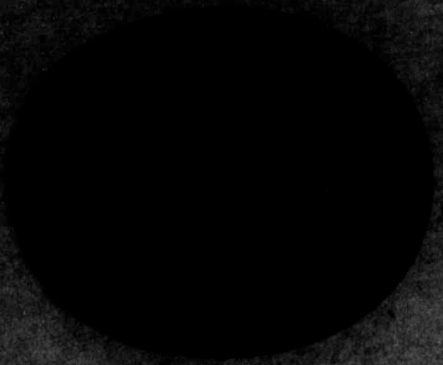


AMERICAN
MOCER

President and

Atom Barley



Made in U.S.A.

R
e

IF OUR IMITATORS FAIL

it is probably because it is those who have colds who are the "court of last resort"—Its the cures which it has effected which have caused the great popularity

of

MATHIEU'S SYRUP

OF TAR AND COD LIVER OIL

Don't stock imitations which may be off the market but on your shelves in a few weeks.

J. L. MATHIEU CO., LIMITED
PROPRIETORS. SHELBORNE, N.S.

—Mathieu's Nervine Powders cure headaches—and perhaps that's why they are selling so well.

**National
Licorice Co.**



Y. & B., SCUDDER and M. & E. Brands of PURE STICK LICORICE. Also Licorice Tablets, M. & E. Tablets in liquid, Licorice Candy, and a full line of Licorice Specialties including the celebrated soft Licorice Mass sold under the Company's brand as follows: THE FLEXIBLE LICORICE, THE PEARLS LICORICE, THE ELASTIC LICORICE.

100 John Street, BOSTON, U.S.A.

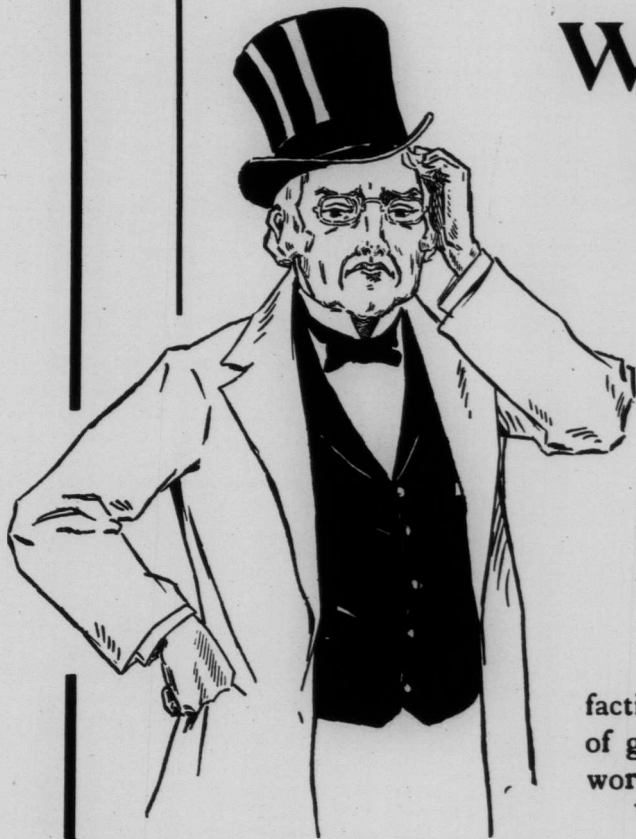
MOLASSES

We have a very choice line of Molasses
Made in our Refining Plant

West India Molasses

Company, Ltd.

40, WATERLOO STREET, TORONTO, CANADA



When in Doubt Buy These Goods

Fry's Cocoa

Contains no injurious drugs, or chemicals, or factitious flavorings. Absolutely pure and hence of greatest strength. Sold and known the world over as "strongest and best."

When in doubt buy "*Fry's*."

Cox's Gelatine

The oldest and most reliable Gelatine produced. Sure in results — quality never varies. The Gelatine that makes the housekeeper a firm friend of the store.

When in doubt buy "*Cox's*."

Codou's Macaroni

Made only from the real Taganrog (Russian) Wheat. No other wheat produces such good Macaroni. Not the cheapest, but the "best."

When in doubt buy "*Codou's*."

SOLD BY LEADING WHOLESALERS EVERYWHERE.

MANUFACTURERS' AGENTS AND BROKERS.

TORONTO.

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

Established 1865

W. H. Millman & Sons
Grocery Brokers
TORONTO.

CALGARY.

**Start the New Year
Right**

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

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

VANCOUVER.

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

**BEET SUGAR
IS
GOOD**

Otherwise we could not have sold out our stock so soon. No more until next season.

The Ontario Sugar Co., Limited
BERLIN, ONT.

WINNIPEG.

Dingle & Stewart

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

REGINALD LAWSON

MANUFACTURERS' AGENT

UNION BANK BUILDING

Correspondence Sought
WINNIPEG, MAN.

**EASTERN MANUFACTURERS
-AND-
SHIPPERS.**

All **EYES** are
turned on

MANITOBA AND THE WEST.

WE

Represent some of the leading houses in
CANADA and the U.S.

INCREASE YOUR TRADE. WRITE US.

NICHOLSON & BAIN, WINNIPEG,
Wholesale Commission Merchants and Brokers.

BRANDON.

WE ARE HERE

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

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

**ROW'S PURE
SPRUCE
LUMP GUM**

**ROW'S
GUM**

in
Lumps,
5c. Pkgs.
in
1c. Stick,
in
5c. Bars

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

To Manufacturers' Agents

THE CANADIAN GROCER has en-quiries from time to time from manufacturers and others wanting representatives in the leading business centres here and abroad.

Firms or individuals open for agencies in Canada or abroad may have their names and addresses placed on a Special list kept for the information of enquirers in our various offices throughout Canada and in Great Britain without charge.

Address, BUSINESS MANAGER,
CANADIAN GROCER,
Montreal and Toronto.



**When an
Apple
Drops**

from a tree it always falls faster the last second than it does the first—and the farther it falls the more speed it acquires and the harder it hits the ground.

And the longer your ad runs in THE CANADIAN GROCER the more force it acquires and the harder it hits.

In these days of keen competition it is usually necessary to hit hard to make an impression.

Which means that you must often keep your ad running a long time before it "hits" some readers.

Every ad that appears in these columns has the force of all previous ads behind it—and with each consecutive insertion YOUR ad hits harder.

The first time your ad appears it does not do as much good as the second time—and the second time it is not so effective as the third time.

"Appearances" count for a great deal in advertising.

**The Canadian
Grocer**

Montreal
and
Toronto.



Grant
-05-

Dept. of Advertising
Service

Our Customers in Province of Quebec

will kindly note that **Mr. D. W. Douglas**, late of E. W. Gillett Company, Limited, Toronto, will have the pleasure of calling upon them in a short time, owing to the continued indisposition of our Mr. N. H. Geary.

S. H. EWING & SONS, Toronto Branch, 29 Church Street.

98-104 KING ST., MONTREAL
Telephone Bell Main 65.
" Merchants 522.

TELEPHONE MAIN 3171

Telephone orders receive prompt attention.



CAPSTAN BRAND MINCE MEAT

Package Mince Meat

Put up in $\frac{1}{4}$ gross cases

2-lb. Pails, 2 doz. in Crate.

$\frac{1}{4}$ " $\frac{1}{2}$ " " "



25-lb. Pails. 75-lb. Tubs.

$\frac{1}{2}$ -Barrels and Barrels.

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

THE AUER GAS LAMP

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

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

AUER LIGHT CO., MONTREAL.

"STERLING" BRAND PICKLES

To make pickles that please is our motto.

PLEASE PEOPLE

How well we succeed is shown by the demand for "Sterling" Brand goods. These goods are all of the highest grade, and will satisfy the most exacting customer.

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

Manufacturers of High-Grade Pickles

124-128 Richmond Street West, TORONTO.

**Two
Lines
That
Lead.**

A Vinegar with Advantages.

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

Quinine Wine with a Reputation.

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

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

JAPAN TEAS

are — pure
 — clean
 — healthy
 — invigorating
 — profitable

why not handle them?
 think it over—
 buy them.

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

BOAR'S HEAD brand of REFINED LARD COMPOUND



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

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

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

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

**ABOUT
HALF
THE
MAPLE
SYRUP
SOLD**

has the words "Imperial Brand
Maple Syrup" on the label—all
the trouble comes of the other
half
Which "half" are you selling?

**1
2**



ROSE & LAFLAMME, Agents, Montreal

NEVER

LET
YOUR
STOCK
GET
LOW.

ROSE & LAFLAMME,
MONTREAL.

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

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

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

A HEINZ DEPARTMENT

is a Gibraltar.
Build one up.
Build upon it.

H. J.
HEINZ
Company



57 VARIETIES.

Pittsburgh
U. S. A

**Be a
Quality
Grocer**

**CANE SUGAR
SYRUP**

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

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

For prices and samples write to

The Dominion Molasses Co.,

Limited

HALIFAX - - - NOVA SCOTIA.

Agents

GEO. MUSSON & CO.,	TORONTO
JOHN W. BICKLE & GREENING,	HAMILTON
GEO. H. GILLESPIE,	LONDON
JOSEPH CARMAN,	WINNIPEG

IT WILL BE A GOOD DAY

when the Grocer, in estimating his tea stock, finds that he has only one general line of teas to list, namely

CEYLON TEAS

Better for his pocket.

Better for his customers.

Better for his trade.

Better for his salesmen.

Therefore, it is good to work for the coming of this good day—to use influence to persuade all customers to use Ceylon Teas, which can be furnished in both blacks and greens.

HIGHEST AWARD

The following letter speaks for itself :

LOUISIANA PURCHASE EXPOSITION,
ST. LOUIS, U.S.A., 1904,
DECEMBER 6TH, 1904.

THE TRURO CONDENSED MILK & CANNING CO.,
TRURO, NOVA SCOTIA.

SIRS,—I beg to advise you that a Gold Medal has been awarded to you by the Louisiana Purchase Exposition Company for your exhibit of Condensed Milk, Cream, etc., which was installed in the Collective Exhibit of the Food Products of Canada in the Canadian Section of the Palace of Agriculture at the Louisiana Purchase Exposition held at St. Louis, U.S.A., 1904.

Yours truly,

(Signed) WM. HUTCHINSON,
Canadian Commissioner

A
Good
Time



of year for marmalade sales. The housekeeper's home-made supply is likely all exhausted.

SOUTHWELL'S MARMALADE

has the quality that will satisfy the most fastidious taste — and does credit to the grocer who sells it.

Order from your wholesaler.

Canadian Agents,

Frank Magor & Co.

MONTREAL

Package versus Bulk



This is an age of package goods and every sensible grocer will give the preference to standard makes that he knows to be reliable.

Baking Soda sold in bulk loses half its strength, which means dissatisfaction. You can be sure of your trade by giving the preference to

Cow Brand Baking Soda

SOLD ONLY IN PACKAGES.

JOHN DWIGHT & CO., Manufacturers

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.

Cultivating Weeds

wouldn't be considered very profitable by the farmers, yet thousands of merchants are cultivating the weeds of business by continuing the Old Style Pass book—errors every day. Forgotten charges. Hundreds of little things make a big aggregate amount. Adopt the modern ALLISON COUPON SYSTEM and throw away your time wasting devices. Look here—



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. G. BEAUCHEMIN & FILS, MONTREAL.

ALLISON COUPON CO., Manufacturers.
Indianapolis, Indiana.

3 Lines to Sell

Sutton's Ammonia Essences

(Worcester)

Sauce

Write for list and particulars
to

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

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

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, LIMITED

MANUFACTURERS OF

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

Wellington Mills, London, England

Agent:

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

Want Ads.

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

MacLEAN PUBLISHING CO., Limited
Montreal and Toronto.

...ESTABLISHED 1849...

BRADSTREET'S

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

Offices throughout the Civilized World.

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

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

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

OFFICES IN CANADA

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

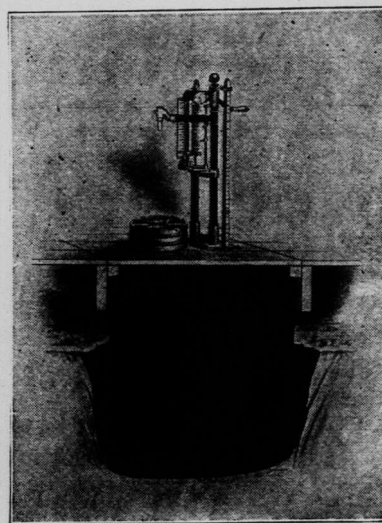
HAMILTON, ONT.
QUEBEC, QUE.

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

MONTREAL, QUE.
TORONTO, ONT.

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

No Oil-Soaked Floor



OUR UNDER-THE-FLOOR OUTFIT

Is Especially Adapted for Use Where
There is No Cellar. It Saves
Valuable Floor Space.

Don't the floor around your oil tank make you "sick" when you see it? Did you ever figure out the profit you lost through this wasted oil? Don't you know that

The Bowser SELF-MEASURING

Oil Outfit

will save this oil, keep your floors neat and clean, reduce the danger of fire and pay for itself in a very short time? It will. We guarantee it. Write for full information. Ask for Catalog "B."

S. F. Bowser & Company
530 Front Street West, - Toronto

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



*For richness of aroma,
purity and strength,
Madam Huot's Coffee
is superior to all other
brands.*

"Condor"
CEYLON BLACK
in lead packets.

It is pure, rich, delicious!

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

If it is a common saying, that people always buy when the market is going up—soaring, experience must be at the bottom of it. **Why not make a change?** At the present time all teas are at the very bottom. **Why not buy more?** There is surely money in **TEAS** when you can buy:

JAPAN, not trash, but strong, clear liquoring ones at **11½c.**
and up-grades in proportion.

CHINA GREEN, Gunpowder and Yg. Hyson, natural leaf, clean, sound liquor, at **10½c.**

CEYLON and INDIAN GREEN from **13½c.** to **20c.**
choice, both in leaf and liquor.

CEYLON and INDIAN BLACK from **12½c.** up.
Good liquoring sorts of nice make.

On low and medium grades, I can say, without exaggeration, that my offers are **15** per cent. to **20** per cent. lower than a year ago.

JUST IN

62 Chests CACHOU, fine Indian Black Pekoe Tea at **15½c.**

16 Chests CEYLON Black Pekoe,—**A JOB** at **13½c.**

3 Casks Choice ENGLISH CHICORY, Pinhead and Granulated at **12½c.**

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

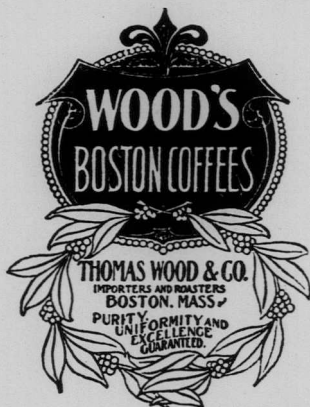
"Old Crow"
Baking Powder, Mustard,
Vinegar, Black Tea.

"Q.M.E."
Baking Powder, Vinegar,
Spices, Coffee



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

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



"Hitch your wagon to a star," says Emerson.

That was done, and the star has been growing bigger and brighter for many years.

This is not said in a vainglorious way, but as a star combination WOOD'S COFFEES now rank with those of the first magnitude.

It is only the purest and best of Nature's products that vindicate the law of "survival of the fittest."

Wood's Coffees do that.

CANADIAN FACTORY AND SALESROOM,

No. 428 St. Paul St.,

MONTREAL.

The latest additions to our list are as follows:

"Sun" brand Gloss Starch, borated—The only lump starch in Canada containing Borax. Packed in 1-lb. packages, 50-lb. boxes and 100-lb. kegs.

"Sun" brand White Laundry Starch—In 50-lb. boxes and 100-lb. kegs.

"Gem" brand Canada Laundry Starch—In 100-lb. and 200-lb. kegs.

Ammonia Powder—In 5c., 10c. and 25c. packages.

Grocers' Assorted Case of "Bee" brand goods—Just the thing for grocers who do not want to overstock, but who want to have a little of every one of our best selling lines. Prices same as the others, with the addition that we have a rebate coupon in every case of our goods which is redeemable either in cash or premiums. For full particulars write

SNOWDON, FORBES & CO., - MONTREAL

Trade Between Canada and the West Indies

ALTHOUGH Canada has been exporting her products, including breadstuffs, lumber and fish, to the British West Indies for many years, general trade between the two countries has become a considerable item only within the last decade. Canadian manufacturers have slowly wakened up to the fact that the West Indies present an excellent market for their products and are now cultivating this trade assiduously with the result that Canada's exports to the Islands totalled over two million dollars during the past year, the imports being slightly under this figure. For 1904 the volume of trade between the two countries shows a considerable increase over that of 1903, both in exports and imports, largely owing to the preference Canada now extends to the British West Indies. Exports to Bermuda, the Windward Islands and Jamaica during 1904 were so large as to tax steamers in the Canadian service to their utmost capacity. The increase, chiefly in mill and farm products, flour, millfeeds, oats, potatoes, etc., having gone forward in large quantities. The prospects for an exchange of Canadian and West Indian commodities on a large scale were never brighter than at the beginning of 1905.

Perhaps the most encouraging feature of the situation is the very decided preference shown by West Indian merchants for trading with Canada, providing terms and facilities offered are equal to those that may be obtained elsewhere. In this connection the following extract from a recent issue of the Jamaica Daily Telegraph is significant:

"There is not the slightest doubt that Canada is one of the coming great countries of the world. There is equally little doubt that, just in proportion to the increase of its population, it will require a vastly increased quantity of tropical products. And no intelligent man in this colony will venture to question the assertion that Canada is as capable of supplying our population with foodstuffs, clothing, footwear and building materials as the United States."

Freights

Canada, however, has so far been at a serious disadvantage in such matters as freights. The majority of West Indian buyers are in the habit of buying in less than carload lots. Canadian freight rates to the seaboard on less than car-

load shipments are about fifty per cent. higher than carload rates, which makes the price laid down in any port in the West Indies too high to compete with the New York prices, as ocean freight appears to be based on measurement rather than on quantity, and five cases apparently take the same rate per 100 lbs. as a carload would. The only solution seems to be for Canadian exporting houses to appoint representatives in the West Indies to handle their goods, who will be able to work up orders for carload lots in each Island. Houses unable to sell a carload of stuff to any one Island or individual person might send a carload for two or three Islands con-

of goods packed in Baltimore, U.S., and surrounding districts, especially for a low-priced export trade, and comparisons have to be made between the different packs in order to understand the difference in price. Canadian canned goods can be put up as cheaply as in any other part of the world when quality is taken into consideration.

Statistics.

Our imports from the British West Indies for the fiscal year ending June 30, 1903, were \$1,829,330, as compared with \$1,529,170 in 1902, \$1,279,952 in 1901, \$878,617 in 1900 and \$906,405 in 1899, an increase of over one hundred per cent. in four years. By far the biggest item is sugar and molasses, the figures being \$1,094,785 and \$349,318 respectively in 1903. Cocoa beans and coconuts were imported in 1903 to the extent of \$91,210, and coffee to the extent of \$10,168. Fruits, including bananas, oranges, lemons and limes, for the same year totalled \$129,682; spices \$16,669, salt \$17,832 and hides \$67,201.

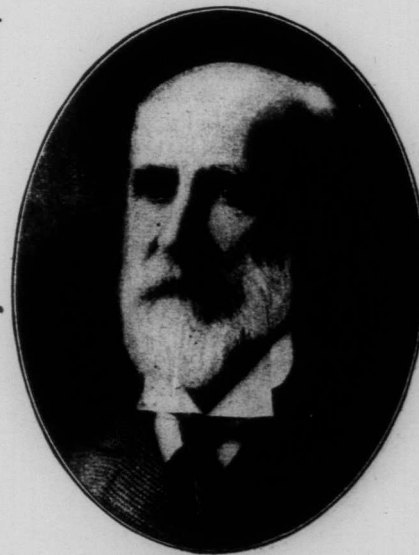
Canada exported to the West Indies in 1899, 1900, 1901, 1902, and 1903 merchandise to the value of \$1,752,251, \$1,698,957, \$1,925,047, \$1,950,046 and \$2,181,833. In 1903 the exports were divided approximately as follows: breadstuffs, including beans and split peas, \$239,229; grain products, principally Wheat flour, \$167,572; fish and fish products, \$944,613; coal, \$81,570; drugs, dyes, chemicals, etc., \$64,148; provisions \$179,361; vegetables, \$73,544, and wood and manufactures of wood, \$159,127.

Fish Trade.

Among Canada's exports to the Islands, her fish products loom up biggest. This trade is controlled almost entirely by merchants in the Maritime Provinces, and has become well established. In 1903 the exports were as follows: cod-fish, \$770,744; mackerel, \$13,574; herrings, pickled, \$135,798; herrings, smoked, \$11,376; salmon, \$6,063. The quality of Canadian fish products is unsurpassed and the quantity sold annually is steadily increasing.

Flour Trade.

The West Indian flour market has only been exploited in a half-hearted way by Canada. When Canadian millers began to export to the West Indies they utilized low grade flour, the refuse, so to speak, paying little or no attention to package or keeping qualities, and as a



J. CAMERON,

Travelling representative of the MacLean Trade Newspapers, who left on Jan. 19 for a three months' trip to the West Indies.

signed to one of the Canadian West Indian Steamship Companies for export. They would then obtain the export rate and secure proper bills of lading for their goods in addition to their distribution.

A serious difficulty confronting Canadian exporters is the fact that not sufficient attention is paid to the quality of goods by West Indian merchants. A prominent Canadian canner who visited Bermuda in the Spring of 1904 claims that he found the only way to do business there was to carry samples, cut cans and compare quality. In every case where comparison of quality was made he obtained orders for Canadian goods at full prices. There seems to be a class

RISING SUN
IN
CAKES
WELL KNOWN AND RELIABLE

STOVE POLISH and **SUN PASTE**
STOVE POLISH
IN **TINS**
GUARANTEED TO THE TRADE

DURABLE
3000 TONS SOLD

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 McGlary Mfg. Co., London, Montreal, Winnipeg, Vancouver and Toronto.

result Canadian flour came to be looked upon as an inferior article. The old prejudice against Canadian flour, however, seems to be passing in all parts of the West Indies, thanks to its improved quality. One of the largest bakers and confectioners in the Islands was recently persuaded to give Canadian hard wheat flour a trial, and as a result he has dropped Minneapolis flour entirely. When the trade discover that they can get better flour in Canada at the same price they are not slow to make the change.

transportation enable Canadian manufacturers to compete successfully in price. Canadian flour exporters are considerably hampered at the present time because of the high rate of exchange prevailing on Islands where no Canadian banks are established. New Yorkers do not feel this, since they are in most cases paid in sugar, molasses, etc., which in itself means direct profit.

