That the association do hereby endorse the principle of early closing, and advises that all places of business be closed not later than 7 p.m. on all days except Saturdays and days preceding holidays, when the hour shall be nine o'clock."

The convention then adjourned, to meet at the call of the executive, probably about Midsummer.

Your Attention is called

to following arrivals of goods
for LENTEN SEASON :

Flagship Salmon 1/2's
Norwegian Sardines
" **Fish Balls**
Boston Fish Balls
" **Soused Mackerel**
" **Mackerel in Tom. Sauce**

Empire Cod Strips
Acadia 1 lb. Tablets
Halifax Fish Cakes
Scallops
Shrimps Canned
Crabs

LUCAS, STEELE & BRISTOL, Wholesale Grocers, Hamilton.

LENT is near at hand.

We have a full line of Fish at very attractive prices.

Kegs	Salmon Trout.
Half-Barrels	No. 2 Fat Mackerel.
Pails	No. 2 Fat Mackerel.
Half-Barrels	No. 1 Labrador Herring.
Barrels	No. 1 Labrador Herring.
Pails	No. 1 Labrador Herring.
Cases	Boned and Skinned Cod, 100 lbs.
Quintals	Cod, 112 lbs., very nice.
Boxes	Pure Cod, Boneless, 1's and 2's Blocks.

All Pickled Fish rebrined before being sent out.

LET US HAVE YOUR ORDERS.

JAMES TURNER & CO., - Hamilton, Ont.
Wholesale Grocers

FOR THE FISH SEASON

One Car Behring Sea Fish.

The Finest in the World

ALSO

SMOKED SOCKEYE SALMON, 30-lb. boxes
" HALIBUT, 30-lb. boxes
PURE COD FISH, MAPLE LEAF, 1s, 40-lb boxes
" " " WHOLE, 50-lb. boxes
" " " STRIPS, 40-lb. boxes

SEALEY'S HALIFAX and ACADIA COD, 1-lb. pkgs
BONED and SKINNED WHOLE COD, 50-lb. and 100-lb.
boxes
BONED and SKINNED WHOLE FISH, 40-lb boxes
BARRELS and HALF BARRELS LABRADORS
HALF BARRELS No. 1 SPLITS
" " SEA SALMON
KITTS No. 1 and No. 2 MACKEREL
" HOLLAND HERRING
KEGS LAKE TROUT and HERRING.

ALL GUARANTEED NOT TO SPOIL

SEND US A MAIL ORDER, OR PHONE AT OUR EXPENSE

BALFOUR & COMPANY - WHOLESALE GROCERS - Hamilton, Ont.

LONG DISTANCE PHONE 596

"FORCE" FOOD—Special Deal

Here is a chance to make **extra profits**. Until March 20th we will allow 40c. rebate per case on 5-case lots, freight prepaid, thus bringing price down to \$4.00 per case. On 2-case lots we will allow 25c. rebate per case. **Order now.**

THOMAS KINNEAR & CO.

"Wholesale Grocers"

TORONTO, CANADA

Business Changes

ONTARIO.

A. SEGUIN, general merchant, Hintonburgh, has assigned to W. A. Cole. A meeting of creditors was held March 6th.

C. Dufin, grocer, Rat Portage, has sold to G. Fountain.

J. Mc. K. Morden, miller, Greenville, has been burnt out.

A. O. McMurtry, grocer, Galt, has assigned to J. Douglas.

R. E. Clarke, grocer, Belleville, has assigned to S. M. Kenney.

E. Bomberg, dairy merchant, Toronto, has sold to S. J. Beacock.

Mr. Long, confectioner, Woodstock, has opened up his new store.

F. T. Sileox, general merchant, Sparta, has sold to I. K. Millman.

H. H. Layng, grocer, Smith's Falls, has been succeeded by H. Layng.

R. J. Drysdale, general merchant, Drysdale, has sold to J. Gilinas.

H. M. Schaefer, general merchant, Carthage, has sold out to C. Getky.

Grosch & Pfeffer, grocers, etc., Milverton, have sold out to Schaeffer & Whaley.

The Canadian Packing Co., London, have admitted H. Rechnitzer to partnership.

The assets of Alex. McKenzie, grocer and dairyman, Ottawa, were sold on March 3.

Wm. Glenn, grocer and butcher, Picton, has been succeeded by W. A. Crawford.

Thomas McCormack, grocer, Arnprior, has disposed of his grocery stock to B. J. Moag.

The stock of H. Ferguson, general merchant, Dundalk, has been sold at 65 1-2c. on the dollar.

J. A. Griffin, general merchant, Griffin's Corners and Staffordville, has closed up his business at Staffordville.

The Farmers' Dairy and Creamery Co., Hamilton, have been dissolved. Wm. Birrell continues the business.

The stock of T. McWhirter, general merchant, Glen Williams, was advertised



"THE IRON FOOD"

A GOOD STOCK OF APITEZO KEPT IN A PROMINENT POSITION WILL MATERIALLY INCREASE YOUR BUSINESS AND YOUR PROFITS

Cases, each 2 dozen, \$3.00 per case.

MADE BY

THE AMERICAN CEREAL CO., PETERBORO

FOR SALE BY ALL WHOLESALE GROCERS

OR

A. F. MacLAREN IMPERIAL CHEESE CO., LIMITED
AGENTS, TORONTO, ONT.

JAPAN TEAS

We are offering unsurpassed values in these teas. It will pay you to get our samples before placing your order. A post card will bring them.

THE DAVIDSON & HAY, LIMITED

WHOLESALE GROCERS, TORONTO.

to be sold by auction under chattel mortgage on March 7th.

QUEBEC.

P. Belanger, grocer, Three Rivers, is dead.

Mrs. P. G. Anley has registered as a grocer in Montreal.

C. Roy has been registered J. B. Paquet & Cie, grocers, Quebec.

G. I. McIntosh, general merchant, Calumet, has been burnt out.

Achille Levasseur, general merchant, Tingwick, has registered.

The assets of C. E. Frechette, grocer, Grand Mere, have been sold.

The premises of Lafortune Freres, grocers, Montreal, are closed.

L. N. Desrosiers, general merchant, Sandy Bay, has been burnt out.

The assets of A. Dube, general merchant, Vincennes, have been sold.

C. Gillman, general merchant, Mansonville Station, is offering to compromise.

W. S. Bridgette, general merchant, Sawyerville, has sold to Darehe & Darehe.

C. Lippe, of C. Lippe & Co., grocers and liquor merchants, Montreal, is dead.

Alex. Desmartean has been appointed curator to E. Sauvageau, grocer, Montreal.

La Compagnie de Villers, general merchants, Lotbiniere, have obtained a charter.

The assets of Joseph Roy & Co., general merchants, Beauharnois, are to be sold.

P. Wasilkowski, general merchant, Grand Mere, has assigned to Wilks & Michaud.

A. Lamarche has been appointed curator to J. St. Pierre, general merchant, Cartierville.

McLeod & Pringle, flour and feed merchants, Montreal, have dissolved partnership.

A meeting of the creditors of C. B. Desrochers & Co., grocers, Montreal, was held on March 7th.

V. E. Paradis has been appointed curator to Joseph Dumas, general merchant, Lac Ethehem.

La Compagnie de Villiers, general merchants, St. Louis, have registered; J. A. De Villiers is president.

Lamarche & Benoit have been appointed curators to Mrs. Chas. Meunier, general merchant, Cartierville.

NOVA SCOTIA.

H. S. Kaiser, general merchant, Port Bickerton, has assigned.

NEW BRUNSWICK.

A meeting of creditors of O. D. Hanson, general merchant and druggist, Fairville, was called for March 8.

James Ready, Limited, dealers in aerated waters, Fairville, are applying for incorporation with authorized capital of \$50,000.

MANITOBA AND N.W.T.

Wyness Bros., general merchants, Rossburn, have sold to W. Young.

The Seal of Manitoba Cigar Company, Winnipeg, have been incorporated.

W. W. Hicks, of Hick Bros. & Co., wholesale grocers, Winnipeg, is dead.

John Dolmage, general merchant, Souris, has sold to McRory & McCosh.

Lyall Calder, general merchant, Hamiota, has assigned to A. Graham, of Portage la Prairie.

B. Abramovitch & Son, grocers, etc., Winnipeg, have sold their branch store to Thomas Kennedy.

The stock of Beamolt & Ryan, general merchants, Prince Albert, has been sold at 80c. on the dollar.

C. H. Newton, Winnipeg, has been appointed trustee to F. J. Beatty, general merchant, Fannystelle.

O. Bellavance, general merchant, Letellier, has sold his stock of clothing and furniture to J. Bois.

A. J. Patterson, flour and feed merchants, Portage La Prairie, have sold to Swain & Herringshaw.

BRITISH COLUMBIA.

S. B. Arnold, fruiterer, Vancouver, has suffered loss by fire. Carried insurance.

A. C. Smith, fruiterer and confectioner, Sloean, has been succeeded by J. Pinchbeck.

Boecher Bros., tobacconists, confectioners, etc., Vancouver, have suffered loss by fire; partially insured.



Upton's

Home-Made

Jams, Jellies

and

Marmalades

are pure and fine flavored.
The kind that your customers will ask for again.

THERE IS A
GREAT TREAT
IN STORE FOR
THE MAN WHO
HAS NOT YET
TASTED

"HALIFAX"

or **"ACADIA"** Brand of

**Prepared
Codfish**

**NOTHING BUT
THE BEST
ATLANTIC
CODFISH USED
IN "HALIFAX"
AND "ACADIA"
BRANDS**

THERE'S A GREAT
amount of extra
business in store for
the grocer who hasn't
yet handled this
popular food, but is
going to hereafter.

BLACK BROS. & CO., LIMITED

HALIFAX and LAHAVE, N.S.

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

FRESH AND CURED FISH

White Fish Being Killed Out.

IN The Toronto Globe of March 6 a Canadian Fisherman refers at length to the unsatisfactory condition of the fisheries on the Northern Great Lakes, stating that the laws and regulations at present in force are not such as best to conserve the protection and prolongation of the food products of the Lakes nor in the best interests of Canadian fishermen. By way of remedying the condition of the trout fisheries on Lake Superior and Georgian Bay he recommends a graded close season beginning earlier than at present in Lake Superior and gradually getting later as the Canadian shores of Lake Huron and Georgian Bay are approached.

It may be news to the trade generally that white fish are becoming comparatively scarce in the great lakes owing, in a large measure, to the unwise licenses permitted by the Canadian Government, allowing the murderous pound net to be used for catching fish. Again, such regulations as have been adopted for the preservation of fish are not properly enforced. Everyone knows the destruction wrought upon the fish by the employment of the same nets. In spite of the half-hearted efforts which have been made from time to time to suppress this net fishing it is very extensively practiced along the Canadian shores of the Georgian Bay to the north channel, extending from Badgley Island to Sandy Island. The whole matter of fishing on Georgian Bay and the north channel should be thoroughly investigated and prompt measures taken to protect the fish and at the same time do justice to the licensed fishermen.

American Salmon in Denmark.

THE steamship Oscar II. on its last trip from New York to Copenhagen, brought 30,000 Columbia River fresh salmon for delivery to consumers in Copenhagen, Berlin, Paris, and other European cities. The fish were forwarded to New York in refrigerator cars and to Copenhagen in cold storage. It is the first shipment of the kind. The fish arrived in excellent condition. They were consigned to a prominent wholesaler

here, who forwarded the greater portion of them to branch houses in Berlin and Paris.

The construction of enormous ferries for service between this island and the continent, and the opening of the new line a year ago, was destined to bring Copenhagen and Berlin into closer social and commercial relations than formerly existed. The two immediate advantages of especial importance accruing from the construction of these large ferries for service between Gjedser and Waremunde are (1) that perishable goods may now be shipped in through refrigerator cars, and (2) that there is now a through sleeping-car service between Copenhagen and Berlin.

It is now demonstrated that the improvement in transportation facilities between the island on which Copenhagen is located and the Continent is not without economic importance to the United States. In any event, the shipment of fresh salmon from the far west to Berlin and Paris via Copenhagen is an achievement in modern commerce and transportation worth recording. — U.S. Consular Report.

Closed Season Bill Will Be Killed.

IT is expected that the special fisheries legislation, planned by canners of the State of Washington and British Columbia will be given an indefinite hoist by the State Senate now in session at Olympia on account of the antagonism of the independent canners. Even those American canners who favor the bill recommend its passage only on the ground that it be amended so as to allow no fishing between Mission bridges on the Fraser River.

Many American canneries have traps in the islands of the Gulf of Georgia. No fish are to be caught, according to the plan of the weekly closed season, between 6 o'clock on Friday evening and 6 o'clock on Sunday morning. The fish which pass the traps on Saturday are headed toward the Fraser River. They may reach Westminster bridge by Sunday morning, and above that would not be caught if the terms of the order so applied. But the salmon would certainly not reach Mission bridge by that time, and would, according to the Canadian order as it stands, be

caught by Canadian fishermen on Sunday and Monday.

Catches Fish Frozen.

J. S. Graves, who owns a farm bordering upon one of the inland lakes near Union City, Mich., is now not only harvesting a fine supply of ice for use next Summer, but also combining with very little extra labor the accumulation of a food supply in the form of fresh fish, which will be just as fresh and edible when he desires to eat fish next Summer as they are now.

When the ice began to form on the lake, and before it had attained any great thickness, Mr. Graves scattered angle worms and grubs over a considerable area of thin ice.

The fish in the lake, attracted by the food, which they could plainly see, but could not quite obtain, kept their noses pushed persistently against the ice. So hungrily eager were they that they did not notice the rapid formation of ice about them until they were finally frozen solidly therein, within a few inches of the surface.

Every cake of ice contains from one to ten fine fish, frozen alive in the block, and it is thought that his catch of fish will weigh over a ton.

Annual Meeting.

At the annual meeting of the Newfoundland Whaling Co. the following were elected directors for the ensuing year: President, A. F. Goodridge; secretary, Hon. R. K. Bishop; J. Baird, M. G. Winter, J. Browning. A dividend of six per cent. was declared and a sum of \$18,000 put to reserve fund. The matter of arranging with other whaling companies so that this fisheries product may be placed in foreign markets to the best advantage was also discussed.

Short Pack of Lobsters.

The Winter pack of lobsters on the western shore of Nova Scotia is now completed, and, according to latest estimates, will amount to 5,000 cases as compared with 9,000 to 10,000 cases in normal years. Factories are closed and the fishermen have hauled in their gear fully a

month earlier than usual. The lobster market remains dull and there is no possibility of knowing what next season's market will be in Europe until June, or possibly later. The Winter pack has found its market as usual in the United states at the prevailing low prices.

Fish Gossip.

Early forecasts of the Norwegian Spring codfishery promise well for a good yield of medicinal oil. "Fish reported small in the run, but livers fatter and larger than usual." Norwegian Spring cod always come inshore in prime condition, while on this side the Atlantic the fish are at their best late in the season and in deep water.

Large, natural oyster beds, which are known to exist at Blunden Harbor, off Queen Charlotte Sound, B.C., are to be developed by a Vancouver syndicate.

The salmon cannery on Observatory Inlet, B.C., owned by J. Wallace, is about to be moved to Matheson's Point on the Naas River. The plant will be an up-to-date one, capable of packing 12,000 cases during the season.

The British Columbia Fisheries Department has commenced to issue trap-net licenses.

W. U. Dion, of Caplin Co., Bonaventure, Que., was in New Glasgow last week

in connection with the establishment of several bait freezers for the Gaspé coast.

A bill has been introduced in the Legislature of Nova Scotia to incorporate fishermen's unions in Nova Scotia. The aim of these unions will be, among other things, to improve fishing and curing methods and obtain and disseminate information regarding markets and the most-expedient methods of transportation.

Halifax Fishery Award.

It is authoritatively stated that the Dominion Government does not intend to distribute among the provinces interested the amount of the Halifax fishery award received by Canada, nor is the question to be submitted to the English Privy Council or the Canadian Supreme Court during the present session.

Fish Calendar for Lent.

A. Booth & Co., 99-101 Place d'Youville, Montreal, are sending out to the trade a unique calendar price list for the Lenten season. Dealers can obtain one by addressing this firm as above, mentioning The Grocer. It will be found a useful index to the fish days of the season.

To Enforce Coasting Regulations.

The Dominion Government intends enforcing the coasting regulations respecting halibut fishing in Hesate Strait, B. C., which is conceded to be the best halibut grounds on the Pacific. This action has been deemed necessary in consequence of the ravages of American packers.

**FISH and OYSTERS
WHOLESALE.**

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



All Grocers Should Stock
THE STAVANGER PRESERVING CO.'S

Crossed Fish Brand

Norwegian

Smoked Sardines

Selected Fish—Pure Olive Oil—Patent Decorated Tins

AGENTS FOR CANADA

W. G. Patrick & Co., 29 Melinda Street, Toronto
British Manfrs. Agency Co., Vancouver, B.C.

**Pure
Maple Syrup**

Grocers, Read this:—

Office of
MILTON L. HERSEY, M.A.Sc. (McGill)
146 St. James St., Montreal
Feb. 11th, 1905

The Grimm Manufacturing Co., City:

DEAR SIRS,—The samples of Maple Sprup received from you marked as above have been analyzed and my tests failed to detect the presence of any adulterants whatever.

Yours truly,

MILTON L. HERSEY,
City and Public Analyst.

We cannot say more. You cannot want more.

The Grimm Mfg. Co.

Manufacturers of Champion Maple Syrup
Evaporator and Maple Sugar Makers' Supplies,

MONTREAL

1904 NEW PACK



**"Horse Shoe"
SALMON**

NOW IN STORE

SUPPLIES ARE LIMITED OWING TO SHORT CATCH

ORDERS SHOULD BE PLACED EARLY TO
AVOID DISAPPOINTMENT.

1-LB. FLAT TINS ARE PERFECTION AND CAN
BE CONFIDENTLY RECOMMENDED.

THE STANDARD OF QUALITY FOR BRITISH
AND CANADIAN TRADE.

NEW PICKLED LAKE TROUT

IN 100-LBS. KEGS

ALL KINDS OF FROZEN, PICKLED, PREPARED AND SMOKED

FISH

LEONARD BROS., 20, 22, 24 and 26 **MONTREAL**
YOUVILLE SQUARE,

P. O. BOX 639.

MONTREAL, P.Q.

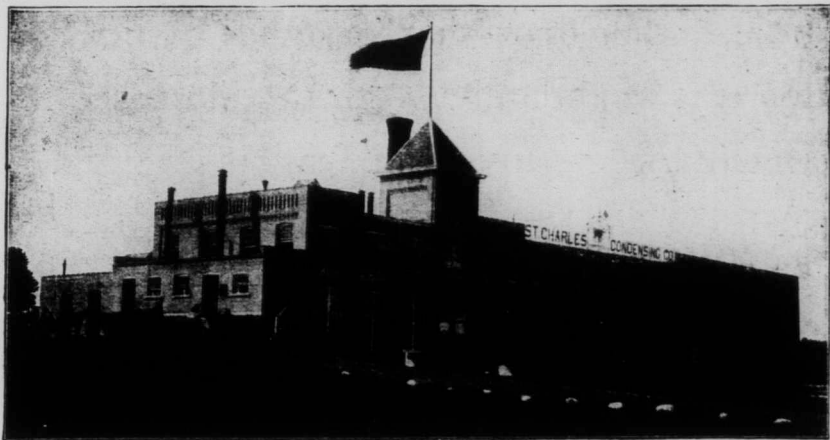
ST. JOHN, N.B.

WESTPORT, N.S.

GRAND RIVER, P.Q.

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GASPE, P.Q.



INGERSOLL, CANADA—FACTORY.

AN EASY ONE.

Added to our splendid assortment of
GOLD MEDALS.

ST. CHARLES EVAPORATED CREAM

given Highest Award at World's Fair St. Louis, Mo., 1904. Proven the purest and best, and for many purposes **PREFERABLE TO FRESH MILK.** Can be purchased through any wholesale house.

St Charles Condensing Co.



"BRUNSWICK" BRAND SARDINES

COVERING

- 1/4 Oil Sardines, 100 Tins to Case
- 1/4 Mustard Sardines, 100 " "
- 1/4 Tomato Sardines, 100 " "
- 3/4 Mustard Sardines, 50 " "

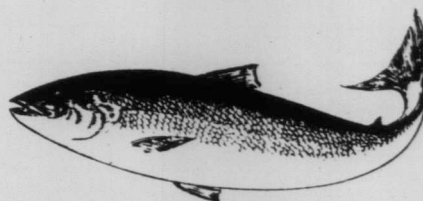
Sold by all the Leading Wholesale Grocers in Canada.

PACKED ONLY BY

Connors Bros., Limited

BLACKS HARBOUR, N.B.

SOCKEYE SALMON



"Sovereign" and "Lynx"

Brands

ARE THE CHOICEST IN THE MARKET.

EVERY TIN GUARANTEED.

TO BE HAD OF ALL GROCERS.

"Matthews'" Famous Pork Bologna

is known far and wide for its wholesomeness. Being a Pork Bologna, the price is a little higher than that of other brands, but in the public estimation it is abundantly worth the increased cost. Special price for weekly orders upon application.

The George Matthews Co., Limited

ESTABLISHED 1868.

PETERBORO

HULL

BRANTFORD

Lard *Compound.*

We are makers of the finest brand of Compound Lard. There is a good demand for it just now, lard is scarce and high, it will be more scarce and higher before the snow goes. Buy now. We can give you either pure lard, the very best you can buy, or we can give you lard compound, as fine in quality as any made.

F. W. FEARMAN COMPANY,
Limited,
HAMILTON, ONT.

PURE LARD

We manufacture that very Desirable Quality that pleases your Customers,
ABSOLUTELY PURE

OUR TEN-POUND WOODEN PAILS ARE
GOOD SELLERS AND TRADE-WINNERS.

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

DAIRY PRODUCE AND PROVISIONS

and Cold Storage News.

Cheese and Butter Situation.

DURING the past few days there has been an improvement in the demand for cheese, both from abroad and locally. It looks very much as if the British merchants were realizing the strength of the situation, based on the smaller stocks carried this year as against those of 1904. While things have been dull for some time back, it is reported that sales have been put through at an equivalent of 11c. for white and colored, and are now quoted $\frac{1}{2}$ c. for white and $\frac{1}{4}$ c. for colored higher. Stocks unsold here are very small, in fact, the smallest for many years, and holders, who have held till now, will not let go very quickly now that the advance is coming on.

While butter is still selling at 28 to 30c. for finest creamery, the high prices seem to have checked consumption, as the trade is very slow and too quiet for this season of the year.

How Powdered Milk is Made.

IN his last report re Dutch trade in Australia, Consul W. B. Bosschart writes to the foreign department in Holland as follows:

"At the Dairy Exhibition in Melbourne, held during September, 1904, were shown samples of dried milk, so-called powder milk, which were sent from New Zealand. Nathan & Cie., who hold the New Zealand and Australian rights for the manufacture of dried milk, have gone to considerable expense in installing machinery, as extensive boiler power and a great deal of fuel are required. The machine itself consists of a very strong cast-iron frame with parallel rollers resting on bearings, the drums being about one-eighth of an inch apart. Steam is connected through the shaft, which is hollow, by means of a pipe and ordinary packing glands, the outlet being through the other axle, which is similarly mounted. The cylinders are 5 feet long and 28 feet in diameter, and have a perfectly smooth surface; 40 lbs. of steam are indicated, and the rollers revolve inversely $7\frac{1}{2}$ times per minute by means of a mechanical attachment. The milk is fed with perforated pipes about one foot above the rollers, and drops on them in a straight shower.

"All the moisture in the milk evaporates and is carried away through a large pipe leading from a cowl over the apparatus. Less than one revolution brings the roller in contact with the knives, which are fitted by set screws, so as to shave the surface without touching the metal too hard. From these knives fall away continuous sheets of dried milk resembling cream-colored crimped tissue paper. On falling into a box, this paper-like substance breaks to pieces, being afterwards scooped into a primitive wooden drum fitted with beaters, which break it down to very fine powder. This product, which is sterile, may be turned into new milk again by the addition of seven parts of hot water."

High Price of Butter.

THE butter situation is a peculiar one at present in Canada, high prices prevailing in nearly every city in the Maritime Provinces, and even in Montreal and the West.

The fact is, so good has the market been in England for Canadian butter and cheese, that shippers have been anxious to export. On this account large quantities went forward which were not of the quality to catch the market against the best Danish and Irish butter. The fact is, none but A1. quality is required on the English market. The West Indian market has also been good, and large shipments are continually made there by every boat from Halifax and St. John, some by Upper Canadian firms and some by local firms.

The result of this heavy export within the last few months has been that Nova Scotia has experienced a shortage, which in Halifax, Sydney, and other centres, was greatly accentuated by the late snow blockade on the railways when the country supply could not be sent forward. The greatest scarcity in Halifax was in fresh-made creamery for table use, which on Saturday (March 4) was

retailing at 35c. per pound, the nominal price for the last year or two being 25 to 27c.

One direct result of the shortage has been the importation of butter on a large scale from Great Britain.

As it seemed to be the prevailing opinion that this "English" butter was imported on account of the snow blockade, The Grocer interviewed Smith & Proctor, who are probably the largest handlers of butter in Halifax, on the matter. They disclaimed that this was the reason for importing, the butter being purchased there merely as a matter of business, since it could be imported at a lower price than it could be got for in Montreal, admitting, at the same time, that it "was quite possible" that this "English" butter was at least "partly" Canadian. It may also be noted that this butter is not strictly for local consumption. Large quantities are shipped to the West Indies, the greater part of which was previously imported from the West.

Thus the whole matter is explained. Exporters, in their eagerness to catch a good market, have been over-shipping, with the result that their butter has paid freight and expenses both ways across the Atlantic, and is landed in Halifax cheaper than it can be bought to-day in Montreal. Though the ramifications of trade are peculiar, this does not seem to be the kind of trade extension that would benefit shippers, resulting as it has in largely increased prices to consumers in this country.

R.C.

Lard Statistics.

The following comparative estimate of stocks of lard held in Europe and afloat on March 1, has been supplied by the N. K. Fairbank Co., Chicago:

Dutch cheese is well demanded in South Africa, much of the business being done through foreign, especially English, houses. It is reported that the new tins of $\frac{1}{2}$ and 1 lb. find a ready sale, while, as to the quality, it is said that gouda cheese keeps best and makes a good price.

	1905. Mar. 1.	1905. Feb. 1.	1904. Mar. 1.	1903. Mar. 1.	1902. Mar. 1.	1901. Mar. 1.
Liverpool and Manchester	34,500	24,500	30,000	13,500	5,500	6,500
Other British ports	17,000	15,000	8,000	3,500	3,500	5,000
Hamburg	10,000	28,000	12,000	15,000	13,000	9,000
Bremen	2,000	2,000	1,000	2,000	1,000	2,000
Berlin	2,000	4,000	2,500	2,000	2,500	2,000
Baltic ports	21,500	15,000	11,500	10,000	8,500	6,500
Amsterdam }	3,000	3,000	1,200	2,000	2,500	1,000
Rotterdam }						
Mannheim }						
Antwerp	5,000	4,500	3,000	7,500	2,500	1,500
French ports	1,100	1,200	1,800	500	1,800	4,500
Italian and Spanish ports	500	500	500	500	1,000	1,000
Total in Europe	96,600	97,700	71,500	56,500	41,800	39,000
Afloat for Europe	85,000	68,000	50,000	50,000	75,000	75,000
Total in Europe and Afloat	181,600	165,700	121,500	106,500	116,800	114,000

Whole Black and White Pepper

We are offering these at most interesting prices and finest quality. Will be pleased to mail you samples and quotations

Peppers are good buying NOW.

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is the purest and most wholesome product on the market. It is made only from the choicest fruit and is packed, under our personal supervision, in 10c. and 15c jars Our travellers have samples.

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GOOD HEALTH
MAGIC BAKING POWDER
INSURES
PURE FOOD.

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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—A slightly more active market in provisions is reported for the week, as well as a slight advance all round, largely on account of the lightness of stocks held. Long clear bacon is 1-2c. firmer, and there has been an advance of 1-4c. in all varieties of lard. In the opinion of the provision men lard has been altogether too cheap for the last year, and we are bound to see higher prices.

Fresh meats are on the quiet side, and veal has declined from 1-2 to 1 cent in price. Hogs are coming more freely and have dropped in price. Yearling lambs are 1-2c. easier, the price on this article previously having been almost prohibitive. Our quotations are as follows:

Long clear bacon, per lb.	\$0 08 1/2	\$0 09
Smoked breakfast bacon, per lb.	0 12 1/2	0 13
Roll bacon, per lb.	0 09 1/2	0 10
Small hams, per lb.	0 13	0 13 1/2
Medium hams, per lb.	0 11	0 13
Large hams, per lb.	0 11	0 11 1/2
Shoulder hams, per lb.	0 09	0 09
Backs, per lb.	0 14	0 15
Heavy mess pork, per bbl.	15 50	16 00
Short cut, per bbl.	18 00	18 50
Shoulder mess pork, per bbl.	14 50	15 00
Lard, tierces, per lb.	0 08 1/2	0 08 1/2
" " " " " "	0 08 1/2	0 09
" " " " " "	0 09	0 09 1/2
" " " " " "	0 06 1/2	0 07 1/2
Plate beef, per 200-lb. bbl.	11 00	11 50
Beef, hind quarters	6 00	9 00
" front quarters	4 50	6 00
" choice carcasses	7 00	7 50
" medium	5 50	6 50
" common	5 00	6 00
Mutton	6 00	8 00
Lamb, spring, cold storage	10 00	10 00
Lamb, yearling	0 12 1/2	0 12 1/2
Veal	0 07	0 09 1/2
Hogs, light, carlots	6 75	7 00
" street lots	7 00	7 50

Cheese—There has been no change in the cheese situation since last week. Both at home and abroad the market continues quiet, with prices firm and steady. For export trade to-day's quotations are 52s. to 53s. We quote the following prices:

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

Butter—Arrivals of butter have been on a much larger scale during the week under review, and although there is no surplus the supply is now about equal to the demand. The butter famine may be said to be practically over, and normal prices will be quoted in future. Creamery prints are from 1 to 2c. lower than last week, only a few of the creameries having kept to the extreme level of 20c. Very few creamery solids are on the market at the present time. Dairy prints are also down 1c. We quote the following prices:

Creamery prints	Per lb.
" solids, fresh	0 26 0 27
Dairy prints	0 25 0 26
" large rolls	0 23 0 24
" " "	0 22 0 23

Poultry—As the end of the season has almost been reached, arrivals of poultry are very small, and trade is practically at a standstill. Our quotations are as follows:

Chickens, spring, dry plucked	0 12 0 13
Hens	0 07 0 08
Turkeys	0 16 0 17
Ducks	0 12 0 13

Montreal.

Provisions—There is no change to report in the position of the provision

market. Prices have held up well, and though a weakening was looked for it failed to materialize. The trade in pork has been quiet. Fresh abattoir killed was sold at \$8.5 to \$8.50. Country-dressed receipts are small, selling at \$7.25 to \$7.75 per 100 lbs. Our quotations are as follows:

Canadian short cut mess pork	\$16 50	\$17 50
American short cut clear	17 00	17 50
American fat back	17 00	17 50
Bacon, per lb	0 07 1/2	0 13
Hams	0 11 1/2	0 13
Extra plate beef, per bbl.	11 50	12 00
"Boar's Head" brand, tierces, per lb.	0 06 1/2	0 06 1/2
" " " " " "	0 06 1/2	0 06 1/2
" " " " " "	0 06 1/2	0 06 1/2
Cases, 20 3-lb. tins, per lb.	0 07 1/2	0 07 1/2
" 12 5-lb. tins	0 07 1/2	0 07 1/2
" 6 10-lb. tins	0 07 1/2	0 07 1/2
20-lb. wood pails, each	1 43	1 43
20-lb. tin pails, each	1 33	1 33
Wood net, tin gross weight—		
Wood. Tin.	1 57	1 70

Pure lard, pails	1 57	1 70
" tubs	0 07 1/2	0 08 1/2
" cases (6 10-lb. tins)	0 08 1/2	0 09 1/2
" cases (12 5-lb. tins)	0 08 1/2	0 09 1/2
" cases (24 3-lb. tins)	0 08 1/2	0 09 1/2

Butter—The undertone of the market continues strong, and there is no actual change of great importance to note. The turnover in business is not large, but everything offered is being taken up readily. Sales of Eastern Townships creamery were made at 28c. to 30c. at factory. The local market is bare of fine stock, and this scarcity is generally firming up prices. We quote the following:

Finest creamery	0 28	0 30
Fine	0 26	0 28
Medium	0 24	0 27
Fine western dairy	0 22	0 23
Fair to good western	0 20	0 22
Undergrades	0 18	0 20

Cheese—Market is dull and featureless. Exports are small in comparison with same period last year. 10 1-2 to 10 3-4c. appears to be the railway prices.

Eggs—The arrival of larger lots of new-laid has weakened the market during the week, and a decline of 2 to 3c. per dozen is noted in new-laid. As the weather turns milder receipts will be heavier, and lower prices may be looked for. The demand for eggs is good, and with the opening of Lenten season on Wednesday will continue to improve. Stocks of stored eggs are getting down rapidly. Lined unchanged.

Selected Fall fresh	0 23	0 24
Montreal lined	0 20	0 21
Medium cold storage	0 17	0 18
Strictly fresh	0 30	0 32

St. John.

Provisions—In beef and pork, while the market is firm, there is very little business doing. Smoked meats are held very firm. Pure lard is rather higher; there is a good stock held. Refined is unchanged. In beef, prices are quite low. Lamb is beginning to be offered. Full prices asked. Mutton dull and low. Veal is more plentiful. Prices unchanged. Pork is rather higher. We quote:

Mess pork, per bbl.	\$16 00	\$17 00
Clear pork	14 50	18 00
Plate beef	14 00	15 00
Mess beef	10 50	12 00
Domestic beef, per lb.	0 04	0 06 1/2
Western beef	0 07	0 08
Mutton	0 04	0 05
Veal	0 06	0 08
Lamb	3 07	3 08
Pork	0 07 1/2	0 09

BUTTER and EGGS

—WE ARE—
BUYERS and SELLERS

Correspondence solicited from **ONTARIO, MANITOBA and LOWER PROVINCES.**

Rutherford, Marshall & Co.
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During Lent there will be more baking done than usual. To secure best results for your customers, sell them

Eagle Baking Powder

Ask your jobber or write us.

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MINCE MEAT

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Excels in Quality and Flavor.
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BEST WHITE SPRUCE

50—30—20 lb.

ORDER NOW

WALTER WOODS & CO.

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EGGS

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

CORRESPONDENCE SOLICITED.

The WM. RYAN CO., Limited

70 and 72 Front St. E., Toronto.

Brock's Bird Seed is in 10-cent packages—lbs.

Well to mention this once in a while Grocers might get to think it higher priced from the way we sing it's praises.

NICHOLSON & BROCK, 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.

Butchers, Merchants and Hide Buyers

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

Hams	"	0 12½	0 13½
Rolls	"	0 10	0 13
Lard, pure, tubs	"	0 08½	0 09
"	"	0 09	0 09½
Refined lard, tubs	"	0 08	0 08½
"	"	0 08½	0 09

Butter—There is very little butter here of any kind. Prices are high. Good butter very hard to get. We quote:

Creamery butter	0 26	0 30
Best dairy butter	0 20	0 25
Good dairy tubs	0 18	0 20
Fair	0 17	0 18

Eggs—A fair demand. Prices continue high. We quote:

Eggs, henmy	0 28	0 30
case stock	0 23	0 25

Cheese—There is but a fair sale. Prices, while a little higher than in the Fall, show no late change. We quote:

Cheese, per lb.	0 11	0 11½
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Winnipeg.

Butter—Fresh creamery is scarce, and it is difficult to supply the demand. Prices are firm. We quote:

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

Cheese—No change in prices. We quote:

Finest Manitoba, large	0 11
Ontario	0 11½
twins	0 12
Square cheese	0 12½

Lard—Likely to advance, and very firmly held at present prices. We quote:

Lard, 50-lb. pails, per pail	4 90
20-lb. "	2 00
3-lb. tins, per case 60 lbs.	6 30
5-lb. "	6 15
10-lb. "	6 00
Pure lard in bbls, per lb.	0 09

Cured Meats—Prices continue as follows:

SMOKED MEATS.

Hams, sugar cured, assorted sizes	0 13
heavy 20 to 30	0 12½

Picnic, assorted sizes	0 08½
Shoulders	0 08½
Bacon, breakfast bellies	0 12½
breakfast backs	0 10½
Wiltshire sides	0 15
spiced rolls, long	0 09½
Manitoba butts	0 09½
skinned	0 10
boneless and rolled	0 11
rolls, boneless	0 11

DRY SALT MEATS.

Bacon, dry salt long clear	0 08½
smoked	0 09½
boneless backs	0 09½
Shoulders	0 08

BARREL PORK.

Heavy mess pork, boneless, per bbl	18 00
Standard mess pork, per bbl	10 50
per ¼ bbl.	16 00
per ¼ bbl.	9 00

PICKLED GOODS (COOKED).

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

Halifax.

Provisions, Etc.—Prices in the wholesale and retail provision market have not been normal on account of the blockade, and do not represent the general state of the "market." Supplies up to this week not been coming in, and as any line ran short the price went up. Even with the stoppage of the country "milk train," which comes in from Truro every morning, the price of condensed milk (retail) went up 5c. a can. Butter had gone previously to from 5 to 10c. for the various grades. Fresh-laid eggs were sold from house to house by countrymen who managed to surmount the snowbanks at 40 and then 45c. per dozen. All kinds of meats were scarce, and fortunate was the dealer who had a few carcasses of the frozen article imported from the West. Prices are, however, settling down again, but it will take another two weeks before normal

EXPORT TRADE DEPARTMENT.

FIRMS ABROAD OPEN FOR CANADIAN BUSINESS.

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

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

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

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We handle consignments of CANADIAN MEATS, CHEESE AND BUTTER.

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

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This space \$15.00 per year.

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Reference, London City and Midland Bank, West Smithfield. We buy outright.

conditions assert themselves. The butter market, which two weeks ago advanced about 5c. on all grades, declined 2c. on Friday, March 3. Another week or two will bring it back to normal.

Canadian Bacon Trade.

Domestic trade in bacon and fresh meats is not so brisk as a week ago. Up to March 4th arrivals of hogs showed a decided improvement. This week, however, there has been a considerable falling off, and packers' price is firm at \$5.75. The English bacon market has shown signs of weakness, largely on account of increased shipments from the United States to Great Britain, bringing about a sudden climax in the market and the resulting decline. Last quotations, viz., from 46 to 50 shillings, practically rule yet. In fresh meats trade is a little on the quiet side, both veal and lamb having declined in price.

Dairy and Provision News.

Dairy instruction is to be made a feature of the coming Summer's work in the Ontario Department of Agriculture.

The Canadian Poultry and Produce Co., Stratford, are making extensive improvements and enlargements in their plant, and will extend their business to include the raising of hogs.

A deputation from the Western Dairy-men's Association waited upon the Ontario Minister of Agriculture, on March 7, and received the official promise of an additional inspector and further financial assistance from the Government.

NOVA SCOTIA MARKETS.

Halifax, N.S., March 6, 1905.

THE wholesale grocery trade, like that of all other lines, has been seriously curtailed during the month of February on account of the snow blockade; nothing like it has ever been known by even the "oldest inhabitant." With the exception of last winter, for a great many years our winters have been fairly mild, but after this experience the wish for "good old-fashioned winters" will be obsolete.

For nearly three weeks the whole D.A. Railway, running from Halifax to Yarmouth — 220 miles — was practically blocked from end to end. It is now opened (less than half the distance) to Kentville. The result has been that orders from this whole district could not be shipped, and even orders requiring goods could not be sent in except by telegraph and telephone. Coal in many places ran short, and flour was sold in Kentville at \$9 to \$10 per barrel. For the same reason payments due the first of this month are backward, and it will take two or three months for general trade conditions to recuperate.

Feeds of all kinds are in good de-

Something Entirely NEW

BODE'S

Chewing Gum

with

Alarm Watch

FREE

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Patent Vending Machine

The BEST Vending Machine on the Market

For Inside or Outside Use

These Chewing Gums are of the very highest quality—and what's more, they sell well and show you a very handsome margin of profit. They include

Pepsin	Boxes 23-5c sticks.
Crushed Fruit	" 36-5c. "
Menthol	" 40-5c. "
Fleur-de-lis	" 115-1c. pieces
Chulets	" 1000 "

(Something entirely new)

Our Travellers are Showing Samples. Wait for them.

SOLD EXCLUSIVELY BY

THE EBY, BLAIN CO. LIMITED

Wholesale Grocers, - TORONTO

mand, but stocks are running low. There is no change in price. Hay is very scarce, as it has been impossible to import. Nova Scotia's crop being almost a failure, it is reported that cattle are being slaughtered in many country districts since the commencement of the snow blockade. Hay to arrive is quoted here at about \$13. It has no doubt been previously reported that large quantities of Quebec hay were brought down to the Provinces in the Autumn and early Winter over the Intercolonial free of charge. This hay was sold at cost, which was from \$8 to \$10, according to quality.

The steamer "Evangeline," which sailed for London last Friday, carried

5,000 barrels of apples. The quantity would have been greater, but they could not be brought forward by rail.

Two events during the blockade are worthy of record, one being that for the first time for many years beef cattle were driven to the Halifax market. Bridgetown is situated 115 miles from Halifax on the D.A.R., yet for that distance, even in the midst of the storm, a drove of 32 head were brought in. The cattle were taught to walk in single file, a drover walking with each eight head to guide them, and it is stated they made over 20 miles a day and came in good condition. The second is that large importations of butter from Great Britain are reported.

Blue Ribbon Ceylon Tea

You see we are not concerned about declaring the fact that Blue Ribbon Tea is made up of this quality and that.

We think we have passed the day when it was necessary to convince people that Blue Ribbon is good tea.

Our great purpose is to enlarge its sphere, so to speak.

To increase its users.

To increase the number of grocers who distribute it.

To save the grocer the waste that results in experimenting with teas less known and of less worth.

Purest and Best

WINDSOR SALT

WE BEG TO INFORM YOU THAT

THE DOMINION SALT AGENCY
LONDON, ONT.

HAVE BEEN APPOINTED OUR GENERAL SELLING AGENTS FOR CANADA, AND WE SHALL FEEL OBLIGED IF YOU KINDLY SEND YOUR ORDERS DIRECT TO THEM.

WE DESIRE TO EXPRESS THANKS FOR THE LIBERAL PATRONAGE ACCORDED DURING THE PAST, AND TRUST BY CONTINUED EXCELLENCE OF MANUFACTURE, PROMPT SHIPMENTS AND CLOSE ATTENTION TO BUSINESS, TO MERIT A CONTINUANCE.

THE CANADIAN SALT CO.,

WINDSOR, ONT., FEB. 1ST, 1905.

LIMITED

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INDEX TO ADVERTISEMENTS.

Table with two columns listing advertisers and their corresponding page numbers. Includes entries for Acme Can Works, Adamson, J. T., & Co., Allison Coupon Co., American Tobacco Co., Auer Light Co., Baird, H. Paxton, Balfour & Co., Barnard & Holland, Bates, Peacock Co., Beland, B. O., Belleville Canning Co., Belle Mfg. Co., Biermann, E., & Co., Black Bros. & Co., Blue Ribbon Tea, Boyd, Thos., & Co., Bradstreet's, Braid, Wm., & Co., Brantford Starch Works, British America Assurance Co., Canada Maple Exchange, Canada Paper Co., Canadian Bank of Commerce, Canadian Canners Limited, Canadian Cigar Co., CANADIAN GROCER, Canadian Press Clipping Bureau, Canadian Salt Co., Canadian Swiss Trading Co., Capstan Manufacturing Co., Carter-Crume Co., Cassidy, J. L., Co., Cerebos Salt, Ceylon Tea, Chaput, L. Fils & Cie., Chase & Sanborn, Christie, Brown & Co., Coles Manufacturing Co., Colson, C. E., & Son, "Commissioner" Tea, Common Sense Mfg. Co., Confederation Life Association, Connors Bros., Cowan Co., Crichton, Alexander, Davidson & Hay, Dawson Commission Co., Dingle & Stewart, Dominion Molasses Co., Dominion Salt Agency, Douglas & Ratcliff, Downey, W. P., Duffus, A. S., Duncan Company, Dunn, Wm. H., Eby, Blain Co., Eckardt, H. P., & Co., Edwardsburg Starch Co., Empire Tobacco Co., Eppe's Cocoa, Eureka Refrigerator Co., Ewing, S. H. & A. S., Ewing, S. H., & Sons, Fearman, F. W., Co., Finkle & Ackerman, Fortier, J. M., Frontenac Cereal Co., Gibb, W. A., & Co., Gillard, W. H., & Co., Gillett, E. W., Co., Ltd., Gorman, Eckert & Co., Gowans, Kent & Co., Greig, Robt., Co., Griffin & Culverwell, Grimm Mfg. Co., Hall, R. C., & Co., Heinz, H. J. Co., Herron, R., & Co., Husband Bros. & Co., James, F. T., Co., Japan Teas, Keen, Robinson & Co., Kinnear, T., & Co., Klotz, E. W., Kyle, C. E., Lake Huron & Manitoba Milling Co., Lambe, W. G. A., Lamont, Corliss & Co., Lawson, Reginald, L. B. Slot Machine Co., Leonard Bros., Lethem, John, & Sons, Little, Geo., Locators, The, Lucas, Steele & Bristol, Lumsden Bros., Lytle, T. A., Co., Maiden, J. H., Marceau, E. D., Marshall, James, Mathieu, J. L. Co., Mathews, Geo. Co., Metropolis Bank, Millman, W. H., & Sons, Milne, Chas., Mooney Biscuit and Candy Co., Morse Bros., Mott, John P., & Co., Mackintosh, John, MacLaren's Imperial Cheese Co., McAlpin Consumers Tobacco Co., McCann, Wm., Milling Co., McDougall, D., & Co., McGregor-Harris Co., McLaren's Cooks' Friend Baking Powder, McLean, J. A., Produce Co., McWilliam & Everist, National Cash Register Co., National Licorice Co., Nicholson, Bain & Johnston, Nicholson & Bain, Nicholson & Brock, Nickel Plate Stove Polish Co., Oakley, John, & Sons, Oakville Basket Co., Ocean Mills, Page, C. S., Park, Blackwell Co., Payne, J. Bruce, Piper, A. M., & Co., Todhunter, Mitchell & Co., Toronto Salt Works, Tuckett, Geo. E., & Son Co., Turner, James, & Co., Upton, Thos., & Co., Walker, Hugh, & Son, Walker Pivoted Bin and Store Fixture Co., Walkerville Match Co., Watt, J. L., & Scott, Western Assurance Co., Wethey, J. H., White & Co., Whiteley, Muir & Co., Wickes, Hamilton, & Co., Wilson Commission Co., Wilson, W. H., Co., Winn & Holland, Winnipeg Fish Co., Wood, Thos., & Co., Woods, Walter & Co.

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NEW ADVERTISEMENTS.

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BUYING FUTURES.

WE hear much of the wisdom of buying ahead and in bulk, and there can be little doubt that many grocers are seized with the attractiveness of the suggestion, without pausing to ask themselves whether their inventory does not already show too great a proportion of the year's profits in goods on hand instead of in cash receipts.

It is a question whether a grocer will gain in the long run by placing large advance orders and buying several months' supply to save a fancied trifle in price. True, last year may have been an exceptional year. In some sections the retail trade may not have been up to expectations. Another season, with brisk trade, and snow and rain and sun

all doing their duty at just the time that suits him, he may pull through without having to carry over any great quantity of goods. But what does he gain to compensate for the risk?