Besides flour, the West Indies offer a splendid market for Canadian breakfast foods, oatmeal, etc. Some Canadian brands of breakfast foods in one

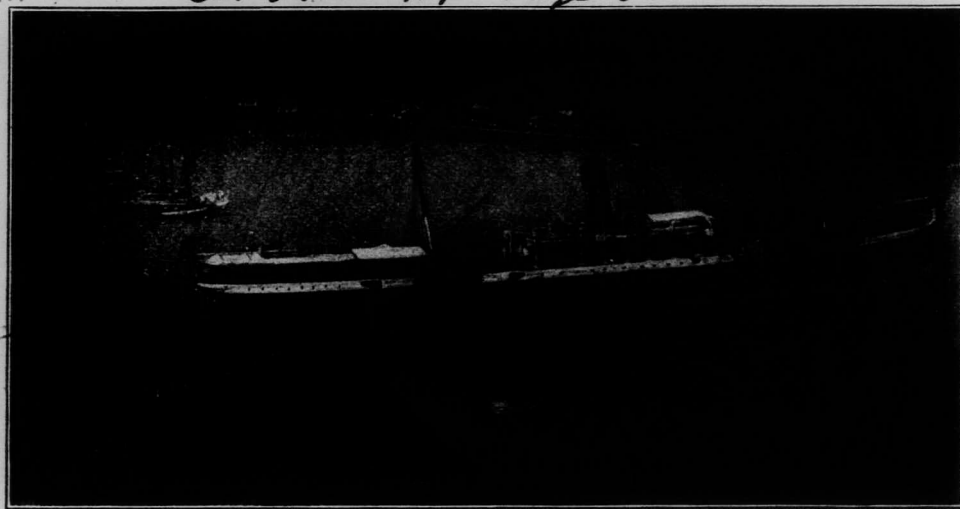
Canadian biscuits are also very popular in the British West Indies. The success of one firm, The Christie, Brown Co., in finding a permanent place on the market for their cream sodas is to be attributed largely to the enlightened, businesslike manner in which they went after the trade, and which, if followed, will insure the success of any Canadian product in the West Indian market. If this firm had been satisfied with merely experimenting in catalogues, price lists, importers inquiries, expecting to receive cash orders at the outset, instead of appointing a local representative, the fate of their goods would undoubtedly have been similar to that of scores of Canadian producers and manufacturers who have vainly endeavored to introduce their products to the West Indian trade.

Provisions.

As a result of systematic effort Canadian tins and bulk butter enjoy to-day equal favor with Danish and Cork, all but ousting its American competitors. Much yet remains to be done, and directly the West Indian Government authorities take proper precautions to protect consumers from United States, Holland, and United Kingdom margarine and oleos represented as butter, the consumption of the Canadian article ought to double. It might be an advantage to Canadian exporters were they on this account to advertise Canadian dairy products as absolutely pure as well as the fact that the manufacture or sale of butter substitutes is prohibited by Canadian law. Among other requirements of the West Indian market, butter has to be put up in hermetically-sealed tins.

Canadian cheese is also excelling in public favor as against the article of American manufacture. There is room however, for considerable improvement in regard to strength and size of package used. The cheese, moreover, should be mellow while not oily. Several complaints have lately been made that

RETURNED TO OWNER
JAN 20 1905 Cut of Book 29 - Page 5



The Steamer "Dahome" of the Pickford & Black Line

ago disappointed by a shipment of 1,600 barrels via New York being delayed in transit, but instead of cabling to New York for enough American flour to keep him supplied temporarily, he cabled to Halifax for Canadian flour. During the past year flour shipments have been stationary for local reasons as compared with those of 1903, which amounted to \$167,572. The volume of prospective trade in Canadian flour is large and will grow in proportion as the Canadian article wins a firmer place in the West Indian market and improved facilities of

and two pound packages are already in the market, but the bulk of rolled oats still comes from United States sources. Pearl barley and oatmeal are imported from the United Kingdom in 100-lb. kegs and a very large consumptive demand exists. All the split peas, of which large quantities are imported, came, until recently, through New York commission houses. In the case of oats, Canadian manufacturers are now getting alive to their own interests, and shipments are going direct to local consignees.

YOU ARE ALWAYS SURE

of a sale and a profit if you stock **"EMPIRE"** Cod Strips—finest goods on the market.

WE HAVE NOW IN STORE, CASES, 3 DOZ. EACH,

Kipperines, Scollopes, Fish Balls, Crabs, Etc.

Also another lot of **Beautiful Sea Trout**, only \$5 per half barrel.

LUCAS, STEELE & BRISTOL, Wholesale Grocers, Hamilton.

The Finest of all Imported

CASTILE SOAPS

is the

"SHELL" BRAND

every time

Get our prices before ordering elsewhere.

Every box paper-lined

Soap turns out white and in perfect condition.

JAMES TURNER & CO., Wholesale Grocers. Hamilton.

OUR travellers are with you once more with their annual bargains in all grades of

TEAS

See their samples before purchasing.

BALFOUR & CO., Wholesale Grocers HAMILTON

NEW ORLEANS

MOLASSES

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

THOS. KINNEAR & CO.

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

WE OFFER, SUBJECT TO BEING UNSOLD,

QUALITY

**THE BEST THAT
EXPERIENCE AND
MONEY CAN BUY**

- 2,500 Boxes Canadian Cheddars (Colored).
- 300 " " " (White).
- 270 " " Flats (Colored).
- 680 Canadian Stiltons (Colored).
- 32 " " (White).
- 50 Cases Societe Roquefort. Each 12 cheese.
- 20 Baskets Gorgonzola.
- 24 Wheels Gruyere (Swiss).
- 10 Cases Edams (in Foil).
- 15 Boxes Pine Apple (Picnic size). 7 to box.
- 3 Crates Camembert (Napoleon Brand). Each 5 doz.
- 17 Cases Limberger (Imported).
- 3 " " (Domestic).
- 11 Boxes Cream Cheese (Eagle Brand).
- 27 " Neufchatel (Crown Brand).

A. F. MacLAREN IMPERIAL CHEESE COMPANY, LIMITED,

IMPORTERS AND EXPORTERS
OF ALL KINDS OF CHEESE.

DETROIT, U.S.A.

TORONTO, CANADA.

the same quality does not usually follow up first sample shipment, which is damaging in the extreme to the development of Canadian trade and should not occur.

There is a regular demand in the Islands for smoked hams sizing from 7 to 12 lbs., also for shoulder and picnic hams, bacon in breakfast slips, rolls and clean Wiltshire cuts, at present supplied almost entirely by English and United States curers. Canada ought also to supply a share of the milk products consumed in the Islands, which average over \$150,000 yearly.

Sugar and Molasses Trade.

The item which bulks largest in Canada's imports from the British West Indies is sugar, though there are gratifying increases to record in cocoa, rum, and fruits, particularly bananas. The situation in sugar is the most interesting feature in connection with the trade, as the high prices are making the people of the West Indies prosperous, thus increasing the spending power of a people well-disposed to buy. This year the price has been good enough on the average to put anywhere from three to four million dollars into circulation in the Islands that the people would not have had if the regular market had prevailed. The hopeful feature of the situation is that it is likely to remain as good during the coming year, in which case the purchasing power of the people will be increased by an extra profit on sugar over normal times of about \$7,000,000.

In 1903 Canada imported sugar and molasses to the value of \$1,444,122, as compared with \$1,189,879 in 1902 and \$664,889 in 1899. A significant feature in connection with the West Indian molasses is the rapidity with which it is taking the place of other molasses products until recently consumed in comparatively large quantities in Canada.

In the sugar exports of the British Islands and Demerara, the position now seems to be reversed, as it effects the United States and Canada. For instance,

WE HAVE A SPECIAL
OFFER IN _____

EVAPORATED APRICOTS

STANDARDS in 80-lb. boxes

THE DAVIDSON & HAY, LIMITED

WHOLESALE GROCERS, TORONTO.

in 1902, when the United States took 92,000 tons of sugar from Demerara, Canada took only 10,000 tons. In 1903 trade turned considerably, and while the United States imports of Demerara sugar declined to 68,000 tons, Canada's increased to 54,000 tons. Now Canada is in the lead, importations for 1904 totalling about 70,000 tons.

In fruits, bananas and oranges take the lead, and although the annual volume of importations is not large, namely, \$129,682 in 1903, it is growing rapidly and promises well during the next few years. One of the questions confronting West Indian merchants to-day in connection with any proposed reciprocal arrangement between the British West Indies and Canada would undoubtedly be will they be able to dispose of their large surplus of fruit to as good an advantage, provided a reciprocal trade agreement with Canada were arranged, as they do in the United States at present. And might not the United States instead of finding a ready market for over five million dollars worth of British West Indian fruit yearly be inclined to discriminate against the Islands if they decided to give a preference to other markets?

Transportation.

Direct transportation facilities between Canada and the West Indies are provided by Canada-Jamaica Line and the Pickford & Black Steamship Co., of Halifax, the latter of which has a fleet of steamers (one of which, the "Dahome," is reproduced in this week's issue of The Grocer), sailing from maritime ports every fourteen days for West Indian ports. Even now the service is taxed to its utmost capacity to accommodate the steadily-increasing volume of date the steadily-increasing volume of international trade, and the next year or two will undoubtedly see a number of extra steamers plying between Canadian and West Indian ports.

OFFICERS FOR 1905.

The Hamilton Retail Grocers' Association has elected the following officers for 1905: President, James Main; first vice-president, W. Swye; second vice-president, J. Forth; secretary, M. R. Hill; treasurer, C. Bremner; executive committee, G. Cann, E. Layland H. P. Boyd, A. Ballentine and A. G. Bain; auditors, C. H. Peebles and J. C. Carpenter.

PARAGRAPHS TRANSPOSED.

THROUGH a typographical error the two following paragraphs, which should be read consecutively, became separated in the last issue of The Canadian Grocer. They are reproduced here that readers of The Grocer may get the proper connection.

Mr. N. H. Geary, representing S. H. Ewing & Sons, Montreal, one of the oldest travelers on the road, and well known throughout the Eastern part of Ontario, Quebec, Nova Scotia and New Brunswick, has been compelled through illness to retire temporarily from the road. Mr. Geary has been connected with the above firm for over twenty-five years.

In the meantime the firm of S. H. Ewing & Sons have engaged the services of Mr. D. W. Douglas, for many years Quebec representative for E. W. Gillett Co., Toronto. Mr. Douglas is very well-known to the trade, having covered the East for a number of years most successfully and there is no doubt that his knowledge and salesmanship will prove a valuable acquisition to S. H. Ewing & Sons traveling staff.

The assets of J. A. Carle, general merchant, St. Boniface, De Shawinigan, have been sold.



Upton's

JAMS,
JELLIES
AND
ORANGE
MARMALADE

are well known reliable goods. It never pays a dealer to experiment with inferior brands.

PURE

CODFISH

The finest food in the world for the man who works both brain and hands.
The tastiest food too when you get it in packages worded

“HALIFAX”
AND “ACADIA”

All the people of Canada are talking about these brands of Codfish to-day ;
they must think a good deal about them or they wouldn't talk so
much. Are you an interested party ?

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

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

FRESH AND CURED FISH

Close Season for Salmon.

SALMON canners on the Pacific coast are much interested in the movement to proclaim a close season on the Fraser River and Puget Sound during the years 1906 and 1908. In order to be entirely effective this will have to be an international affair regulated by the Canadian and United States Governments. The B. C. canners are sending a delegation to Ottawa to urge the importance of the matter on the Government.

On the other side of the boundary fishermen are taking the ground that it is only a scheme of the canners, and one newspaper on the coast has come out editorially to warn the people that it is merely because a big year is expected now (1905), and the idea of a close season in 1906 is merely to sell the big pack they expect to put up this year at high prices; in other words, that the whole movement is an effort to "bull" the market. Just what will be the outcome, it is too early to say. One thing is certain, the Fraser River salmon run is far from what it used to be, and some radical improvement is apparently needed in the administration of this valuable natural resource of the country.

The canners are in the unfortunate predicament that while they believe the only salvation for the salmon industry is the closing down of all the canners during the off years and only packing in the heavy years, and have signed bonds in every instance, agreeing to close down if such a course is decided upon, they have to express themselves individually as believing such a course impossible owing to the consternation it would cause in the laboring world. The shutting down of the canneries would mean throwing out of employment eight thousand people, and keeping some four million dollars out of circulation.

In addition it is believed that if every one of the forty-three canneries on the Fraser River agreed to suspend the excessive slaughter of fish for one season other capitalists outside of the agreement would patch up a barn of a cannery, throw together some second-class machinery, and reap a big harvest on

their own account. The only course open is for the Dominion Government to prohibit fishing for two or three years. This course, however, would cause too much opposition from the laboring classes. Thus the immediate need of the fishermen and the consequent running of the canneries will probably result in heavy losses to the canneries operating.

Market for Boneless Cod.

The business of Australian requirements of boneless codfish is practically entirely in the hands of a San Francisco concern, which closely caters for the Australian market, says the Canadian commercial agent at Melbourne, Australia. The fish is packed in boxes containing 30 pounds, and recent shipments have cost wholesale buyers 7 cents per pound ex steamer, Melbourne, to which the duty of 1 cent per pound has to be added. The "Alaska cod" is said to be dried by a patent process which preserves the fish for a considerable time. The shippers guarantee the quality, which is undoubtedly giving every satisfaction. Before the advent of this special brand importers were frequently put to heavy loss through the fish becoming sweated, discolored and tainted. At c.i.f. and e. cost of 7 cents per pound, Melbourne, there should be some inducement to Nova Scotian first to try and secure a footing in this market.

Canadian Herrings in Australia.

A trial shipment of some 25 cases of British Columbia fresh herrings—in 1-lb round flat cans—to Melbourne, Australia, has not been a success. B. C. packers have apparently a lot to learn before they can produce an article to equal the Scotch herrings—put up in oval cans—which command a very extensive sale throughout the Commonwealth. The Vancouver herrings appeared to be "over-cooked," as the fish was considerably broken and mushy, while the liquid contents was much inferior to the bright oily liquid in the Scotch cans. It is estimated that Australia imports yearly, about 15,000 cases—each containing 4 dozen 1-lb oval cans of fresh herrings, and, while prices are "fine," the trade should be

worth the attention of Canadians interested in the fish canning industry.

Enlarging Cold Storage Plant.

The Vancouver Ice and Cold Storage Co., which last Summer completed the installation of a new fish freezer and cold storage plant with total space of 72,000 cubic feet, contemplates still further extending their space, and the number of freezers available for custom work. Another important addition they propose is a special department for storing fresh eggs, so that local merchants buying in the East when eggs are cheapest and best, may be able to bring them forward and hold them at small cost.

1904 Pack.

The total salmon pack of British Columbia during the season of 1904 was 165,894 cases, according to returns which have just been compiled. The packs of recent previous years were as follows: 1903, 173,674 cases; 1902, 625,982 cases; 1901, 1,236,156 cases; 1900, 585,413 cases. On the Fraser River the pack of sockeyes was only 72,688 cases.

In the North the run of sockeyes was greater and the pack correspondingly larger. Grouped together, northern points packed 323,226 cases of sockeyes. The greatest pack of sockeyes on the Northern British Columbia coast, number of canneries considered, was at Rivers Inlet, where the run of these fish was an exceptionally fine one. Wadhams' cannery at Rivers Inlet belonging to the British Columbia Packers' Association, packed more sockeyes than any other company in the province, putting up 28,287 cases. The Brunswick cannery at Rivers Inlet, same owners, put up 25,914 cases.

The northern coast canneries put up a total of 336,991 cases of salmon, including sockeyes, red and white springs, humpbacks and cohoes. The canneries on the Fraser River packed 128,903 cases of all classes of fish.

Disposal of Pack.

The entire pack of the season of 1904 has been marketed with the exception of 68,275 cases stock on hand.

Eastern Canada took 160,258 cases; Australia and New Zealand, 37,050 cases; United Kingdom, 181,114 cases; locally there were sold 15,919 cases. Of the pack shipped to the United Kingdom, 178,044 cases were shipped by steamship direct from Vancouver via the Suez Canal, and 3,070 cases were shipped overland to the Atlantic coast by rail.

Business Changes

ONTARIO.

WHITE & BURLING, general merchants, Cottam, have dissolved partnership. A. Burling continues.

W. Dafoe, general merchant, Avon, has sold out to F. Sadlier.

G. W. Twiss, grist mill owner, Kingsmill, has suffered loss by fire.

D. Allan, general merchant, Malton, has sold out to J. A. McBride.

Dwyer & Vinette, grocers, Sturgeon Falls, have dissolved partnership.

D. B. McColl, grocer, baker and confectioner, Owen Sound, has been burned out.

QUEBEC.

F. G. Valliere, general merchant, St. Vallier, is dead.

V. Laramie, Montreal, has started in business as a grocer.

D. A. Gagnon, grocer, Montreal, has retired from business.

The assets of G. Fleury, cigar dealer, Montreal, have been sold.

W. H. Lucas, general merchant, Caldwell, has been burned out.

G. Robb & Son, grocers, Knowlton, have dissolved partnership.

A. Bordeleau, general merchant, Grand Mere, has been burned out.

The assets of W. J. Steele, general merchant, Calumet, have been sold.

H. Thauvette, general merchant, Nomininigue, has been burned out.

D. A. McPherson, produce merchant, Montreal, has dissolved partnership.

P. Cloutier, general merchant, Lac Aux Sables, is offering to compromise.

The stock of B. Montesano, cigar dealer, Montreal, has been damaged by fire.

The assets of A. Tremblay, general merchant, St. Felicite, have been sold.

N. T. Bedard & Co., grocers, Montreal, have assigned to Bilodeau & Chalifoux.

P. S. Doyle & Co., wholesale tea merchants, Montreal, have dissolved partnership.

The assets of P. St. Arnaud, grocer and provision merchant, Montreal, are to be sold.

G. Stremensky, cigar dealer, Montreal, has suffered loss to stock by smoke and water.

A. Long and E. Carsin have registered under the style of Long & Carsin, grocers, Montreal (St. Henry).

C. E. Weller and N. F. Weller have registered under the style of Weller Bros., butter dealers, Montreal.

P. S. Doyle and E. Jackson have registered under the style of Doyle & Jackson, wholesale tea merchants, Montreal.

Bilodeau & Chalifoux have been appointed curators to N. Martel & Co., grocers and liquor merchants, Montreal.

MANITOBA AND N.W.T.

N. Landry, general merchant, Stavely, has assigned to J. N. Fawcett.

J. P. Bernier, general merchant, St. Claude, has assigned to C. H. Newton.

Bloomfield & Levin, general merchants, Winnipeg, have dissolved partnership.

E. Carey, general merchant, Andrew, has suffered loss to stock and premises by fire.

The Shepard, Hackett Co., grocers, Winnipeg, have been succeeded by Hackett & Riley.

J. H. McCool, general merchant, Crossfield, has called a meeting of creditors for February 5.

The assets of the estate of L. W. Peardon, general merchant, Lacombe, are advertised for sale.

H. B. Price and S. West have been admitted to the firm of McLaughlin, Sharp & Price, general merchants, Wetaskiwin.

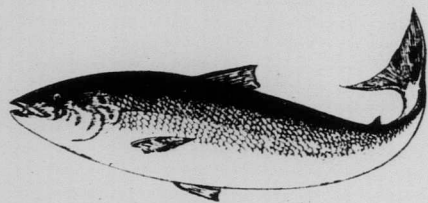
BRITISH COLUMBIA.

The Dominion Commercial Co., general merchants, Dominion Creek, have been succeeded by the Dominion Trading Co.

NEW BRUNSWICK.

Sayre & Holly, general merchants, Chipman, have suffered loss by fire.

SOCKEYE SALMON



"Sovereign" and "Lynx"

Brands

ARE THE CHOICEST IN THE MARKET.

EVERY TIN GUARANTEED.

TO BE HAD OF ALL GROCERS.

**Fresh Frozen
Halibut and Salmon**

The finest fish produced in Canada.

Also all kinds of

Smoked, Pickled and Frozen

Fish and Oysters

Write for Price Lists and Show Cards.

LEONARD BROS.

MONTREAL, P.Q.,
ST. JOHN, N.B.,
WESTPORT, N.S.,
GRAND RIVER, P.Q.,
GASPE, P.Q.

Montreal P.O. Box 639.

LONG DISTANCE
TELEPHONES.

KING OSCAR SARDINES

Open a can

You will find about

30 small fish

free from

Bones or scales

packed in the

Purest Olive Oil



Investigate

the question of

Profit.

They pay you well.

The attractive package

helps the sale.

ASK YOUR WHOLESALE HOUSE

JOHN W. BICKLE & GREENING, Hamilton
Canadian Selling Agents

MEDITERRANEAN FRUITS

RIERA'S "MAPLE LEAF" Selected and 4-Crown Valencias,

Zini's Fine Filiatra Currants,

Tarragona Almonds,

Filberts, Etc., Etc.

CONSIGNMENTS ARRIVED

Wholesale grocers should communicate with _____

D. RATTRAY & SONS

General Commission Merchants

QUEBEC

Montreal

OTTAWA

THE DELICIOUS FLAVOUR AND APPETIZING QUALITY OF

MATTHEWS' ROSE BRAND

Breakfast Bacon makes it particularly acceptable to the connoisseur, who knows the luxury of our English Mild Cure.

Special quotations to large buyers. Write us for quotations on "Rose Brand" meats.

The George Matthews Co., Limited

ESTABLISHED 1868.

PETERBORO

HULL

BRANTFORD

Lard is Cheap

Butter is Dear

Now is the time to buy good lard and we can give you the best kettled lard on the market. Send us your order before prices advance.

TIERCES, KEGS, PAILS,
TINS, ONE POUND CARTONS

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

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.,
PORK AND BEEF PACKERS, LIMITED
TORONTO, ONT.

DAIRY PRODUCE AND PROVISIONS

and Cold Storage News.

Cheese and Butter Situation.

The cheese market does not display much activity, although holders maintain firm views as to prices. Stocks for sale, that is, those not the property of United Kingdom merchants, are now getting into very small compass. The ideas as to the total number of cheese held in Montreal vary widely, but a conservative estimate should be in the neighborhood of 150,000 boxes. Nominally the price is 11c for both colored and white, with the latter the scarcer article of the two.

Butter is also getting rather scarce, and in the neighborhood of 22c is being paid for it. In many instances it is reported that the butter is being exported into the United States for home consumption. In this connection it might be pointed out that freight from Montreal to New York is about 45c per 100 lbs., while the export freight rate to Liverpool is about 35s 9d, or say 37½c per 100 lbs., and in the words of a long-departed Tammany chieftain—"What are you going to do about it?"

A Prosperous Packing House.

A representative of The Canadian Grocer had the pleasure last week of visiting the Hull branch of George Mathews Co. A. Mathews, manager of the Eastern branch (his brothers being in charge of the Peterborough and Brantford packing houses), reports that the past year was a phenomenal one in the history of his firm, and that the future prospects are most encouraging. Mr. Mathews looks forward this year to an even greater turn-over than last, and says that with their thoroughly equipped packing houses in different parts of Ontario, The George Mathews Co. are in a position to promptly and properly execute all demands made on their plants.

An Attractive List.

The A. F. MacLaren Imperial Cheese Co., Toronto, in this week's issue present a most attractive list of Canadian and foreign cheeses for the perusal of the readers of The Canadian Grocer, which should prove of great interest to buyers of this commodity. The A. F. MacLaren Imperial Cheese Co. are among the largest dealers in foreign

cheese on the continent, having, among others, the agency for Canada and the United States for the "Grande Societe" brand of Roquefort cheese which captured the Grande Prize at the St. Louis Exposition.

New Dairy Commissioner.

The Department of Agriculture is fortunate in being able to call to the service of the dairy industry in Canada so competent a man as Prof. J. A. Ruddick, whose appointment as Dominion Dairy Commissioner is announced. Mr. Ruddick has the advantage of wide personal acquaintance among dairymen from all parts of the country, and by



Mr. W. A. Ruddick, Ottawa, newly gazetted Dairy Commissioner.

reason of his long and intimate connection with the industry in Canada is peculiarly fitted for the position.

He has already done much valuable educative work among dairymen and the marked improvement in cheese and butter making, in methods of packing, and improved transportation, etc., have been in a measure due to his foresight and energy. Mr. Ruddick brings to the discharge of his new duties the fruits of long years of study of the requirements of the industry, both locally and as affecting the export trade, and with a valuable experience gained as dairy commissioner of New Zealand for some years, his administration may be expected to be progressive and energetic.

The Davies Co. in Montreal.

W. Strachan, president of the Montreal Stock Yards Company, has returned to Montreal from Toronto, where he has been arranging for the sale of an extensive site for a plant to the Wm. Davies Provision and Packing Company. The deal will be closed shortly, at a final meeting between the representatives of both companies in Montreal. The proposed site now forms part of the yards of the Montreal Stock Yards Company on St. Etienne street, Point St. Charles.

J. W. Flavelle, of the William Davies Company, says it is the intention of the company to open several provision stores in Montreal, similar to those in Toronto and many other places in Ontario. The company has already leased premises on St. Lawrence Main, and will open up there at once. Other premises will be acquired from time to time. These stores will deal only in high-class provisions. The company has also leased property from the Montreal Stock Yards Company, and will erect buildings there for packing purposes. Packing will also be carried on for export.

Butter Marks Act.

Complaints have been made by leading Ontario dairymen that it is becoming a common practice for shippers of butter to the Old Country to use the regular 56-pound creamery butter box into which is pounded creamery butter of all grades and colors just as it is bought from the farmers, the boxes being then labelled as finest Canadian creamery butter. It may be found necessary to enact legislation similar to the Fruit Marks Act to protect shippers from the practice of passing off dairy butter as the creamery product.

News Items.

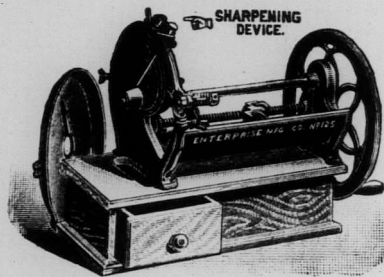
Hon. Chas. Drury, Ontario's first Minister of Agriculture, is dead.

J. H. Allan has disposed of his creamery business in Carleton Place to W. H. Gardiner, of Vankleek Hill.

The Colborne Creamery Co., Colborne, Ont., have decided to manufacture cheese during the season of 1905-06, and will install the necessary factory equipment at once. They will also build a curing house.

“ENTERPRISE”

Rotary Smoked Beef Shaver *Rapid Grinding and
Pulverizing Mills*
With Patented
Self-Sharpening Device 40 Sizes and Styles for Hand, Steam and Electric Power



No. 125, 1 Blade, - \$22.50
No. 129, 2 Blades, - 22.50

LIFTING A LATCH DROPS
SHARPENER INTO PLACE

A FEW TURNS OF THE WHEEL
GIVES BLADES A KEEN EDGE

We also make

Self-Priming and Measuring Pumps, Self-Measuring
Faucets, Bung Hole Borers, Self-Gauging Cheese
Knife, Meat and Food Choppers, Etc., Etc.

Illustrated Catalogue Mailed Free

Order from your Jobber



No. 512, - - - \$13.50

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

—absolute purity—



is guaranteed
to your customers
in

**GILLETT'S
Cream Tartar**

Every time you make a sale of
Gillett's Cream Tartar you
please your customer and make
a friend

Ask your jobber for it.

E. W. GILLETT COMPANY LIMITED

London,
Eng.

Toronto, Ont.

Chicago,
Ill.

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

We are buyers of

**Poultry,
Butter
AND Eggs.**

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

The J. A. McLean Produce Co., Limited

73-75-77 Colborne Street

Telephone Main 2491.

Toronto.

FISH and OYSTERS
WHOLESALE.

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

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

Granted the highest awards in competition with other makes. **WINGHAM**
Established 1871

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.

EGGS

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

CORRESPONDENCE SOLICITED.

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

BUTTER and EGGS

— WE ARE —

BUYERS and SELLERS

Correspondence solicited from ONTARIO,
MANITOBA and LOWER PROVINCES.

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

"TANGLEFOOT" Sticky Fly Paper



Is really the only device known that will catch and hold both the fly and the germ and coat them over with a varnish from which they cannot escape, preventing their reaching your person or food.

"Tanglefoot" is Sanitary
Ask for "Tanglefoot"

Profit? Over 120 per cent. to you.

and a number of other declines and advances will be noted. We quote:

SMOKED MEATS.		
Hams, sugar cured, assorted sizes	0 12½	
heavy, 20 to 30	0 12	
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 10	
" " skinned	0 11	
" " 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	
per ½ bbl	10 50	
Standard mess pork, per bbl	16 00	

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

Lard—There has been a decline in the price of lard in tins, but lard in pails is sold at old prices. In barrels there has been a decline of 1-4 cent per lb. We quote:

Lard, 50-lb. pails, per pail	4 40
" 20-lb. "	1 80
" 3-lb. tins, per case 60 lbs.	5 80
" 5-lb. "	5 65
" 10-lb. "	5 50
Pure lard in bbls, per lb	0 08½

COMPANIES INCORPORATED.

The Meikle Co., Port Arthur, have been incorporated with a share capital of \$100,000, to carry on business as wholesale and commission dealers in fancy goods, china, and tobacconists' and druggists' supplies. The directors: J. L. Meikle, A. G. Hewish, and N. C. Lunan, all of Port Arthur.

The firm of Lindsay, Limited, Ottawa, have been incorporated with share capital of \$600,000, to manufacture and deal in general commercial goods and merchandise. Directors: T. W. A. Lindsay, G. A. Wanless, and S. G. Lindsay, all of Ottawa.

S. McNairn & Co., Toronto, have been incorporated with share capital of \$150,000, to carry on the business of importers, exporters, and general brokers in grain; also to build and operate mills, elevators, steamships, etc. Directors: J. C. Stroyan, A. H. Dixon, W. F. Morley, T. S. Carruthers, and J. McNairn, all of Toronto.

The firm of N. G. Valiquette, Limited, Montreal, have been incorporated with capital stock of \$250,000, to deal in wines, liquors, and tobaccos, and to take over the concern now carried on under the style of N. G. Valiquette. Directors: N. G. Valiquette, F. Valiquette, L. Foncher, T. Mongenais and J. L. Perron, all of Montreal.

In store with the F. J. Castle Co., Ottawa, a carload of Armsby's Santa Clara prunes, Mt. Hamilton brand, which they are quoting at attractive prices.

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

GENUINE

PRATTS ASTRAL LAMP OIL

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

WHOLESALE ONLY.

THE QUEEN CITY OIL COMPANY, Limited
TORONTO, ONT.

BUY

Star Brand

COTTON CLOTHES LINES

— AND —

COTTON TWINE

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

For sale by all Wholesale Dealers

See that you get them.

40 HIGHEST AWARDS
In Europe and America

Walter Baker & Co. Ltd.

The Oldest and
Largest Manufacturers of

**PURE, HIGH GRADE
COCOAS
AND
CHOCOLATES**



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

Walter Baker & Co. Ltd.
Established 1780.

Dorchester, Mass.

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

RETURNED To Owner 3 cuts
 JAN 20 1905

Cut Book 2

Page 6

SD



Another tribute to Canadian enterprise.

AWARDED

GOLD MEDAL

St. Louis Exposition, 1904.

In open competition with the breakfast foods of the continent.

MERIT TELLS

You will find it a steady all year-round seller.

THE BEST VALUE TO THE CONSUMER ON THE MARKET—PAYS YOU A HANDSOME PROFIT.



Put up in Clean Fast Selling Popular Packages

2-lb. carton to retail at 10 cts.

6-lb. cotton sack to retail at 25 cts.

FOR BRAIN, BONE AND MUSCLE

If you are not already handling it send us your order for a trial lot. WE GUARANTEE THE SALE.

THE **EBY, BLAIN CO., LIMITED,**

Sole Wholesale Distributors **TORONTO**



HINTS TO BUYERS.

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

S. J. Major, Ottawa, is offering special values in California exported fruits, peaches, apricots, prunes, etc.

The F. J. Castle Co., Ottawa, in their Regal brand of cleaned currants are offering a decidedly fine line of goods to the trade, handsomely put up.

Owing to the increased demand for his special brands of coffees, S. J. Major, Ottawa, has been compelled to put in a special mill. This will enable the firm to fill their orders more promptly and supply the goods in the best and freshest condition.

Provost & Allard, Ottawa, report arrival of a car of "Castle" brand California evaporated prunes, peaches, apricots, etc. These are offered at interesting prices.

Buyers' attention is called to E. D. Marceau's, Montreal, special offers to the trade this week.

Another car of California celery arrived this week for White & Co., Toronto.

W. Gray, of the Montreal Extract Mfg. Co., 1131 St. James street, Montreal, formerly with the N. K. Fairbanks Co., is introducing to the trade in the Maritime Provinces his vanilla, lemon and strawberry extracts. A small

bottle contains the various extracts and a formula followed soon makes a respectable amount. Mr. Gray demonstrates his extracts.

Dawson Bros. Commission Company, Toronto, are expecting the arrival of two cars of navel oranges and one car of California celery.

McWilliam & Everest, Toronto, have received two cars of navel oranges, and one car of California celery, also a consignment of Almeria grapes. They are expecting a consignment of Havana pineapples shortly.

The Eby, Blain Co., Toronto, have a special offering in maple syrup in 5-gal. tins. Now is the time to order before prices advance.

Crosse & Blackwell's preserves in 7-lb. tins are offered by The Eby, Blain Co., Toronto. This is an excellent line for high-class trade.

PERSONAL MENTION.

Mr. L. S. Payzant of the wholesale grocery firm of Payzant & King, Halifax, celebrated the fiftieth anniversary of his marriage on Jan. 11.

Mr. L. R. Buzzell, representing J. A. Mathewson & Co., Montreal, was a caller upon the trade in Ottawa and district during the past week. Business was reported as being good.

Mr. Frank H. Minaker, representing Leeming, Miles & Co., Canadian agents for Royal Baking Powder, was met in Ottawa this week by The Grocer.

Mr. John Everett, well known as an old veteran on the road, was making his rounds in Ottawa last week in the interest of Christie, Brown Co., Limited. Mr. Everett, who was recently elected first vice-president of the Commercial Travelers' Association, Toronto, bears his honors meekly.

Mr. C. M. Hart, of Hart & Tuckwell, wholesale fruit importers, has returned from a ten days' trip to New York. He reports business in fruits very quiet in the metropolis, the recent heavy storms and blizzards having given a set back to the business. The feature tending to some activity in New York is cargo sales of lemons during the Winter. Mr. Hart combined business with pleasure, and reported that, taking a comprehensive view of matters generally, he considered that New York was quieter than he had ever before observed it at this season of the year. Montreal fruit dealers are comparatively independent of the New York and Boston markets as most of the dealing is done by Canadian houses direct with producing countries,—a most desirable feature of the business.

Ideal Household

Ammonia

is a strong, quick cleanser thoroughly disinfectant and contains no injurious substances.

Not the cheapest ammonia on the market, but is the kind that appeals to close buyers because it goes further than cheap, weak brands—be sure to see our package before buying.

Will be in big demand for Spring house-cleaning. You better order now and get the first of the business.

Drop a card for one of our 5 and 10 cent sample packages, or ask our travellers for one.

GORMAN, ECKERT & CO.

LIMITED

London, Ont.

Winnipeg, Man.

3 Princess St.

P. S.—Our MR. HICKEY leaves Winnipeg shortly for the West and will carry samples of all our goods. Better get acquainted with him—it will pay you.

MAPLE SYRUP

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

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

PACKED IN TINS

6 gallons wine measure,	\$4.50	per case,
12 half-gal.,	4.80	" "
24 quarts,	4.80	" "
24 pints,	2.50	" "
5 gal. tin, imp. measure,	4.00	" "

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

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

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

THE MONTREAL MAPLE COMPANY
MONTREAL, - - QUE.

The Government Inspectors will drop in on you soon—they will examine your **Maple Syrup.**

IF YOU HAVE

GRIMM'S

YOU ARE SAFE.

It is absolutely **pure** Maple Syrup.

WRITE FOR PARTICULARS AND PRICES.

The Grimm Mfg. Co.

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

MONTREAL

**MAGIC BAKING POWDER AT
WORLD'S FAIR, ST. LOUIS.**

The E. W. Gillett Co., Toronto, have received notification from W. Hutchinson Canadian commissioner to the Louisiana Purchase Exposition, that the medal and diploma of the Exposition has been awarded to Magic Baking Powder. Canadian housekeepers are familiar with the quality and reputation of Magic Baking Powder and that the Louisiana Purchase Exposition directors should have appraised it in the manner they did must be a compliment to E. W. Gillett Co. and an assurance to the Canadian trade.

SALADA TEA CO. ENTERTAINS.

On Jan. 5 the New York manager of the Salada Tea Co., J. A. McQuane, tendered a reception and banquet at the Astor House, New York, to twelve of the company's leading salesmen in New York and other cities. Although the affair was purely social, those present found it difficult to refrain from talking "Salada," and in the course of an informal review of the year's work exchanged many suggestions of real value. The entertainment was brought to a close by a musicale in the evening, the assisting artists being some of New York's most distinguished artists.

MR. ALEX. RAMSAY.

An excellent likeness of Mr. Alex. Ramsay, the new representative of the oil, paint, soap, chemical and allied trades on the Council of the Montreal

since 1842. He is a prominent figure in Montreal business circles and his name is a familiar one to the trade throughout Canada. He succeeds Mr. J. T. Wilson on the Council of the Board of Trade.



Mr. Alex. Ramsay.

Board of Trade, is presented herewith. Mr. Ramsay is senior member of the firm of A. Ramsay & Son Company, which has been in existence in Montreal

OFF FOR JAPAN.

Mr. Shaw T. Nishimura, Canadian representative of the Japan Central Tea Association, Montreal, left last Saturday, January 14, for Japan, via Chicago and Seattle, sailing by the new steamer Minnesota on her initial trip to Yokohama. Mr. Nishimura will be absent six months, during the first and second pickings, and while in his native land will make extensive visits to the plantations and shipping ports, looking up suitable teas for the Canadian trade. It is also Mr. Nishimura's intention to visit the Island of Formosa with a view of studying the tea interests of that rapidly expanding tea district. The Canadian Grocer wishes him bon voyage and safe return. It goes without saying that the return to his native land will be more than usually interesting on account of the success that has attended the arms of his compatriots in their war with Russia.

RETURNED
Dec/12/06
to Brown

Cut Book No. 58

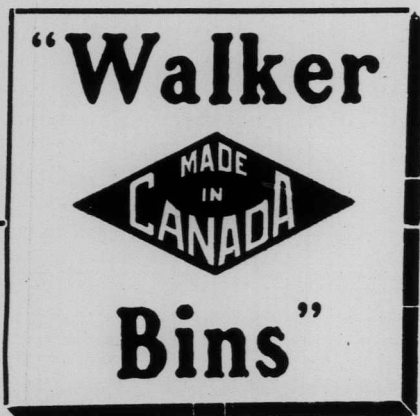
Page No. 47

all
pure
and
good

Our White Swan Cocoanut

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

THE ROBERT GREIG COMPANY, Limited
White Swan Mills,
TORONTO



- IF** YOU are going to fit up a Grocery Store, don't do it until you find out just what Walker Bins are.
- IF** YOUR store is beginning to show signs of wear and tear, make a new one of it by putting in Walker Bins.
- IF** YOU are getting a lot of damaged and soiled stock, get rid of it. You will have no more if you put in Walker Bins.

The Walker Pivoted Bin and Store Fixture Co.
 WRITE TO-DAY FOR BOOKLET.



COLD WATER STARCH

is a boon to the housewife.
 Best, too, for fine work.
 Best of Starches is

IVORINE
Cold Water
STARCH

Get it from your wholesaler.
 Cases hold 40 packages, **\$2.50**
 60 PER CENT. PROFIT.

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

TO ARRIVE

in course of a few days
 consignment of

Choice Ceylon Orange Pekoe

in hf. chests (50 lbs.), which we are
 offering at **19c.** Exceptional value.
 Send for Samples. Convince yourself.

Of course the best package
 Tea is **SALADA**
 We are Agents.

PROVOST & ALLARD

Wholesale Grocers,

OTTAWA, ONT.

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

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

Baskets.
Oakville Basket Co., Oakville, Ont.

Bird Seed.
Nicholson & Brock, Toronto.

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

Blue and Black Lead.
James' Dome—W. G. A. Lambe & Co., Toronto.
Oakley, John, & Sons, London, Eng.

Canned Goods.
Balfour & Co., Hamilton, Ont.
Burlington Canning Co., Burlington, Ont.
Chaput, L., Fils & Cie, Montreal.
Gillard, W. H., & Co., Hamilton.

Business Brokers.
The Locators, Winnipeg, Man.

Chewing Gum.
Row & Co., Brockville, Ont.

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

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

Cocoas and Chocolates.
Baker, Walter & Co., Dorchester, Mass.
Canadian Swiss Trading Co., Montreal.
Cowan Co., Toronto.
Dutch Chemical Works, Amsterdam, Holland.
Epps, James Co., London, Eng.
Lamont, Corliss & Co., Montreal.
Lowney, Walter M., Co., Boston.
MacLaren, A. F., Imperial Cheese Co., Toronto.
Mott, John P., & Co., Halifax, N.S.
VanHouten's—J. L. Watt & Scott, Toronto.

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

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

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

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

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

Dairy Produce and Provisions.
Clark, Wm., Montreal.
Fairbank, N. K. Co., Montreal.
Fearman, F. W., Co., Hamilton.
Mathews, Geo. Co., Brantford, Hull, Peterboro'.
MacLaren, A. F., Imperial Cheese Co., Toronto.
McLean, J. A., Produce Co., Toronto.
Park, Blackwell Co., Toronto.
Ryan, Wm., & Co., Toronto.
Rutherford, Marshall & Co., Toronto.

Financial Institutions & Insurance.
Bradstreet Co.

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

Fly Paper.
"Tanglefoot."

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

Fruits—Dried, Green, and Nuts.
Adamson, J. T., & Co., Montreal.
Gibb, W. A., & Co., Hamilton.
Gillard, W. H., & Co., Hamilton.
Goodwillie's—Rose & Lafamme, Montreal.
Husband Bros. & Co., Toronto.
McWilliam & Everist, Toronto.
Ratray, D., & Sons, Montreal.
Robinson, O. E., & Co., Ingersoll.
Stringer, W. B., & Co., Toronto.
Walker, Hugh, & Son, Guelph.
White & Co., Toronto.

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

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

Grocers—Wholesale.
Balfour & Co., Hamilton.
Chaput, L., Fils & Cie., Montreal.
Davidson & Hay, Toronto.
Eby, Blain Co., Toronto.
Gorman, Eckert & Co., London, Ont.
Kinnear, T., & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
"Ozo" Co., Montreal.
Provost & Allard, Ottawa.
Turner, James, & Co., Hamilton.
Sloan, John & Co., Toronto.
Warren Bros. & Co., Toronto.

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

Enterprise Mfg. Co., Philadelphia, Pa.
Grocers' Engineering Co., London, Eng.

Hides.
Page, C. S., Hyde Park, Vt.
House Insect Destroyer.
Common Sense Mfg. Co., Toronto.

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

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

Jams, Jellies, Etc.
Batger's—Rose & Lafamme, Montreal.
Colson, C. E., & Son, Montreal.
Crosse & Blackwell's—C. E. Colson & Son, Montreal.
Greig, Jas. R., Montreal.
"Ozo" Co., Montreal.
Smith, E. D., Winona, Ont.
Southwell's—Frank Magor & Co., Montreal.
Upton, Thos., & Co., Hamilton.

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

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

Matches.
Walkerville Match Co., Walkerville, Ont.

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

Oils.
Queen City Oil Co., Toronto.

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

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

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

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

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

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

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

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

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

Refined Cider.
Wilson, W. H. Co., Tilsburg, Ont.

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

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

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

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

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

Store Lighting.
Auer Light Co., Montreal.

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

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

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

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

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

Wrapping Paper, Paper Bags, Etc.
Canada Paper Co., Toronto.
Douglas & Ratcliff, Toronto.

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

INDEX TO ADVERTISEMENTS.