He thinks he has saved something in price by buying a few big bills in place of many smaller ones. Let's concede the point, though we doubt it. To achieve this saving he has had to tie up several times as many dollars in certain items as would have been necessary had he followed the other plan.

To buy four months' supply at one time takes exactly four times as many dollars as to buy one month's supply. Thus the grocer loses the profit he might have made by investing those surplus dollars in other goods not now sold.

When he has twelve dozen of an item on his shelf he sells no more than if he had three dozen, and the same money that bought the twelve dozen might have been used to buy three dozen each of four articles. With four items instead of one he could have made sales four times as great without increasing the investment.

And the incurable trouble about buying in big lots is that about every so many years there is a crop failure or something else happens to make trade shrink, and the year's profits are sure to suffer sorely.

Is not the compound profit that comes from turning a large variety of goods many times in a year better than the simple profit which comes from buying a quantity of each article, with the consequent smaller variety, depreciation in value, slow but sure growth of stickers, etc.?

WHY AND WHEREFORE OF DRAWBACKS.

OSTENSIBLY the reason for the recent decision of the U. S. Government allowing drawbacks on Canadian wheat to be exported, wholly or in part, in the form of flour, was because American millers were in need of our Manitoba wheat to enable them to meet the requirements of foreign trade. The precedent established, however, involves a far-reaching principle, and when it is remembered that the same rule will, in all probability, be applied to importations of pulp-wood, lumber, raw

hides, nickel, fruit and vegetables, for manufacturing purposes, it is easily seen what a tremendous impetus must be given to manufacturing in the United States and the upbuilding of their export trade.

For the seven months, ending January, 1905, importations of hides, tin, fibres and wool into the United States aggregated as follows: Hides and skins, \$34,439,265; tin, 43,621,612 pounds; fibres, \$20,699,313, and wool, 109,000,000 pounds. In other words, manufacturers' material formed about 16 per cent. of the total imports into the United States for the fiscal year ending January, 1905.

Imports of material for use in manufacturing during this period exceeded those of the corresponding months of the preceding year by about \$33,000,000, and in the month of January alone exceeded those of January last by more than \$12,000,000.

The share, moreover, which manufacturers' materials are forming of the imports of the United States, is steadily increasing. In 1820 they formed about 16.6 per cent. of the total imports; by 1850 they had reached about 28.2 per cent.; in 1880, 37 per cent.; in 1900, 45 per cent., and in the single month of January, 1905, 50.1 per cent. American manufacturers are also steadily increasing the share which their products form in the exports of the United States; for instance, in the seven months ending January, 1905, the manufactures exported exceeded by \$52,000,000 the total for the corresponding months of the preceding year, and in the month of January alone the total exceeded that of January, 1904, by about \$2,000,000.

Canada is vitally concerned, because, under existing conditions, she will be supplying more and more raw material to United States manufacturers until her own manufacturing industries are able to work up the seemingly inexhaustible fund of raw material at hand. At the same time, our manufacturers are beginning to watch anxiously the trend of things, and are considering the advisability of taking precautions to prevent the undue diversion of national trade into a foreign channel. Developments will be awaited with interest by Canadian business men.

TO IMPROVE CANADIAN COMMERCE.

IN view of the disadvantage at which Canadian importers and exporters have been placed in the past, owing to the slow and irregular line of steamers plying between the Winter ports of Canada and Great Britain, it is not surprising that the Boards of Trade in the Maritime Provinces should have undertaken to grapple with the transportation problem, which is becoming more and more serious as Canada's foreign trade grows and American carrying lines begin to cast covetous eyes on traffic to the North not already in their hands. There can be little doubt but that they will prove formidable competitors to our own Winter carriers; at the same time, there is every reason why Canadian traffic over sea should be in the hands of all-Canadian lines, and absolutely no excuse why even a share of our export and import trade should go and come via New York and Boston. If our transportation facilities are inferior, then it is plainly a national duty to improve them; if the difficulty is one of rates, Canadian carriers must meet it as best they can.

At the last meeting of the Kings' County Board of Trade in Kentville, N. S., this question was thoroughly aired and a resolution passed requesting the Department of Trade and Commerce, Ottawa, to call for tenders for an adequate all-year-round steamship service between St. John, Halifax and London, Eng., after July 1 next, on the ground that a faster service was necessary if legitimate trade was to be kept from drifting into the hands of American competing lines.

The city of St. John has done its share in helping towards a solution of the problem by improving her harbor, which is now recognized as one of the finest Winter ports on the North Atlantic seaboard. But the fact remains that Canada is losing an enormous amount of money every year on account of traffic going via American ports and foreign bottoms. It is to be hoped the Dominion Government will second every effort in the direction of the establishment of first-class direct transportation facilities between Canada and Great Britain, and that every Canadian business man will

look forward to a speedy solution of the problem as vital to Canadian commerce.

FEBRUARY FAILURES.

WITH about the same number of casualties in February this year as last, the feature of the month just closed, as shown by Bradstreet's report, is the heavy shrinkage in the volume of liabilities of Canadian business firms from the second month of 1904, namely, \$242,730, the figures for the two years being \$756,144 and \$998,874, and the failures numbering 103 and 117 respectively. This feature is in keeping with the generally better tone of business this year than last. The February liabilities as a whole are the smallest reported for that month since monthly totals were first compiled by Bradstreet's. This shrinkage in liabilities is not confined to any one section, but runs throughout the country. Surely the business year has begun auspiciously; if normal conditions continue to rule during the remaining ten calendar months, including good grain and fruit crops, 1905 ought to prove a record year for the trade.

CANADA PREFERS THE BACON HOG.

A CANADIAN contemporary has thought it worth while to refer to the very large importations of bacon into Canada from the United States during the last two years, and to the interference the same have caused with the prosperity of Canadian farmers who require the home market for themselves.

Once more we wish to remind readers of *The Grocer* and the trade generally, that this so-called "dumping" of American pork on the Canadian market is not a matter to occasion serious alarm. It is quite true that Canada imports yearly a large quantity of pork from the United States, for the reason that we do not produce enough to answer domestic requirements, not that Canada is not in a position to cater to this particular trade, but the promoters of the bacon industry in Canada have for years tried to discourage the production of fat pork, which is now being imported from the United States, on the ground that there was far more money for the farmer in

the bacon hog. The result is that the Canadian export trade is now almost exclusively in lean hogs, exports of bacon for the fiscal year 1904 totalling over twenty-five million dollars. Canadian packers and provision men are unanimous in their opinion that we do not want this particular trade and that we ought not to take exception to our friends from across the border if they see fit to send us a little of their surplus fat pork occasionally.

USE YOUR LOCAL PAPER.

WE are again forcibly reminded of the rapidly-growing appreciation of the value of printers' ink among the retail grocery and general mercantile trades of Canada. Most of our enterprising merchants are already systematic advertisers in the local papers, and, where they have followed it up judiciously and persistently, are unanimous in their opinion of advertising as an invaluable auxiliary to trade.

That the wholesale trade recognize the value of advertising through the medium of the trade and daily press, need hardly be more than mentioned. That advertising is the backbone of success in all of our departmental stores is patent to every consumer throughout the country who either reads or receives their catalogues and price lists. The inference is not unfair that retail grocers and general merchants have no right to say they know the alphabet of successful merchandising until they have mastered the art of newspaper advertising. The key-note of this art is to tell the story of the goods you have to sell in the most effective way, and to the greatest possible number of people. Extravagant puffs are not to be advocated under any circumstances; rather a straight announcement in the advertising columns of a newspaper of what you have to say—the all-important thing being to say it well.

WESTERN CREDITS.

THE suggestion made by the Retail Merchants' Association of Western Canada with regard to the credit system as it exists in the West has attracted considerable attention among Western merchants. As readers of *The Grocer* will remember, the suggestion is that all members of the association agree

to close their accounts on the first of November, and give no credit from November to May. The proposal is generally regarded as a step in the right direction, but some criticisms are heard. The Grocer is in receipt of some communications on the subject.

J. & E. Brown.

J. & E. Brown, of Portage La Prairie, in the course of a letter to The Grocer, say that they do not care to enter into a discussion of the credit system. "We may say, however, that the farmers notes are a very fine class of security, and so far as we are concerned personally, we do not desire anything better."

"Hard Cash."

A correspondent signing himself "Hard Cash" writes as follows:
Editor Canadian Grocer,—

Winnipeg, Manitoba.

I was not present at the meeting of the Retail Merchants' Association, but I am interested in the plan which the association proposes regarding credits. I find in my own business that matters are worse now than they were three or four years ago, but I am afraid to call a halt on credits unless my opposition will join with me. It is easy to make a rule, but it is hard to follow it when it means driving good customers to another store. But what one can't do alone perhaps can be done if we stand together. Perhaps we will some day get down to the right basis, namely,

"Hard Cash."

"Country Grocer."

Another correspondent signing himself "Country Grocer" writes as follows:
Editor Canadian Grocer,—

I don't see any reason why we should wait until this "Retail Merchants' Association" includes us all before acting on their suggestion as to credits. We might wait a long time. In my little town, where there are only four of us in business, we made an agreement among ourselves two or three years ago somewhat similar to that proposed by the association. It worked fairly well, and no customer could be offended when we all stuck to the same policy. I could not have carried it out myself.

I believe in the association idea because I don't see why what was good for us on a small scale in one town should not work equally well when it includes a big area.

(Signed) "Country Grocer."

WHOLESALE GROCERS AT ODDS.

The Canadian grocery trade has evinced more or less interest in the reported action of Nesbitt, Gould & Dickson, of Hamilton, on Mar. 2, in issuing a writ for damages against H. C. Beckett, of

Hamilton, the Dominion Wholesale Grocers' Guild, and J. F. Eby, of Toronto, Ontario Grocers' Guild, on behalf of the Grocers' Wholesale Co., of Hamilton. The plaintiffs claim that the action of the defendants in forcing sugar refiners and other manufacturers to sell only to them at prices fixed by themselves, is in restraint of trade and tending to monopoly.

RETAIL GROCERS ANNUAL MEETING.

THE annual meeting of the grocers' section of the Retail Merchants' Association of Canada was held in their board room, Richmond street West, Toronto, on March 7. Mr. George Good occupied the chair.

The meeting unanimously endorsed the proposal of the Grocers' Provincial Committee to hold a convention of retail grocers in Toronto, from all parts of the province, during the last week of the Pure Food Show, the two principal days being Wednesday and Thursday, April 12 and 13. Special arrangements for reduced railroad rates have been made, and subjects of great importance to the rethail grocers' trade will be discussed.

The following officers were then elected for the ensuing year: Chairman, G. Good; first vice-chairman, J. H. Walker; second vice-chairman, M. Moyer; treasurer, J. Bond; secretary, S. C. Higgins; general secretary, E. M. Trowern.

WEE MACGREGGOR OAT CAKES.

David Grierson & Co. have opened a factory at 651 Queen street east, Toronto, for the manufacture of Wee MacGreggor Scotch Oat Cakes, Scones and Scotch Shortbread. The Oat Cakes are made from imported Scotch oatmeal and put up in cartoons, three dozen to the case. J. Mitchell, Wellington street west, selling agent for the company, reports that the products are meeting with ready sale.

THE HUMORS OF ADVERTISING.

The mistakes of the intelligent compositor are a perennial source of amusement and not infrequently of imprecations, loud and deep, in newspaper circles. The mild-mannered editor or manager is often the innocent victim of the rage of the advertiser, whose copy has been "improved" after the marvelous manner of the linotype. But even Jove nods, and once in a while the laugh is on the writer of the copy. An amusing incident of this kind happened in a recent issue of The Grocer.

As the trade well knows Silver Gloss Starch is the pride of The Edwards-

burg Starch Co., while the Brantford Starch Co. are sponsors for Lily White Gloss Starch. It was with some little mystification, therefore, that Grocer readers noticed in a recent issue that Silver Gloss Starch was being advertised by the Brantford Starch Co. The explanation is that a new hand in the office of an advertising writer nodded. That is all. The Brantford Starch Co. wish their name associated with Lily White Gloss Starch only, and the Edwardsburg Starch Co. wish their name only associated with Silver Gloss Starch.

APPOINTED AGENT.

J. H. Maiden, Montreal, has made arrangements for the sale of Deerfield Water, Deerfield, Ohio. Deerfield Water has an established reputation in the United States as a table water of great merit. Several carloads have already been placed among the Montreal trade by Mr. Maiden.

BUSINESS CHANGES HANDS.

The Canadian business of the Fairbanks Co., including branches at Toronto, Winnipeg and Vancouver, has been bought by H. J. Fuller, Montreal. The intention is to erect a plant in Canada to manufacture specialties that have been imported in the past.

GROCERY CLERKS' MEETING.

The regular meeting of the Toronto Grocery Clerks' Association will be held in the Temple Building on Tuesday evening, March 14. Members and their friends are invited to attend.

PERSONAL MENTION.

Mr. A. MacKay, of the Blue Ribon Tea Co., Toronto, was a visitor to the trade in Montreal during the week.

Mr. A. M. Piper, of A. M. Piper & Co., Toronto, manufacturers of coffees, spices, etc., made a short trip to Montreal this week. The Grocer learned that his new plant on Jarvis street is in thorough working order and equipped with the latest and most improved machinery. Though only in running order during the past three weeks, orders are coming in in a most satisfactory manner. While in Montreal Mr. Piper engaged the services of Mr. T. John Fead, an experienced spice and coffee salesman. Mr. Fead will look after the trade in the Maritime Provinces, and as he has covered that territory for years his old customers will no doubt be pleased to see him on the road again.

Gold Medal
St. Louis
1904

Highest Award
St. Louis
1904

The total
increase in sales of

“**SALADA**”

for the first 8 weeks of 1905 as against
the corresponding 8 weeks of
1904 amounts to

142,916
Lbs.

This increase, unparalleled we believe in the history of the tea trade, amounts to 1587 chests of tea, or over
71 tons

In Canada alone the increase for the first 8 weeks of 1905 over the corresponding 8 weeks of 1904 was
99,931 lbs.

COLES Electrically Driven
Coffee Mills.

GRANULATOR. PULVERIZER.

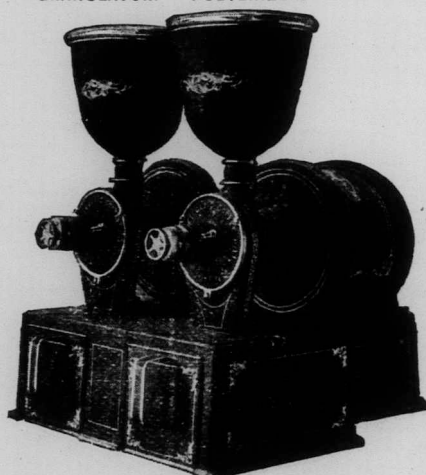
Single and
Double
Grinders

Pulverizing
and
Granulating

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

Our Grinders

Wear Longest



No. 65.

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

GRINDING CAPACITY.

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

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

COLES MANUFACTURING CO.,

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

AGENTS:

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

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

YOU CAN'T FOOL THE COOK.

**Brantford Prepared
Corn Starch**

won its first success in the kitchens of practical housewives. The recipes printed on the boxes were not the conventionally absurd kind, compiled as if for Royal households or millionaires palaces, but were of the common-sense kind. They "worked" and at once became widely popular, popularizing at the same time the "Brantford" brand of corn starch.

Ground slowly, without overheating, bolted through silk to microscopic fineness, free from grit or grain and with the delicate aroma and delicious natural flavor of bottom-land corn retained.

BRANTFORD PREPARED CORN STARCH

was quickly recognized as very different from and superior to other brands. Good advertising lent a finishing touch to success.

YOU NEED IT IN YOUR STOCK.

**BRANTFORD STARCH WORKS, Limited,
BRANTFORD, CANADA.**

MARKETS AND MARKET NOTES

ONTARIO MARKETS.

Groceries.

March 9, 1905.

TRADE conditions are beginning to show decided signs of improvement as the Spring season approaches. Orders for the opening of navigation are being freely received, and the trade is showing increased interest in requirements for future trade. Sugars continue very firm, although the local demand is somewhat limited, as usual at this time of year, which, by the way, means a curtailment of trade in no small way, for, as one dealer remarked the other day, if the trade were only buying sugar they would be stocking other lines.

Canned goods are in brisk demand, tomatoes being scarce, with importations from the United States arriving on a fair to large scale. It is interesting to note that after the duty and freight charges are paid on imported tomatoes, the total cost laid down in Canada is within 10c. per dozen of twice the cost of tomatoes in American markets.

The trade generally is showing not a little interest in the future tomato situation; another association of tomato growers has been formed in Western Ontario during the week, and the vegetable growers as a whole are as firm in their pretensions as ever. If they decide to discontinue growing tomatoes for the present it may be that we will be practically without this article of food during the coming season. In conversation with a leading member of the trade this week the opinion was expressed that Canadian canners had no alternative other than to come to terms with the vegetable growers.

The usual sorting up orders for Lent are reported in salmon. Rio coffees have broken during the week, speculative quotations being 1-4c. lower than last week. Prices on Santos coffee are also lower, although so far there is no quotable change. Teas continue to move freely on account of the extraordinary values being offered to the trade.

Black pepper is firm and high, as well as cheap Rangoon rice. Cable reports from primary markets indicate a firm and advancing market in Tarragona almonds.

Fish of all descriptions are selling well for the Lenten trade, and an improvement is also noted in country produce, the demand for beans, honey, seeds and maple products showing a decided improvement for the week.

CANNED GOODS.

Perhaps one of the most interesting features of the grocery market for this

week is canned goods, especially canned vegetables. Importations of American tomatoes continue on a large scale, many of the wholesalers here being practically out of supplies except what they import from U. S. Owing to the scarcity of tomatoes and the ready demand, corn and peas are going rapidly into consumption. It is thought that there will be enough corn and peas to last out until the 1905 pack is available, although corn is said to be more plentiful than peas. The retail trade are buying for immediate requirement and are even beginning to look forward to their summer trade. Meats and fish, with the exception of salmon, will hardly be in request for some weeks to come. There are increased enquiries for salmon, however, and good stuff is said to be scarce. The usual sorting up orders for salmon for the Lenten trade are reported. Our quotations are as follows:

Tomatoes, 3s.	1 25	1 30
Corn, 2s.	1 15	1 20
Peas, 2s.	0 82½	1 30
Sliced beets, 2s.		0 85
" 3s.		0 95
" whole		0 75
Pumpkin, 3s.		2 50
Squash, gal.		1 00
Asparagus tips, 2s.		2 50
Golden waxed beans, 2s.		0 80
Refugee or Valentine beans, 2s.		0 85
Crystal waxed beans, 2s.		0 92½
Spinach, 2s.		1 40
" 3s.		1 80
Baked beans, plain, 1s.		0 45
" " 2s.		0 72
" " 3s.		0 90
Tomato sauce, 1s.		0 50
" 2s.		0 78
" 3s.		1 00
Chili sauce same as tomato sauce.		
Catsups, tins, 2s.		0 78
" gal.		4 50
" jugs		7 70
Apples, standard, 3s.	1 85	1 50
" preserved, 3s.	1 52½	1 47½
" standard, gal.	1 85	2 00
Pears, Flemish Beauty, 2s.		2 00
" 3s.		2 87½
" Bartlett, 2s.		2 82½
" 3s.		1 72½
" whites, 2s.		2 37½
" 3s.		1 25
Peaches, pie, 3s.		2 20
Cherries, red, pitted, 2s.		1 75
" not pitted, 2s.		2 20
" English black, pitted, 2s.		1 75
" not pitted, 2s.		2 42
" white wax, pitted, 2s.		2 00
" not pitted, 2s.		1 57½
Lawtonberries, heavy syrup, 2s.		1 75
" preserved, 2s.		4 97½
" standard, gal.		1 00
Plums, Damson, light syrup, 2s.		1 30
" heavy syrup, 2s.		1 85
" 3s.		1 05
" Lombards, light syrup, 2s.		1 35
" heavy syrup, 2s.		1 90
" 3s.		1 15
" green gage, light syrup, 2s.		1 47½
" heavy syrup, 2s.		2 00
" 3s.		1 52½
" egg, heavy syrup, 2s.		2 10
" 3s.		2 35
Pineapple, sliced, standard, 2s.		2 47½
" extra " 2s.		2 62½
" grated, " 2s.		1 40
Raspberries, red, heavy syrup, 2s.		1 60
" preserved, 2s.		1 35
" black, heavy syrup, 2s.		1 50
" preserved, 2s.		1 15
Rhubarb, preserved, 2s.		1 90
" gal.		2 62½
Strawberries heavy, syrup, 2s.		1 60
" preserved, 2s.		1 75
Lobster, tails.		3 50
" 1-lb. flats.		3 75
" ½-lb. flats.		2 00
Mackerel.		1 00
Salmon, Fraser River, "Horseshoe" and "Maple Leaf."		1 25
" 1-lb. tails, 5 cases and over.		1 77½
" 1-lb. tails, less than 5 cases.		1 80
" 1-lb. flats, 5 cases and over.		1 90
" 1-lb. flats, less than 5 cases.		1 92
" ½-lb. flats, 5 cases and over.		1 17
" ½-lb. flats, less than 5 cases.		1 20
Salmon, "Clover Leaf."		
" 1-lb. tails, 1 to 4 cases.		1 80
" 1-lb. flats, 1 to 4 cases.		1 87½
" 1-lb. tails, 5 to 9 cases and over.		1 77½

Chums	0 95	1 00½
Sardines, Sportsman ½s.		0 14
" " ½s.		0 23
" Portuguese ½s.		0 08
" P. & C. ½s.		0 25
" P. & C. ½s.		0 35
" Domestic, ½s.		0 038
" Mustard, ½ size, cases 50 tins, per 100.	8 00	9 00
Haddies, per doz.		1 00
Haddies, per case.		4 00
Kipperd herrings, domestic.		1 00
" imported.	1 40	1 45
Herrings in tomato sauce, domestic.		1 00
" imported.	1 40	1 45
California ripe olives, tins, per doz.		4 75
Corned beef, 1s, per doz.		1 50
" 2s.		2 70
" 6s.		3 00
" 14s.		10 00
Lunch tongues, per doz.		3 00
Potted meats, ½s.		0 50
" 1s.		1 00

SUGAR.

The sugar situation continues strong, with indications pointing, if anything, to an advance. It must be remembered that this is the season of least consumption during the year, and that locally there is very little of special interest to record. The raw situation is slightly firmer than a week ago. An advance of 1s 8d being recorded late last week, which was followed by a similar decline and a later advance of 1s 8d.

Receipts at U. S. four ports for the week ending March 1, 1905, were 30,509 tons, with meltings 33,000 tons, a decrease of 1,000 tons for the week, leaving total stock in all hands of 154,997 tons. Combined stocks of United States and Cuba on the same date were 364,997 tons, an increase of 84,468 tons for the week. Total stocks of Europe and America at latest uneven dates were 2,832,997 tons, a decrease of 839,532 tons over last year. Our quotations are as follows:

Paris lumps, in 50-lb. boxes.		6 38
" " in 100-lb. "		6 28
St. Lawrence granulated.		5 73
Redpath's granulated.		5 73
Acadia granulated.		5 73
Berlin granulated.		5 63
Phoenix.		5 58
Bright coffee.		5 58
Bright yellow.		5 48
No. 3 yellow.		5 48
No. 2 "		5 33
No. 1 "		5 23
Granulated and yellow, 100-lb. bags, 5c. less than bbls.		

SYRUPS AND MOLASSES.