Accountants' Cards..... 67
Adamson, J. T., & Co..... 57
Allison Coupon Co..... 8
American Tobacco Co..... 65
Auer Light Co..... 3
Balfour & Co..... 13
Baker, Walter & Co..... 24
Barnard & Holland..... 51
Bates, Peacock Co..... 30
Beland, B. O..... 23
Bell Telephone Co..... 67
Bleville Business College..... 67
Bickle, John W., & Greening..... 19
Biermann, E., & Co..... 48
Black Bros. & Co..... 16
Blue Ribbon Tea..... 51
Bowser, S. F., & Co..... 8
Bradstreet's..... 8
Braid, Wm., & Co..... 69
Brantford Starch Works..... 34
Canada Maple Exchange..... 23
Canada Paper Co..... 57
CANADIAN CIGAR CO..... 64
CANADIAN GROCER..... 2
Canadian Press Clipping Bureau..... 36
Canadian Swiss Trading Co..... 55
Capstan Manufacturing Co..... 3
Cassidy, J. L., Co..... 51
Cerebos Salt..... 44
Ceylon Tea..... 6
Chaput, L., Fils & Cie..... 46
Christie, Brown & Co., outside front cover
Clark, W..... 45
Coles Manufacturing Co..... 34
Colson, C. E., & Son..... inside back cover
"Commissioner" Tea..... 8
Common Sense Mfg. Co..... 24
Cowan Co..... 54
Cullen, Orlan Clyde..... 47
Davidson & Hay..... 15
Dawson Commission Co..... 56
Dingle & Stewart..... 2
Dominion Molasses Co..... 5
Douglas & Ratcliff..... 30
Downey, W. F..... 45
Duffus, A. S..... 48

Dunn, Wm. H..... 55
Dutch Chemical Works, inside back cover
Eby, Blain Co..... 25
Edwardsburg Starch Co..... 71
Empire Tobacco Co..... 62
Enterprise Mfg., Co..... 22
Epps's Cocoa..... 45
Ewing, S. H. & A. S..... 72
Rwings, S. H. & Sons..... 3
Fairbank, N. K. Co..... 4
Fearman, F. W., Co..... 20
Fortier, J. M., Co..... 64
Frontenac Cereal Co..... 60
Gibb, W. A., Co..... 56
Gillard, W. H., & Co..... 10
Gillett, E. W., Co., Ltd..... 22
Gorman, Eckert & Co..... 26
Gowans, Kent & Co., outside back cover
Greig, James R..... outside back cover
Greig, Robt., Co..... 27
Griffin & Culverwell..... 48
Grimu Mfg. Co..... 26
Grocers Engineering Co..... 50
Hall, R. C., & Co..... 48
Hamilton Cotton Co..... 24
Heinz, H. J. Co..... 5
Hill, Evans & Co..... 3
Husband Bros. & Co..... 56
Imperial Biscuit Co..... 53
James' Dome Black Lead..... 49
James, F. T., Co..... 24
Japan Teas..... 4
Keen, Robinson & Co., outside front cover
Kingston "Gleaner"..... 49
Kinnear, Thos., & Co..... 14
Lake Huron & Manitoba Milling Co..... 61
Lambe, W. G. A..... 55
Lamont, Corliss & Co..... 2
Lawson, Reginald..... 67
Legal Cards..... 6
Leonard Bros..... 18
Lowney, Walter M. Co..... 52

Lethem, John, & Sons..... 48
Little, Geo..... 48
Locators, The..... 47
Lucas, Steele & Bristol..... 13
Lumsden Bros..... 52
Lytle, T. A., Co..... 3
Maiden, J. H..... 23
Marceau, E. D..... 9
Mathieu, J. L., Co..... inside front cover
Mathews, Geo. Co..... 23
Metallic Roofing Co..... 47
Metropolitan Business College..... 67
Millman, W. H., & Sons..... 2
Milne, Chas..... 2
Montreal Maple Co..... 26
Mooney Biscuit and Candy Co..... 54
Morse Bros..... 12
Mott, John P., & Co..... 52
MacLaren's Imperial Cheese Co..... 14
McAlpin Consumers Tobacco Co..... 64
McCann, Wm., Milling Co..... 61
McDougall, D., & Co..... 57
McGregor-Harris Co..... 36
Mackay, Dr..... 67
McLaren, J. A., Produce Co..... 22
McWilliam & Everist..... 56
National Licorice Co..... inside front cover
Natural Food Co..... 61
Nicholson, Bain & Johnston..... 2
Nicholson & Bain..... 2
Nicholson & Brock..... 47
Oakley, John, & Sons..... 8
Oakville Basket Co..... 49
Ogilvie Milling Co..... 58
Ontario Sugar Co..... 2
Orme & Sutton Rice Co..... 30
"Ozo" Co..... 49
Page, C. S..... 47
Park, Blackwell Co..... 20
Payne, J. Bruce..... 63
Provost & Allard..... 28

Queen City Oil Co..... 24
Ratray, D., & Sons..... 19
Robinson, O. E..... 57
Rose & Lafamme..... 5, 70
Row & Co..... 2
Royal Baking Powder Co..... 41
Rutherford, Marshall & Co..... 24
Ryan, Wm., Co..... 24
"Salada" Tea Co..... 34
Scott, David, & Co..... 48
Sloan, John, & Co..... 53
Smith, E. D..... 54
Snowdon, Forbes & Co..... 10
Southwell & Co..... 7
"Sovereign" and "Lynx" Salmon..... 18
St. Margaret's College..... 67
Stokes Bros..... 48
Stringer, W. B., & Co..... 57
"Sugars" Limited..... 57
Sutton, G. F., Sons & Co.....
"Tanglefoot"..... 24
Tippet, Arthur P., & Co..... 1
Toronto Salt Works..... 49
Truro Condensed Milk & Canning Co..... 7
Tuckett, Geo. E., & Son Co..... 63
Turner, James, & Co..... 13
Upton, Thos., & Co..... 15
Walker, Hugh, & Son..... 57
Walker Pivoted Bin and Store Fixture Co..... 28
Wallaceburg Sugar Co., inside front cover
Warren Bros. & Co..... 48
Watt, J. L., & Scott..... 55
Weese, G. A., & Son..... 67
Wethey, J. H..... outside back cover
White & Co..... 57
Whiteley, Muir & Co..... 48
Wickes, Hamilton, & Co..... 48
Wilson, C., & Son..... outside back cover
Wilson Commission Co..... 2
Wilson, W. H. Co..... inside back cover
Wood, Thomas, & Co..... 20
Woods, Walter & Co..... 23



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THE CANADIAN GROCER

President:
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Montreal.

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NEW ADVERTISEMENTS.

Cerebos Salt.
Grocers' Engineering Co., London, Eng.

MERGING OF FRUIT DIVISION

GENERAL dissatisfaction is being expressed in Canadian fruit-growing circles at the proposal of the Dominion Government authorities to amalgamate the Fruit and Dairy Divisions, the reason being that the fruit-growing industry has become of sufficient importance to warrant not only its existence as a separate department, but as a department officially responsible to no one but the Minister of Agriculture, instead of its relegation to a position of secondary importance.

The tendency in Ottawa seems to be to cultivate the national dairying industry at the expense of certain other industries which may not yet have shown equally satisfactory pecuniary returns. True, fruit growing in Canada is only in its infancy as compared with the dairying industry, and yet it is rapidly coming to the front as one of Canada's most valuable resources. In view of the future, therefore, it would

be nothing short of a national calamity were the excellent preliminary work of the Fruit Division to be blocked and the responsibility for the development of the fruit-growing industry handed over to the various provincial agricultural colleges, as has been hinted at.

The Canadian Grocer is heartily in sympathy with the protests that are pouring in from all parts of the country against the proposed amalgamation, and thinks the "powers that be" will hardly care to ignore such unmistakable appreciation of the valuable work of Chief McNeill and his staff, and public conviction of the relative importance of the Canadian fruit-growing industry.

THE SHIPPER'S RESPONSIBILITY.

WE would like to impart a little instruction to the retail trade on the question of shipments by freight, and at the same time to make a suggestion to the jobbers. When a shipper has made a shipment by freight, ex warehouse, or f.o.b., at point of shipment, and has received the transportation company's receipt therefor, his responsibility for the safe delivery of the goods ends. This is a fact of which the consignee is apparently oblivious, or else he forgot it. The moment any hitch occurs, he immediately holds the shipper responsible, and appeals to him. As a result, shippers are inundated with requests and demands which should by rights be addressed to the transportation companies.

Of course, the wholesale houses must, in self-defence, take up these claims and fight them out with the railway companies in the interests of their customers. But very often much annoyance and loss of time would be saved were the purchaser of the goods to make application to the transportation company at the receiving point.

As an assistance to purchasers, shippers might do well to consider the following suggestion. In sending out invoices of goods shipped, include a copy of the bill of lading, showing the date of shipment, and full particulars. The consignee, receiving such a document, has in his hand full evidence that the transportation company has the goods, and he knows just how long they have been in transit. He need not, therefore, unnecessarily accuse the shipper of

delaying shipment, or hold him responsible for the non-delivery of the goods.

At the bottom of all the trouble, lies the carelessness of the railway companies. They are responsible for the delays and accidents which may befall shipments, and until they improve their methods and strive to accommodate their patrons better, the trouble will continue. Still, the consignees of goods would relieve shippers very considerably if they would handle cases of delay or loss themselves.

AN IMPORTANT TRIP.

ON January 19, Mr. John Cameron, representing the Maclean Trade Papers, left Canada for the West Indies. He will make a thorough canvass of the Islands in the interests of the circulation department and at the same time will carefully investigate West Indian conditions.

Mr. Cameron has had a long and honorable connection with the Maclean Trade Papers and is well known all over Canada. His thorough acquaintance with the papers and the trades which each represents eminently fits him for the duties which lie before him.

We have brought this matter to the attention of our readers, not from any desire to magnify the importance of what we are doing to extend the interests of Canadian trade, but simply to let our merchants and manufacturers know that Mr. Cameron is willing to be of the utmost service to them.

Should any of our readers desire to have Mr. Cameron make investigations for them, or do any work of a like nature, they might write to the nearest office of this paper and Mr. Cameron will be instructed accordingly. Do not hesitate to make use of us.

NOT A HAPPY COMPARISON.

HON. MR. MACKAY, Minister of Crown Lands in the Ontario Government, who has been doing some of the best work in Northern Ontario for the Government in the present campaign, is not altogether happy in a recent speech in his comparisons of ministers of agriculture in Conservative and Liberal regimes. He pointed out that the Liberals had placed the Department of Agriculture in the hands of farmers and not in the hands of brewers

and others. This was an unkind hit at Sir John Carling, the head of the London brewing firm of that name. Sir John Carling, when as plain Mr. Carling, was really the father of agricultural education in Canada. He laid the foundations for our present system, which has done so much to build up the wealth, particularly of the Province of Ontario, but also of the entire Dominion. He was one of the most useful men in the Dominion Cabinet in its later days, but even his own party did not know or appreciate his valuable services.

SOLUTION OF PURE FOOD QUESTION.

THE grocer has seldom, if ever, been heralded among his fellow citizens as a benefactor, and yet this distinction is among his possibilities. In his hands lies the solution of the vexed pure food question which is exciting general interest throughout Canadian trade at the present time, according to Hon. A. B. Morine, ex-premier of Newfoundland, a man of wide business experience.

We hear much of the necessity of enforcing the regulations of the Pure Food Law and of the difficulties attending the same, but comparatively little of the probable ultimate solution of the whole difficulty, which is nothing less than an educational campaign in the interests of pure food. The consumer as a rule buys what the grocer places before him, and the responsibility of the grocer to supply his customers with a bona fide article is all the greater on this account. The principal consideration with the grocer, however, is a pecuniary one; he wants goods for price because the trade has got into the way of asking for a cheap article and it never occurs to him that it might be worth his while to create a demand for higher-class goods. This is possible only on one condition, namely, that the grocer handles high-class goods exclusively and absolutely refuses to buy food products for price from the manufacturer. The power of the grocer is unlimited in this respect, as may be seen from the recent action of the retail grocery trade in the United States in forcing several prominent manufacturers of food products to

abandon certain objectionable features of their premium exchange system.

The manufacturer has no other choice but to supply what the consumer wants; what the consumer wants is determined largely by what the retailer has to sell, and the duty of the grocer is to supply only the purest food products on which the margin of profit is the most satisfactory on the whole, and for which a demand may be quickly created, if only the grocer takes the trouble to talk pure food to his customers instead of goods for price.

The leading Canadian manufacturers have already shown a keen and sympathetic interest in pure food products and are afforded a further opportunity of co-operating with the retail grocery trade in closing out inferior products. This may be done by supporting the Inland Revenue Department in its endeavor to enforce the pure food regulations throughout the trade and by advertising

A gentleman who has been traveling through Western Ontario in a letter written from Hamilton, January 15th, says: "It strikes me that one can go into a hardware store and as reasonably expect to get HARDWARE AND METAL there as ten-penny nails, and likewise be as sure of getting THE CANADIAN GROCER in a grocery store as a pound of tea."

the fact that they handle nothing but what is guaranteed as pure. In this way the goods in question will go into general consumption, and as the public become thoroughly familiar with the merits of reputable brands "made in Canada," an unprecedented demand for them will spring up.

FEED CATTLE AT HOME.

THE agitation for the admission of Canadian store cattle into Great Britain has again taken definite shape, this time in the form of a vigorous protest from Irish stock-raisers against the removal of the embargo, on the ground that it would mean a total ruination of the beef-raising industry in Ireland, where two-thirds of the cattle exports are store cattle.

This fear that the free admission of Canadian "stockers" would lessen the demand for Irish underfed cattle in Great Britain is hardly worth considering for the reason that the Irish stock-

raiser should be in a position to stand Canadian competition.

An aspect of the cattle embargo question which vitally concerns Canadian stock-raisers is whether Canada derives the fullest possible benefit from the cattle-raising industry in sending store cattle to the Old Country to be fattened, which would undoubtedly be done on a very large scale if the embargo were to be lifted. Surely it is practicable for Canadian farmers to feed their export cattle at home, especially when the superior value of fat stock in the British market is considered. Roughly speaking a store animal is not worth more than 3c a pound or \$30 a head, while cattle ready for the market, weighing about 1,500 pounds, should be put down at 5c, or \$75. Stock can be fattened quite as well on Canadian as on foreign hay and produce; the big commercial consideration is that the Canadian farmer will have \$75 to spend in Canada instead of \$30 for every head of cattle sold.

The profit on dressed meat is even greater, and it is gratifying to note a growing tendency among Canadian exporters to ship cattle not as store cattle, nor even as fat stock, but as dressed beef.

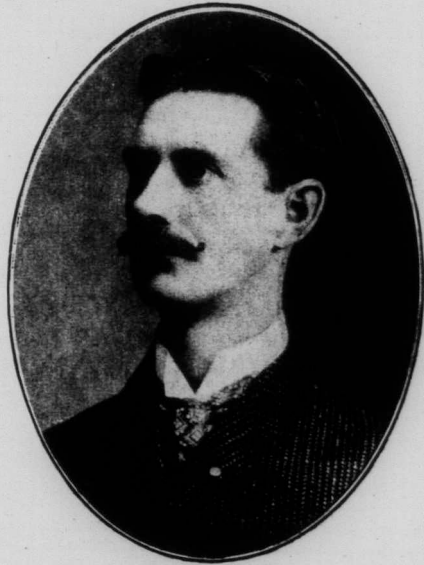
HIGH PRICES FOR CANNED APPLES.

A FEW weeks ago The Canadian Grocer commented upon an address delivered by the chief of the Fruit Division, Ottawa, in which he blamed the Canadian fruit canning industries for allowing so many apples to go to waste during the season of 1904. The Canadian Canners wrote a lengthy letter in reply refuting these charges and endeavoring to establish that they had not shown lack of enterprise in declining to pack larger quantities of canned apples.

According to recent reports from the United States it would appear that there is likely to be a great scarcity of canned apples before another season comes around, and, if, as it is generally prophesied, the crops next year are very light, owing to there having been three continuous seasons of bumper crops, there is every prospect that canned apples will advance to famine prices, not

only in the United States, but in Canada and Great Britain. We quote from some of the leading commercial papers in this connection:

The Canner and Dried Fruit Packers, Chicago, January 12, 1905: "Gallon ap-



H. D. Kelly, President Toronto Retail Grocers' Association.

ples are forging to the front and show decided firmness, a result of the reduction in output last season, and because the active consuming period for these goods is still ahead of us."

The New York Journal of Commerce, January 7, 1905: "The upward tendency of prices on gallon apples is still pronounced and a \$2.25 price on State packing is spoken of as a possibility of the near future. Some holders now ask \$2.10, but little lots at the old prices continue to crop up."

The American Grocer, New York, January 11, 1905: "It is very hard work to buy full standard New York State apples below \$2, at which price lines have been sold. There is a very light offering and a firm market. Possibly some odd lots, a little off in quality, might be found at \$1.90. Large operators confidently look for a \$2.50 market."

The Baltimore Trade, December 20, 1904: "Gallons close the year in strong position, due to shortage in the pack for this year. Packers, discouraged by the unprofitable prices which prevailed on last season's pack, refused to put up new goods. The result is that the market is now poorly supplied, and consumptive demands are becoming urgent. Bakers' supply houses have been at work quietly buying up everything they could find at \$1.85 or under delivered, and according to one report they have succeeded in obtaining control of a

good many of the supplies now available. Heretofore packers have not suspected the size of the movement, and have sold readily at that price. Now all stocks are held firmly, and an advance is imminent."

Gallon apples, as will be seen above, are already bringing \$2.25 per dozen f.o.b. in the United States, and large operators speak now of a \$2.50 market. If such is the position in the United States it means that all the gallon apples available in Canada at the present time will be required for export at profitable prices.

In their recent letter the Canadian Cannery intimated that they were offering gallon apples at less than cost price. If they are still doing this it looks as though they were, despite their own statements, wanting in enterprise. It would seem hardly possible that they need sell apples at cost, or less than cost, when the outlook for export trade is so bright, the United States being



B. Panter, Secretary Toronto Retail Grocers' Association.

practically Canada's only competitors for canned apples in Great Britain. However, in these days of high prices it is refreshing to know that there are at least some goods which are purchasable at very low prices.

CONSUMPTION OF SUGAR IN 1904.

THE CANADIAN GROCER is indebted to Mr. Wallace Anderson, of the Acadia Sugar Refining Co., for the following classified statistics regarding Canada's consumption of sugar for the fiscal year 1904, ending June 30. It will be seen that importations of refined and of all sugar above 16 Dutch Standard totalled 23,734,365 lbs. Sugar not above 16 Dutch Standard was imported to the extent of 366,810,295 lbs., the grand total being 390,544,660 lbs., or 174,351 tons. The percentage of imports above 16 Dutch Standard was 6, while that of the sugar coming in under the preferential tariff was 72, a result which ought to be particularly gratify-

ing to sugar exporters in the West Indies and British Guiana.

	General Tariff Lbs.	Preferential Tariff Lbs.	Surtax Tariff Lbs.	Total Lbs.
Above 16 D.S. and all refined.				
Great Britain.	2,020,915	7,423,653	1,344	9,445,912
British Guiana.	720	Nil	Nil	720
West Indies	1,501	80,513	..	82,014
Hong Kong.	39,162	Nil	..	39,162
Austria - Hun- gary.	5,903,285	..	..	5,903,285
Belgium.	83,840	..	..	83,840
China.	15,528	..	..	15,528
Denmark.	250	..	..	250
France.	22,069	..	..	22,069
Germany.	2,815,457	..	..	2,815,457
Holland.	815,618	..	..	815,618
Porto Rico.	5,114	..	..	5,114
Russia.	2,098,981	..	..	2,098,981
United States.	2,406,415	..	..	2,406,415
Total	16,228,855	7,504,166	1,344	23,734,365

(Say 10,596 Tons)

	General Tariff Lbs.	Preferential Tariff Lbs.	Surtax Tariff Lbs.	Total Lbs.
Not above 16 D.S.				
British East Indies.	4,728,899	Nil	Nil	4,728,899
British Guiana.	740	113,084,214	..	113,084,954
British West Indies.	5,264,678	161,310,758	..	166,575,436
Fiji Islands.	Nil	8,515,727	..	8,515,727
Hong Kong.	18,017	Nil	..	18,017
Austria - Hun- gary.	1,459,856	..	..	1,459,856
Belgium.	13,883,147	..	..	13,883,147
China.	2,278	..	..	2,278
Dutch East In- dies.	20,241,182	..	..	20,241,182
Germany.	27,713,073	..	..	27,713,073
Porto Rico.	9,376,918	..	..	9,376,918
Porto Rico.	472	..	..	472
Russia.	21,418	..	..	21,418
United States.	988,918	..	..	988,918
	83,899,596	282,910,699	Nil	366,810,295

(Say 163,755 Tons)

	Lbs.	Lbs.	Lbs.	Lbs.
Grand Total.	100,128,451	290,414,865	1,344	390,544,660

	Equals in Tons (2,240 lbs. each)	Cwt.	Tons
Say	44,700	129,650	174,351

COMPARATIVE STATEMENT, 1900 TO 1904.

	General Tariff Lbs.	Preferential Tariff Lbs.	Surtax Tariff Lbs.	Total Lbs.
1900.	286,363,050	18,297,398	Nil	304,660,448
1901.	304,015,962	32,678,871	..	336,694,833
1902.	326,824,196	43,251,251	..	370,075,447
1903.	288,150,338	100,091,559	128,935	388,370,832
1904.	100,128,451	290,414,865	1,344	390,544,660

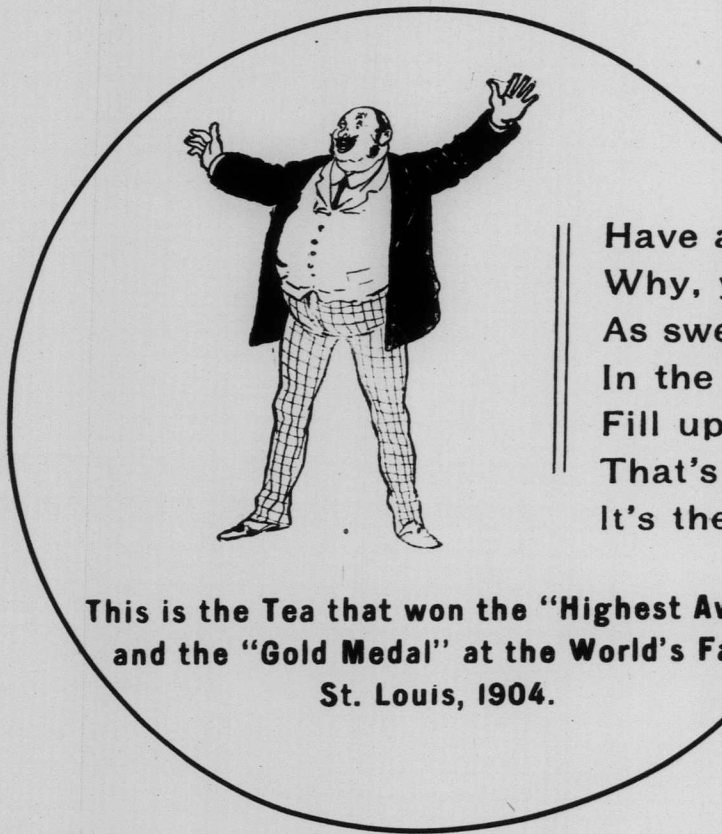
TOO LATE FOR LAST WEEK.

The Canadian Grocer has pleasure in reproducing in this week's issue por-



J. Bond, Treasurer Toronto Retail Grocers' Association.

traits of the president of the Toronto Retail Grocers' Association for 1905, H. D. Kelly; of the secretary, B. Panter; and treasurer, J. S. Bond, all of which arrived too late for insertion last week.



This is the Tea that won the "Highest Award" and the "Gold Medal" at the World's Fair, St. Louis, 1904.



Have a Drink ?
Why, yes, I will,
As sweet "Salada's"
In the "Still"
Fill up that cup,
That's my position,
It's the leading aid to "PROHIBITION."

Wholesale
Terms on
Application.
"SALADA"
TORONTO, MONTREAL

COLES Electrically Driven Coffee Mills.

GRANULATOR. PULVERIZER.

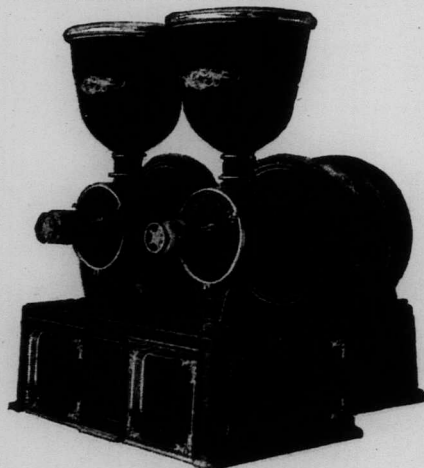
Single and Double Grinders

Pulverizing and Granulating

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

Our Grinders

Wear Longest



No. 65.

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

GRINDING CAPACITY.

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

Capacity of Iron Hoppers, 5 lbs. of Coffee.

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

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Catch the Eye

Our principal object in putting up

LILY WHITE GLOSS STARCH

in handsome drum packages is to catch your customer's eye. The attractiveness of the package gets the attention of the purchaser and the goodness of Lily White Gloss Starch secures their continued trade.

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

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

THE BRANTFORD STARCH WORKS, LIMITED,

BRANTFORD, CANADA.

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

Groceries.

Montreal, Jan. 19, 1905

JOBBERs report business as keeping up remarkably well. Travelers' orders are coming in in goodly numbers and for fair-sized orders. Country roads are reported in first-class condition, and farmers are bringing more business to the local country centres.

The sugar market continues firm. An advance of 10c per hundred on hard sugars, and 15c on yellows took place last week after The Grocer had gone to press. New prices are given in department devoted to sugar. The tea market is still in a very unsatisfactory condition. Very little trading is done and almost every trade is featureless. No cables from Colombo or London received of an important character. Some bids have been made for fair-sized lots of Japans, medium grades, but these did not go through. Molasses is firm. Local stocks comprise not more than about 600 puncheons, and holders are not anxious to sell. Maritime Provinces are said to have a fair supply of Porto Rico molasses. Coffees maintain their strong position. Spices remain unchanged with the exception that nutmegs and cloves are easier. Business in green fruits has been unusually quiet. Frozen fish continue to improve in demand. Salt fish are still somewhat backward, but will improve shortly. It is expected that before Lent, prices will be stronger. The canned goods market is unchanged, and there are no noticeable features to report. Rice is also unchanged. California raisins and cloves are scarce, with few offerings. Reports from Denia indicate Valencia stocks as exhausted. There is nothing new to report in currants. Business in vegetables of all kinds is fair. Potatoes are firm and onions scarce, particularly reds. Maple products remain unchanged, though it is expected new life will be put into business within the next few weeks. Despite the advance in Canadian Spring wheat, millers report flour prices unchanged and buyers not willing to purchase owing to the unsettled condition of the market. Rolled oats hold same as last quotation and business is light.

SUGAR

The sugar market maintains a firm tone. Although the raw market is reported as easier, it is the general opinion of the trade and the refiners that a further advance is likely to take place. An advance of 10c was noted last Friday after The Grocer had gone to press.

Granulated, obls.	\$5 65
" 1-bbls.	5 80
" bags.	5 60
Paris lump, boxes and bbls.	6 15
" 1-boxes and 1 1/2-bbls.	6 25
Extra ground, bbls.	6 00
" 50-lb. boxes	6 20
" 25-lb. boxes	6 30
Powdered, bbls	5 80
" 50-lb. boxes	6 10
Phoenix	5 80
Bright coffee	5 50
" yellow	5 45
No. 3 yellow	5 40
No. 2	5 25
No. 1 " bbls.	5 15
No. 1 " bags.	5 10
Raw Trinidad.	3 90
Trinidad crystals.	4 05

TEA.

The situation in teas is practically unchanged. Ceylon teas seem to keep their hold on the trade, although there has not been very much heavy buying done on account of the limited stock available. Reports from Ceylon are very meagre. From recent reports at hand Ceylon market shows a difference of over one cent per pound over corresponding time last year. The local market quotations range from 12c to 16c on greens, and from 11c to 25c. on blacks, according to grade. China teas are practically a dead letter on this market. There is some little trade being done in Japans and offers of from 200 to 300 half chests for low grades have been turned down by leading brokers. Prices are unchanged and as previously quoted, running from 11c to 17c for second and third crop teas. First and second crop are virtually off the market.

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

SYRUPS AND MOLASSES.

Market is firm in molasses, with very little being done locally on account of the high prices asked by holders, whose stocks are light. It is estimated that 600 puncheons Barbados will cover local stocks. Refiners have been buying up considerable lately. Reports from the Maritime Provinces are that a fair supply of Porto Rico is still available, but that this is getting into the hands of a few larger dealers. Latest advices from Barbados estimate shortage of current crop at about 33 per cent. Corn syrups are in growing demand and owing to the very superior article that is produced by the makers, the consuming public is more appreciative of these goods. We quote:

Barbadoes, in puncheons.	0 30
" in barrels	0 32 1/2
" in half-barrels	0 35 1/2
New Orleans.	0 22
Antigua.	0 27
Porto Rico.	0 45
Corn syrups, bbls.	0 02 1/2
" 1-bbls.	0 02 1/2
" 1-bbls.	0 03
" 35-lb. pails.	1 30
" 25-lb. pails.	0 90
Cases, 2-lb. tins, 2 doz. per case.	1 90
" 5-lb. " 1 doz. "	3 35
" 10-lb. " 1 doz. "	3 25
" 20-lb. " 1 doz. "	2 10

SPICES.

Nutmegs are somewhat easier, and cloves also reported weaker. Ginger is steady and little turning over. Cassin unchanged. We quote:

Peppers, black	Per lb.
" white	0 18 0 22
Ginger.	0 25 0 30
Cloves, whole	0 15 0 24
Cream of tartar.	0 22 0 35
Allspice.	0 25 0 30
	0 16 0 19

COFFEE.

Coffees, particularly in the lower grades, maintain their firm tone and

position. New York market is steady and spot coffee is scarce. Locally business is quiet with firm position. Chicory has advanced for best English goods.

Good Cocotas.	0 10	0 10 1/2
Choice	0 11	0 12 1/2
Jamaica coffee.	0 10 1/2	0 11
Java.	0 18	0 22
Mocha	0 16	0 19
Rio	0 08	0 09

CANNED GOODS.

The canned goods market remains unchanged with the consumption only as usual at this time of year. There is no activity or particular feature noticeable, the forward purchases of the retail trade not being overtaken by country dealers. The salmon market is strong and stocks not overly plentiful. Supplies of sardines are fairly plentiful with prices unchanged, running from \$6.00 to \$14.00 per case for imported stock, and domestic at \$3.75 to \$4.00 a case.

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

VEGETABLES Per doz.

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

FRUITS.

Pears—Flemish Beauty Bartletts and pie in	\$1 15	\$2 20
2, 2 1/2 and 3s.		
Peaches—White yellow and pie, 1 1/2s, 2s, 2 1/2s	1 25	2 82 1/2
3s.	3 15	3 67 1/2
Gallon pears.	3 55	4 50
" peaches.	0 72 1/2	
Pumpkins, 3-lb. tins	2 50	
Gal.	2 50	
3-lb. squash	1 00	
2s Cherries, red, pitted	2 20	
2s " " not pitted	1 75	
2s " black, pitted	2 20	
2s " black, not pitted	1 75	
2s " white, pitted	2 40	
2s " white, not pitted	2 00	
2s Currants, red, heavy syrup	1 57 1/2	
2s " red, preserved	1 75	
Gals. " red, standard	4 75	
Gals. " red, solid pack	7 00	
2s " black, heavy syrup	1 75	
2s " black, preserved	2 05	
Gals. " black, standard	5 00	
Gals. " black, solid pack	8 00	
2s Gooseberries, heavy syrup	1 62 1/2	
2s " preserved	1 85	
Gals. " standard	7 25	
2s Lawtonberries, heavy syrup	1 57 1/2	
2s " preserved	1 85	
Gals. " standard	4 97 1/2	
2s Pineapple, sliced	2 25	
2s " grated	2 35	
3s " whole	2 50	
2s Plums, Damson, light syrup	1 00	
2s " " heavy syrup	1 30	
2 1/2s " " " "	1 57 1/2	
3s " " " "	1 85	
Gals. " " standard	2 95	
2s " Lombard, light syrup	1 05	
2s " " heavy syrup	1 35	
2 1/2s " " " "	1 62 1/2	
3s " " " "	1 90	
Gals. " " standard	3 15	
2s " Green Gage, light syrup	1 15	
2s " " heavy syrup	1 47 1/2	
2 1/2s " " " "	1 75 1/2	
3s " " " "	2 00	
Gals. " " standard	3 45	
2s " Egg, heavy syrup	1 52 1/2	
2 1/2s " " " "	1 80	
3s " " " "	2 10	
2s Raspberries, red, heavy syrup	1 40	
2s " " preserved	1 60	
Gals. " " standard	5	

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Gals. " " solid pack	8 00
2's " " black, heavy syrup	1 35
2's " " preserved	1 50
Gals. " " standard	4 75
2's Rhubarb, preserved	1 90
3's " " standard	2 62
2's Strawberries, heavy syrup, 1903 pack	1 47
2's " " " 1904 pack	1 60
2's " " preserved	1 75
Gals. " " standard	5 50
Gals. " " solid pack	8 50

RICE.

There is no change to note in the position of the rice market this week. Business is on the quiet side and there is no evidence of buyers being anxious to purchase, despite the fact that the report of the Burmah rice crop would indicate further advance.

B rice, in 10 bag lots	3 05
B rice, less than 10 bags	3 15
C rice, in 10 bag lots	2 85
C rice, in less than 10 bag lots	3 05

Foreign Dried Fruits.

News on foreign dried fruits is scarce. In Valencia raisins reports from Denia are that stocks there are exhausted, and locally there are no surplus stocks in the hands of the trade. California raisins and prunes are scarce with few offerings, and some shippers have withdrawn entirely from the market. The curing weather in California has been against large stocks, and more fruit has been sold to distilleries than ever has been known in the history of the trade. These facts must have a tendency to strengthen prices materially before the new crop has reached the market. If there is any renewed activity on the local market higher prices may be looked for.

VALENCIA RAISINS.

Fine off-stalk, per lb	0 05	0 06
Selected, per lb	0 06	0 07
Layers	0 07	0 07

DATES.

Dates, Hallowees, per lb	0 04	0 04
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CALIFORNIAN EVAPORATED FRUITS.

Apricots, per b	0 13
Peaches " "	0 10
Pears " "	0 13

MALAGA RAISINS.

London Layers	2 00
"Connoisseur Clusters"	2 50
Quarter boxes	0 80
"Royal Buckingham Clusters," 1/2-boxes	1 10
Boxes	3 60
"Excelsior Windsor Clusters	4 60
" "	1 35

CALIFORNIAN RAISINS.

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

PRUNES.

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

CURRENTS.

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

SULTANA RAISINS.

Sultana raisins, per lb	0 06	0 06
" " 1-lb. carton	0 06	0 06

ELEME TABLE FIGS.

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

NUTS.

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

Green Fruits.

Business during the week has been unusually quiet, with the exception of a demand for California navel oranges. These are selling freely at \$3.00 to \$3.25. Pineapples are slow sellers. Florida tomatoes are coming in freely and in much better condition, selling at \$4.50 to \$5.00 per crate. Two cars of California celery is expected this week; probable price will be about \$5.00 to \$5.50. Peanuts, all grades, have advanced 1/2c per lb. Grenoble shelled walnuts are cheaper than seen before on this market. We quote:

Cocoanuts, per bag of 100	4 50
Pineapples, 24 to case	4 50
" " 30 to case	5 00
Cranberries, finest dark	8 50
" " dark	7 50
" " 25 quart boxes	2 25
Jamaica oranges, per bbl	4 50
" " per box	2 50
" " grape fruit, per box	3 50
Florida oranges, per box	4 00
Florida grape fruit, per box	5 00
Mexican oranges, per box	2 00
California navel oranges, per box	3 00
New Messina lemons 30's	2 50
" " 36's	2 25
Bananas, large bunches, crated	1 25
Bananas, 8s, per bunch, crated	1 00
Apples Winter varieties	2 50
Sweet potatoes, per bbl	4 75
Almeria grapes, per bbl	5 50
Celery, California golden heart, per case	5 50
Tomatoes, Floridas, crate	4 50
Lettuce, Boston	0 85

Vegetables.

Business is fairly good in mostly all lines. Potatoes remain firm with a strong undertone to the market. Choice stocks sold in ear lots at 62 1-2c and two cars were sold on track at 64c. In jobbing way prices range from 75c to 80c per bag. Onions—The demand continues good with prices firm, particularly for red, which continue scarce, \$3.75 per barrel is asked for both red and yellow.

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
Rhubarb, outdoor, per doz	0 35
Green onions, per doz.	0 15
Spanish onions, large cases, per case	3 75
" " crates, per case	1 50
Red onions, in 75-lb. bags, per bag	2 50
Yellow onions, in 80-lb. bags, per bag	1 75
Green house water cress, per doz.	0 45
Green cucumbers, per bush, hamper	1 25
" " per half bushel hamper	0 60
" " per doz.	3 50
" " per doz.	0 40
Green cabbage, per doz.	0 60
" " beans, per bush	1 00
Waxed beans, per bush	1 00
Cauliflowers, home grown, per doz.	1 50
Green peppers, per basket	0 45
California celery, per case	5 50
Canadian celery, per doz.	0 75

Fish.

The demand for frozen fish continues to improve. There has not been much business in salt fish as yet; this was expected, though shortly a good trade will set in. New, large, frozen herring are now arriving freely, and both in size and quality are this year much better than for several seasons past. These

herrings come direct from Newfoundland, via Halifax, and are a very important factor in the frozen fish trade. Frozen haddock has also been arriving freely, but most of the stock is now in. Prices are a little easier on some lines, but the tendency is for higher figures and firmer position, and before Lent begins, there will be some advances as stocks this year are not very heavy and the demand for fish of every kind is increasing in Canada every year. We quote:

Standard bulk oysters, per gal.	1 40
Selects	1 60
Shell oysters, bbl.	5 00
Fancy Malpeques.	9 00
Carasquet.	4 00
Dressed bullheads	0 08
Haddies	0 08
Bloaters in boxes, 100 fish.	1 00
Smoked herring, per box, new	0 12
Fresh haddock, per lb.	0 03
Pike, round winter caught.	0 05
Hallbut, per lb.	0 08
Gaspe salmon, fresh frozen	0 15
B. C. Salmon, frozen	0 08
Fresh steak cod	0 04
Whitefish	0 07
Dore	0 06
Fresh frozen Smelts.	0 09
Fresh frozen Herring, 100.	1 50
New frozen Tom Cods	1 90
No. 1 Labrador herring in 20-lb pails.	0 80
No. 1 Herring, Labrador, per bbl.	3 00
No. 1 Holland herring, per half bbl.	2 75
No. 1 Scotch herring,	6 50
Holland herring, per keg.	1 00
No. 1 Salt mackerel, pail of 20 lbs	0 65
Boneless cod, 1 and 2-lb. blocks, per lb.	2 00
Pure Georges cod, 40 lbs	0 05
Skinned cod, cases 100 lb. (new)	0 07
Green Codfish, (200-lb.) No. 2	5 75
Large " No. 1.	7 00
Labrador Salmon, half bbl.	9 00
(200 lbs.) bbls.	17 00
Large (300 lbs.)	24 00
B.C. salt salmon, bbl.	14 00
Lake trout, salt, 100 lbs.	7 50
Sea Trout in bbls. 200 lbs.	5 00
Marshall's kippered herring, per doz.	9 50
Canadian kippered, per doz.	5 50
Canadian sardines, per 100.	140
Canned oysters, No. 1 size, per doz.	4 00
Canned oysters, No. 2 size, per doz.	3 75
	1 30
	2 25

Country Produce.

BEANS.

A steady market obtains with business on the small side, no large lots being turned over. Prices are unchanged.

Choice primes	1 35	1 40
Primes less than car lots.	1 40	1 50
	1 30	1 35

HONEY.

No material changes are noted this week. Business quiet. White clover honey in comb is none too plentiful and brings 12 1-2c to 13c.

White clover, extracted, tins.	0 08	0 08 1/2
" kegs	0 07 1/2	0 08
" comb	0 12 1/2	0 13
Buckwheat.	0 08	0 06 1/2

MAPLE PRODUCTS.

The position of the market remains unchanged, no heavy demand being noticeable for any maple products. It is expected, however, that considerable more life will be noticed within the next few weeks. The action of the Inland Revenue Department in insisting upon the branding of pure maple syrup, as such, and the labelling of compound goods as compound, has proved of interest to dealers and blenders of syrups.

Maple syrup, in wood, per lb.	0 05 1/2	0 06 1/2
Maple syrup, in large tins	0 50	0 60
Pure sugar, per lb.	0 07 1/2	0 08
Pure Beans, county, per lb.	0 08 1/2	0 09

HOPS.

Business very quiet. The demand limited and prices unchanged.

Choice	0 32	0 35
Fair to good.	0 28	0 31

Flour and Feed.

FLOUR.

Despite the fact that Canadian Spring wheat markets have shown a further advance of 13-4c per bushel during the week, millers have made no change in their quotations and the local market is still unsettled with prices irregular. The demand is limited and buyers are not disposed to buy freely on account of the unsettled condition prevailing. Demands from foreign sources during the week have been received.

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

FEED.

Manitoba bran and shorts are easier and in some instances cuts in prices equal to \$1 per ton are noted. A fair demand prevails. Ontario bran is steady but offerings small.

Mouillie.	25 00	28 00
Ontario bran, in bulk	16 00	17 00
shorts	20 00	20 00
Manitoba bran, in bags	17 00	18 00
shorts	20 00	20 00

ROLLED OATS.

There is nothing new to report in the condition of the rolled oats market. The feeling is steady and demand only fair, and for small lots.

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

HAY.

A limited demand has prevailed during the week. Supplies appear to be coming forward more freely with but a limited demand. The undertone is in consequence easy and no actual changes in price to note from our figures of last week. Foreign advices were firm, but as prices are very low dealers do not feel disposed to increase their shipments.

No. 1 timothy.	9 00	9 50
" 2 " choice.	8 00	8 50
" 2 " ordinary.	7 00	7 25
Clover.	7 00	7 50
Clover mixed	6 50	7 00

ONTARIO MARKETS.

Groceries.

January 18, 1905.

ONTARIO wholesale grocers have had an agreeable surprise this week in so far as business was much more brisk than usual at this time of year. Apparently the consumptive demand for grocery staples in the country has increased or else the retail trade was not stocked as heavily as expected, since general buying has set in unusually early. Some wholesalers think the unprecedented firmness of sugar has had a tendency to stimulate general buying. In an event active buying in sugar is the feature of the week. The majority of the trade are still purchasing from hand to mouth, and at the present time are generally speaking supplied for only three or four weeks ahead. A very small

minority, however, speculatively inclined, are buying ahead on a small scale.

During the week there has been an advance of 10c all round in granulated and 15c in yellows and there is every prospect of a further advance in New York markets. Canned goods are in seasonable demand, trade in fruits having opened up with excellent prospects. A livelier demand is noted in tea, an unusual feature being the inquiry for China greens. The coffee market is dull, speculative prices averaging about 1-4c lower than last week.

Trade in prunes and currants is fair at firm prices, a scarcity in large sized prunes being noticeable as well as a corresponding slight advance in prices. An advance of 1s in Valencia raisins and of 3d in currants is reported in primary markets, although the local market has not been affected as yet. A scarcity in California evaporated apricots has also been noted during the week.

CANNED GOODS.

A remarkably good trade is reported in canned goods generally, notwithstanding the season of the year, corn and tomatoes moving particularly freely. Canned fruits, including apples, are in more active demand with the market steadily improving, especially at outlying points. Canned fish are quiet. Our quotations are as follows:

Tomatoes, 3s.	1 25
Corn, 2s.	1 15
Peas, 2s.	0 82 1/2
Sliced beets, 2s.	0 35
" whole	0 95
Pumpkin, 3s.	0 75
gal.	2 50
Squash	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 90
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 arme as tomato sauce.	0 78
Catsups, tins, 2s.	4 50
" gal.	7 70
" jugs	0 80
Apples, standard, 3s.	0 85
preserved, 3s.	1 47 1/2
standard, gal.	1 70
Pears, Flemish Beauty, 2s.	1 50
" 3s.	2 30
" Bartlett, 2s.	1 87 1/2
" 3s.	2 82 1/2
" whites, 2s.	1 72 1/2
" 3s.	2 67 1/2
Peaches, pie, 3s.	1 25
Cherries, red, pitted, 2s.	2 20
" not pitted, 2s.	1 75
" English black, pitted, 2s.	2 20
" not pitted, 2s.	1 75
" white wax, pitted, 2s.	2 42
" not pitted, 2s.	2 00
Lawtonberries, heavy syrup, 2s.	1 57 1/2
preserved, 2s.	1 75
standard gal.	4 97 1/2
Plums, Damson, light syrup, 2s.	1 30
" heavy syrup, 2s.	1 35
" 3s.	1 05
" Lombards, light syrup, 2s.	1 35
" heavy syrup, 2s.	1 90
" 3s.	1 15
" green gage, light syrup, 2s.	1 47 1/2
" heavy syrup, 2s.	2 00
" 3s.	1 52 1/2
" egg, heavy syrup, 2s.	2 10
" 3s.	2 35
Pineapple, sliced, standard, 2s.	2 47 1/2
extra	2 62 1/2
grated, 2s.	2 62 1/2
Raspberries, red, heavy syrup, 2s.	1 40
" preserved, 2s.	1 60
" black, heavy syrup, 2s.	1 35
" preserved, 2s.	1 50
Rhubarb, preserved, 2s.	1 15
" 3s.	1 90
" gal.	2 62 1/2
Strawberries heavy, syrup, 2s.	1 60
preserved, 2s.	1 75
Lobster, tails.	3 50
1-lb. flats.	3 75
1/2-lb. flats.	3 00

CANDIED PEELS.