Trade in syrups and molasses continues satisfactory, and quotations are as last advised. We quote the following:

Syrups—		
Dark		
Medium	0 30	0 32
Bright	0 35	0 37
Corn syrup, bbl, per lb.		0 02½
" ½-bbls "		0 03
" kegs "		1 30
" 3 gal. pails, each "		0 90
" 2 gal. " " " "		1 90
" 2-lb. tins (in 2 doz. case) per case.		2 35
" 5-lb. " (in 1 " " " " " "		2 25
" 10-lb. " (in ½ " " " " " "		2 10
" 20-lb. " (in ¼ " " " " " "		
Molasses—		
New Orleans, medium	0 25	0 30
" " ½ bbls.	0 27	0 32
" " open kettle.	0 45	0 50
Barbadoes, extra fancy.	0 45	0 50
Porto Rico.	0 42	0 48
West Indian.	0 32	0 35
Maple syrup—		
Imperial qts.		0 27½
1-gal. cans.	0 95	1 00
5-gal. cans, per gal.		0 75
Barrels, per gal.		4 50
5-gal. Imp. brand, per can.		5 10
1-gal. " " per case.		5 60
1-gal. " " " "		5 90
Qts. " " " "		6 00

COFFEES.

A break in the coffee market has caused a flutter of excitement among the

wholesale grocery trade, speculative prices having dropped fully 1/4c. on Rios. The Santos market is also quotably weaker.

As far as the movement of coffee into sight is concerned, developments in the world's markets during the week have been of a character favorable to bull interests. The total yield of coffee for the present season is estimated at about 14,500,000 bags, and with consumptive requirements of 15,750,000 bags, the indicated reduction in reserve supplies for the season is 1,250,000 bags, which, if correct, will bring the world's visible supply of coffee on July 1, 1905, to about 11,000,000 bags, or about 750,000 bags more than bull interests originally calculated upon.

Table listing coffee prices for various origins like Green Rios, Mocha, Java, Santos, etc.

TEAS.

January and February have proved very satisfactory months as far as the local tea business is concerned, and if March continues to follow suit as it has already begun to do the first three months of 1905 are likely to be more than usually satisfactory to the trade.

Table listing tea prices for various types like Congou, Indian, Assam, etc.

SPICES

Cable advices from Europe and the East during the week report a well maintained spice market. Locally a fair trade has been doing and black pepper is decidedly firm. Our quotations are as follows:

Table listing spice prices for Peppers, Ginger, Cassia, Nutmeg, Cloves, etc.

RICE AND TAPIOCA.

Rice and tapioca continue in seasonable demand, a firm market being reported in cheap Rangoon rices. We quote the following prices:

Table listing rice and tapioca prices for various types like Rice, Tapioca, etc.

Foreign Dried Fruits.

With the exception of prunes, business in foreign dried fruits for the week has been only fair and is absolutely featureless. Our quotations are as follows:

PRUNES.

Table listing prune prices for various sizes like 100-110s, 90-100s, etc.

CANDIED PEELS.

Table listing candied peel prices for Lemon and Orange.

FIGS

Table listing fig prices for Tappets and Naturals.

APRICOTS.

Table listing apricot prices for Californian evaporated.

PEACHES.

Table listing peach prices for Californian evaporated.

PEARS.

Table listing pear prices for California evaporated.

CURRENTS.

Table listing current prices for Fine Filiatras and Patras.

RAISINS.

Table listing raisin prices for various types like New selects, Sultana, etc.

DATES.

Table listing date prices for Hallowee and Sairs.

FOREIGN NUTS.

The only feature of this week's market in foreign nuts is a cable advice from France reporting a firm and advancing market in Tarragona almonds.

Table listing foreign nut prices for Almonds, Walnuts, etc.

DRIED AND CURED FISH.

This is now the season of biggest consumption for dried and cured fish, and a satisfactory volume of trade is reported by the Toronto wholesalers, especially in fish in brine, Labrador herring, and lake trout.

Table listing dried and cured fish prices for Boneless fish, Cod fish, etc.

BIRD SEED.

The bird seed market continues quiet and prices are unchanged from the preceding week. Our quotations are as follows:

Table listing bird seed prices for Canary seed, Hemp, etc.

EVAPORATED APPLES.

Evaporated apples are moving only fairly well, quotations being from 6 1/2c. to 7c. Last week's quotations on dried apples still rule, viz., from 3c. to 4c.

Country Produce.

EGGS.

Supplies of eggs are now coming in larger quantities as conditions of transportation in the country improve, and prices show a decided drop for the week, beginning on Saturday, March 4.

Table listing egg prices for Eggs, strictly new laid, etc.

BEANS.

The bean market is firm and high at the close of the market this week, no advance whatever having taken place in last week's quotations except in primes No. 1, which are slightly higher.

Table listing bean prices for Beans, handpicked, etc.

HONEY.

The demand for honey has picked up since butter became scarce on the pro-



To Wholesale Men.—Telfer Bros., Winnipeg, took in Jan., 1903, 22 cases Small's Brand; Jan., 1904, 855 cases, and in Jan., 1905, 1072 cases or over 3 cars. Are you sharing like increased trade, profits, and satisfaction?

3 FACTS.—Small's Maple Leaf Brand is oldest registered brand in British Empire. It has captured 5 out of 6 Gold and Silver Medals offered in Canada, and many from abroad.

For Sale by all Jobbers. CANADA MAPLE EXCHANGE, Montreal.

Good morning, Mister Grocer.

Yes, I'm around again so soon. No, it's not Tomato Soup this trip. It's Beets — not dead beats—Canned Beets.

Yes, I'm willing to admit that most canned beets are not very attractive owing to the color having faded out of them, but this does not apply to Simcoe Canned Beets. The man who packs Simcoe Canned Beets has been studying the question for years, and as a result Simcoe Canned Beets are just as young, and as red and as tender as the beets pulled fresh from the garden. Yes, sir! nothing finer was ever put in cans.

You're looking for some fancy goods for the Lenten Season? Why not put into stock some of these Simcoe Canned Beets?

If you will empty a can of Simcoe Canned Beets into a glass dish and leave it exposed on your counter I'm satisfied that you will have a big call for them. Why, the other day a prominent Wholesale Merchant sampled a can of these Simcoe Canned Beets, and he was so pleased with them that he wanted the entire stock. His name? No, I won't mention his name now as the other wholesale men mightn't like it, but if you will write to the Canadian Cannery, Limited, Hamilton, they will tell you where you can buy some of these Simcoe Canned Beets; but you had better move quick as the pack was only a small one owing to the difficulty in obtaining the proper kind of beets.

Well, good bye for the present. Look out for me on the next trip as I've got some interesting news for you.

THE CANNERS' DRUMMER.

"It pays to sell goods that give

Satisfaction"

Our **Pure**, Ground Spices and

**RED
CROSS
JELLIES**

always satisfy.

MANUFACTURED BY

**R. HERRON & CO.
MONTREAL**

Time for Starch

is coming.

We will have something
to protect you in
"Rain or Shine."

Watch for our ad. in
next week's Grocer.

If you cannot wait till then
write for particulars. It
will pay you.

**OCEAN MILLS
MONTREAL**

vision market. Last week's prices continue unchanged. We quote the following prices:

Table listing prices for Honey, Buckwheat, and sections per doz.

SEEDS.

The domestic seed market is brightening steadily, brisk sales being reported for the week at firmer prices.

Orders for Hungarian, millet, seed corn, etc. are beginning to come in from outlying points.

Table listing prices for Alsike clover, Mammoth clover, Timothy, Hungarian, Millet, Orchard grass, Seed corn, and Flint.

MAPLE PRODUCTS

A brisk demand is reported for maple products this week, prices continuing as advised in last week's report.

Table listing prices for Maple sugar, large cakes in tubs, per imperial gal., wine gal., and imperial quarts.

Fish and Oysters.

As Ash Wednesday has ushered in the Lenten season, a brisk demand for all varieties of fish may be expected during the next few weeks.

Table listing prices for Frozen halibut, British Columbia salmon, Whitefish, Haddock, Cod, Trout, Pike, Finnan haddie, Oysters, Ciscoes, Bloaters, Labrador herring, Shrimps, Sea herring, Smelts, and Frozen fresh water herring.

Grain, Flour and Breakfast Foods.

GRAIN.

For the week under review, Manitoba wheat is a little firmer and Ontario a shade easier, red wheat being 1c lower and white from 1/2 to 1c. lower than last week.

Table listing prices for Manitoba wheat (Northern No. 1, 2, 3), Red, White, Barley, Oats, Peas, Buckwheat, and Rye.

FLOUR.

Domestic trade in flour is quiet for the week and without special feature. Quotations remain as advised in last week's list.

Table listing prices for Manitoba wheat patents, Strong bakers, Ontario wheat patents, and Straight roller.

BREAKFAST FOODS.

Trade in breakfast foods continues quiet, last week's abnormal conditions still obtaining.

Table listing prices for Oatmeal, Rolled wheat, Rolled oats, Rolled wheat, Cornmeal, Split peas, and Pot barley.

Hides, Tallow, Skins and Wool.

The local trade in hides and wool is quiet and without special feature. London, Eng., sales opened on Mar. 7.

Table listing prices for Hides (No. 1 green steers, No. 2, No. 1 green), Sheep skins, Rendered tallow, Unwashed wool, Fleece wool, Rejections, and Pulled wools.

QUEBEC MARKETS.

Groceries.

Montreal, March 9, 1905.

THE general condition of trade is fairly satisfactory. Jobbers report themselves as satisfied, and, considering the extraordinary congested condition of country roads, think trade prospects most encouraging.

The sugar market locally is firm in sympathy with the stronger European and United States markets for the raw

article. It would not be a surprise to hear of an advance before the end of the week. Business in only fair, no large orders coming from country points.

Table listing prices for Granulated, Paris lump, Extra ground, Powdered, Phoenix, Bright coffee, No. 3 yellow, No. 2, No. 1, Raw Trinidad, and Trinidad crystals.

SYRUPS AND MOLASSES.

Molasses prices are unchanged. It was reported during the week that some new St. Kitts molasses had been offered, also some Antigua, the latter being quoted at 28c. and 30c. delivered.

Table listing prices for Barbadoes, New Orleans, Antigua, Porto Rico, Corn syrups, Cases, 2-lb. tins, 5-lb., 10-lb., and 20-lb.

TEA.

There is a little more business doing in all lines. Ceylon and India greens are firm and cable offers have been turned down.

Table listing prices for Japans (Fine, Medium, Good common, Common), Ceylon (Broken Pekoe, Pekoes, Pekoe Souchongs), Indian (Pekoe Souchongs), Ceylon greens (Young Hysons, Hysons), Gunpowders, China greens (Pingsuey gunpowders), and Congous (Kaisows, Pakling boxes).

SPICES.

The market shows no change, if anything it is a little easier. In some lines, such as nutmegs and peppers, quotations from London show a weak market, and it would seem as if this were an opportune time for the trade to buy.

Table listing prices for Peppers (black, white), Ginger, Cloves, Cream of tartar, Allspice, and Nutmegs.

COFFEE.

Business quiet. Stocks are light here. Owing to the break in New York market the local feeling is that if the break continues, although it is of a speculative character, it may have a tendency to ease prices up a bit.

1842

1905

MOVING

MOVING

WE WILL REMOVE TO OUR OLD PREMISES
2, 4, 6 AND 8 DeBRESOLES STREET

on Saturday, the 11th March, 1905

*We will have the most modern establishment
in Canada.*

*Our Offices and Warehouses are the
finest to be seen.*

*Our facilities for preparing and shipping goods
will be unsurpassed.*

We will have a fresh and well assorted stock.

*We cordially invite our numerous customers and friends
to come and see us.*

We will make the reception a pleasant one.

L. CHAPUT, FILS & CIE.

Wholesale Grocers and Importers of Teas, Coffees, Wines and Liquors

MONTREAL

To the Trade

We desire to call the attention of the grocers and general merchants of Canada to the opening at 116 Jarvis Street, Toronto, of our newly equipped **Coffee, Spice, Extract and Cocoa and Chocolate Works.** We have the experience, the machinery and the Best goods that can be turned out in Canada. Our motto is

"Quality our first consideration."

A. M. PIPER & CO., *Watch our ads. and wait for samples, or see our travellers.* **116 Jarvis St., TORONTO, ONT.**

Coffees of Quality

Every brand of Coffee put up by TODHUNTER, MITCHELL & CO., is superlative in its class and safeguards the grocer's Coffee trade. Chief among **Todhunter's Famous Coffee Blends** are

EXCELSIOR

MOCHA AND JAVA

OUR OWN BLEND

TODHUNTER, MITCHELL & CO.
TORONTO

Why not
enjoy

FREEDOM

from
anxiety

IN POLITICS

Our old

SCOTCH

tastes
victory

B. O. BELAND, SOLE IMPORTER
IN CANADA.

1684 Notre Dame Street,

MONTREAL

ARTICLES SUBJECT TO SPECIAL DUTY.

BY way of further elucidating the Canadian customs regulations in regard to the new anti-dumping clause, the following decisions re special duties, just issued by the Department at Ottawa, will be of interest to the trade.

The following articles are subject to special duty if sold at a reduced price for export, but it must be borne in mind that the said articles do not comprise the whole list subject to special duty, but only articles on which departmental decisions have been requested: Paper patterns, corn cutters for canning purposes; milk food, Veneer butter dishes, shoe polish and dressings, roasted coffee, illuminating oil, sardines, cocoa butter, candied peel, golden syrup.

The following articles are exempt from special duty: "Universal" bread mixers, dried currants, olives in brine, children's water colors, cane molasses, and dressed skins of animals such as are not produced in Canada.

According to Appraisers' Bulletin No. 91, just issued by the Customs Department, the rate of duty on Alvina table salt and chocolate oaste color is 25 per cent., and on creamerie 50 per cent.

WHOLESALE GROCERS' HOCKEY SCHEDULE.

The series of games played by the Toronto Wholesale Grocers' Hockey League during the last six weeks has been completed, the standing being as follows:

	Won.	Lost.
Grocery Brokers	5	1
T. Kinnear & Co.	4	2
Canada Grocers	2	4
H. P. Eckardt & Co.	1	5

The last game of the series between T. Kinnear & Co. and H. P. Eckardt & Co., last week, on the Aura Lee rink, went to Kinnear's by default. This places the Grocery Brokers at the head of the League, and entitles them to receive the handsome trophies in the shape of watch charms which are to be presented to every member of the winning team by Colonel J. I. Davidson.

NEW BRUNSWICK MARKETS.

Office of The Canadian Grocer

St. John, N.B., Mar. 8, 1905.


BUSINESS begins to show improvement. The main railway lines are now open, but the branch lines are still in trouble. Owing to competition, Spring business is opening earlier than a few years back. This year it is a little behind and the roads will be so bad, owing to the great quantity of snow, that there will be further delay when the season begins to break. Our business men are very much interested this year in the city elections, and have formed a citizens' league. This not because of any dishonesty that has come to light, but chiefly because of the un-businesslike methods of the council.

KEEP PEOPLE TALKING

about the Good Things to be found at your Store, it's the best and cheapest Advertising.

CLARK'S Sliced Smoked Beef

is one of the best advertisements you could have.



WE HAVE THE BEST COCOANUT

IN CANADA

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

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

EPPS'S GRATEFUL COMFORTING

IN ¼-LB. LABELLED TINS. 14-LB. BOXES.

Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal.

In Nova Scotia, E. D. ADAMS, Halifax.

In Manitoba, BUCHANAN & GORDON, Winnipeg.

THE MOST NUTRITIOUS COCOA



TOUGH FIBRE PAPER

FOR HARDWARE WRAPPING

Strong, Stiff. Will not Break or Crack.

SAMPLES AND PRICES GLADLY SENT.

CANADA PAPER CO.

Toronto LIMITED Montreal

This design a guarantee of quality.

CANNED GOODS

When you get **QUEEN BRAND OF CANNED GOODS** you get the best.

When buying, buy the best, then you get the cheapest.

It will pay you to write us for quotations on Peas, Beans, Pork and Beans, Pumpkin, Catsup, Gallon Apples, Strawberries, Raspberries, Raspberry and Apple Pulp.

A card addressed to us will bring you interesting prices.

BELLEVILLE CANNING COMPANY, - - - BELLEVILLE, ONT.

There have also been some expensive mistakes made, and during the last few years the men offering for election are often undesirable.

In markets, prices are still firm. This is particularly the case in sugar, molasses and beans. Nutmegs, which have ruled so low, while unchanged, are much firmer. There is some range in the price of new rice. In all cases it is, however, higher than last season. Cream

of tartar is quite firm. The change in the soda business, placing it in the hands of the American company, has led to the almost entire disappearance of American keg soda. They sell the English to our buyers. The sale of package soda does not seem to have increased.

OIL

There is rather less business in burning oil, as the season advances and the

days get longer. Prices are low. Lubricating oils have attention. It is said the contract system is not as largely followed as a few years ago. Linseed oil is reported much firmer. Turpentine is unchanged. Cod oil has but a light sale.

Salt.

There is but a light sale. In Liverpool coarse salt stocks are not nearly as large as usual at this season. Prices are firmly held.

Canned Goods.

Business is quiet in this line. There seems a fair stock of both corn and tomatoes. Some little American corn is held. Prices are high. Peas are in full supply. Fruits are unchanged. Ample stocks are held. In meats, little is done at this season. Prices are expected to rule as last year. Salmon is in full stock. Prices are at least no higher. In domestic fish, as sardines, haddies and kippers, stocks are light.

For New Brunswick fruit markets, see Fruit Department.

Dried Fruit.

In seeded raisins and prunes low prices are quoted. Sales are not large. The high price of evaporated apricots and peaches have caused even less sale for these lines than usual. In loose Muscatels and Valencias light stocks are held. Prices are low. Currants are unchanged at quite low prices. Dates have a fair demand and are cheap. Figs not wanted. Evaporated apples hold at the higher prices quoted. Onions are quite high. Dealers begin to look forward to Egyptians.

Sugar.

The market is firm, but unchanged for some time. The suit in the West against the Guild is watched with interest. Here the outside men have had no trouble in getting all the sugar they want, and the fact that the Guild held the price gave them both market and profit, so the outside men are as satisfied as those inside. In fact, several have taken on sugar and made good money who never before sold it.

Molasses.

New Barbadoes is here. Price high and firm. In Porto Rico molasses, full prices are asked.

Fish.

Fresh fish are scarce and full prices rule. Dry fish are also high. The prices this Winter have been the highest for many years. Pickled herring are firmly held. Smoked are unchanged. This is the one line that is reasonable. Boneless fish are quite low compared with dried fish.

Flour, Meal and Seeds.

In flour, a fair business is being done. Prices are unchanged. Feed continues high. Oats are very high, and oatmeal is higher than for some weeks, the cut price of American having been advanced. Cornmeal is rather higher. Beans are held firm at the advanced price. Seeds are having attention. Timothy is rather higher. Clovers, while unchanged, are high.

MANITOBA MARKETS.

Special Report from the Winnipeg Office of THE CANADIAN GROCER.

Quotations corrected by telegraph up to 12 a.m. Thursday, March 9th, 1905.

CONDITIONS in the wholesale grocery market show little change as compared with last week. The prevailing mild weather has facilitated the shipment of green fruits and done away entirely with danger from frost to any class of groceries in delivery. Trade is reported fairly brisk, but there is no exceptional activity.

Sugar continues very firm, and local houses are looking for a further advance. In the far West an advance of 20c. was made early in the month to apply to all points between Dunmore and the B. C. boundary. Beans are firm, and the general price for the ordinary grade, known as "3 to 4 picked" is \$1.85 per bushel. Evaporated apples are becoming scarce on the local market, and the price asked is firmly maintained.

Sugar.

Firmness still characterizes the sugar market and further advances are looked for soon. Since last issue of The Grocer, an advance of 20c. has been made on all grades of refined sugar for points between Dunmore and the B.C. boundary. Local prices are unchanged. We quote:

Montreal granulated, in bbls.	6 30
" " in sacks	6 25
" yellow, in bbls.	5 80
" " in sacks	5 75
Wallaceburg, in bbls.	6 20
" " in sacks	6 15
Icing sugar in bbls.	6 90
" " in boxes	7 10
" " in small quantities	7 35
Powdered sugar, in bbls.	6 70
" " in small quantities	7 15
Lump, hard, in bbls.	7 10
" " in 4-bbls.	7 10
" " in 100-lb cases	7 00

Canned Goods.

Trade in canned goods is quiet. Prices are steady. We quote:

Apples, 3s, 2 doz. cases, per case	2 15	2 20
Cherries, red pitted, 2s, 2 doz.	4 40	
Currants, red, 2 doz. cases, per case	3 35	
" black, " " "	3 75	
Gooseberries, " " "	3 50	
Lawtonberries, 2s, " " "	3 35	
Pears (Bartlett's), " " "	3 50	
Peaches, 2s, " " "	3 75	
" 3s, " " "	3 75	
Raspberries, red, " " "	3 00	
" black, " " "	3 50	
Strawberries, " " "	3 50	
Plums, Lombard, 2 doz. per case	2 35	
" green gages, 2 doz. case, per case	2 50	
Tomatoes, 3s, per 2 doz. cases	2 85	3 00
Corn, 2s " " "	2 60	
Peas, 2s " " "	1 90	
Beans, 2s " " "	1 90	1 95
Salmon, finest sockeye, per case	7 00	
" humpback, " " "	3 75	
" cohoes, " " "	5 25	
Boneless chicken, lb. tins, per doz.	3 5	
" turkey " " "	3 25	
" ducks " " "	3 25	

Jam.

The price of Upton's jam is now 50c. per pail in Winnipeg.

The Brandon price is 52c., the price in Calgary and Lethbridge 57c., and the Edmonton price 60c.

Spices.

There is a tendency to raise several items on the spice list, but there are no new features. We quote:

Pepper, black, per lb.	0 18
" white, " " "	0 25
Cayenne, " " "	0 21
Cloves, ground " " "	0 25
Cassia, " " "	0 16
Allspice, " " "	0 14
Ginger, " " "	0 15
Cloves, whole " " "	0 25

Rice, Tapioca, Etc.

We quote unchanged prices as follows:

Rangoon rice, per lb.	0 03 1/2	0 03 1/2
Patna " " "	0 04 1/2	
Tapioca, per lb.	0 03 1/2	
Sago, " " "	0 03 1/2	

Syrups and Molasses.

Prices are firm and unchanged. We quote:

Syrup "Crown Brand," 2-lb tins, per 2 doz. case	2 40
" " 5-lb tins, per 1 " "	2 70
" " 10-lb tins, per 1/2 " "	2 50
" " 20-lb tins, per 1/4 " "	2 40
" " 1/2 barrel, per lb.	0 03 1/2
" " Sugar syrup, per lb.	0 03 1/2
Barbadoes molasses in 1/2-bbls. per lb.	0 04
New Orleans molasses in 1/2-bbls. per lb.	0 02 1/2
" " in barrels	0 02 1/2
Porto Rico molasses in 1/2-bbls., per bbl.	0 04 1/2

Coffee.

The coffee market continues easier. Local prices are as before. We quote:

Green Rio, per lb.	0 11 1/2
Roasted, per lb.	0 14

Nuts.

We quote:

Almonds, per lb.	0 12 1/2
" (shelled), per lb.	0 28
Filberts " " "	0 11
Peanuts, extra choice	0 11 1/2
Jumbos " " "	0 14
Walnut, per lb.	0 12
" (shelled) " " "	0 25
Pecans, per lb.	0 15
Brazils, per lb.	0 16

Foreign Dried Fruits.

California fruits are becoming scarce on the local market and prices of all kinds are firm. We quote:

Valencia raisins, Trenor's, per case f.o.s.	2 00
" selects " " "	2 20
" layers " " "	2 25
California raisins, muscatels, 3 crown, per lb.	0 06 1/2
" " " " "	0 07 1/2
" " choice seeded in 1/2-lb. packages per package	0 06 1/2
" " choice seeded in 1-lb. packages per package	0 08 1/2
" " fancy seeded, 1-lb. packages, per package	0 09 1/2
Prunes, 90-100 per lb.	0 04 1/2
" 80-90 " " "	0 04 1/2
" 70-80 " " "	0 05 1/2
" 60-70 " " "	0 05 1/2
" 50-60 " " "	0 06 1/2
" 40-50 " " "	0 07 1/2
" silver " " "	0 07 1/2
Currants, uncleaned, loose pack, per lb.	0 05 1/2
" dry cleaned, Filatras, per lb.	0 06 1/2
" wet cleaned, per lb.	0 06 1/2
Filatras in 1-lb. pkg. dry cleaned, per lb.	0 06 1/2
Vostizzas, uncleaned " " "	0 06 1/2
Dates, new per lb.	0 05
Figs, cooking in bags, per lb.	0 04 1/2
Apricots, choice, in 25-lb. boxes, per lb.	0 13
" standard, " " "	0 12
Peaches, choice, " " "	0 13
" standard " " "	0 13
Pears, (choice halves) " " "	0 13
Nectarines, choice " " "	0 11
Plums, choice (dark pitted) per lb.	0 10 1/2
Candied Peel—Lemon peel, per lb.	0 09
" Orange " " "	0 09 1/2
" Citron " " "	0 14

Evaporated Apples.