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

FIGS

Tappeta.....	Per lb.	0 04	0 04	Elemes.....	Per lb.	0 08	0 13
Naturals.....		0 06	0 07				

APRICOTS.

Californian evaporated.....	Per lb.	0 12	0 14
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PEACHES.

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

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

Fine Filiatras.....	Per lb.	0 04	up	Vostizzas.....	Per lb.	0 07	0 08
Patras.....		0 06	0 06				

RAISINS.

New selects.....	Per lb.	0 06
Off stalk.....		0 05
Sultana.....		0 06
Californian seeded, 12-oz. Muscatals.....		0 06
" " 1-lb. boxes.....		0 07
" " unseeded, 2-crown.....		0 07
" " 3-crown.....		0 05
" " 4-crown.....		0 07

DATES.

Hallowees.....	Per lb.	0 04	0 05	Fards new choicest.....	Per lb.	0 09	0 10
Sairs.....		0 04	0 04	" " new choicest.....		0 09	0 09

FOREIGN NUTS.

Peanuts are firm and an advance is anticipated in the near future. Practically no orders have been received for other varieties of nuts during the week and trade is quiet. A slight advance in the price of shelled walnuts is reported in primary markets. We quote the following:

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

DRIED FISH.

A seasonable trade in dried fish is reported for the week at unchanged prices. Our quotations are as follows:

Boneless fish, per lb.....	0 04
Cod fish, 1-lb. bricks.....	0 06
Pure cod, per lb.....	0 10
Quail-on-toast, per lb.....	0 05
Filched cod fish, in cases of 100 lbs., per lb.....	0 06
Labrador herring, per bbl.....	6 00
" " per 1 bbl.....	3 25
Scaled herring.....	0 14
Salmon trout, per keg.....	6 00

BIRD SEED.

Few orders have been received during the last week. Trade is expected to brighten up in a few days. Prices continue unchanged. Our quotations are:

Canary seed, per lb.....	0 06
Hemp.....	0 05
Cottam's.....	0 08
Brook's.....	0 07

EVAPORATED APPLES.

Evaporated apples are in slightly better demand than last week, the current quotation being from 5 1/2c to 6c. Dried apples are quoted nominally at 4c.

Country Produce.

EGGS.

A continuation of present mild weather conditions will increase the quantity of fresh-laid eggs now arriving. At present the market is inclined to be unsteady, some dealers fearing a slump. We have begun to quote fresh-laid eggs at 30c. Arrivals of fresh-laid eggs are

eagerly purchased, and it is feared if the supply increases, a loss will be felt on pickled and cold storage. We quote the following prices:

Eggs, strictly new laid.....	0 00	0 30
Cold storage fresh.....	0 21	0 22
" " pickled.....	0 19	0 20

HONEY.

Prices continue unchanged. Trade is normal. There is a fair demand for No. 2 in sections among the retail grocery trade. No. 1 is being used almost exclusively by biscuit manufacturers. Our quotations are as follows:

Honey, extracted clover, per lb.....	0 08	0 05
" " sections, No. 1, per doz.....	1 90	2 25
" " " No. 2, ".....	1 65	

BEANS.

During the week prime Nos. 1 and 2 have advanced 10c. This is owing to scarcity. Great difficulty is being experienced in filling orders for foreign trade. We quote the following:

Beans, handpicked, per bush.....	1 65	1 70
" " prime, No. 1.....	1 60	
" " prime, No. 2.....	1 50	
" " Lima, per lb.....	0 07	0 07

SEEDS.

Reports stating that the crop of mammoth clover is not as large as was first estimated has caused a flurry in the seed market and an advance of from 50c to \$1 per bushel. Supplies of red clover are arriving slowly. Domestic trade has started and an active trade is looked forward to. An absence of foreign demand is still quite noticeable. Our quotations are:

Alsike clover, per bush.....	3 50	6 00
R-d clover.....	5 00	6 75
Mammoth clover, per bush.....	6 00	7 25
Timothy.....	1 00	1 35

Green Fruits.

Mild weather has caused a freer movement of green fruits, orders which accumulated during the cold weather having been shipped within the last day or two. Navel oranges are in active request. No valencias nor Mexicans have been received since the holiday season. The season for Mexican oranges is practically over, but shipments of Valencias are expected as soon as the weather becomes milder.

A good trade is reported in bananas. Consignments are arriving in good condition. Jamaicas are expected to be replaced next week by stock from Port Limon, which may mean an advance in price.

Lemons are arriving in large quantities and prices are easier. A number of small orders have been received for cranberries. Good orders for Almeria grapes continue to arrive; as supplies are limited, prices have advanced. Florida tangerines, half-straps, have declined 50c. Some dealers have large supplies of figs on hand, and as the inquiry has begun to ease off, prices have become 1/2c easier on Eleme and Protoben. We quote the following prices:

Florida oranges, per box.....	3 00	3 25
Florida grape fruit, per box.....	4 00	4 50
Florida tangerines (half straps).....	2 25	2 50
Florida pineapple, per case.....	4 00	4 50
Mexican oranges, per box.....	1 75	2 00
California navel oranges, per box.....	2 75	3 25
Valencias ordinary, 420's.....	3 75	
" " large, 426's.....	5 00	
" " 714's.....	5 00	
New messina lemons, 300's, per box.....	2 25	2 75
" " 360's, per box.....	2 25	2 75
Bananas, large bunches, crated.....	1 50	2 00
Bananas, 8's, per bunch, crated.....	1 00	1 25
Apples, Winter varieties.....	2 00	3 00
Sweet potatoes, kiln dried, per bbl.....	5 00	5 50
Almeria grapes, per bbl. choice.....	6 50	7 00
Cranberries, Budd's long keepers.....	10	

Smyrna figs, Eleme, four crowns.....	0 71
" " five.....	0 84
" " six.....	0 93
" " seven.....	0 13
" " glove boxes, 1-lb.....	0 74
" " Protoben, four crowns.....	0 91
" " five.....	0 13
Comadre figs.....	0 03

The following cable was received by Eben James, Toronto, from Woodall & Co., Liverpool, on Jan. 16, 1905,— "4,500 bbls. selling, odd lots. Market dull and featureless."

W. B. Stringer & Co., Toronto, representing J. C. Houghton & Co., Liverpool and London, received the following cable from Liverpool Jan. 18, 1905,— "14,000 bbls. selling. Golden Russets XXX 20s to 22s 6d, XX 15s to 16s; Greenings XXX 11s to 12s, XX 8s 3d to 9s; Phoenix 13s to 14s; Ben Davis XXX 10s 6d to 12s."

APPLE SHIPMENTS.

Total apple shipments for week ending January 14, 1905:

	To Liver- pool.	Lon- don.	Glas- gow.	Vari- ous.	Total.
From Boston.....	9,201	1,967	10,735		21,902
" " New York.....	2,425	3,791	2,681	4,950	13,847
" " Portland, Me.....	11,095				11,095
" " Halifax.....	4,585				4,585
" " St. John, N.B.....	509			7	516
Total for week.....	23,229	10,343	13,416	4,957	51,945
Same time 1904.....	44,257	13,053	4,083	13,621	75,014
Same time 1903.....	54,430	2 657	5,269	1,540	63,896
Total since season opened.....				1,754,206	bbls
Same time 1903-1904.....				2,700,218	
Same time 1902-1903.....				1,877,183	

Vegetables.

The vegetable trade is steady with an inclination to quietness. Few sales are reported in domestic onions owing to the high price. Dealers are expecting a good demand in the near future for greenhouse vegetables. A number of good sales are being made in California stock. Butter squash has advanced \$1 per dozen and parsnips 10c per bushel. In addition to our list we have oyster plant selling at \$1.25 per bushel, greenhouse rhubarb at \$1.25 per dozen, and greenhouse onions selling at from 15c to 20c per dozen. Our quotations are:

Greenhouse lettuce.....	0 35
Greenhouse radishes, per doz. bunches.....	0 50
Mushrooms, per lb.....	1 60
Dry Mint, per doz. bunches.....	0 20
Parsley.....	0 20
Sage, per doz.....	0 15
Savoury, per doz.....	0 15
Beets, per bag.....	0 30
Beets, per bu.....	0 60
Dry Onions, per bag.....	1 90
Dry Onions, per basket.....	0 50
Spanish onions, per case.....	3 50
Greenhouse water cress, per doz.....	0 25
Cauliflowers, per doz.....	0 75
Michigan celery, per doz.....	0 50
Canadian celery, per doz.....	0 35
Potatoes, per bag.....	9 00
Butter squash, per doz.....	2 00
Parsnips, per bu.....	0 60
Parsnips, per bag.....	0 75
Red cabbage, per doz.....	0 50
" " per head.....	0 10
Cabbage, per head.....	0 05
" " per doz.....	0 50
Furnips, per bag.....	0 30
California celery, per case.....	5 50
Hothouse cucumbers, per doz.....	1 50
Mushrooms.....	0 80
Artichokes, per bu.....	0 75
Oyster plant, per bu.....	1 25
Greenhouse rhubarb, per doz.....	0 00
" " onions.....	0 15

Fish and Oysters.

Cold weather continues to enliven the fish trade. Smelts are scarce and prices likely to remain firm. The consumption of oysters is reported far in excess of former years. Prices remain unchanged. Our quotations are as follows:

Frozen halibut.....	0 10	0 11
British Columbia salmon.....	0 10	0 11
Whitefish, frozen, per lb.....	0 07	
Haddock " per lb.....	0 06	0 07
Cod, steak ".....	0 07	
Trout, lake, per lb.....	0 05	0 07
Pike, per lb.....	0 05	0 06
Finnan haddie, per lb.....	0 07	0 07

Oysters, Long Island natives, per imp. gal.	1 70
" Baltimore, per wine gal.	1 40
" Select.	4 80
Ciscoes, per basket	1 25
Bloaters, per box of 100	1 00
Labrador herring, 1/2 bbl.	3 25
" large bbl.	6 00
Shrimps, per gal.	1 25
Sea herring	2 00
Smelts, No. 1	0 12
" No. 2	0 08
" extras.	0 15
Frozen fresh water herring.	0 04

Grain, Flour and Breakfast Foods.

GRAIN.

Supplies of wheat continue to diminish. During the week Manitoba Northern has advanced 1c per bushel on No. 2, and 1/2c on No. 3. Red and white wheat each have advanced 1c per bushel. Oats are becoming scarcer, and another advance of 1c is noted. Peas have declined 1c per bushel, while an advance of 1/2c per bushel is noted in rye. Our quotations are as follows:

All on track Toronto.		
Manitoba wheat, Northern No. 1 new.	1 12	1 12 1/2
" " No. 2 "	1 08 1/2	1 09
" " No. 3 "	1 02 1/2	1 03
Red, per bushel, new	1 09	1 09 1/2
White "	1 09	1 09 1/2
Barley "	0 48	0 52
Oats "	0 37 1/2	0 38
Peas "	0 73	0 74
Buckwheat "	0 58	0 58 1/2
Rye, per bushel, "	0 83	0 84

FLOUR.

Trade is brisk, the change made by the large manufacturers a week ago having resulted in an advance of 10c on Manitoba Wheat Patents and 20c on Strong Bakers. Large quantities continue to be exported. Other prices continue unchanged. We quote the following:

Manitoba wheat patents, per bbl in bags	5 40	5 50
Strong bakers "	5 20	5 40
Ontario wheat patents "	4 90	5 00
Straight roller "	4 85	4 95

BREAKFAST FOODS.

Prices of rolled oats and oatmeal are firm, on account of the high price of oats, with likelihood of an advance. A better variety of orders is beginning to arrive and trade is becoming stimulated generally. Prices remain unchanged. We quote the following:

Oatmeal, standard and granulated, carlots, on track, per bbl.	4 45
Rolled wheat in boxes 100 lbs.	2 90
" " 50 lbs.	1 50
Rolled oats, standard, carlots, per bbl., in bags	3 90
" " " " in wood	4 15
" " " " for broken lots	4 30
Rolled wheat, per 100-lb. bbl.	3 00
Cornmeal	3 35
Split peas, in bags	5 00
Pot barley, in wood	4 00
" " " "	4 25

Hides, Tallow, Skins and Wool.

The hide market is quiet. Trade is beginning to rally from the lull caused by the Christmas holidays. Supplies of hides are limited, and few sales are being made at full market prices, owing to inferior quality. Tallow is easier on the Chicago market. Wool is nominal. London sales opening Jan. 17 report an advance on Merinos and fine cross-breds of 5 per cent. above par. Reports from Liverpool state an advance on all varieties. We quote:

HIDES.

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

CALFSKINS.

Veal skins, No. 1, 6 to 15 lb. inclusive	0 10
" " " "	0 08
" " " " 15 to 20 lb "	0 09
" " " " "	0 07
Sheep skins	1 25

TALLOW.

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

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

SUGAR.

The strength of the sugar situation has continued unabated during the week, very large sales of Cubans being reported totalling about 400,000 bags, the latest transactions transpiring at 3 1/2c and 1, equal to 5 7-32, duty paid, landed terms. This records an advance of 3-32c for the week, but there is nothing to indicate that the limit to the advance has yet been reached, as speculators are taking an interest in the market and seem disposed to pay full prices, expecting to make their profit on the turnover, and looking forward to a crop shortage.

There have been some fluctuations in Europe, the general tendency being towards firmness; 88 per cent. beet is being quoted nominally at 16s 2 1/2d for January shipment, equal, say, to \$5.47 duty paid, for 96 test centrifugal on New York parity. It would be thus observed that there is still a differential in favor of cane sugar in New York of over 1/2c per lb. Holders of cane sugars are strong in their pretensions, and we

concern to merchants whether they will be able to fill January contracts. Combined stocks of U. S. and Cuba on Jan. 11 were 120,361 tons, as against 181,947 tons at the same period a year ago. 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 68
Phoenix	5 58
Bright coffee	5 58
Bright yellow	5 48
No. 3 yellow	5 48
No. 2 "	5 33
No. 1 "	5 23
Granulated and yellow, 100-lb. bags, 5c. less than bbls.	

A VISITOR FROM ENGLAND.

Mr. H. G. Nobbs, of Holbrooks Limited, manufacturers of malt vinegar, Worcestershire sauce, pickles, etc., Birmingham, Eng., paid a visit to the Toronto offices of The Canadian Grocer this week. The Holbrooks' firm are among the largest manufacturers of condiments and sauces in the United Kingdom, their high-class goods being known throughout Great Britain, South Africa and Australia almost as household words. Mr. Nobbs is introducing Holbrooks' Worcestershire sauce to the Canadian grocery trade.

NOVEL ADVICE CARDS.

Through the courtesy of Lucas, Steele & Bristol, Hamilton, The Canadian Grocer is in receipt of a sample set of picture postal cards which this Hamilton firm are using as advice cards for their travelers. The handsome lithographed views of the ambitious city are meeting with the approval of the trade generally, and are in every way a credit to the firm.

RECUPERATING AT HOT SPRINGS.

Mr. Albert Allard of Provost & Allard, wholesale grocers, Ottawa, is at present in Hot Springs, Ark., taking the baths. Mr. Allard has been severely afflicted with rheumatism, and during the past three or four months been practically unable to attend to business. On the advice of his physician he is trying the hot sulphur baths. A letter shown The Grocer last Saturday by his partner, Mr. Provost, announced his arrival at the springs and his residence in St. Joseph's Infirmary, Cedar Terrace. The Grocer wishes him a speedy recovery from his affliction.

Buyers of molasses will do well to communicate with H. P. Eckardt & Co., Toronto, who are selling a very fine line of West Indian.

White & Co., Toronto, expect their first car bitter marmalade oranges about Jan. 25.

FOR SALE.

A THOROUGHLY established grocery business in a thriving manufacturing town of 7,000 population. Stock all new. Other business interests will take our time after Feb. 1st, 1905. Address—Box 208, THE CANADIAN GROCER, Toronto, Ont. (3)

TRAVELER WANTED.

WANTED—Grocery Traveler to carry side line of high grade grocery store fixtures on commission. Address Box 212, CANADIAN GROCER, Toronto. (3)

LAST MINUTE PROVISION MARKET.
 Montreal, Thursday, Jan. 19, 12.30 p.m.
 PROVISIONS—Prices unchanged. Fresh Abattoir killed hogs \$7 to \$7.50; country dressed, \$6 to \$6.75. Cured meats unchanged. Fair business doing. Car of hogs sold to-day at \$6.50 to \$6.85.
 CHEESE—Market quiet and firm. Prices unchanged. Stocks light. White quoted at 11c.; colored, 10 1/2. Receipts good.
 BUTTER—Situation unchanged. Firm tone. Receipts light. Choicest, 22c.; finest fresh, 21 1/2 to 21 3/4; dairy rolls, 19c.; good creamery, 20c.
 EGGS—Quiet, but steady. Cold storage, fair-sized lots, sold at 16 to 18 1/2c.; selected Fall fresh, 27 to 30c.
 POULTRY—Market quiet. Demand light. Turkeys, 12 1/2 to 15c.; chickens, 10 to 12c.; ducks, 10c.; Geese, 10 to 12c.

hear of 4c c and f being asked for centrifugals. It is believed that large sales could be effected if sufficiently large quantities of sugar could be secured.

Withdrawals against contracts in the U. S. have been good, some refiners being already oversold. During the week U. S. refiners advanced prices 10c per 100 lbs. and Canadian refiners followed with an advance of 10c in refined and the rest of the list, with the exception of No. 1 and 2 yellow, which were advanced 15c. The differential between granulated and yellows locally is only 1/2c. per lb., doubtless attributable to the falling off in supplies of low grade raw sugars. It is interesting to note that prices to-day locally are \$1.65 per 100 lbs. higher for granulated than a year ago, and \$1.80 for raws.

Receipts at 3 Atlantic ports for the week ending Jan 11 were 20,711 tons with meltings 30,000 tons, an increase for the week of 3,000 tons, leaving stock in all hands 75,861 tons, a decrease of 9,289 tons from last week. Total stocks of Europe and America at latest uneven dates were 2,659,361 tons, or 688,586 tons less than at the same date a year ago.

In Cuba there are 151 central factories grinding, against 101 at the same time last year, but stocks do not seem to be coming forward freely to shipping ports, and it is a matter of

A Good Repeater

A prominent grocer, when recently asked what kind of goods he liked to sell best, replied:—

“Give me a good repeater like Royal Baking Powder; an established article of undisputed merit which housekeepers repeatedly buy and are always satisfied with.”

NEW baking powders and new foods, like new fads, come and go but Royal goes on forever. Grocers are always sure of a steady sale of Royal Baking Powder, which never fails to please their customers, and in the end yields to them a larger profit than cheaper and inferior brands.

TRADE CONDITIONS IN BRITISH COLUMBIA.

Vancouver, B.C., Jan. 12, 1905.

OF paramount importance this week has been the interest taken in the doings of the commission appointed by the Provincial Government to take evidence concerning the workings of the Assessment Act, which was passed at the session of the Legislature a year ago. The sessions are being held in Victoria and all classes of business men are following the proceedings closely. The Vancouver Board of Trade has taken the matter of securing evidence in hand, and at a special meeting a report from a select committee of the board was received. In it the principal objections to the Act were stated to be: 1. the taxation of manufacturing plant at the same rate as merchandise stock, which it is claimed has a tendency to discourage industries; 2, the laxity of the arrangements for assessment and collection, allowing of great lack of uniformity and system, whereby no taxes are collected at all, in many cases, and in particular in respect to the income tax. The recommendations made, were, 1, that the tax on plant should be on half value; 2, that a change in the manner of securing returns from individuals be made, as it is upon these returns the assessor depends to make his levy; 3, that book debts should be exempt from taxation; 4, that an income tax be substituted for the present personal property tax; 5, that the Government commission should hold a session in Vancouver as well as Victoria.

Oddly enough, neither the board nor its special committee, appeared to pay any particular attention to one feature of the Act, which has been strongly condemned by wholesalers in the province. That is, to the encouragement afforded by the Act to outside business men, who are not in any way taxed for doing business in the province. It might be stated otherwise as follows: The wholesale merchant in British Columbia, who has his warehouse and carries a full stock of the lines he trades in, has to pay a tax on his average stock. The business man who is located outside of the province has entire immunity from this personal property tax, and he is to that extent encouraged. The tax is 1 per cent., and if a merchant has \$100,000 invested in stock the tax amounts to a tidy sum, equal to a small profit annually. The expression was frequently made this year, that it would pay better for wholesalers to drop their stocks here, send out their traveling men and sell from sample, filling orders from outside the province. Such a course has in fact been seriously considered by some, and the only thing which prevented, was the promise that the commission now sitting would report, and that on their report the Government would base amendments to the Act.

From advices just received from Dawson, it is learned that the market condi-

tions there are about as follows: Potatoes and eggs, two very important staples of the Winter stocks, in the Klondike capital, are extremely plentiful, every one having stocked up well last Fall. The price of potatoes is from 6 to 8c per lb, wholesale, and eggs are \$11 per crate, though some of the dealers continue to hold them at \$13.50 per crate, and oranges and lemons, which are also plentiful, at \$10 per crate, all of which prices are very moderate for the season. In some stores hams have been selling as low as 27 1-2c.

"Sugar never was as dear as at the present moment," said a leading wholesale groceryman to your correspondent, when the usual inquiries were put to him this week, when in search of changes, and features. The price at the refinery is now 6 1-4c and that is more than it was ever quoted at before. No reason has been assigned for the second raise which was put into effect recently.

A thousand sacks of potatoes, old stock, from California, arrived by the last steamer from San Francisco and they sell readily, at 11-2c per lb, wholesale. There are several reasons for this rather unusual activity in importations of the tuber. Of course the failure of the crop last year owing to drought had some effect, while the heavy shipments to Dawson early in the Fall, all of which were of the choicest Asherofts, very materially reduced the visible supply of good potatoes. Even the small stocks now in store in the Okanagan and upper country, are sure to stay where they are for a couple of months, as it would not be safe to bring them down, as they would certainly freeze.

Very great interest in fruit-growing circles has been aroused through the letters of the agent-general in London, Hon. J. H. Turner. As will be recalled, the fruit exhibited by this province carried off the prizes at the Colonial Fruit Show, under the auspices of the Royal Horticultural Society in London, a gold medal being awarded. Hon. Mr. Turner reports that as a direct result the London merchants have become actively interested in desiring stocks of apples from British Columbia. One of these, in writing to Mr. Turner asking about the chances of getting a stock, said that but two varieties, the Spitz and the Newton Pippin, would stand the long shipment. The writers say that they annually receive large consignments from Oregon, and therefore are inclined to the belief that they can get them from British Columbia equally as well. It is anticipated that a good trade in the choicer varieties, and most carefully selected stock, can be worked up with the Old Country market.

Some rancher back in the Rainy River district of Western Ontario may need money badly, but if he were to know

that in the crops of his poultry were appreciable quantities of gold, he would likely have his head turned, and would sacrifice the birds. The fabled goose of golden egg fame, was but little more valuable than the Christmas bird bought by a citizen of New Westminster. In the crop of the bird, among the gravel was found gold dust equalling in value \$1.50. It was free gold, and coarse. The bird was one of a shipment received from Winnipeg, whence it came from the Rainy River district.

Markets.

The grocery stocks are showing very little change. In canned goods the eastern vegetables are holding at fair prices, but not much move is noticeable. In canned tomatoes, the California goods are a strong rival to the eastern stock. The present prices quoted on eastern are \$1.45 while the California are sold at \$1.25, and some dealers prefer them, as they say the California goods are better filled with solid meat. The difference in price also allows refiners to sell at 2 for "two bits" a very favorite division mark in this country. The Ontario goods are put up in tins slightly larger than the imported tomatoes, but that is the only advantage.

Dried fruits are still moving slowly, and no marked change in quotations is to be noted. The second advance in sugar, putting it up to \$6.25 for granulated makes the biggest raise and the highest price in the history of the local article.

In produce, local butter has continued plentiful and at very reasonable prices, though the present colder weather, if it continues may have the effect of reducing the supplies and increasing the price. Edenbank, the most widely known proprietary name, is now bringing 30c wholesale, while other makes of local creamery are quoted at 26 and 27c. It is said that at least one local creamery has several thousand pounds of surplus stock in cold storage, which is a remarkable change from the old way, when local butter was very limited in supply and out of the market in Winter. The change is being emphasized every day. During the past week a new creamery association was organized for the district of Maple Ridge, some 20 miles east of Vancouver, on the main line of the C.P.R. The new creamery will be owned by the ranchers, and it is proposed to erect at Port Hammond, a station on the line of railway, and also on the Fraser River, giving both means of transportation.

Eastern creamery, what little there is in the market, is commanding 25c. Really good dairy, if there were any offering, would readily bring 20c. Strictly fresh, selected eastern eggs are worth 26 and 27c, and selected pickled, 25c. Local fresh wholesale are at 35c now, but few offering.

Cured meats remain rather higher than outside markets would seem to warrant at the present time. Hams and

bacon are figured about 15 to 16c. Trading is quiet.

* * *

Contrary to all expectations, another lot of Japanese oranges came into the market, the Kanagawa Maru, of the Japanese steamship line, the Nippou Yusen Kaisha, arrived on Saturday last with 1,200 bundles, for this market. They are jobbing at 40c, and will not be restocked, as the season is later than usual. The California oranges are coming in freely and at the extremely low wholesale price of \$3 for choice navels. As long as Japs are offering the California oranges move slowly. A few cases of grape fruit have been received recently.

The supply of apples from local districts is apparently very considerable yet. Though not choice stock the offerings are at very moderate prices, and consequently the higher priced Okanagan goods are held back or shipped to the Northwest Territories.

* * *

The condition of the potato market has been referred to before. The price for California goods is \$30 per ton, with Asherofts selling readily at the same price if there were any to be had. Lower Mainland crop is worth about \$20 per ton, wholesale.

NEW BRUNSWICK MARKETS.

Office of The Canadian Grocer,
St. John, N.B., Jan., 1905.

BUSINESS continues quiet. The wholesale grocers seem well satisfied with the results of last year's business. Many say it is the best year for some time. Those in the guild feel particularly well satisfied with the results of this association idea. It has enabled them to get the benefit of the advance in prices, something never before possible. Even those outside are satisfied, for they have had all the advantages with none of the disadvantages. The guild people, however, and with some degree of truth, say these merchants are little better than parasites, content to reap a benefit to the cause of which they do not contribute.

St. John, like very many other cities, is not satisfied with its assessment law. The Board of Trade in particular has made many efforts toward improvement. The common council have appointed a commission of three leading business men to take up the matter. It is hoped it is the beginning of better things.

The Board of Trade have been very active of late, having almost daily sessions, in regard to Atlantic steamship subsidies. They feel if the Government grant subsidies they should be more careful to have the regulation such as will tend to the satisfaction of shippers and particularly that more attention should be given to see that the contracts entered into are carried out. Strong memorials have been sent to the department. The continued advance in sugar is the one item of real interest in markets.

OIL.

In burning oil prices are a little lower and there is a large sale. Lubricating oils are unchanged and sales are chiefly forward business. Linseed oil while unchanged on the local market is rather lower for import. It is the lowest figure known for a long time. Turpentine remains quite steady. Cod oil is firm at rather higher figures.

Salt.

There is somewhat more interest in Liverpool coarse salt. Spot business is light and prices unchanged but firm. Fine salt is quiet.

Canned Goods.

Corn and tomatoes are firm and there are fair stocks. Fruits are unchanged. Strawberries are not in large supply. Gallon apples are dull. Salmon is unchanged and a fair stock held. Oysters continue firm at full figures. In domestic fish haddies, kippered herring and clams are very light stock. There is a fair supply of sardines.

Green Fruits.

Business is not large. Valencia oranges are being quite freely sold, but quality is as yet but fair. Some Jamaicas are still offered. Californias sell but slowly. There is a fair demand for Floridas. Apples, while not a large stock, show little change in price. For best stock, western spie are sold. A few Malaga grapes are still here. Lemons are low and quality but fair. Cranberries are rather higher, light sale.

Dried Fruit.

There is little of interest. Figs and peels have little sale after the holidays. In raisins, little wanted except seeded of which stock is quite largt. Prunes show only fair sale, with prices low. Apricots and peaches are high and few moving. Dates are low. Evaporated apples are rather dull at the low price quoted. Onions are higher and currants show a fairly steady sale at even prices.

Sugar.

There continues a regular advance. Prices are a cent above those of three months ago. There has been a cent and three-quarters advance in the year. Sales continue large. There is some complaint that the retailers have advanced prices even more than the market justifies. Large stocks are held.

Molasses.

Stock of Barbadoes is light and full prices are asked. While there is quite a full stock of Porto Rico, particularly for this season, holders seem confident. The high sugar market means new molasses will be high.

Fish.

Sugar prices effect the fish business, as there are large shipments being made to the West Indies, where the market is better than for a long time. In local market there is a fair supply of fresh fish. Dry cod are still very high. Pickled herring remain unchanged; this is a quiet season. Smoked herring are quite low. Haddies are firm and large

shipments made West. Frozen smelt are rather scarce.

Flour, Feed and Meal.

Flour has again joined in the advance. Both Ontario and Manitoba flours are higher. Oats are higher, but oatmeal is unchanged. Cornmeal is hardly as firm. Beans, while showing a range in price, are higher. Yellow-eye beans are quite freely offered. Barley is firm. Peas are scarce. Sale in these lines is not as large as formerly.

St. John.

(Provision Markets.)

Provisions—Business in barrelled meats continues small. Beef is quoted higher. Smoked meats are quite firm. Pure lard is easy in price. Prices are low and holders of stock are hoping for better things. Fresh beef is unchanged with sales but fair. There is little lamb and mutton has but a limited sale. Some little veal is now being offered. Pork is firmer.

Meas pork, per bbl.	\$15 00	\$17 00
Clear pork "	17 00	20 00
Plate beef "	13 00	14 50
Meas beef "	18 50	12 00
Domestic beef, per lb.	0 04	0 05
Western beef "	0 07	0 08
Mutton "	0 04	0 05
Veal "	0 06	0 07
Lamb, "	0 06	0 07
Pork "	0 05½	0 06
Hams "	0 12	0 13½
Rolls "	0 10	0 13
Lard, pure, tubs "	0 08½	0 08½
" pails "	0 08½	0 09
Refined lard, tubs "	0 08	0 08½
" pails "	0 08½	0 09

Butter—Good butter is scarce. Right stock is high and in demand. In lots of country butter the proportion of good is very small and quite a little has to be graded not fair but bad.

Creamery butter	0 24	0 26
Best dairy butter	0 19	0 20
Good dairy tubs	0 16	0 13
Fair "	0 14	0 15

Eggs—Prices are high. Sales are affected. There is quite a range between fresh and held stock.

Eggs, hennerly	0 25	0 18
case stock	0 23	0 25

Cheese—Prices are higher and market very firm.

Cheese, per lb.	0 11	0 12
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GOOD RECORD FOR 1904.

The Toronto branch of the Salada Tea Co., which ships to Ontario and the Northwest, reports an increase in business for 1904 (their fourteenth year) of twenty-one per cent. as compared with that of 1903, the consumption of "Salada" in Toronto alone being twenty-seven per cent. greater than last year. The Montreal branch, during the same period reports an increase of 23 1-2 per cent. This branch is nine years old and is the distributing point for Quebec, Nova Scotia, New Brunswick and Prince Edward Island. A similarly gratifying volume of trade was done in the United States, the Chicago branch alone showing an increase of one hundred and seventy-seven per cent. for the year.

Mr. John Baker, of the firm of Baker & Gunn, general merchants, Carlyle, N. W.T., was married on Jan. 18, to Miss Haidee V. Summers, of Brandon, Man.



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:

Montreal: D. H. Rennoldson. **Toronto:** W. G. Patrick & Co. **Winnipeg:** Kenneth Mackenzie & Co. **Victoria:** R. P. Rithet & Co., Limited. **Vancouver:** Kelly, Douglas & Co

T. KINNEAR & CO. IN THE LEAD.

	Won.	Lost.	Points.
T. Kinnear & Co.	2	0	1000
Grocery Brokers	1	1	500
H. P. Eckardt & Co.	1	1	500
Canada Grocers	0	2	000

The third game of the Toronto Wholesale Grocers' League series was played on Saturday, January 14, at the Aura Lee Rink between the Grocery Brokers' and H. P. Eckardt & Co., the score being 3-0 in favor of the former.

The pace set was fast from start to finish and the class of hockey excellent from an onlooker's standpoint. From the blow of the whistle till the calling of half-time, the play was keenly contested and the roving of the puck indicated that the teams were evenly matched. During the first half the Grocery Brokers scored two goals. Good clean combination on the part of the brokers was quite noticeable at the outset, while the other team seemed inclined to indulge in individual work. Soon after the start of the second half Webber found the net and added another goal to those already won by the Brokers. Robertson in goal, Brown at coverpoint, and Williams on the forward line for H. P. Eckardt & Co. showed up well and although the puck was in the territory of the Brokers net a number of times their loss may be attributed to the fact that they refused several good chances to shoot. P. Millman and Banks showed up well in their respective positions and proved to be a strong defence. The line up was as follows: Grocery Brokers—Goal, Guthrie; point, P. Millman; coverpoint, Banks; forwards, A. Millman, Donaldson, May and Webber.

H. P. Eckardt & Co.—Goal, Robertson; point, Tickell; coverpoint, Brown; forwards, Williams, Hill, Chapman and McLaughlin. Hugh Lambe officiated as referee.

Kinnear vs. Canada Grocers.

The game between T. Kinnear & Co. and the Canada Grocers, scheduled for January 12th and postponed owing to the poor condition of the ice, was played off on January 16 at the Victoria College Rink, resulting in a score of 2 to 1 in favor of T. Kinnear & Co.

Individual play was the feature of this game and the impregnable defence

of the winners proved once more to be of great value. During the first half the game resembled "shinny," off-side playing and tripping being quite prevalent owing to the leniency and the oversight of the referee. After ten minutes of hard play Kinnear's won their first game. Then continued a series of individual rushes, the puck traveling very quickly to each end of the ice, until within a few minutes of half time, when, by the aid of a piece of momentary combination the Canada Grocers were successful in scoring their only goal of the evening. Among those who showed up well in individual work were Kinnear and McGregor for T. Kinnear & Co., and Stewart and Hortop for the Grocers. During the second half the game was more evenly contested, and although the puck was in the Grocers' territory most of the time, Kinnear's were only able to secure one goal. During this half some excellent stops were made by Wylie, goalkeeper for the Canada Grocers. The line up was as follows;

Canada Grocers—Goal, Wylie; point, Barnhouse; coverpoint, Tasker; forwards, Stewart, Hortop, Smith and Warren.

T. Kinnear & Co.—Goal, Holden; point, Walkinshaw; coverpoint, Hampshire; forwards, H. Rennie, C. Rennie, Kinnear and McGregor. Frank Morrison acted as referee.

A GOLDEN OPPORTUNITY.

Readers of The Canadian Grocer will notice that the stock of groceries and liquors belonging to the Hazell estate is being offered for sale this week. With the stock and fixtures goes a lease of the best corner in the city of Hamilton and one of the most attractive stands in Ontario which could not now be duplicated. In connection with the groceries and liquors there is ample accommodation for meat and fish business. Mr. Steele, of Lucas, Steele & Bristol, who is Mr. Hazell's sole executor, is well known to the grocery trade, and will be glad to give proper information to intending buyers or show them through the stock. Communications may be addressed to Mewburn & Ambrose, solicitors, Hamilton.

MONTREAL RETAIL GROCERS' ASSOCIATION.

THE regular monthly meeting of the Montreal Retail Grocers' Association was held Thursday evening, January 12, at Monument National. The meeting was well attended and considerable important business transacted. The abolition of the great commercial bugaboo the trading stamp question was under fire and the great majority of members present expressed themselves in favor of putting an end to the evil.

J. A. Beaudry handed in his resignation as treasurer and P. Bruneau was elected to fill the vacancy.

Ald. Lariviere brought up the trading stamp question. There was practical unanimity on the desire to suppress the stamps but there was considerable discussion as to the means to be adopted to rid the grocers and other merchants of this alleged nuisance. The dry goods dealers wrote calling on the grocers to take action in the matter, and submitting a copy of the agreement, signed by the dry goods merchants, binding themselves not to give trading stamps. After discussing the matter thoroughly, the grocers adopted the form of agreement. Two grocers in each ward will take the agreements in hand, and obtain signatures from the grocers. It is expected that this will prove effective in stopping the stamp trade among the grocers.

A notice of motion given at the last meeting in favor of limiting the number of liquor licenses to grocers was taken up. The proposal was vigorously opposed by Messrs. Vital, Raby, P. Bruneau and others, who maintained that such a move would result in an increase in the taxation of grocers, and would prevent young men from going into the grocery business unless they had large capital behind them.

The promoters of the measure, among whom are Ald. Lariviere and N. Marchand, took an opposite view. The result of such a measure, they argued, would be to clear out these little groceries, which are merely a blind for the illegal sale of liquor by the glass under a grocer's license. Finally a motion by Ald. Lariviere, seconded by N. Chartand, was adopted.

MANITOBA MARKETS.

Special Report from the Winnipeg Office of THE CANADIAN GROCER.

Quotations corrected by telegraph up to 12 a.m. Thursday January 19th, 1905.

WHOLESALE trade is more active than was to be expected at this time of year and jobbers are well satisfied with the satisfactory opening of the new year. Sugar continues to make sensational advances and wholesale houses with good stocks are making large profits at present prices. Coffees are stiffening and an almost immediate advance in green Rios is expected. There is no money for the wholesale house in green Rios at present prices and retailers likely to require any in the near future would be well advised in stocking up without delay. A new stock of boneless chicken, turkey and duck is on the market now and quotations of same will be found below under "Canned Goods." The combination price on bluestone is \$5.75. On February shipments the terms are 30 days net with dating from March 1st and after the 1st March the terms are 30 days net from date of shipment. The general condition of the wholesale grocery market is satisfactory and collections are improving.

Sugar.

The retailer who looks back for three months and calculates the amount of money he would have been in pocket had he bought sugar in large quantities at that time is apt to have a fit of the "blues," but scarcely any person at that time believed that sugar would make so many sensational advances. Another advance of 10 cents on granulated and of 15 cents on yellows occurred on the morning of January 13th, a few hours after The Grocer went to press last week. Advances are being made farther west which are bringing sugar for those points to a higher level than prevails in Winnipeg. A resume of some recent advances may be of interest. On January 8th the B. C. Refinery announced an advance of 10 cents per cwt on all grades of sugar for points between Winnipeg and Dunmore, but from Dunmore to the B. C. boundary the advance was 20 cents. This was followed on the 12th by an advance of 10 cents on granulated and 15 cents on yellow to apply to all points between Winnipeg and Dunmore, but from Dunmore to the boundary the advance was 20 cents on granulated and 25 cents on yellow. A summary of the situation on January 14th showed that the following advances have been made on the list of November 16th: From Winnipeg to Portage La Prairie (both points included) the advance on this list amounted to 55 cents on granulated and 60 cents on yellow. From Portage La Prairie to Dunmore the advance was 85 cents on granulated and 90 cents on yellow. From Dunmore to the B. C. boundary the advance was \$1.15 on granulated and \$1.20 on yellow. These figures show that the far western advances have been greater than those nearer Winnipeg where competi-

You get two profits on

CLARK'S MEATS

the money and the satisfaction, and the last named is not to be despised.

A SATISFIED CUSTOMER IS YOUR BEST ADVERTISEMENT.

AT HAND Another consignment of

Selected Olive Oil
IN 1 GALLON TINS.

This is the finest Olive Oil imported into Canada.

WRITE FOR PRICES.

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

EPPS'S

GRATEFUL.
COMFORTING.

IN ½-LB. LABELLED TINS. 14-LB. BOXES.

Special Agents for the entire Dominion, G. E. COLSON & SON, Montreal.
in Nova Scot/a, E. D. ADAMS, Halifax. in Manitoba, BUCHANAN & GORDON, Winnipeg

THE MOST
NUTRITIOUS

COCOA

Agency Offer—Very important and up-to-date manufacturers of

FINEST PROVENCE EDIBLE OLIVE OILS

desire sole selling agents to offer to Wholesale Buyers in Toronto or Montreal, also agents for New York Chicago, and other centres in U.S. Highest references given and required.

Reply immediately to A.D., 9 and 10 St. Mary-at-Hill,
LONDON, E.C., ENGLAND

tion between rival refineries is keener.

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 boxes.....	6 90
" " " in small quantities.....	7 15
Lump, hard, in bbls.....	7 00
" " in ½ bbls.....	7 10
" " in 100-lb. cases.....	7 00

Canned Goods.

There is very little activity in the canned goods market and there is not much of interest to note. New supplies

of boneless chicken, turkey and duck are on the market and are quoted below. Owing to the high price there is little demand for canned tomatoes. We quote:

Apples, 3s, 2 doz. cases, per case.....	2 45
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) " " " ".....	3 50
Peaches, 2s, " " " ".....	3 75
" " 3s, " " " ".....	5 75
Raspberries, red, " " " ".....	2 90
" " black, " " " ".....	3 00
Strawberries, " " " ".....	3 50
Plums, Lombard, 2 doz. per case.....	2 35
" " green gages, 2 doz. case, per case.....	2 50
Tomatoes, 3s, per 1 doz. cases.....	2 85
Corn, 2s, " " " ".....	2 60
Peas, 2s, " " " ".....	1 90
Beans, 2s, " " " ".....	1 90

1842 ANOTHER SLUMP 1905 in prices CLEARING SALE

BEFORE STOCK TAKING

DRIED FRUITS "1903" (Cold Storage.)

265 Boxes	Griffin & Skelly PRUNES,	100/120, 50 lbs.	.....	\$1 25 box.
234 "	Daisy "	100/over, 50 "	.....	1.25 "
138 "	G. & S. PRUNES, Santa Clara,	90/100, 25 "	.....	.90 "
99 "	" " " " "	70/80, 25 "	.....	1 00 "
148 "	" " " " "	60/70, 25 "	.....	1.25 "
371 "	Bevans 2 cr. Loose Muscatels Raisins,	22 lbs.	.....	.90 "
220 "	16-oz. Glove Figs.		.....	.03 each.
85 "	Italian Lemon Peels,	7 lbs.	.....	.35 box.
25 Cases	Shelled Walnuts,	55 lbs.	.....	.13 1/2 lb.

FIGS 1904 FIGS

36 Boxes	10-lb. Table Figs, 4 stars, 2 inches	.....	.07 1/2 lb.
432 "	10 " " " 5 " 2 1/4 "	.....	.07 1/2 "
30 "	12 " " " 6 crowns, 2 3/4 "	.....	.09 "
2160 "	Glove, 16 oz.	.....	1.00 doz.
300 "	Small, 12 oz.	.....	70 "
100 Tapnets	Comadre, 33 lbs. gross each	.....	1 00 tap.

EVAPORATED FRUITS

1904 Griffin & Skelly **1904**
PEACHES **APRICOTS** **PEARS**

25 LBS. EACH.

SANTA CLARA PRUNES (all sizes.)

CANNED MEATS (In Store.)

ONE Carload

400 CASES

BONELESS CHICKEN

BONELESS DUCK

CHICKEN SOUP

BONELESS TURKEY

PIG'S FEET

LUNCH TONGUE

Aylmer & Kent Canning Co's

CANNED BAKED BEANS

400 Cases "LOG CABIN BRAND"

1s Plain and Tomato Sauce
2s " " " "
3s " " " "

Special Discounts

Samples Sent With Pleasure

Our stock is large and well assorted in all lines of Groceries, Teas, Coffees, Wines and Liquors.

PROMPT SHIPPERS

LOW PRICES ALWAYS

L. CHAPUT, FILS & CIE

Wholesale Grocers and Importers

MONTREAL



**Our Sheet
Metal Fronts**

Offer you splendid improvement, at small cost, for any style of building. We make them complete, to suit any sized or shaped structure—the entire metal finish including door and window caps, cornices, etc.—in a great variety of styles. They give a very handsome effect, and enduring, practical satisfaction. We give estimates if you send measurements and outline of the building. Think it over.

**Metallic Roofing Co.,
Limited,
Wholesale Manufacturers,
Toronto, Canada.**

Butchers, Merchants and Hide Buyers

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

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

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

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

Box 264, Station G., Washington, D. C.
GUN SHOP and MODEL SHOP,
Warren White Sulphur Springs,
Totten P. O. Virginia.

Suppose, for example, that you were to put up a package Bird Seed—what would you put in it?

**BROCK'S
BIRD SEED**

is one man's answer.