Prices are very firm and local stocks are light. We quote:

Evaporated apples (new), 50-lb. cases	0 07
" " 25-lb. cases	0 07 1/2

Cocoa and Chocolate.

The price of Baker's chocolate in 1/2-lb. packages is now 37c., and the 1/4 and 1/8-lb. packages of cocoa are sold at 42c. per lb.

Flour.

Prices are steady. We quote:

No. 1, patent	2 95
" 2, " " "	2 75
" 3, " " "	2 00
" 4, " " "	1 50

Fish and Oysters.

The arrival of Lent has given the fish trade a big impetus. Local houses are

RETURN
MARCH 11
To Care
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Page 19

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RETURNED
MAR 11 1905

To Owner

Out Book 31

Page 19



EMPIRE SHINGLES

[Made of Tinned Steel.
Galvanized or Painted.

The only shingles made that are fully formed into shape first, and galvanized afterwards—no acids being used.

As a result, galvanized Empires have no raw edges or cracked surfaces exposed—they are the perfection of roof covering—absolutely fire, lightning and rust proof.

When you wish THE VERY BEST order EMPIRES.

METALLIC ROOFING CO.

WHOLESALE MANFRS. LIMITED
TORONTO, CANADA.

BATH BRICKS

None Equal. Insist upon McDougall's
There IS a Difference.

D. McDOUGALL & CO., Glasgow, Scotland.

**COMPLETE OUTFIT FOR
CANNING
FACTORY**

- 1 Fifty-horse Power Boiler
- 1 Six-horse Power Engine in good repair
- 1 Conant Cooker and Filler
- 1 Burt's Wiper
- 1 Pea Filler for 2 lb. cans
- 1 Bean Filler for 3 lb. cans
- 2 Copper Jacket Kettles
- 4 Retorts with trucks and pans
- 5 Copper Blanching Tanks
- 1 Test Tank
- 1 Solder Kettle
- 1 Pea Sheller
- 1 Pea Separator
- 2 Corn Shellers with Tables
- 1 Corn Sifter with Pans
- 1 Marsh Can Making Outfit (United States Patent) with shears, dies, etc., for making cans, also machinery for canning apples. A complete outfit of shafting, belting and pulleys to equip a Canning Factory.

Formerly property of Maritime Pure Food Company—all in good repair—will be sold cheap for shipment elsewhere, or to anyone who may desire to lease the premises.

Apply to

H. Paxton Baird, Woodstock, New Brunswick

in good position to supply the demand. We quote as last week:

Lake Winnipeg whitefish..... per lb.	0 06
Slave Lake whitefish..... "	0 07
Yellow pike (pickrel)..... "	0 05
Lake Superior trout..... "	0 08
Lake Superior loose frozen herring..... "	0 03
Tubbees..... "	0 04
Gold eyes..... "	0 03
Blue fish..... "	0 15
Mackerel..... "	0 15
Red snapper..... "	0 09
B.C. salmon (case lots 9c.)..... "	0 09
Halibut..... "	0 08
Jack fish..... "	0 03
Tomocods..... "	0 05
Hake..... "	0 07
Perch..... "	0 04
Eels..... "	0 08
Cod, steak size..... "	0 07
Cod, market size..... "	0 07
Flounders..... "	0 05
Haddock..... "	0 08
Atlantic smelts, extra, 20-lb. boxes..... "	0 12
" No. 1, " " " " " " " " " " " " " " " "	0 08
" No. 2, " " " " " " " " " " " " " " " "	0 07
"Halifax" brand salt cod, fish cakes 24-1's " " " " " " " " " " " " " " " "	0 11
"Acadia" " " " " " " " " " " " " " " " "	0 09
"Bluenose" " " " " " " " " " " " " " " " "	0 07
"Acadia" " " " " " " " " " " " " " " " "	0 09
" " " " " " " " " " " " " " " "	0 09
" " " " " " " " " " " " " " " "	2 00
" " " " " " " " " " " " " " " "	0 08
Large Labrador and Nfld. salt herrings per 100lb. " " " " " " " " " " " " " " " "	5 00
" " " " " " " " " " " " " " " "	1 20
Salt mackerel, in 20 or 30-lb. pails..... "	0 12
Finnanheadie, in 15 or 30-lb. boxes..... "	0 08
Smoked halibut strips..... "	0 11
Kipped gold eyes, per doz..... "	0 50
Yarmouth blowers, 60 in box, per box..... "	1 75
Lobsters, fresh boiled, per lb..... "	0 25
Shrimps, large size per quart..... "	0 60
Caviar, extra, small jars, per jar..... "	0 40
Frog legs, 6 doz. in box, per doz..... "	0 40
Oysters, standard, per gallon..... "	2 00
" select, " " " " " " " " " " " " " " " "	2 15
" " " " " " " " " " " " " " " "	2 25

Breakfast Cereals.

Market is quiet. Cornmeal is easy in tendency, but no changes have been made. We quote:

Rolled Oats, 80-lb. sacks, per cwt..... "	2 00
40-lb. " " " " " " " " " " " " " " " "	2 05
20-lb. " " " " " " " " " " " " " " " "	2 10
8-lb. " " " " " " " " " " " " " " " "	2 40
Cornmeal, in sacks, per cwt..... "	1 50
" in 3 sacks, " " " " " " " " " " " " " " " "	1 55

Eggs.

We quote as last week:

Eggs, fresh..... "	0 30
finest glycerine pickled..... "	0 24
(Packed in 25c. cases) which are not returnable..... "	

For Manitoba green fruits and vegetables, see Fruit Department.

NEW AGENCY.

S. H. Ewing & Sons, Montreal, have secured the agency of The Gilpin-Moffatt Co., Toronto, manufacturers of chocolates and confections. These goods are handsomely put up, of finest quality and flavor, and will prove a good seller for grocers. The "Rex" brand chocolates should establish themselves favorably in the trade. S. H. Ewing & Sons will look after the trade in Montreal and vicinity.

CHANGE IN AGENCY.

The St. Charles Condensing Co., of Ingersoll, Ont., manufacturers of St. Charles Evaporated Cream, have appointed S. H. Ewing & Sons, Montreal, selling agents for Montreal and district. The various brands of cream and condensed milk put up by the St. Charles Condensing Co. have secured to themselves a reputation that speaks creditably for Canadian manufacture, and as the consumption of evaporated cream and condensed milks is ever on the increase, the Ingersoll Company's products will be much in evidence in the trade.

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.

COMMISSION AGENT.

WANTED—Staple lines, such as groceries, meats or fruits, on commission; territory covered, eastern townships. Address Manufacturers' Agent, Box 125, Farnham, Que. (11)

BUSINESS CHANCES.

THE LOCATORS — W. B. Herbert, General Manager. Largest exclusive business brokers in Canada. Address The Locators, 62 and 63 Merchants Bank Building, Winnipeg, Man. Phone 1888.

THE LOCATORS are the oldest established and most exclusive business brokers in Western Canada. They handle general stores and grocery businesses throughout Manitoba and the Northwest Territories. No business is too small for them to sell or any too large. If you are looking for a business of this nature write The Locators for their list. They can help to place you. The Locators.

It is impossible to enumerate here the many propositions we have on our books. We have just published a complete catalogue of business opportunities. Send for it. Mailed free. The Locators.

WE have fifty-eight propositions on our list ranging from one hundred dollars upwards. Write The Locators.

THE LOCATORS—62 and 63 Merchants Bank Building, Winnipeg, Man. Phone 1888.

COMMON SENSE

KILLS {Roaches and Bed-Bugs
Rats and Mice

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

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



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

CROCKERY DEPARTMENT

Earthenware and China Imports.

THE imports of earthenware and china into Canada show a big increase in the last five years. In 1900 the total imports amounted in value to \$966,254. This has shown an increase each year till it reached the high total last year of \$1,606,343. Canada receives over four times as much of this class of ware from Great Britain as from any other country. Last year Germany captured second place from the United States for the first time since 1901. Japan and Austria-Hungary, although their exports to Canada are still comparatively small, are nevertheless making great advances. Japan sends us three times as much earthenware now as she did five years ago. The amount of fine china which comes direct from France is also increasing, but its total is small compared to that from Germany, scarcely one-third.

GLASSWARE

In glassware last year, for the first time in five years, Great Britain has taken first place. For a long time the United States and Belgium fought for the lead, with Great Britain a considerable distance behind. However, last year saw a falling off in the exports to Canada from both Belgium and the United States, while Great Britain increased her exports very materially. Germany, which was rapidly advancing to the first rank as a source for Canadian glassware, apparently suffered a crushing blow in the surtax, as the imports from that country dropped off more than one-third. These figures would go to show that Great Britain is not losing her grip in commercial matters to the extent that her own manufacturers have been claiming. In both the cases cited she has out-stripped her competitors, even where they had a big lead up to within the last two or three years. Moreover, her supremacy has been won not only through the decrease in the exports of other countries, but also through the positive increase in her own.

Bring Goods Forward.

ON the prospect of an early Spring, china and glassware should be brought to the front. They provide all the requisites for a good active sale. The profits are large and the goods attractive. A few dollars, covering a number of assortments, will allow the advertising man to talk "car-load

lots of special bargains, made possible through a fortunate purchase," and the spread will back up the assertion.

This class of goods, above all others, depends for its sale on its attracting the fancy of the shopper. A customer does not go into a store usually to buy a piece of china or glassware. She goes in to buy a piece of cotton or a paper of pins, and the china and glassware must be displayed so attractively as to force her to buy them. There are so many little novelties in glassware. The advantage, too, of these novelties, is that they are usually more or less useful. If your trade will stand it, put in stock two or three little pieces of cut-glass. You may work up quite a profitable business in this line. It pays big profits. It sets off, too, your whole display. Then there are pretty olive dishes and rose bowls and countless little articles, all of which it is easy to convince a customer are necessary, if they are only attractive. Anticipate demand by suggesting the need. That is the way nine-tenths of the sales in this department are made.

INQUIRIES FOR CANADIAN TRADE.

THE following inquiry has been received from Manchester, England, relating to Canadian trade.

81. A Manchester wholesale firm desires prices of bright-colored maple sugar from Canadian shippers of same.

The following inquiries have been received from Bristol, England, relating to Canadian trade:

15. A local firm wants Canadian cider.

18. A Bristol firm manufacturing all kinds of stoneware would like to hear from Canadian houses requiring jars for spirits, acids and other liquids.

The following inquiries concerning Canadian trade have been received at the Department of Trade and Commerce, Ottawa:

500. Inquiry has been made by a London firm of grain and flour importers for names of Canadian exporters of those products.

501. A firm desirous of importing linseed meal and cakes for cattle have asked to be referred to Canadian shippers interested.

502. A large flour importer wishes to

be placed in touch with a first-class mill in Manitoba which grinds Spring wheat, and also a good Winter wheat mill in Ontario.

505. An importer doing business on a commission basis is open to buy oils, greases, tallow and other products from Canadian sources.

506. A Glasgow agent is seeking the representation for Scotland of Canadian exporters of agricultural produce.

507. A well established London firm in touch with all British produce markets can handle promptly any goods that Canadian exporters may wish to dispose of.

511. A firm manufacturing high-class toilet soaps and perfumery wishes to be placed in touch with Canadian firms prepared to take up the sale of these goods.

514. The manufacturers of British-made cream separators are prepared to appoint suitable resident agent to introduce their goods.

The names of firms making these inquiries may be had from the Superintendent of Commercial Agencies, Department of Trade and Commerce, Ottawa, provided the number of the inquiry is mentioned in application, along with the office under which said inquiry appears.

APPOINTED MONTREAL AGENT.

John G. Bauld, commission merchant, Board of Trade, Montreal, has been appointed agent for Montreal and district for Maconochie Brothers, London, England. Mr. Bauld will have full lines of this firm's well-known brands of pickles, olives, kippered and fresh herrings, marmalades and jams and jellies. Since assuming the agency Mr. Bauld has done a very satisfactory and encouraging business.

P.E.I. BUSINESS CHANGES HANDS.

In The Canadian Grocer of February 17th it was stated that W. H. Aitken, of Charlottetown, P.E.I., had bought out Carvell Bros., wholesale grocers, provision dealers, etc., and in partnership with his sons would start in the grocery and produce business in Charlottetown. This is slightly in error. Mr. Aitken has been the senior partner in the firm of Carvell Brothers for many years, and having purchased the business will carry it on under the old firm name.

To obtain results

you must handle profitable goods.

Staples are all right, and we have these in profusion, but

Our Exclusive Patterns in High-Class

DINNER and TOILETWARE

will apply directly to your better trade.

They are irresistible and will afford you unlooked for results.

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



A FEW CRATES

OF Dinner Sets ALL GILT

AT VERY SPECIAL PRICES.

ARE AVAILABLE IF YOU WRITE

AT ONCE.

It will pay you to ask particulars.

BARNARD & HOLLAND CO.
MONTREAL



JOHN MADDOCK & SONS, LTD.
ENGLAND.



E. W. Klotz, 24 Wellington Street West, **Toronto**
Import Headquarters.

German and Austrian Goods for Xmas Trade are the leading feature at this season of the year. To ensure timely delivery place your import orders now.

HOLLY AND ROSE GERMAN CHINA

are two good lines, exceptional value, made in a full range of useful articles and novelties.

—SEE THE NEW—

Steins, Punch Bowls, Lobster Cabarets, Cuspidores, Jardinieres. Pudding Sets, Vases and Water Sets.

Your Own Brand

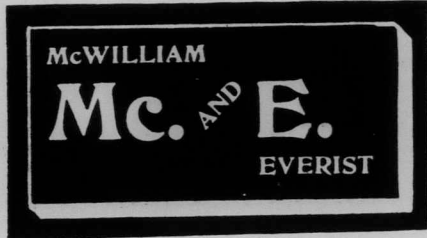
will attract attention. Your progressiveness will be commended. You will be pushing your own business and not advertising that of someone else—then, too, you will make a larger profit on it than on any proprietary brand.

We are making a specialty of packing Baking Powder under grocers' own brands. We will be glad to send you samples of labels and any other information on the subject you may wish. Write us about it.

THE ROBERT GREIG CO., Limited, TORONTO

RETURNED
MAR 27 1905
To Owner
cut Book 31

With warmer weather your stock of Oranges, Lemons, etc., will want replenishing. Send us your orders; they will get prompt attention.



TORONTO, - - ONTARIO

Have another car fancy Cabbage. Include a barrel in your next order.

The **DAWSON** Commission Co., Limited
FRUIT, PRODUCE AND COMMISSION MERCHANTS.
Cor. Market and Colborne Streets. **TORONTO**

DRIED APPLES

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

The W. A. GIBB CO.
Packers and Exporters
5 and 7 Market St., **HAMILTON**

Marmalade Oranges

Our first shipment of Marmalade Oranges will arrive this week.

Sizes—160s, 200s and 240s.

Get your order in early.

Send for Samples of our Navels.

HUSBAND Bros. & Co.

Wholesale Fruit and Commission Merchants.
22 Colborne St., **TORONTO**.

GREEN FRUITS AND VEGETABLES

Canning Industry for Brantford.

ON Feb. 28, occurred a meeting of some thirty farmers and gardeners in Brantford for the purpose of considering contracts for the production of tomatoes and other vegetables for canning purposes.

The Standard Canning Co., of Hamilton, of which Messrs. Lumsden are the proprietors, are desirous of establishing a canning factory in Brantford, employing some hundred hands. They will require 75,000 bushels of tomatoes, 100 acres of peas and 150 acres of corn. The growers present at the meeting promised the company their support, and agreed to provide the necessary supplies.

Ontario Markets.

GREEN FRUITS.

Toronto, March 9, 1905.

THE green fruit trade has been seasonably active during the week, especially in oranges and bananas. The price of California navels advanced 25c. on account of the very firm market ruling across the line, and at the close, the market is firm. The lemon market is also moving upward, with stocks in dealers' hands light for this season of the year. A brisk demand for bananas has sprung up, owing to the milder weather and a lively season is looked forward to from now on.

Pines are beginning to open up. From now on, pines will be a big item in the fruit market, they being the principal dessert fruit through March, April and May. At the present time they are scarce, owing to the recent cold weather, which has made it difficult to ship by freight, thus leaving the fruit liable to chilling from frost. Grape fruit are scarce and higher in price, also tangerines.

The apple market is showing signs of brightening up, reports from the Northwest saying that the market there is cleaned up entirely and that supplies are being drawn from Ontario. Valencia and Florida oranges are both out of the market for the balance of the season. Cranberries are quoted this week from 50c. to \$1 lower than last, Jerseys only being available instead of Howes. Trade in figs is practically over, as far as the present season is concerned, and quotations are only given on figs in layers. We quote the following prices:

Florida grape fruit, per box.....	5 00	5 50
Jamaica grape fruit.....	4 50	4 75
Florida tangerines (half straps).....	2 25	2 50
Florida pineapple, per case.....	4 50	5 00
Havana pines per case.....	3 50	
Marmalade Oranges, per box.....	2 50	
California navel oranges, per box.....	2 75	3 25
New messina lemons, 300's, per box.....	2 50	2 75
" " 360's, per box.....	1 75	2 25
Bananas, large bunches, crated.....	1 15	1 35
Bananas, 3's, per bunch, crated.....	1 50	3 00
Apples, Winter varieties.....	6 00	7 00
Sweet potatoes, kiln dried, per bbl.....	2 75	3 00
" " bush, crates.....	7 00	8 00
Almeria grapes, per bbl. fancy.....	9 50	10 50
Cranberries, Jerseys.....	0 85	
Florida strawberries, per box.....	0 09	0 11
Figs in layers, per lb.....		

VEGETABLES.

A fair demand for vegetables is reported for the week under review. Do-

mestic stuff is moving well, although imported vegetables are slow as yet; supplies of the latter are quite two weeks late in arriving, on account of the setback from frost in Florida. Celery is scarce and firm, with prices slightly in advance of last week. The novelties on the market this week are green peppers and new beets. Our quotations are as follows:

Greenhouse lettuce, per dozen bunches.....	0 30	
Greenhouse radishes, per doz. bunches.....	0 40	0 50
Dry Mint, per doz bunches.....	0 20	
Parsley, ".....	0 20	
Sage, per doz.....	0 15	
Savoury, per doz.....	0 60	
Carrots, per bag.....	0 60	
Beets, per bu.....	0 60	
Beets, per bag.....	0 75	
Dry Onions, per bag.....	2 00	2 25
Dry Onions, per basket.....	0 50	
Spanish onions, per case.....	4 00	4 25
Green house water cress, per doz.....	0 25	
Canadian celery, per doz.....	0 50	1 00
Potatoes, carlots on track Toronto, per bag.....	0 75	0 85
Potatoes, per bag.....	0 90	1 00
Parsnips, per bu.....	0 75	
Parsnips, per bag.....	0 85	
Cabbage, per head.....	0 08	0 15
" " per doz.....	0 50	1 00
Furnips, per bag.....	0 30	0 35
California celery, per case.....	5 50	6 00
Hotthouse cucumbers, per doz.....	2 00	2 75
Artichokes, per bu.....	1 00	1 00
Oyster plant, per bu.....	1 25	
Greenhouse rhubarb, per doz.....	1 00	1 25
" " onions, ".....	0 15	
Florida tomatoes, per case.....	4 25	5 00
Green peppers, 6 basket crates.....	5 50	
New beets, per doz.....	0 15	

Quebec Markets.

GREEN FRUITS.

Montreal, March 9, 1905.

Celery is continuing in good demand, in fact, it has never been better, selling at \$6, which is an advance of 75c. per crate over our last week's quotations. Almeria grapes are selling well at from \$8 to \$9 per keg. Navel oranges are in good demand and prices have advanced from 25 to 35c. per box f.o.b. California. A car of Jamaica grape fruit arrived on Monday, Mar. 6, the first straight car that has ever reached here. Condition of fruit is fine and a good demand exists, at prices ranging from \$4 to \$5.50. The demand for apples is fair, prices being \$2.75 to \$4. Bananas are slow sellers. Onions have advanced 1c. Spanish onions being quoted at \$4.

Bananas.....	1 50	2 00
Cocoanuts, per bag of 100.....	3 75	
Pineapples, 24 to case.....	4 50	
" " 30 to case.....	3 50	
Cranberries, finest dark.....	11 00	
" " dark.....	9 50	
" " 25 quart boxes.....	2 75	
Jamaica oranges, per box.....	2 50	2 75
" " grape fruit, per box.....	6 00	
Florida oranges, per box.....	4 50	
Florida grape fruit, per box.....	6 50	
California navel oranges, per box.....	2 75	
New Messina lemons 300's.....	2 50	
" " 360's.....	2 25	
Apples Winter varieties.....	2 50	4 50
Sweet potatoes, per bbl.....	6 00	
Almeria grapes, per bbl.....	8 00	9 00
Celery, California golden heart, per case.....	6 00	
Tomatoes, Floridas, crate.....	4 50	
Lettuce, Boston.....	0 75	0 85

VEGETABLES.

Very few changes to note. Market continues fairly active for potatoes; and onions are still scarce and high. Celery is selling well.

Potatoes, carlots.....	0 65	0 70
Less than carlots.....	0 75	0 80
Bunch lettuce, per doz. bunches.....	0 75	
Radishes, per doz. bunches.....	0 25	
Mushrooms, per lb.....	1 70	
Mint, per doz. bunches.....	0 20	
Parsley, ".....	0 20	

Sage, per doz.	1 00
Savory, per doz.	1 00
Beets, new, per doz.	0 25
Egg plant, per basket.	0 75
Green onions, per doz.	0 15
Spanish onions, large cases, per case.	4 00
Red onions, per bbl.	3 75
Yellow onions, in 80-lb. bags per bag.	2 00
Green house water cress, per doz.	0 45
Green cucumbers, per bush, hamper.	1 25
" " per half bushel hamper.	0 60
" " per bbl.	3 50
" " per doz.	0 40
Green cabbage, per doz.	0 60
" beans, per bush.	1 00
Waxed beans, per bush.	1 05
Cauliflowers, home grown, per doz.	1 50
Green peppers, per basket.	0 40
Canadian celery, per doz.	0 75

New Brunswick Markets.

GREEN FRUITS

St. John, March 9, 1905.

With rather milder weather, there is improved trade. Prices in apples remain quite low. In oranges, Valencias are likely to be scarce, owing to frosts in Spain. Jamaicas are about done. California's remain quite reasonable in price. Floridas are quite high. Some Bahama oranges are on the market, the first to come here. They are nice stock. Cranberries are high, and grapes about out of stock.

Manitoba Markets.

GREEN FRUITS

Winnipeg, March 9, 1905.

Mild weather has facilitated shipments of green fruits, as for some weeks there has been little danger from frost. Prices as quoted last week are unchanged. We quote:

Oranges fancy navels, 96's to 112's, per case	2 75
" " 126's to 150's	3 00
" " 176's to 250's	3 25
Bitter oranges, per case	2 75
Fancy California lemons, 360's	4 00
(10c. off 5 case lots of oranges and lemons).	
Cape Cod cranberries (frozen), per bbl.	6 00
Jersey cranberries (unfrozen)	10 00
Bananas, per express only, per bunch	3 50
Apples, fancy XXX Spies, per bbl.	5 00
" fancy XX Spies,	4 50
Grapes, Malaga, per keg.	10 00

VEGETABLES.

No change in price. We quote:

Native onions, per lb.	0 04
Spanish onions, per case	1 75
Carrots, per bush	0 40
Beets, " "	0 70
Turnips " "	0 40
Potatoes " "	0 70
Celery per case (6 to 8 doz)	6 50
" " (doz.)	1 00

Tomato Growers Organize.

A tomato grower's association has been formed in Bloomfield, Ont., with a membership of seventy, the object of which is to secure better prices for all produce furnished the canning factories. The canners have refused to raise the prices this season, so the association is considering the formation of a joint stock company, with \$20,000 capital stock. Over half the stock has been subscribed already, and it will be known in a few days whether anything will be done.

Fruit Trade with Australia.

The following letter, received by the Deputy Minister of Agriculture, is published for general information:

Sir,—Mr. J. S. Larke, the Canadian agent of your Government in this city, requested me to correspond with you in the interests of fruit exports to Australia. I have received some small consignments of apples from Canada, which realized from 15s. to 18s. 6d. per case

Maple Products

To remind you that maple time is near at hand, and that the sap's beginning to run, we offer a few timely hints. Our syrup is **brought direct from the bushes** in Quebec and while there is no 1905 run of syrup on the market yet, we look for our first arrival in a day or two.

<p>SYRUP</p> <p>Imperial Quarts, 2 doz. to case, 24c. tin Imperial 5 gallon tins, 1 to case, 85c. gallon</p> <p>SUGAR</p> <p>1 lb. blocks, 40 to case, \$3.00 case—sells 10c. or cut in two 5c. each 1 lb. blocks, maple cream, 30 to case—wrapped in parchment, 8¢ case MAPLE HEARTS—in pails, 18 lb. at 12c. lb. 1 and 1/2 lb. blocks sugar, special 10c. lb.</p>	<p>Imperial 1 gallon tins, 8 to case, 90c. gallon Wine gallons, 10 to case, 65c. tin</p>
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White & Co. WHOLESALE FRUIT, PRODUCE AND FISH, Toronto

Phone Main 4106. Private Branch Exchange.

W. B. STRINGER	LEADING BRANDS	J. J. MCCABE
	IN LEMONS	
"St. Nicholas" Prime		"Kicking" Seconds
	IN ORANGES	
"Signal" Ex. Fancy	"Niagara" Fancy	"Warrior" Ex. Choice
		"Rescue" Choice
W. B. STRINGER & CO., Fruit Brokers, 61 Front St. E., Toronto, AGENTS, solicit your orders.		

IT Saves Time and Worry By Ordering From us
What you need in

FANCY ORANGES, LEMONS, ETC.

Knowing You will get Quick Service and

HUGH WALKER & SON, GUELPH, ONT. QUALITY AND PRICES RIGHT.

Quality Superb

McGregor Jams, Marmalade, Preserves, Confectionery are matchless.
Your jobber or direct.

McGREGOR - HARRIS CO.
Limited
33 Pearl St., - TORONTO.

DRIED APPLES

BRIGHT, DRY STOCK WANTED.

O. E. ROBINSON & CO.
INGERSOLL
Established - - 1886

FINKLE & ACKERMAN
BOWMANVILLE, ONT.
MANUFACTURERS

Evaporated Onions

and other Dried Vegetables.

DIAMOND BRAND MAPLE SYRUP

has that exquisite flavor of the new sap syrup direct from the bush.

All Jobbers handle it

Sugars Ltd., = Montreal

Cream Tartar

(This will not interest the buyer to whom price is the only consideration—who wants cheap goods, no matter what they are—so long as they are marked pure). —

WHY pay for STARCH, TERRA ALBA, etc., at exorbitant figures, when you are buying Cream Tartar? It is cheaper and infinitely better to pay several cents per lb. higher for the actual goods than to buy so-called pure Cream Tartar. If you must have inferior goods, wouldn't it be cheaper to add your own adulterant? Unquestionably there is much Cream Tartar being sold (ground from so-called first white crystals), at figures less than the crystals can be imported for. WE CANNOT OR RATHER WILL NOT compete with this so-called pure Cream Tartar. IF YOU WANT ACTUAL QUALITY and MERIT, goods absolutely guaranteed to be pure ground first white Cream Tartar at as close figures as same can be consistently offered, get **S. H. & A. S. EWING'S CREAM TARTAR** backed by a reputation of 60 years.

Some people will tell you that they pack bulk pickles which will keep. We go considerably further than telling.

Every order given to one of our travellers is put on a duplicate guarantee, one of which he gives to you. This guarantee clearly states that we hold ourselves responsible for any of our pickles that may go bad in the six months following the date of shipment of the order, providing the following precautions are taken—that the barrel or pail is kept covered; that you do not use tin or any metal vessel to dip the pickles with (use a crockery bowl—it's cleaner, too); that the vinegar is taken in proportion to the pickles, so that they are always kept slightly covered with vinegar; that no sweepings, particularly nails, are allowed to get into the barrel; and that the pickles be kept from any extreme of heat or cold. We give this guarantee to your wholesale grocer. If you buy through him the guarantee stands the same.

Lion Brand Pickles are a perfect mixed pickle—small cucumbers, small white onions, and hard, white branches of cauliflower, cut close, pickled in whole spice and in the most perfect pickling vinegar made. They come out crisp and firm, perfect in color, delicious and wholesome.

In Pails—1 gall. 75c.; 2 galls., \$1.40; 3 galls., \$1.95; 5 galls., \$3.00; 10 galls., \$5.50; or in 20 or 40-gall. Barrels, 45c. per gall. Barrels extra.

THE OZO CO., LIMITED
MONTREAL

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

about 25 lbs. weight, would realize about 10s. per box here. Hard varieties of apples will carry without cool chambers, but if cool chambers are available, it is in the grower's interest to send in the refrigerator, as the difference in freight is repaid over and over again in the price realized.

Any information your growers in Canada may want in respect to exports to this country will be gladly furnished by me.

(Sgd.) C. G. Piggott.
Sydney, 2 January, 1905.

Fruit Growers' Wants.

An influential deputation, representing the fruit growers of the Niagara district, waited upon Hon. Nelson Monteith, the Ontario Minister of Agriculture, last week to ask for a series of experiments in their district to discover suitable methods of fighting the black rot of grapes and the San Jose scale. They also petitioned for continued assistance in supplying material for spraying purposes and for the establishment of a permanent special fruit experimental station in the district.

Bahama Oranges.

Several cars of Bahama oranges were sold last week on the Montreal market by J. G. Bauld, Montreal. They were the Patriot Brand, grown and packed by British labor, carried by British ships and offered for sale in British America. The growers and packers were the Canada-Bahama Fruit Co., controlled by G. C. Cook, Halifax, N.S. The reception the first shipment met at the hands of the trade augurs well for a good trade between Canada and the Bahamas.

New Canning Industry.

G. Jordan and J. Ellis are making preparations to build a canning factory in Lindsay, Ont., to cost from \$30,000 to \$45,000. The new industry will give employment to between 200 and 250 hands and have a yearly output of about 35,000 cans of tomatoes, 10,000 of beans, besides large quantities of corn and berries.

Fruit News.

Thanks to the first-class cold storage accommodation on the direct steamship line plying between Canadian ports and South Africa, fresh peaches and plums of South African growth were served at the Paardeberg dinner at Government House, Ottawa, last week.

"GET THE BEST"

SOMETHING NEW IN

COUNTER CHECK BOOKS

Our "Special Duplicating" Book in various sizes. Alternate White and Colored Checks. Original White Paper; Duplicate Colored.

Specially adapted for Grocers' use. Samples and prices on application, or will send representative.

THE
CARTER-CRUME COMPANY,
LIMITED

TORONTO and MONTREAL

Mention this paper.



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

MACKINTOSH'S TOFFEE

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

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

JOHN MACKINTOSH, Ltd., - HALIFAX, ENG.

A grocer is known by the coffee he keeps!
CHASE & SANBORN'S high-grade coffees inspire confidence in your whole stock. Every pound you sell goes to build up the reputation of your store for strictly first-class reliable goods.

CHASE & SANBORN

The Importers, Montreal

FINANCE AND INSURANCE

ANOTHER phenomenally successful year has been added to the records of the Bank of Nova Scotia. Four years before Queen Victoria ascended the throne this bank entered the financial world, and for seventy-two years has been pursuing a successful career. Although its chief business lies in the Eastern Provinces, its branches are now found in every province of the Dominion, and also Newfoundland, the West Indies, and the United States. On a paid-up capital of \$2,000,000 it paid 20 per cent. dividend last year, besides making liberal allowance for sinking and other funds. The reserve fund now stands at \$3,200,000, or 160 per cent. of the capital.

THE Central Canada Loan and Savings Company has celebrated its majority by issuing a very attractive booklet containing its twenty-first annual report, together with interesting facts connected with its business. The report shows that the company is in a very strong position. Besides paying 6 per cent. dividend and 2 per cent. bonus last year, it increased its reserve fund so as to bring it up to 64 per cent. of the paid-up capital

EXTRACT from a speech of S. J. Johnson, Sioux City: "It seems almost impossible to believe that merchants doing business in what are called the 'wooden towns' of the State carry so little insurance. The excuse for carrying little or no insurance seems to be that the rate of insurance is so high; but suppose it is high, it would be exceedingly cheap to you should you have a fire, and you ought to carry at least sufficient insurance to cover every dollar of your indebtedness and a little besides, so that you would have something on which to start into business again, and not be flat on your back. Insurance is a splendid, good thing, and the man who keeps his stock well covered is a wise man."

THE belief exists among financial men that the movement having for its object the amalgamation of the Merchants' Bank of Canada and the Royal Bank will be resumed, and that in June next, when the retirement of Mr. Fysche, the general manager of the Merchants' Bank, will take place, the amalgamation will be completed. Mr. Fysche will receive a handsome retiring allowance from the Merchants'. That gentleman is, it is stated, opposed to the amalgamation, and his retirement will obviate difficulties which might otherwise arise.

NOTES.

The Bank of Toronto has opened a branch in Brantford.

The Sovereign Bank has opened a branch at Rockland, Ontario.

The Acton Vale branch of the Molsons Bank has been closed.

The Traders Bank of Canada has opened a branch at Blind River, Ont.

The Sovereign Bank of Canada is about to open a branch at London, Ont.

The Brantford branch of the Bank of Hamilton have moved to more commodious quarters.

The Bank of Montreal has purchased another lot in Montreal with the intention of establishing a new up-town branch.

The annual meeting of the Canadian Birkbeck Investment and Savings Company was held last month, and showed a satisfactory report. Two half-yearly dividends of 6 per cent. were paid during the year.

The Crown Bank of Canada has opened a branch office at Kingston, Ont., under the management of Mr. D. Murray. The bank has been very fortunate in securing a location for its Kingston office in the heart of the business district, and immediately facing the market square.

The Canada Permanent Mortgage Corporation, at the end of fifty years of business, has attained an enviable position among Canadian financial institutions. The past year shows a marked increase in business and earnings. J. Herbert Mason has been the controlling officer from its inception.

A new Canadian bond company has been organised under the firm name of Wood, Gundy & Co., Toronto. Messrs. Wood & Gundy have been prominently identified with the debenture business for a couple of years, holding the positions of general manager and secretary, respectively, of the Dominion Securities Corporation.

The Dominion Superintendent of Insurance gives notice in The Canada Gazette that the Manitoba Assurance Company has received a license No. 199 for the transaction in Canada of the business of fire insurance. James Gardner Thompson is chief agent of the company in Canada, and the head office in Canada is established at the City of Montreal.

The annual meeting of the National Trust Company was held last month. The report, submitted by Mr. J. W. Flavell, the president, was in every way satisfactory, showing net profits of \$92,620.90. After provision had been made for increasing the reserve fund by \$30,000, a dividend was declared at the rate of six per cent. per annum.

The Canadian Manufacturers' Association is making a strenuous effort to keep the insurance business in Canada. A special committee has been appointed to co-operate with E. P. Heaton, the manager of the Insurance Bureau. The Bureau will strive to lower the rates by decreasing the losses from fire. Canadian fire losses amount to nearly twenty million dollars annually.

The comparatively small increase which has taken place in the paid-up capital of the banks in the last ten years is a very marked feature in their business record. In 1894 the paid-up capital amounted to about one-third of the deposits, and bore much the same proportion to the discounts, whereas now the paid-up capital is less than one-sixth of the deposits and loans. In the same period the reserve fund has risen from being 44 per cent. of the paid-up capital to be now over 67 per cent., that is, in 1894, for each \$100 of paid-up capital the banks had \$44 in a reserve fund, or rest, while to-day for each \$100 of paid-up capital they hold \$67 in a reserve fund, or rest."

WESTERN Incorporated 1851
ASSURANCE COMPANY. **FIRE AND MARINE**

Head Office
Toronto, Ont. Capital - \$2,000,000.00
 Assets, over - 3,546,000.00
 Annual Income - 3,678,000.00

HON. GEO. A. COX, President.

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

C. C. FOSTER, Secretary.

THE CANADIAN BANK OF COMMERCE

Paid-up Capital, - - - \$8,700,000
 Rest, - - - - - \$3,000,000

HEAD OFFICE: TORONTO, CANADA

HON. GEO. A. COX, Pres. B. E. WALKER, General-Manager.
 LONDON, ENG., NEW YORK, N.Y.,
 60 Lombard St., E.C. 16 Exchange Place.
 S. Cameron Alexander, Manager. Wm. Gray and H. B. Walker, Agents.

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The Travellers' Letters of Credit issued by this Bank are a great convenience to Travellers. They are available in all parts of the world, and the holder is enabled, without risk or difficulty, to obtain such sums as he requires at any point in his journey.

BANK MONEY ORDERS

AT THE FOLLOWING RATES:

\$5 and under 3 cents
 Over \$5 and not exceeding \$10..... 6 cents
 " 10 " " 30.....10 cents
 " 30 " " 50.....15 cents

These Orders are Payable at Par at any office in Canada of a Chartered Bank, and at the principal banking points in the United States.

Negotiable at a fixed rate at The Canadian Bank of Commerce, London, Eng.

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

THE METROPOLITAN BANK.

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 D. E. THOMSON, Esq., K.O. His Honor W. MORTIMER CLARK, K.O.
 THOS. BRADSHAW, Esq. JOHN FIRSTBROOK, Esq.

HEAD OFFICE, - TORONTO.

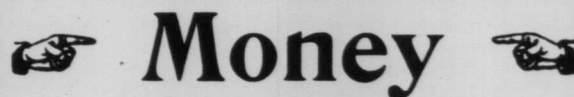
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CAN BE SAVED BY MEANS OF AN ENDOWMENT POLICY.

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

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

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J. K. MAODONALD, MANAGING DIRECTOR.

HEAD OFFICE, - TORONTO, CANADA.

BRITISH AMERICA ASSURANCE COMP'Y

FIRE AND MARINE.

Incorporated 1833

CASH CAPITAL, \$1,000,000.00.


TOTAL ASSETS, \$2,024,096.02.

LOSSES PAID SINCE ORGANIZATION, \$23,886,005.32.

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

HON. GEO. A. COX, President. J. J. KENNY, Vice-President and Managing Director
 P. H. SIMS, Secretary.

CANADA: No better Country



MOTT'S: No better Chocolate

CANADA'S
 MOST RELIABLE
 AND BEST KNOWN
CHOCOLATES
 ARE
MOTT'S
 "Diamond"
 and
 "Elite"

For Sale by all Jobbers

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

SELLING AGENTS:
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 MONTREAL TORONTO WINNIPEG

CHOICE PACKAGE GOODS.

PEPPERMINT CHOCOLATES DARK CHOCOLATES ¼-lb. Packages, 12 in Carton.	LITTLE GEMS DARK CHOCOLATES 10c. Packages, 24 in Carton.
CHOCOLATE CHIPS DARK CHOCOLATES ½-lb. Packages, 12 in Carton.	ALAKUMA 5c. Packages, 24 in Carton.
DIPPED BURNT ALMONDS DARK CHOCOLATES 10c. Packages, 36 in Carton.	SALTED PEANUTS 5c. Packages, 36 in Carton.
CHOCOLATE WAFERS DARK CHOCOLATES 10c. Packages, 36 in Carton.	TOASTED MALLOW ¼-lb. Packages, 24 in Carton.
DIPPED GINGER DARK CHOCOLATES 10c. Packages, 36 in Carton.	MARSHMALLOW DROPS STRAWBERRY AND VANILLA ¼-lb. Packages, 24 in Carton.
FULL CREAM CARAMELS 10c. Packages, 36 in Carton.	MAPLE LEAF CHOCOLATES 10c. Packages, 36 in Carton.
JULIETTES DARK CHOCOLATES ½-lb. Packages, 18 in Carton.	BUTTERSCOTCH 5c. Packages, 36 in Carton.
	PEANUT CRISP 5c. Packages, 36 in Carton.
	COCOANUT CRISP 5c. Packages, 36 in Carton.

SEND FOR QUOTATIONS.
A. J. STEWART, Limited,
 — MAKER OF
Stewart's Fine Chocolates **TORONTO**

You can increase your trade by selling :

"Old Church" Catsup
"Old Church" Pork and Beans
"Old Church" Celery Relish
"Old Church" India Relish
"Old Church" Jams
"Old Church" Jellies

GOODS THAT PLEASE GOODS THAT SELL

We must apologize to the trade for the great delays in filling their esteemed orders, but expect to be able to catch up by the 15th, and intend to increase our capacity so we can ship the day orders are received.

STANDARD CANNING CO.,
HAMILTON, ONT.

Reduced in Size but Increased in Earnings.



Every Merchant, Grocer, Confectioner, Druggist, and Liquor Dealer should have

One or More

of the famous

"L.B." GUM SLOT MACHINES

- They are small, beautiful and
- accurate.

Size of machine, 13 inches high
 3 " wide
 3½ " deep

They are **all** iron and can be placed permanently in any position, out of, or indoors.

To the Trade :

10 boxes or 1000 pieces of Gum

for only

\$8.00

AND THE MACHINE

FREE

For re-filling the Gum will cost 65c. per box of 100 pieces.

INQUIRE OF YOUR JOBBER OR ADDRESS

L. B. SLOT MACHINE Co.

28-30 ST. GEORGE STREET

MONTREAL

Our hobby
is
Perfection
Cream
Sodas

These Sodas
are literally
"perfection."
They are better
than any
other sodas
made.

You might
think this just
"brag." There is
an easy way to
find out if it is.

—Try a
PERFECTION
CREAM SODA.

It is its own
best pleader.

Sold all over
Canada:

3-lb. cards or tins.

THE MOONEY
BISCUIT & CANDY
COMPANY,
LIMITED,
STRATFORD, CANADA.

Candy in Boxes.

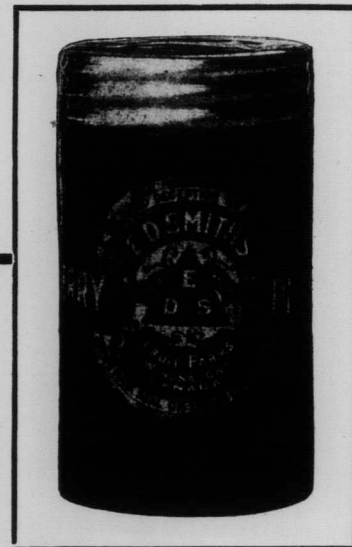
A STRONG feature of the candy department, particularly during the holiday season of Easter, should be a line of boxed goods. A show case filled with an attractive line of candy in boxes should occupy a prominent place in the store. Customers do not usually come in with the intention of buying confectionery. They come in to buy groceries, and the candy must be suggested to them by a good display. It is these sales by suggestion which supply the real gilt-edged profit to the dealer. No especial expense is required in handling this business. The stock carried is not necessarily large. No extra help is needed for the sales. Everything that is made on it is clear, straight profit.

An additional reason for handling a good line of boxed candies is the actual friends the retailer will make for his store by this means. In an ordinary sized town it doesn't take long to become known as the dealer who handles a particularly good line. The grocer who becomes recognised as the one who keeps good candy in attractive packages will soon have people coming to his store who never were in it before. This will react with great advantage to his grocery business, as it is comparatively easy to establish a business relationship with a person who has once dealt in the store.

Presentation.

On Wednesday evening the offices of the Cowan Co., Limited, Toronto, were the scene of a pleasant meeting between employes and management. The employes gathered to congratulate the firm's city traveler, Mr. Austin Dixon, who has joined the noble army of benedicts. "Dickie," as he is familiarly known among the employes, was taken completely by surprise when the president, Mr. John W. Cowan, in a nice little speech, presented him with a cheque from the firm and hall rack and jardiniere from the employes.

Mr. Dixon made a suitable reply, and in addition to thanking his friends gave each one a standing invitation to his new home, No. 89 Hamburg avenue.



E. D. S.
Jams, Jellies
AND
Sealed Fruits
(IN GLASS)

Are pronounced by the
trade to be the equal if
not the superior of the
best British makes

Because the E. D. S. Brand is made from
fruits grown in our own orchard, manufac-
tured on our own premises from our
choicest fruit.

We are independent of the market, en-
abling us to sell a better article at a closer
price.

A trial order solicited.

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

COWAN'S COCOA Maple Leaf Label
Our Trade Mark
**COWAN'S CHOCOLATE, CAKE ICINGS,
CREAM BARS,
and COWAN'S famous MILK CHOCOLATE
are absolutely pure goods.**
THE COWAN CO., LIMITED, TORONTO

A WONDERFUL CHANGE! IN THE PAST FEW YEARS!!

Have you noticed it in your own business?
People are not now satisfied with anything short of the best.

VAN HOUTEN'S COCOA Obtainable from all Wholesale Grocers from Halifax to Vancouver. : : :

BEST AND GOES FARTHEST

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

"Irresistibly
Delicious!"



One taste
will make a
Peter eater!

MADE IN VEVEY, SWITZERLAND—FOR EATING ONLY.

A Quick, Steady and Profitable account for any dealer.

Send for a Sample.

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

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

The **BEST**
of
Swiss Milk Chocolates

KLAUS'S
CHOCOLATES

are now introduced in the Canadian Market.

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

Wholesale Depot for Canada:

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

You will never be in
a rut, if selling

BORDEN'S

"Eagle" Brand Condensed Milk
and
"Peerless" Evaporated Cream

- The most perfectly prepared milks
- on this or any other market.
- Always reliable.
- Try a case of each with your next
- order.

Ask your Jobber, or write to

WILLIAM H. DUNN, - MONTREAL

JOS. IRVING, 92 Wellesley St., TORONTO.
 ERB & RANKIN, SCOTT, BATHGATE & CO.,
 Halifax, N.S. Winnipeg, Man.
 W. S. CLAWSON & CO. SHALLCROSS, MACAULAY & CO.,
 St. John, N.B. Victoria and Vancouver, B.C.

“ We want a bag of Ogilvie’s New Flour.”

This is what the consumer is saying to the grocer, every day, throughout the whole of Canada.

Mr. George Lamothe, a prosperous grocer of Mat-tawa, says

“I can only say it affords me great pleasure to give an expression on all good things. Amongst the users of Royal Household in our town, we have the General Hospital, Messrs. The Order of Oblait Fathers, and some of the leading hotels, together with many of the private families. They, one and all, speak very highly of Royal Household as a Pastry flour, and also say that it makes the very best home made bread, buns, rolls, etc. When ordering from us they say,—**We want a bag of Ogilvie’s new flour**, it is the very best and saves lots of work.”

“Royal Household” “Ogilvie’s New Flour”

is what the people want, because “It is the very best and saves lots of work.” The grocer who pushes “Royal Household” gets the trade. It always pays to push THE BEST in any line.

FLOUR AND CEREAL FOODS

THE PRICE OF WHEAT.

THE spectacular action of wheat lately has attracted considerable attention. The quick advance of 5c. a bushel in the price of May wheat to \$1.21, which took place in Chicago, followed by an even more rapid decline of about 8c. a bushel, and the drop of 6c. a bushel in the price of May wheat in Fort William, makes one wonder what causes these rapid and wide fluctuations, and what is the real commercial value of these wheats.

To form an approximately correct opinion, we must first consider what grades of wheat can be delivered to the buyer of the May option or any other option. This varies according to the market you are dealing in. In Winnipeg, the option is supposed to call for No. 1 Northern wheat, but No. 1 hard is also deliverable on the purchase at 1c. a bushel over the contract price, and No. 2 Northern at 3c. a bushel under the contract price. In like manner, in Chicago, there are only two grades legally tenderable at par, that is, No. 2 Red Winter and No. 1 Northern Spring, but No. 2 hard may be delivered at a penalty or discount of 2c. a bushel.

It was said that three or four weeks ago there were fifty or sixty million bushels of Chicago May option sold; some by millers and flour dealers in the United States, Canada and abroad, who had it sold as a hedge against flour and wheat which they were actually holding in their mills and warehouses or had purchased for future delivery or shipment from Australia, Argentine, India and Russia; some by grain dealers throughout the United States who sold against the wheat in their elevators, which they were buying from the farmers from time to time. Not that they intended to deliver this identical wheat on the option, because in the great majority of cases it would not be of a quality deliverable on their contract and also the sellers would be generally so situated that there would be a heavy loss in freight if the sellers should ship their wheat to Chicago. Their idea likely was that the Chicago May option was above its value, based on the price that they were buying their wheat at from the farmers, and that by the time

they sold their wheat, either the Chicago option would be lower, or their cash wheat would be worth more money. Then, when they sold their wheat, they would buy in their Chicago option or take off their hedge, as it is called.

The rapid advance referred to above caused many of the shorts to cover and many of the longs thought it was a good time to take profits, with the result that it is now said that the quantity of May option sold is reduced to about 30,000,000 bushels, which is said to be largely owned by Wall Street interests.

The total stocks of wheat of all kinds and in all positions, both public and private elevators in Chicago, is not much over 3,000,000 bushels, and the contract wheat will probably not amount to more than one-third of this amount. From this it would appear as if the shorts were in a very dangerous position and the market could be easily cornered. This is what makes these rapid and wide fluctuations and causes conservative brokers to advise their customers against dealing in the May option, recommending July or September instead. As cash No. 1 Northern and No. 2 Red in Chicago are selling above the option price, it would look as if the stocks of contract grades would not increase materially between now and May. There is, however, comparatively speaking, little of this high-priced wheat used in milling, almost the whole of the flour now manufactured being made from wheat of lower grades, than those deliverable on the May option, which are selling at a big discount.

The surrounding markets, from which shipments can be made with advantage to Chicago, are Kansas City, St. Louis, Minneapolis and, especially, Duluth. Until the late bulge, these markets were relatively higher than Chicago, which made the position of the bulls very much stronger. Now, however, this advantage has been lost, and it is reported that sales have already been made of Duluth No. 1 Northern wheat, which will be delivered at Chicago after the opening of navigation to apply on sales of the May option in that market.

The price of wheat in the United States is away above an export basis,

and the question as to whether the price of wheat will be maintained in the U. S. at its present high level depends entirely on whether the supplies on hand and the quantity the farmers will be willing to deliver before the new crop comes on the market, at current prices, will prove sufficient for the consumptive requirements for the ensuing three months.

The Winnipeg May option, as well as cash wheat, is in an entirely different position. The lower grades have been going for export in greater or less quantities ever since harvest, but the export of the high grades has been limited. Before the late break in the market, when May wheat was selling about \$1.05, No. 3 Northern was about 3c. a bushel above an export basis, and No. 1 and No. 2 Northern 5c. a bushel above. With the May option down to 99c., Fort William, this wheat is still above export value, as the foreign markets have also declined somewhat, but nothing like the decline in Winnipeg. In fact, some No. 3 Northern has been worked for export. Before, however, the market there can be considered in a healthy condition, the price of all the grades should be down to an export basis. If a few millions could be moved out for export, then we would probably see another sharp upturn in the price of May or July wheat in that market, but a permanent advance cannot be looked for until the quantity offering on the market is largely reduced by sales for export.

The Food of the Plucky Jap.

THE recent announcement from London that the largest contractor for the Russian army had asked for quotations on Triscuit delivered at Vladivostock has revived discussion of the dietetic habits of the Japs. Upon what does the plucky little Jap feed that he can out-general and vanquish the big and lusty soldiers of the Czar? The people are not greatly interested in the rations that are adopted for the Russian army. What they want to know is: What sort of food and what kind of life have developed the valor and physical hardihood of the little men of the island empire?

Triscuit is the shredded whole-wheat

Grocers—
have you noticed
the steadiness of
Orange Meat
sales? No
spasmodic
movement
up or down.

This is just
what we like.
Of course we
could boom it
by plentiful and
costly advertising,
but

Orange Meat

advertises itself
consistently,
evenly, regular-
ly, just because
it is here and
wants to remain.
The grocers seem
to appreciate our
policy, for we
certainly have
their favor.

The Frontenac Cereal Co.
Limited.
KINGSTON.

cracker made by the same concern at Niagara Falls which makes shredded whole-wheat biscuit. Being compressed into a wafer it contains all the nutriment in the whole-wheat berry in small bulk, and is ready cooked. That it should be regarded as a good ration for an army is significant of the growing belief in whole-wheat food as having first-class strength-giving properties in proportion to bulk.

The popular notion is that the Jap subsists largely upon rice and dried fish. We know that he gets little beef or pork. We are rather surprised, therefore, to learn from Dr. Eastlake, of Japan, head of the school of foreign languages in Tokio, that cooked whole wheat forms such an important part of his daily dietary. In an interview in Philadelphia the other day Dr. Eastlake said:

“The army biscuit consists of a cake one-fourth rice and three-fourths wheat, flavored with both sugar and salt. It is placed in water and allowed to swell up before eating. I have seen Japanese eat four of these cakes, but two were all I could manage.”

We know what the valiant Jap has done at Port Arthur. Twice he has driven the ponderous Cossacks from this apparently impregnable stronghold. We know what he is doing in the arts and industries of fair Japan. And now we know that whole wheat—not rice—is the principal part of his dietary.

English View of Export Duty on Wheat.

IN view of the recent decision of the United States Government authorities to allow a duty draw back on exported flour made wholly or in part of Canadian or other foreign wheat, the following comment in the latest issue of Broomhall's Corn Trade News is significant:

“We are of the opinion that, notwithstanding the help the new arrangements will afford American exporters, the movement of flour to Europe from this quarter can only be on a very small scale, while wheat prices rule so high on the other side of the Atlantic.

“Canadian millers do not take kindly to the idea of their raw material going to the United States to be manufactured and exported. They claim that not only will the home millers lose trade, but also the transportation companies, whilst stock raisers and dairymen will be de-

prived of cheap mill offals; therefore, it is contended that Canada should put an export duty on all wheat taken out of the country by American millers for the purpose of grinding and exporting the same in the shape of flour. It is perhaps hardly necessary to say that the proposition is meeting with considerable opposition in the West, where the bulk of the wheat is grown. At first glance it seems absurd that a country which raises wheat for export should try to limit the market for its product, and one would be inclined to say there is not the slightest chance of any such law being passed. We believe, however, that the farming vote in Canada is not a heavy one, for the settlers who have gone in with the great rush of the last year or two have not yet qualified for voting, and in the older provinces the biggest voting power is in the towns. The imposition, then, of such an export duty as that alluded to may be possible, but we shall be rather surprised if ever it does become an accomplished fact.”

Bread Up in Montreal.

The price of bread has been advanced to 10 cents a loaf in Montreal, beginning on Monday, March 6. The high price of flour is the immediate reason assigned for the rising qualities of the price of bread. The bakers say that six months ago flour was \$4 per barrel. To-day it is \$5.75 to \$5.80, and the difference has wiped out their profits. The reason why they did not raise the price before is that many of them had large stocks of flour bought when it was cheap. In addition, the bakers' expenses are much heavier than formerly.

Unprofitable Grain Rates.

At a meeting of the Canadian Marine Association in Toronto on March 3, the question of grain rates came up for discussion. Owners of grain boats contend that on the present basis the handling of grain is unprofitable, and they are devising plans for increased freight charges.

Cereal Notes.

A company is being formed in Innisfail, Alta., for the erection of a modern flour milling plant.

The plant of the American Cereal Co., at Cedar Rapids, Ia., was damaged by fire to the extent of \$1,500,000 on March 7th.

A Grocer's Bank Account

HOW TO SWELL IT.

INCREASE your business by selling a better quality of flour.

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

They give MORE and BETTER bread than any other.

The loaf will have the genuine MANITOBA FLAVOR.

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

Selected, Government-inspected Manitoba Wheat.

Capacity 1,200 bbls. per day.

Delivered prices on application.

Lake Huron and Manitoba Milling Co.

LIMITED

GODERICH, ONTARIO.



This illustration shows one side of a store fitted with

WALKER BINS.

Some grocers have an idea that Walker Bin Fixtures cost a great deal more than they do. They're surprisingly moderate-priced, and besides, it isn't necessary to fit up your entire store at once. Put in small lengths of Counters and Wall Cases and add to them from time to time as required. This makes the outlay small. It's an investment, not an expense. Write for illustrated booklet.

The Walker Pivoted Bin and Store Fixture Co.

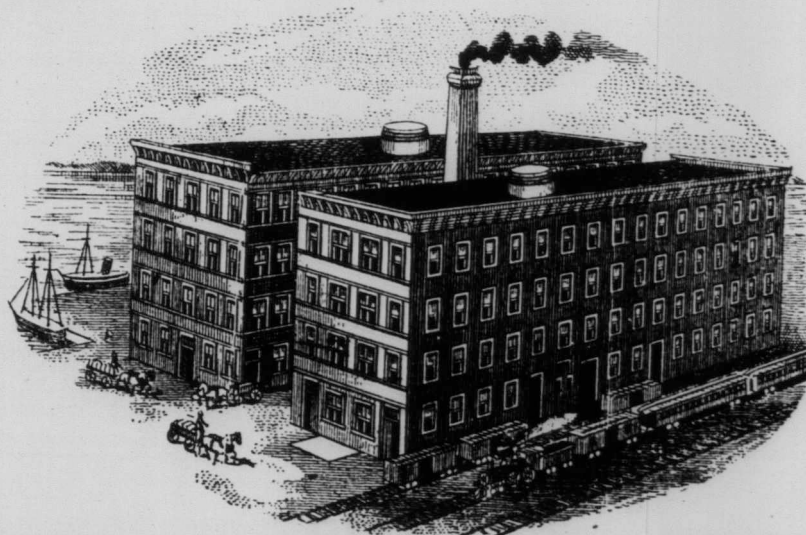
Factory, BRAMPTON.

Head Office, TORONTO.

We

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

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



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

Consequently the goods are the best in the market.

PHONE, WIRE OR WRITE US
 FOR QUOTATIONS.

PROMPT DELIVERY IN MIXED OAR LOTS
 OR OTHERWISE.

LETTER ORDERS
 A SPECIALTY.

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

Tobaccos, Cigars, and Smokers' Accessories

A DEPARTMENT FOR
RETAIL MERCHANTS.

Canadian Tobacco Culture.

THE yield of Canadian tobacco last year was 5,000,000 pounds. The tobacco itself was of a good quality, though the finished leaf might have been much improved by a better system of curing. The principal sources of it now are Kent and Essex counties, Ontario, and Montcalm, Joliette L'Assomption and Berthier, Quebec. This area could be greatly increased, and no doubt will be as soon as better methods of treatment of the leaf are instituted.

The advisability of experimenting with the growth of tobacco in the Canadian Northwest is being considered by the Government. A number of agents are in Wisconsin now, studying the seeding and curing operations. The State has placed a farm at the disposal of the Canadian agents to enable them to pursue their investigations to greater advantage. It is suggested that the Government establish experimental stations at various points, similar to the one in operation at Ottawa. By this means a fair idea might be given to the farmers of the actual possibilities in tobacco culture for their own districts. An estimate of the cost and profit could also be given.

U.S. Tobacco Output for 1904.

According to official returns, the output of cigars in the United States for 1904 was 6,891,980,786, as compared with 6,678,979,588 for 1903, an increase for the year of 213,001,198. In little cigars the total for 1904 was 606,758,871, an increase over the output for 1903 of 121,745,422. The output of cigarettes for 1904 was 3,167,181,482, an increase over the previous year of 19,328,091. In manufactured tobacco the output for 1904 totalled 320,814,160 lbs., as compared with 328,654,493 lbs. for 1903, an increase of 7,860,333 lbs.

Advice to Clerks.

THE following maxims, issued by a large tobacco corporation for the guidance of its employes, contain valuable suggestions for clerks engaged in the tobacco department of a grocery or general store:

No sale is complete until the customer is satisfied.

Every customer should have a reason for coming again.

Keep thinking what the man in front of you will say when he goes out.

You know how you would like the salesman to act if you were the customer—that's the way.

And, above all, be cheerful, smile and say "Thank you."

There is a good deal more to salesmanship than selling.

Never forget that what a customer asks for he wants.

To get a customer's attention give him yours.

Know your stock as well as you know your way home.

Good salesmen study the book of human nature.

The store floor is not a waste basket nor the counter a catch-all.

Hand things—don't toss, or throw, or tumble them out.

How to Light a Cigar.

AN experienced tobacconist prefaces his advice in regard to the lighting of a cigar by declaring that not one man in ten knows how to do it properly.

Fire is necessary, but a precious little of it lights a cigar. One man goes at it with a suction-pump sort of a struggle, as though he were determined to suck all the gas in the pipe through his cigar and in a hurry to accomplish the job.

He deliberately holds the cigar in the flame and puffs away for dear life until a third of it is burned up and the rest of it spoiled for smoking purposes.

There is a difference between burning a cigar and smoking it.

Overheat a cigar or coal up the tobacco and you have a rank-tasting, badly-burning cigar, unfit to smoke, no matter how good the tobacco is or how well made the cigar may be.

A spark or a single touch of flame will light a small tuck cigar thoroughly and well. Don't puff away like a steam engine and then let the fire go out. A cigar never tastes as good after re-lighting.

First light it, let it cool a little, then keep it so; smoke regularly, mildly and moderately, and you will have a cool, sweet smoke to the finish. A little art and common sense will make a good five-cent cigar taste better than a fifteen-cent Havana improperly handled.

All First-Class Grocers

Handle

OLD CHUM

Cat Plug Smoking Tobacco

It's a Trade Bringer.

We Can Afford It

Namely, to back up our goods with a money-back guarantee. We can afford it just because people are not asking for their money back. When we sell our cigars they stay sold, and we make our profit. If grocers everywhere sent their goods back we'd soon have to withdraw this good offer :

We are ready to send to any reputable grocer in Canada 1000 cigars, assorted as desired, express paid, on usual terms. We are ready to refund invoice price for any unsold stock after three months.

Best to specify PEBBLE for a 5-center and PHARAOH for a 10-center.

HAVEN'T YOU AN ORDER?

J. Bruce Payne, Limited, Makers, Granby, Que.

March 10, 1905

To know how to wait is the great secret of success.

Good sound wisdom in that sentence. **T. & B.** Smoking Tobacco did not try to "push" smoker's favor. It had in itself the quality that would get known and keep known.

Grocers, are you making all of **T. & B.** that you should?

GEO. E. TUCKETT & SON CO., Limited, Hamilton, Ont.

Grocer Makes Money.

W. B. Murray, grocer, East Sherbrooke, P.Q., is but one of the many who realize the possibilities in a well-conducted cigar and tobacco department in a grocery store. Mr. Murray, after a good deal of persuasion, was induced to stock cigars. Fortunately, his cigar department was conducted in an energetic and progressive manner. A showcase was installed and good lines carried. In conversation with The Grocer, Mr. Murray waxed enthusiastic over his cigar and tobacco department, outlining its possibilities, in the way of financial returns, and the slight attention needed. A year's trial has convinced him, by actual results, of the money in this de-

partment, his sales for this period having exceeded his most sanguine expectations. A good share of the success of his department is attributed to the merits of "Royal Sport" and "Hogen Mogen" cigars, which have proved trade winners.

Trust Wreckage in Australia.

The complaint is made in Australia that the Anglo-American tobacco trust is forcing private dealers into bankruptcy, and the matter has been made a political issue. There is a demand for a royal commission to inquire into and report upon the position of the tobacco trade in relation to the production, manufacture and distribution of tobacco.

It will be the further duty of that commission to ascertain the extent to which the trade is controlled by a monopolistic combination and the best method of regulating that trade, whether by nationalization or by anti-trust regulation.

The agitation has progressed far enough now to show that it will be one of the issues on which the next national elections will be fought out in Australia. The question will be nationalization or control.

Notes of the Trade.

The Manitoba Cigar Company, Limited, has been incorporated with a capital of \$50,000.

Royal Egyptian Cigarettes

Rich in Flavor

Copious in Value

Great Sellers

All First-class Grocers should have them

J. M. Fortier, Limited, Manufacturer, Montreal

SMOKING

*TONKA
SOLID COMFORT
PINCHIN'S
HAND-MADE*

CHEWING

*BRITISH NAVY
KING'S NAVY
BEAVER
APRICOT*

Try them—that's the only way.

Let your customers decide it.

Countless thousands have decided in favor of **McAlpin's Tobaccos.**

The flavor did it.

And the grocers who sell them are the richer. Try them.

Freights and Charters

SINNING of the weather has again ceased and a general loosening of the transportation companies taken place. The congestion in the Maritime Provinces has been broken, and once more the mails and freight trains are moving with orthodox regularity. The roads are in a terrible condition, and it is generally expected that for the next six weeks the breaking-up period will curtail shippers. Plenty of merchandise of all descriptions is being shipped from all the

119,895 bushels of corn and 24,997 bushels of barley, in addition to 13,479 bushels of barley for Antwerp, as well as an immense cargo of general merchandise. The s.s. Dominion, of the same line, which sailed from Portland on February 25, also took a large cargo, including 40,200 bushels of wheat, also 400 sacks of oatmeal and a large quantity of provisions, such as 717 cases of bacon, 16 boxes of hams, 2,940 packages of lard, 1,907 packages of provisions, 3,588 boxes of frozen

SWEET CAPORAL



CIGARETTES

**STANDARD
OF THE
WORLD**

Sold by all Leading Wholesale Houses.

BERTH QUOTATIONS--St. John, Halifax and Portland

The under-noted rates from West St. John are subject to 5 per cent. primage additional.

Description.	Liverpool.	London.	Antwerp	Bristol.	Glasgow.	Manchester.	Belfast.	Dublin	Capetown and Port Elizabeth.	Leith.	Aberdeen.	Cardiff.	Hamburg.
Oil Cake.....	* 7/6	* 7/6	* 8/9	* 8/9	* 7/6	* 7/6	* 10/6	* 11/6	* 12/6				
Sack flour.....	* 7/6	* 7/6	* 10/	* 8/9	* 7/6	* 7/6	* 11/	* 12/	* 12/6				
Canned meats, fish.....	* 12/6	* 12/6	* 15/	* 15/	* 15/	* 10/	* 15/	* 15/	* 15/				
Provisions.....	* 10/	* 12/6	* 15/	* 15/	* 15/	* 10/	* 17/6	* 17/6	* 15/				
Tierces lard.....	* 10/	* 12/6	* 15/	* 15/	* 15/	* 10/	* 17/6	* 17/6	* 15/				
Pail lard.....	* 15/	* 17/6	* 20/	* 20/	* 20/	* 15/	* 20/	* 20/	* 20/				
Butter.....	* 22/6	* 25/	* 25/	* 25/	* 30/	* 22/6			* 80 c.s.				
Cheese.....	* 17/6	* 20/	* 20/	* 20/	* 25/	* 17/6			* 80 c.s.				
Eggs in c's (meas't).....	* 12/6	* 15/	* 15/	* 15/	* 15/	* 12/6			* 40/c.s.mt.				
Clover seed.....	* 10/	* 10/	* 15/		* 15/	* 15/	* 15/	* 15/	* 15/				
Cotton.....	† 15c					† 15c							
Apples, per bbl.....	Fine 2/	2/	† 3/	Fine 2/6	Fine 2/6	Fine 2/	3/	3/	10/c.s.				
Meas't goods.....	† 20/	Tariff		† 12/6	† 12/6	† 10/	† 12/6	† 12/6	† 15/				
Leather sole.....	* 20/	* 25/	* 30/	* 25/	* 30/	* 20/	* 22/6	* 22/6	* 25/				
Leather finish.....	* 15/	* 20/	* 25/	* 20/	* 20/	* 15/	* 17/6	* 17/6	* 20/				
Lumber, hard.....	* 10/	† 10 1/4c	* 15/	* 12/6	* 14c	* 10/	* 15/	* 15/	* 15/mt.				
Lumber, soft.....	* 12/6	† 12c	* 17/6	* 15/	† 16c	* 12/6			* 17/6mt.				

* Per ton 2,240 lbs.

† Per ton of 40 cubic feet.

‡ Cents per 100 lbs. without primage.

The above is for general information only. These rates liable to change without notice and are therefore Subject to Confirmation.

When ocean charges are collectable at port of destination, rates exchange on basis of \$4.80 to £1 sterling. When ocean charges are prepaid, rates exchanged on basis of \$4.86 to £1 sterling.

If freight is offered other than specified above, on which steamship connections are accustomed to quote a weight or measurement rate at their option prompt advice will be facilitated by informing us of the relative weight and measurement of the mdse. when applying for rate. It is also necessary to know shipping point and on whose account engagement is to be made. All contracts subject to confirmation.

leading terminals in Canada. The big railways have been busy lately, and, all things considered, freights have improved more than was expected. Ocean cargoes are reported very heavy, especially from Portland, while St. John and Halifax have made a good showing. From Portland this week the steamer Cornishman will carry an immense cargo. Large quantities of grain have been loaded during the week. Speaking of cargoes, the load taken by the Manxman on February 22 was a record breaker, comprising in part

meats and 375 boxes of pork products. In addition, there were 7,902 barrels of apples and a large quantity of lumber and maple blocks. It was reported that when the Dominion was entering the Mersey, near Liverpool, she collided with the steamer Vancouver, but no details were available as to what was the result.

The Allan Line boats for the week are the Bavarian, from St. John, and the Hungarian, March 18, from Portland to Glasgow. The Bavarian is a fine, large boat, and a heavy cargo has been booked

for this sailing. Great interest has been taken in Montreal over the new charters of The Dominion Coal Co., which include a large fleet of coalers for the coming season. The probabilities are that Montreal and the St. Lawrence trade will be better than it ever was this season.

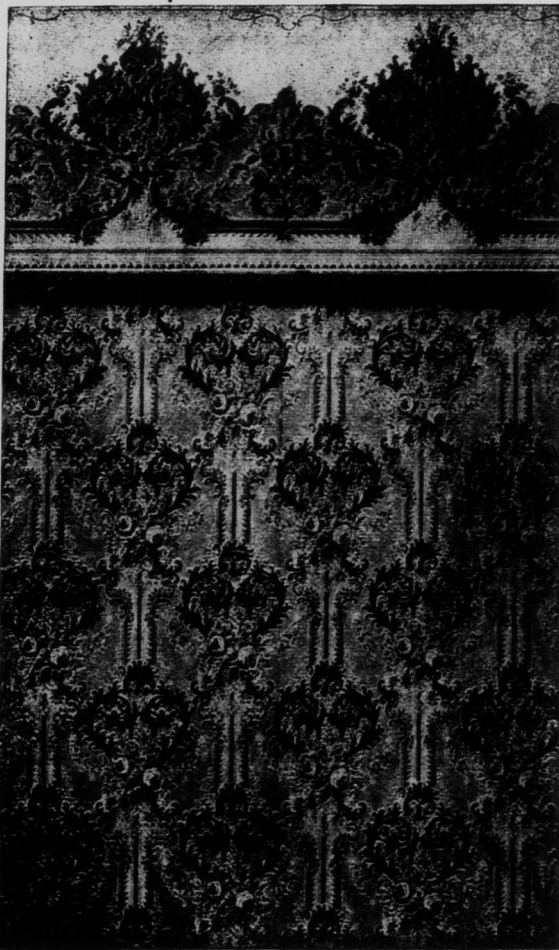
Mr. James MacLean, son of Mr. Charles MacLean, of MacLean, Kennedy & Co., shipping agents and head line agents, has been appointed to a position in the freight offices of the C.P.R. Atlantic steamship service at Montreal.

WALL PAPER

BURLAP.

BURLAP, as a substitute for wall paper, is opposed by physicians on sanitary grounds. The rough surface gathers the dust quickly and provides a breeding place for numberless kinds of germs. This objection is met to some extent by covering the burlap with a coat of paint, but even then the hairy surface soon becomes dusty. This is an unfortunate defect, as the effect of burlap is exceedingly rich and attractive.

A substitute for burlap is made in Japan, which obviates the difficulty, and has the additional merit of being cheap. It is made of pulp, and so is free from the



A modern example of scroll and floral design in coloring suitable for parlor, hall or dining-room decoration, manufactured by Stauntons Limited, Toronto.

hairs which are the chief source of trouble in the original article. The success of the Japanese in the manufacture of mattings would lead one to believe that this product will become a noticeable feature in the wall decorations of the future.

A SYSTEM OF DECORATION.

THIS month will see a general renovation of house furnishings. Dingy rooms can be made bright and new with a little fresh wall paper. Artistic displays of interior decorations will cause many a person to renew a room or two. Large, leafy and flowered designs in ra-

WALL PAPERS

FOR PANEL DECORATIONS.
FOR WALLS AND CEILINGS
YOU SHOULD HAVE THREE
OR FOUR OF THE MOST
POPULAR COLORS IN OUR

: : : No. 2639 : : :

THE BORDER ON THIS
ADVERTISEMENT SHOWS
BORDER AND CORNER
DESIGN.

SAMPLES ON APPLICATION.

**STAUNTONS
LIMITED
TORONTO**

ther subdued colors are being extensively shown. There is something luxurious about them which is attractive.

While it is impossible to give any hard and fast rules for interior decorations, for after all the local conditions of light and the style of woodwork must govern the choice, yet some general principles might be laid down in recommending a system of papering. For the dining room, the most popular thing is a red burlap or unfigured paper up to a high wainscoting, with a light paper ranging from a grey to a yellow, in either case plain, from the wainscoting to the picture moulding. The result is very effective. For the drawing room, the flowered papers mentioned above, or an absolutely plain green tinted paper, is artistic and correct. For bedrooms, the quiet effects are desirable, whether in figured or plain papers. A general harmony in the interior decorations must be preserved. A light, bright room is in all cases to be desired. The warm effects of some of the flowered papers in red are some of the commendable features of the Spring offerings.

KNOW YOUR STOCK.

A correspondent writes to an exchange:

"Good male help is the only kind we employ in our paper department. We compel them to become perfectly familiar with the stock and every detail of the business, as herein lies the success or failure of the department.

"The stock must be kept in such a way that any pattern or roll can be found at once, and it must be free from all small lots. We employ our own paper hangers, for the reason that they will do their best to hang it in such a way that it will insure us future work, while outsiders often lay poor work on the paper, while they themselves are to blame."

WM. BRAID & CO. COFFEE IMPORTERS

How is your Coffee Trade?

BRAID'S BEST COFFEE is increasing in popularity every day because consumers appreciate its merit.

ARE YOU SWIMMING WITH THE TIDE?

*If not, now is the time to change.
Don't let your neighbor outstrip you, as he surely will unless you carry a good stock of Braid's Best Coffees.
Bucking the current has carried down many a strong swimmer.*

BRAID'S BLENDED COFFEES are the best for grocers to buy—

FIRST—Because they yield him a satisfactory profit.
SECOND—Because the quality never varies.
THIRD—Because they give the public better satisfaction than any other coffee sold.

These Coffees are a triumph of the expert coffee man's art. An order will make you a permanent customer of ours, and every sale a steady patron for you.

**Write us for
Samples**

WM. BRAID & CO.,
Importers of Teas, Coffees, Spices, etc., VANCOUVER, B. C.

Quotations for Proprietary Articles.

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

March 9, 1905.

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

Baking Powder.

Ammonia Powder—
"Bee" brand, 48 5c. pkgs., per case... \$1 75
" " " 27 10c. pkgs. " " " " " 2 00
" " " 10 25c. pkgs. " " " " " 1 75
Cook's Friend— Per doz.
Size 1, in 2 and 4 doz. boxes... \$2 40
" 10, in 4 doz. boxes... 2 10
" 2, in 6 " " " " " 0 80
" 12, in 6 " " " " " 0 70
" 3, in 4 " " " " " 0 45
Pound tins, 2 doz. in case... 3 00
12-oz. tins, " " " " " 2 40
5-lb. " " " " " 14 00

W. H. GILLARD & CO.

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

JERSEY CREAM BAKING POWDER.

Size, 5 doz. in case... \$0 40
" 4 " " " " " 0 75
" 3 " " " " " 1 25
" 2 " " " " " 2 25

OCEAN MILLS.

Ocean Baking Powder, 1 lb., 4 doz. ... \$ 45
Ocean Baking Powder, 1 lb., 5 doz. ... 90
Ocean Baking Powder, 1 lb., 3 doz. ... 1 25
Ocean Borax, 1-lb. packages, 4 doz. ... 40
Ocean Cornstarch, 40 pks. in a case... 78
Freight paid, 5 p.c. 30 days.

MAGIC BAKING POWDER.



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

ROYAL BAKING POWDER CO.

Sizes.	Per Doz.
Royal-Dime	\$1 00
1 lb.	1 60
6 oz.	2 25
1 lb.	2 90
12 oz.	4 50
1 lb.	5 75
3 lb.	15 50
5 lb.	25 50

Sizes.	Per Doz.
Cleveland's-Dime	\$1 00
1 lb.	1 50
6 oz.	2 20
1 lb.	2 80
12 oz.	4 25
1 lb.	5 50
3 lb.	15 00
5 lb.	25 00

"VIENNA" BAKING POWDER.

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

BEE BAKING POWDER.

1-lb. tins, cases 4 doz. per doz... \$2 25

HOME BAKING POWDER, CO., MONTREAL.

Sizes.	Per doz.
2 doz. case 1 lb.	\$2 40
1 " " 1 lb.	3 75
1 to 5 cases, 5 per cent.	
5 to 10 cases, 10 per cent.	



EAGLE BAKING POWDER.

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

"BEE" BRAND BAKING POWDER.

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

Blue.

Keen's Oxford, per lb. ... \$0 17
In 10-box lots or case ... 0 16
Reckitt's Square Blue, 12-lb. box ... 0 17
Reckitt's Square Blue, 5 box lots ... 0 15
Gillett's Mammoth, 1/2 gross box... 2 00
Nixey's "Cervus," in squares, per lb. 0 16
" " " in bags, per gross 1 25
" " " in pepper boxes, according to size. 0 02 0 10

J. M. DOUGLAS & CO.—Laundry Blues.



"Blueol"—10-lb. boxes containing 50 pkgs., 4 squares each... per lb. 16 1/2
"Sapphire"—14-lb. boxes, 1-lb. pkgs. per lb. ... 12 1/2
"Union"—14-lb. boxes, assorted, 1 & 1-lb. pkgs. per lb. 10

Black Lead.

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



JAMES DOME BORAX LEAD.

Per gross	
5a size	\$3 40
2a size	1 50

Borax.

"Bee" brand, 5 oz., cases, 60 pkgs. ... 2 25
" " " 10 oz., cases, 48 " " " " " 3 25
" " " 16 oz., cases, 48 " " " " " 4 25
EAGLE BORAX. Per doz.
Cases of 5-doz. 5c. packages ... \$0 45
" 5-doz. 10c. " " " " " 0 90

Boeckh's Brooms.

Bamboo Handles, A, 4 strings... \$4 50
" " " B, 4 " " " " " 4 20
" " " C, 4 strings... 3 95
" " " D, 4 " " " " " 3 70
" " " F, 4 " " " " " 3 40
" " " G, 3 " " " " " 3 10
" " " I, 3 " " " " " 2 70

Cereals.

Wheat OS, 2-lb. pkgs., per pkg. ... 0 86
" " " 7-lb. cotton bags, per bag. 0 18 1/2

Chocolates and Cocos.

THE COWAN CO., LIMITED.

Cocos—
Hygienic, 1-lb. tins ... per doz. \$6 75
" " " 1-lb. tins ... " " " 3 50
" " " 1-lb. tins ... " " " 2 00
" " " fancy tins ... " " " 0 85
5-lb. tins, for soda water fountains, restaurants, etc., per lb. 0 50
Perfection, 1-lb. tins, per doz. ... 2 40
Cocos Essence, sweet, 1-lb. tins, doz. ... 2 55

During LENT look after your SYRUP trade--bring it to the attention of your customers--draw particular attention to

"Crown" brand Table Syrup

and you will have most satisfactory results.

PUT UP IN TINS—

2-lb. tins—cases	2 doz.	Also in Brils., 1/2 Brils.
5 " " "	1 "	Kegs and Pails.
10 " " "	1/2 "	
20 " " "	1/4 "	

Freight paid on 5 cases and over to all railway stations East of North Bay.

"Crown" brand Syrup is the very essence of Selected Corn, is healthy, clean, clear and nourishing.

SOLD BY ALL JOBBERS

LOOK FOR THE "CROWN" ON THE TIN

EDWARDSBURG STARCH CO'Y, Limited

ESTABLISHED 1858

53 Front St. East,
TORONTO, ONT.

Works:
CARDINAL, ONT.

164 St. James St.,
MONTREAL, P.Q.

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co. Limited, Toronto. C. O. Beauchemin & Fils, Montreal.

\$1, \$2, \$3, \$5, \$10 and \$20 books.	Un- Covers and num bered.	Coupons numbered.
In lots of less than 100 books, 1 kind assorted.	4c.	4c.
100 to 500 books	3c.	4c.
100 to 1,000 books	3c.	3c.
Allison's Coupon Pass Book.		
\$1 00 to 3 00 books	3 cents each	
5 00 books	4	
10 00 "	5	
15 00 "	6	
20 00 "	7	
25 00 "	8	
50 00 "	12	

Cane's Clothes Pins.

UNITED FACTORIES, LIMITED.
Clothes pins (full count), 5 gross in case, per case. \$0 62
doz. packages (12 to a case) 0 75
doz. packages (12 to a case) 0 95

Cleaner.
Per doz.
4-oz. cans \$ 0.90
6-oz. " 1.35
10-oz. " 1.85
Quart 3.75
Gallon 10.00

Wholesale Age
The Davidson & Hay, Limited, Toronto

Food.

Robinson's patent barley	1-lb. tins	\$1 25
" " "	1-lb. tins	2 25
" " groats	1-lb. tins	1 25
" " "	1-lb. tins	2 25
" " "	5 doz., at.	\$ 1 40
" " "	1 doz., at.	1 45
Jams and Jellies.		
SOUTHWELL'S GOODS. Per doz.		
Frank Masor & Co., Agents.		
Orange marmalade		\$1 50
Clear jelly marmalade		1 30
Strawberry W. F. jam		2 00
Raspberry " "		2 00
Apricot " "		1 75
Black currant " "		1 85
Other jams		\$1 55
Red currant jelly		2 75

T. UPTON & CO.

Pure Fruit Jams—		
12-oz. glass jars, 2 doz. in case,	per doz.	\$1 00
2-lb. tins, 2 doz. in case,	per lb.	0 07
5 and 7-lb. tin pails, 8 and 9 pails in crate,	per lb.	0 06 1/2
7 and 14-lb. wood pails,	per lb.	0 06 1/2
30-lb. wood pails,	per lb.	0 06 1/2
Pure Fruit Jellies—		
12-oz. glass jars, 2 doz. in case,	per doz.	1 00
2-lb. tins, 2 doz. in case,	per lb.	0 07
7 and 14-lb. wood pails, 6 pails in crate,	per lb.	0 06 1/2
30-lb. wood pails,	per lb.	0 06 1/2
Home Made Jams—		
1-lb. glass jars (16-oz. gem) 2 doz. in case,	per doz.	1 45
5 and 7-lb. tin pails, 8 and 9 pails in crate,	per lb.	0 09
7, 14 and 30-lb. wood pails, 6 pails in crate,	per lb.	0 09

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper,	per lb.	\$0 40
Fancy boxes (36 or 50 sticks),	per box	1 25
"Ringed" 5-lb. boxes,	per lb.	0 40
"Acme" pellets, 5-lb. cans,	per can	2 00
(fancy boxes 40) per box		1 50
Tar licorice and Tolu wafers, 5-lb. cans,	per can	2 00
Licorice lozenges, 5-lb. glass jars,	1 75	
" " 20 5-lb. cans,	1 50	
"Purity" licorice 10 sticks,	1 45	
" " 100 sticks,	0 73	
Dulce large cent sticks, 100 in box,		

Lye (Concentrated).

GILLETT'S PERFUMED. Per case.		
1 case of 4 doz.		\$ 3 60
3 cases		3 50
5 cases or more		3 40

Matches.

UNITED FACTORIES, LIMITED. Per case.		
Surelight (Parlor)		\$3 50
Flashlight (Parlor)		5 75
Kodak (Sulphur)		3 80

WALKERVILLE MATCH CO.		
Parlor—	1 case.	5 cases.
Imperial	\$1 75	\$5 50
Best	3 75	3 50
Crown	1 70	1 60
Maple Leaf	1 90	1 80
Knights	4 75	4 50
Sulphur—		
Club	3 90	3 70

Mince Meat.

Wethey's condensed, per gross net,	\$12 00
per case of doz. net	3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.P., 1-lb. tins,	per doz.	\$ 1 40
" " 1-lb. tins,		2 50
" " 1-lb. tins,		5 00
Durham 4-lb. jar,	per jar.	0 75
" " 1-lb. jar,		0 25
F. D., 1-lb. tins,	per doz.	0 85
" " 1-lb. tins,		1 45

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—		
1-lb. tins,	per lb.	\$ 0 35
" " 1-lb. tins,		0 35
" " 1-lb. tins,		0 32 1/2
4-lb. jars,	per jar	1 20
1-lb. jars,		0 35
Old Crow," 12-lb. boxes—		
1-lb. tins,	per lb.	0 25
" " 1-lb. tins,		0 23
" " 1-lb. tins,		0 22 1/2
4-lb. jars,	per jar	0 70
1-lb. jars,		0 25



Orange Meat.

Cases, 36 15c.	
packages	\$4 50
5 case lots,	4 40
(Freight paid.)	
Cases, 20 25c.	
packages	4 00
5 case lots,	4 00
(Freight paid.)	

Orange Marmalade.

THE EBY, BLAIN CO., LIMITED.

"Anchor" brand 1-lb. glass,	\$1 50
quart gem jars	3 40
T. UPTON & CO.	
1-lb. glass jars, 2 doz. case,	per doz. \$ 1 00
Home-made, in 1-lb. glass jars	1 4
In 5 and 7-lb. tins and 7-lb. pails,	per lb. 0 0 1/2

Pickles.

STEPHENS'.

A. P. Tippet & Co., Agents.	
Cement stoppers (pints)	per doz. \$ 2 30
Corked	1 90

Soda.

COW BRAND.



Case of 1-lb. containing 60 pkgs., per box, \$3 00.
Case of 1/2-lb. (containing 120 pkgs.) per box, \$3 00.
Case of 1-lb. and 1/2-lb. (containing 90 1-lb. and 60 1/2-lb. pkgs.) per box, \$3 00.

Case of 5c. pkgs. containing 96 pkgs., per box, \$3 00.

MAGIC BRAND.

No. 1, cases, 60 1-lb. packages,	Per case.	\$ 2 75
No. 2, " 120 1-lb. "		2 75
No. 3, " 30 1-lb. "		2 75
No. 5 Magic soda—cases 100—10-oz. pkgs.		2 85
1 case		2 85
5 cases		2 75
"BEE" BRAND.		
"Bee" brand, 8 oz., cases, 120 pkgs.,	Per case	\$ 2 75
" " 10 oz., cases, 96 pkgs.,	case	
" " 16 oz., cases, 60 pkgs.,		\$ 2 75

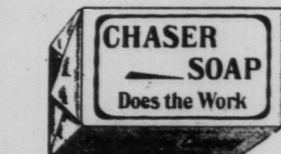
Soap and Soap Powders.

A. P. TIPPETT & CO., Agents.

Maypole soap, colors,	per gross	\$10 30
" " black,		15 30
Oriole soap,		10 20
Gloriola soap,		12 00
Straw hat polish,		10 20

RABBITT'S.

Babbitt's "1776" 6-oz. pkgs \$3.50 per box, 5 boxes a freight paid and half box free.
Babbitt's "Best" soap, 100 bars \$4 10 per box.
Potash or Lye, bxs each doz., \$2 per box.
W. M. H. DUNN AGENT.



CHASER
SOAP
Does the Work

You'll Have to Hurry!

NEARLY ALL SOLD!

We haven't very many left. The book— 100 Good Ads for a Grocery Store is finding its way to a good many grocers who want good ads at the smallest cost of time and trouble.

Sent for approval. If you keep it send \$1.00; if you don't keep it, then we'll get it back.

THE CANADIAN GROCER, 10 Front St E., Toronto.

CHASER SOAP. 1 case \$2 40 Special quotations for quantities.

Starch. EDWARDSBURG STARCH CO., LIMITED. Laundry Starches— per lb. No. 1 White or blue, 4-lb. cartons \$ 0 05 1/2

Culinary Starch— Benson & Co.'s Prepared Corn 0 06 1/2 Canada Pure Corn 0 05 1/2

Rice Starch— Edwardsburg No. 1 white, 1-lb. car. 0 10 Edwardsburg No. 1 white or blue, 4-lb. lumps 0 08 1/2

"Bee" brand starch— laundry, 64-12 oz. pkg. per case \$5 00 " 32-12 " " " 2 50 " corn starch 40-16 oz. pkg. " 3 00

BRANTFORD STARCH WORKS, LIMITED Ontario and Quebec.

Laundry Starches— Canada Laundry, boxes of 40-lb. \$0 05 1/2 Acme Gloss Starch— 1-lb. cartons, boxes of 40 lb. 0 05 1/2

Lily White Gloss— 1-lb. fancy cartons, cases 30 lb. 0 07 1/2 6-lb. toy trunks, 8 in case 0 07 1/2

Brantford Gloss— 1-lb. fancy boxes, cases 36 lb. \$0 07 1/2 Canadian Electric Starch— Boxes of 40 fancy pkgs., per case 2 50

Culinary Starches— Challenge Prepared Corn— 1-lb. packages, boxes 40 lb. 0 05 1/2 No. 1 Brantford Prepared Corn— 1-lb. packages, boxes 40 lb. 0 07

ST. LAWRENCE STARCH CO., LIMITED Ontario and Quebec.

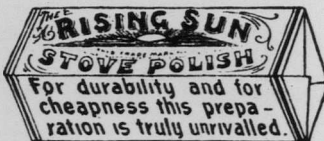
Culinary Starches— St. Lawrence corn starch, 40 lb. 0 07 Durham corn starch, 40 lb. 0 05 1/2

Laundry Starches— No. 1 White, 4-lb. cartons, 48 lb. 0 06 1/2 " 3-lb. cartons, 36 lb. 0 06 1/2 " 200-lb. bbl. 0 05 1/2



OCEAN MILLS. Chinese starch, per case of 4 doz., \$4, less 5 per cent.

SAN TOY STARCH. 10c. pkges, cases 5 doz., per case 4 75 Stove Polish.



Per gross. Rising Sun, 6-oz. cakes, 4-gross boxes \$8 50 Rising Sun, 3-oz. cakes, gross boxes 4 50



DUNN, AGENT. pr. dz



Enameline No. 4, bxs., ea. 3 dz. 0 38 Enameline No. 5, bxs., ea. 3 dz. 0 65 Enameline liquid, bxs., ea. 3 doz. 0 80

Enameline stove dressing, per doz. 0 70 Syrup. "CROWN" BRAND PERFECTION SYRUP. Per case.

Enamelled tins, 2 doz. in case \$2 40 Plain tins, with label— 2 lb. tins, 2 doz. in case 1 90

SMALL'S BRAND— Standard. Per case. 1 gal. tins, square, 6 in case \$4 70 1/2 gal. tins, round, 12 in case 4 50



SALADA CEYLON. Wholesale. Retail. Brown Label, 1's 0 20 0 25 " 2's 0 21 0 25



Ceylon Tea, in 1 and 1/2-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c. \$0 19 1/2-lb. 0 20 Blue Label, retail at 30c. 0 22



Cases, each 60 1-lb. \$0 35 60 1/2-lb. 0 36 30 1-lb. 0 35 120 1/2-lb. 0 36



LUDELLA CEYLON, 1's AND 1/2'S PKGS.

Blue Label, 1's. \$0 18 1/2 0 25 Blue Label, 1's. 0 19 0 25 Orange Label, 1's and 1/2's 0 21 0 30

"CROWN" BRAND. Wholesale. Retail. Red Label, 1-lb. and 1/2. \$0 35 0 50 Blue Label, 1-lb. and 1/2. 0 28 0 40

E. D. MARCEAU, Montreal.

Japan Teas— "Condor" I 40-lb. boxes. \$0 42 1/2 " II 40-lb. boxes. 0 40 " III 60-lb. boxes. 0 36

Black Teas— "Nectar" in lead packets Green Label.retails 0 36 at 0 30 Chocolate Label. 0 35 at 0 25

Green Label, 1/2, 1/4 and 1/8, 60-lb. cases.retail 0 25 at 0 20 Grey Label, 1/2, 1/4 and 1/8, 60-lb. cases.retail 0 30 at 0 23

Black Teas—"Old Crow" blend— Bronzed tins of 10, 25, 50 and 80-lb. No. 1. per lb. 0 35

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 3 1/2, 5s. and 10s. \$0 39 Amber, 8s. and 3s. 0 66 Chewing—Stag, bars, 10 doz. 0 43

Vinegars.

E. D. MARCEAU, Montreal. Per gal.

EMD, pure distilled, highest quality. \$0 30 Condor, pure distilled. 0 25 Old Crow. 0 20

GRIMBLE'S MALT.

Bulk, 1-casks, 25 gals. \$5 45 \$10 95 " casks, 60 " 10 25 22 40

Washing Powder.

FAIRBANK'S GOLD DUST.

Five cases assorted— 24 25c. packages. \$4 65 100 lbs. 7 80 100 lb. 3 90

Cane's Woodensware.

UNITED FACTORIES, LIMITED.

Washboards, Victor. Per doz. \$1 30 " Crown. 1 35 " Improved Globe. 1 50

Yeast.

Royal yeast, 3 doz. 5c. pkgs. in case \$1 05 Gillett's cream yeast, 3 doz. 1 05

Try a barrel of

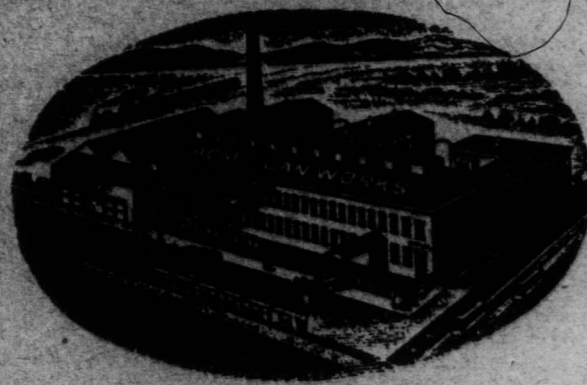
WILSON'S PURE REFINED CIDER

if you want the best.

Ask for it.

Take no other.

THE
W. H. WILSON CO.,
LIMITED
TILLSONBURG, CANADA



When in Need of Cans, Serve Your
Best Interests and Consult Us.

Acme Can Works

make the largest as-
sortment of any fac-
tory in America of
TIN CANS by the
latest up-to-date automatic machinery.

We are the only makers in Canada of
KEY-OPERING MEAT CANS, POULTRY CANS.

They are our specialties.

Manufacturers for Canada of

Jewett's Self-Heating Can.

We solicit inquiries for prices on

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