NICHOLSON & BROCK, TORONTO

Salmon, finest sockeye, per case	7 00
" humpback, "	3 75
" cohoes, "	5 25
Boneless chicken, lb. tins, per doz.	3 25
" turkey, "	3 25
" ducks, "	3 25

Spices.

The spice market is quiet this week. Peppers are firm with some tendency to advance. Whole cloves are firm at the same price as ground cloves. 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.

The market is quiet at former prices. Texas rice may be offered on the local market shortly in competition with Japan rice as an effort is being made to place a trial lot with local wholesale houses. We quote:

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

Syrups and Molasses.

Barbadoes molasses is firmly held in view of unfavorable reports from Barbadoes which seem to point to a shortage. Corn syrups are easy owing to large western crop and in case of a shortage of molasses they may take the place and prevent any great rise in price. 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 50
" " 20-lb tins, per 1 " "	2 40
" " barrel, per lb.	0 03
" " Sugar syrup, per lb.	0 03
Barbadoes molasses in 1-bbls, per lb.	0 04
New Orleans molasses in 1-bbls, per lb.	0 02
" " in barrels.	0 02
Porto Rico molasses in 1-bbls., per bbl.	0 04

Coffee.

As noted above in the general summary of the situation one of the features of the market this week is the continued strength of green Rios. There is no doubt that an advance of probably a cent must be made very soon as at present prices wholesale houses are making no money and may very soon be losing money. We quote:

Green Rio, per lb.	0 10 1/2
Roasted, per lb.	0 11

Nuts.

We quote as before:

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.

Local houses are fairly well stocked with California dried fruits and it will be some time before the scarcity in California will have much effect on prices here. Currants are easier in Greece, but the advance in freight rates since the close of navigation has been sufficient to keep prices here steady at their former level. There is the usual seasonable demand. 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
" " choice seeded in 1-lb. packages	0 07 1/2
" " per package	0 06 1/2
" " choice seeded in 1-lb. packages	0 07 1/2
" " per package	0 08

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.

FOR SALE.

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

WINDOW FROST Defied—Secret for dollar; boy can apply. Money back guarantee. Williams, 189 Jarvis, Toronto. (3)

SITUATIONS VACANT.

ASSISTANT EDITOR WANTED—Some one well acquainted with the grocery and provision business as assistant editor for THE CANADIAN GROCER at Montreal. State fully experience and salary wanted. Address, Managing Editor, THE CANADIAN GROCER, Montreal (2)

BUSINESS CHANCES.

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

GROCERY and Hardware—Ninety-two miles from Winnipeg. Stock \$8,000, cash payment easy, balance to suit purchaser. The Locators.

CONFECTIONERY — In Winnipeg. About one thousand; half cash, balance arranged, clearing thirty per cent. Owner has to sell on account of ill health. The Locators.

GROCERIES, Clothing, Boots and Shoes—Stock about \$4,500. Turnover \$10,000. This can be bought at a snap. About seventy-five miles from Winnipeg. The Locators.

FOR above or any other lines of business, address The Locators, 63 Merchants Bank Building, Winnipeg. (115)

AD WRITERS

AD. WRITER—Smart, capable, practical, open to engagement. Williams, 189 Jarvis street, Toronto. (3)

IWRITE ADS—Send quarter, and few details, for sample ad. Williams the Advertiser, 189 Jarvis street, Toronto. (3)

FOR SALE

THE GROCERY, PROVISION AND LIQUOR BUSINESS OF

Hazell & Son

Owing to the death of Mr. Tom Hazell, the above business must be sold at once. This is an exceptional chance to acquire the best retail grocery business in Western Ontario.

For terms and particulars of stock, lease, etc., apply to

R. T. STEELE,
(Messrs. Lucas, Steele & Bristol)
Hamilton, or

MEWBURN & AMBROSE,
Spectator Building, Hamilton,
Solicitors for Estate.

BUTTERFLY JAPAN

Original Flavor and
Choicest Cup Quality.

WARREN BROS. & CO., :: TORONTO.

Prunes, 90-100 per lb.	0 04
" 80-90 "	0 04
" 70-80 "	0 05
" 60-70 "	0 05
" 50-60 "	0 06
" 40-50 "	0 07
" silver "	0 09
Currents, uncleaned, loose pack, per lb.	0 05
" dry cleaned, Filiatras, per lb.	0 05
" wet cleaned, per lb.	0 06
" Filiatras in 1-lb pkg. dry cleaned, per lb.	0 06
" Vostizzas, uncleaned.	0 06
Dates, new per lb.	0 05
Figs, cooking in bags, per lb.	0 04
Apricots, choice, in 25-lb. boxes, per lb.	0 13
" standard, "	0 12
Peaches, choice, "	0 12
" standard, "	0 12
Pears, (choice halves) "	0 13
Nectarines, choice "	0 11
Plums, choice (dark pitted) per lb.	0 10
Candied Peel—Lemon peel, per lb.	0 09
Orange "	0 09
C tron "	0 14

Evaporated Apples.

Market is dull and large supplies are at hand. Prices quoted are for the very best stock available and are no doubt, subject to concessions for any but prime stock. We quote:

Evaporated apples (new), 50-lb. cases.	0 06	0 06
" 25-lb. cases	0 06	0 06

Green Fruits.

There are no new features worth noting. Best grade Winter apples are firmly held at prices quoted below as supplies are none too large. We quote:

Washington navels, 126's.	3 75
" 150's.	4 00
" 176's to 250's.	4 25

LEMONS.

California lemons, 288's, 300's and 360's.	5 00
" 240's and 400's.	4 50
(10c. off 5 case lots of oranges and lemons).	

CRANBERRIES.	
Cape Cod cranberries (frozen), per bbl.	9 00
Jersey cranberries (unfrozen)	11 00

BANANAS.

Per express only, per bunch.	4 00
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APPLES.

Fancy XXX apples, Russets, per bbl.	3 50
Fancy XXX apples, Baldwins, "	3 50
Fancy XXX apples, Greenings, "	3 25

GRAPES.

Malaga keg grapes, per keg	8 00
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Fish and Oysters.

Trade continues brisk. We quote:

Lake Winnipeg whitefish.	per lb.	0 06
Yellow pike (pickered).	"	0 05
Lake Superior trout.	"	0 08
Lake Superior loose frozen herring.	"	0 03
Tubbees.	"	0 04
Gold eyes.	"	0 03
Blue fish.	"	0 18
Mackerel.	"	0 15
Red snapper.	"	0 15
B.C. salmon (case lots 9c.)	"	0 09
Halibut.	"	0 08
Jack fish.	"	0 03
Tomicods.	"	0 05
Hake.	"	0 07
Perch.	"	0 04
Eels.	"	0 08
Cod, steak size.	"	0 08
Cod, market size.	"	0 07
Flounders.	"	0 05
Haddock.	"	0 08
Brook trout.	"	0 22
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 " " " 20-1's	"	0 09
" Bluenose " " " 20-1's	"	0 07
" Acadia " " " 2-lb. boxes	"	0 09
" " " " 4-lb. "	"	0 09
" " " " shredded, 24 cartons per bx	"	2 00
" " " " bulk, in 15-lb. boxes.	"	0 08
Large Labrador and Nfld. salt herrings per 100lb.	"	5 00
" " " " per 20-lb. pail.	"	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
Kipperd gold eyes, per doz.	0 50
Yarmouth bloaters, 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

Green Vegetables.

We quote as follows:

Native onions, per lb.	0 02	0 03
Spanish onions, per case.		1 75
Carrots, per bush.		0 45
Beets, "		0 60
Turnips, "		0 25
Potatoes, "		0 75
Celery per case (7 to 9 doz)		6 50
" (doz.)		1 00

Flour.

Local prices are being well maintained in spite of reports of cutting in the east. We quote:

No. 1, patent.	2 90
" 2, "	2 70
" 3, "	2 10
" 4, "	1 50

Breakfast Cereals.

As noted last week cornmeal is being quoted lower than prices below for February delivery, but none of the low priced meal is yet in the market. Oatmeal is easier. We quote:

Rolled Oats, 80-lb. sacks, per cwt.	2 90
" 40-lb. " "	2 95
" 20-lb. " "	2 10
" 8-lb. " "	2 40
Cornmeal, in sacks, per cwt.	1 50
" in 1/2 sacks.	1 55

Eggs.

Prices continue steady at former quotations. We quote:

Eggs, fresh.	0 26
finest glycerine pickled.	0 24
(Packed in 25c. cases) which are not returnable.	

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., 28 MARTIN'S LANE, CANNON STREET, LONDON, ENG.

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

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

We handle consignments of CANADIAN MEATS, CHEESE AND BUTTER.

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

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

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

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

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

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

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

Agencies Wanted for Britain.—European and Canadian references and an extensive connection are points upon which I rely. CANNED GOODS, DRIED FRUITS, HONEY, PEAS. A. S. DUFFUS, JR., 9-10 St. Mary-at-Hill, LONDON, E. C.

This space \$15.00 per year.

LOOKING BACK

how many black leads have you seen die out? Every year adds to the number! But the oldest black lead on the market—

JAMES' DOME

keeps up, never in 64 years has it dropped back.

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

ACME TABLE SALT.

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

TORONTO SALT WORKS, - Toronto, Ont.

THE PEOPLE OF JAMAICA

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

KINGSTON "GLEANER"

might bring inquiries. Better write for rates to

I. C. STEWART, Halifax.

BASKETS

We make them in all shapes and sizes. We have

**Patent Strawboard Berry Box
Grain and Root Baskets,
Clothes Baskets,
Butcher Baskets,**

In fact, all kinds; besides being very neat in appearance, they are strong and durable. Send your orders to

THE . . .
Oakville Basket Co.
Oakville, Ont.

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.

PURE FOOD LAWS

At the regular weekly luncheon of the Toronto branch of the Canadian Manufacturers' Association last week the principal topic discussed was "Pure Foods." Among the speakers were W. D. Wilson of the Wilson, Lytle, Badgerow Co., J. Turnbull of the Nash-Smith Co., and R. A. Donald of the Pure Gold Mfg. Co.

The argument hinged upon the best ways and means of preventing unjust competition. The difficulty lay not only in a proper enforcement of the Pure Food Law, but in insuring the sale of groceries, drugs and chemicals that have not lost in strength or value through age. It is a significant fact that while the Canadian dealer must comply with the Pure Food Law, he is not protected from the imported article, which is not subject to the requirements of the Pure Food Law. Hon. A. B. Morine, ex-premier of Newfoundland, closed the discussion with an excellent suggestion based upon many years' experience as a legislator and business man. He urged the manufacturers not to depend too much upon legislation but more upon education. He had given a good deal of attention to the subject, and had noticed that the consumer usually bought what the retailer placed before him. It was for the manufacturer to educate the retailer to handle only pure foods and the retailer would do the rest. Following are verbatim reports of some of the addresses delivered:

W. D. Wilson, of the Wilson, Lytle, Badgerow Co.

When the great minstrel man, Billy Rice, started his stump speech on the silver question, he said, "You do not know anything about the silver question and I do not know anything about the silver question, therefore, I will explain it."

I cannot say the same to-day, for I see about me many men who do know a great deal about the question of pure food, and labels on packages.

Now I am not going into the subject very deeply, but intend leaving room and time for discussion. I will, as the reverend gentlemen do, divide the subject into three parts, and leave the application for the meeting.

Firstly: Should food be adulterated at all? Would it not be a great and glorious state of affairs, if all goods put up for sale were absolutely pure; no sand in the sugar; no Fuller's earth in the baking powder; no acid in the vinegar; no turnips in the marmalade; no water in the whiskey, and last, but not least, no corruption in politics? If the only label required on the package was,—"Made in Canada," and the name of the article? Would not the name of Canada rise to a height never before thought of? Would not the name and fame of this great country be heralded throughout the world as the most honest, as the most pure, as the most healthy country in the world, in which to dwell?

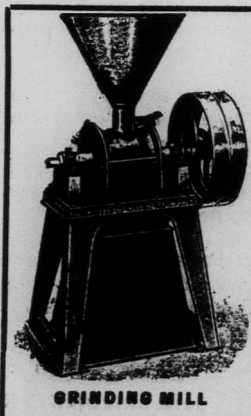
But secondly, gentlemen, would this suit all classes of the community? One thing which we must avoid is class legislation, as it has caused so much trouble in the past, and the classes in Canada are in the minority, the masses here, as in every other country, predominating; and, of course, adulterated food being cheaper than absolutely pure food, it is thereby placed more within the reach of the majority of the people, and as this is a free country, why have not the people the right to what they want? Legislation against the wants of the people has always been a failure. For instance, legislation enforcing prohibition has never been a success, whereas a strict license system has been found to be more satisfactory and effective.

Thirdly: Our Government has, it seems to me, taken a middle course between these two extremes, and the Brodeur Act has been placed on the statutes, which, while not saying that adulteration may not take place, tries to systematize and regulate that adulteration.

The law says that food shall be deemed to be adulterated: First, if any substance has been mixed with it so as to reduce or lower, or injuriously affect its quality or strength. Second, if any inferior or cheaper substance has been substituted wholly or in part. Third, if any valuable constituent of the article has been wholly or in part abstracted. Fourth, if it is an imitation of, or sold under the name of some other article. Fifth, if it consists wholly or in part of a diseased and putrid animal or vegetable substance, or in the case of milk, if it is the produce of a diseased animal. Sixth, if it contains any added poisonous ingredient which may be injurious to health.

Then the law goes on to say that if any article not injurious to health has been mixed with the food, it must be labelled compound; it must have the manufacturer's name on it, and then it may be sold. This law appears all right, but it does not always work out. Permit a reference to the business in which I am personally interested, the vinegar business. The law states that all vinegar labelled "White Wine" must be the result of the fermentation of some alcoholic mixture, our vinegar being made almost entirely out of alcohol. One of our greatest troubles is competition with vinegar made from acetic acid, a by-product of wood alcohol and acetate of lime. As yet, it is very hard to find a chemical test that can absolutely distinguish one from the other, although it is very easy to do so by either taste or smell, and unless an officer actually sees the acid and water being mixed, it is very difficult to prove that it is an illegal and deleterious article. We urged the Government to change the law, and place the burden of proof upon the retailer, and make him prove that his vinegar was purchased from a licensed, bonded manufacturer. This they have refused to do, although I can see no hardship to the retail merchant if that were the law.

Now as to carrying out the law as laid down in the Brodeur Act, Inland Revenue officers and officers of the weight and measures department have the right at any time, when requested to by the Minister of Inland Revenue, to obtain samples of goods from any merchant, paying for the same, also any city council, or village, has a right to appoint inspectors who shall have the same powers as the Revenue officers. These inspectors may require any public



GRINDING MILL

Machinery for the preparation of

**TEA, COFFEE, COCOA, CHICORY,
PATENT FOODS, FRUIT, ETC.**

PATENT GAS-HEATED ROASTERS, INTERNAL OR EXTERNAL FLAME. IMPROVED ROASTER. FOR USE WHERE GAS IS NOT AVAILABLE, FOR COKE, WOOD, STRAW, ETC., FUEL. COOLERS. FANS.

PATENT AUTOMATIC TEA MILLING, BLENDING, SIFTING AND PACKING MACHINERY.

QUICK MIXERS FOR BAKING POWDER, COFFEE AND CHICORY, SPICES, ETC. STEEL AND STONE MILLS. FRUIT CLEANING AND DRESSING MACHINERY.

THE GROCERS' ENGINEERING CO.

(Late WAYGOOD-TUPHOLME LTD.)

Cole Street, Swan Street
LONDON, S.E., ENGLAND

Illustrated Catalogue
Mailed (Post) Free.

People are conservative—they acquire habits, and prefer to continue in old ways rather than adopt new ones. This is sometimes good, sometimes bad. In tea drinking, it is remarkable how Blue Ribbon users

are slow to take up anything else.

Blue Ribbon Ceylon Tea

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

A Thing of Beauty

Is our strictly up-to-date

"Ivanhoe" Dinnerware

The Readiest Seller on the market.

Anticipate our traveller by a mail sample order, or if he has not heretofore called a request to do so will be appreciated.

CHINA BAR GOODS GLASS SILVERWARE LAMPS OUTLERY
and everything in

CROCKERY

IF YOU WANT A GOOD THING WE HAVE IT

BASSETT CHINA

A LINE THAT HAS BEEN MUCH ADVERTISED IN WOMEN'S MAGAZINES

GET

A SAMPLE DINNER SET

From which to sell to your CUSTOMER'S REQUIREMENTS

WE CAN SUPPLY

DECORATION No. 6935

As an OPEN STOCK PATTERN.

Will sell it to only ONE Merchant in a Town.

NICE AS FRENCH CHINA

At about HALF THE PRICE.

WRITE FOR CONTROL




BARNARD & HOLLAND CO.

290 St. James Street, VICTORIA SQUARE.

MONTREAL.

CANADA: No better Country



MOTT'S: No better Chocolate

MOTT'S

Chocolates

Cocoas and

Coatings

No better value possible for the money.

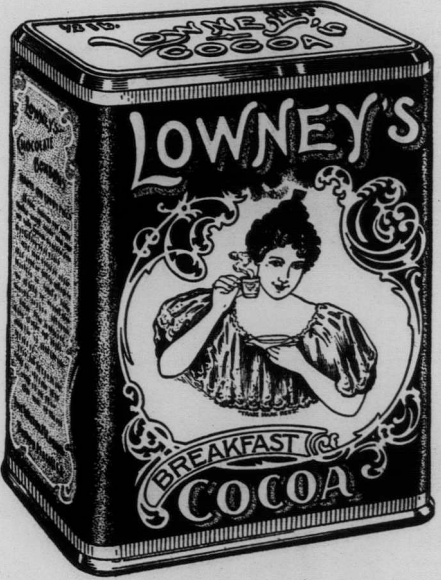
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HALIFAX, N.S.

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A TRADE WINNER

FOR GROCERS.



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

THE WALTER M. LOWNEY COMPANY,
o. 417 Commercial Street, BOSTON, MASS.
CANADIAN BRANCH: 530 St. Paul St., Montreal

WANTED

TWO FIRST-CLASS TRAVELLERS

ONE FOR EAST OF TORONTO. ONE FOR WEST OF HAMILTON,

TO REPRESENT

**STANDARD SPICE MILLS,
STANDARD COCOANUT FACTORY,
STANDARD CANNING CO.,
STANDARD BROOM FACTORY,
HAMILTON YEAST CO.**

GOOD SPECIALTY MEN PREFERRED. GOOD SALARIES TO MEN WHO ARE CAPABLE OF EARNING THEM.

APPLY TO
..... **LUMSDEN BROS., Hamilton, Ont.**



12 lb. and 25 lb. air-tight cans

Include with your next order
A CAN OF
"BOSTON LUXURY COFFEE"

(IT'S GREAT.)

JOHN SLOAN & CO.

Toronto

Belleville

analyst to analyze any samples collected by them, and the inspectors may prosecute any person manufacturing or offering for sale any article which has been certified to be adulterated.

When obtaining the sample, the inspector must, in the presence of the merchant, send a sample to the Minister of Inland Revenue, sealed, so as to corroborate or discredit the analysis of the local analyst.

With regard to penalties for manufacturing articles of food adulterated so as to be injurious to health, the penalty for manufacturing and selling is about the same for the first offence, not exceeding \$100, and not less than \$10.

For manufacturing articles adulterated so as not to be injurious to health, the penalty is a little higher against the manufacturer than against the seller. Now, if the seller can prove that he did not know that the goods sold by him were adulterated, though not injurious to health, he is not subject to a fine for the first offence, but the goods in stock are confiscated.

B. Turnbull, of the Nasmith Co.

It is very desirable that there should be pure food laws, provided, however, the enforcement of them is just and equitable throughout the country and without favoritism.

As an Association, this subject should be viewed from two standpoints, namely, that of the manufacturer who buys ingredients for manufacturing purposes, and the manufacturer who sells goods for consumption. The manufacturer

who purchases ingredients finds it just as difficult to buy pure goods as the retailer, but from practical experience I have found that whenever one is willing to pay the price, he can obtain pure goods for manufacturing purposes. The increased cost is offset by the fact that it takes less of the pure goods to attain the desired end than it does of an inferior line.

So far as the manufacturer is concerned in selling to the public, it appears to me that, generally speaking, the public do not appreciate the manufacturer's interest in them; they are looking for price and bulk, and so long as the public are doing this, no matter what the description on the goods is, they will buy the goods if they have the appearance and carry the price with them.

The question of using a label which will describe the character of the goods in the package, is a step in the right direction for individual packages; but in my humble estimation the word "compound," or any other descriptive word upon the package will not interfere with 90 per cent. of the buying public taking the article.

If we seek legislation for package goods, we also should see that protection is ensured to those who buy goods in bulk; that when bulk goods are displayed for sale they should be marked in a similar manner to package goods.

There is one law in the Old Country that has worked extremely well in connection with bulk goods, that is, in relation to a substitute for butter, called "Margarine." According to the laws of

the land each tub of Margarine displayed upon the counter must have the word Margarine printed in large type to indicate that it is a substitute. This law is strictly enforced, and in picking up Old Country papers one frequently sees a grocer in the police court for failing to have the Margarine sign on the article. It is a fact, commonly admitted, that the putting of this sign on this article has not in any way interfered with its sale, but on the other hand, the sale of Margarine to-day is very much greater than it has been in years past.

To my mind, manufacturers have got to do two things: to make money, and to meet the demands of the public. If a man can conscientiously produce a line of goods, using ingredients that are not harmful to the public health, I do not see why we should legislate against him. The manufacturer who seeks to establish a business on the basis of quality and to obtain a trade which will increase from year to year, will require to advertise and educate the public to pure goods according to his standard and not the standard of any other manufacturer.

Judicious advertising, which makes comparison between pure and adulterated foods, will assuredly win trade for the manufacturer who insists on purity in his factory.

Goods labelled "Made in Canada" should mean "Where Purity is Paramount."

R. A. Donald, of the Pure Food Co.

The matter of a descriptive label for imported goods is receiving attention

THE SUGAR KING

has the floor just now and there's no telling what the old fellow may do next. One thing seems certain, the cheaper lines of biscuits will be put out of business this year. However, depend on it we are not going to sacrifice quality whatever the price may be.

MINCE MEAT

Absolutely the best, in 25-lb. pails, 6½c. per lb., freight prepaid in 5-pail lots.

IMPERIAL BISCUIT CO., Limited, - GUELPH, ONT.

Canada's Reputation

as a Soda Cracker country is known far and near, thanks to the zeal of Biscuit manufacturers. This fame is being maintained and increased through

Perfection Cream Sodas

—Sodas that have put into them the very best of everything — materials, cooking, equipment, and purpose.

They have taken their place **at the Front** solely on account of their excellence.

We confidently invite every grocer to stock them.

Equallized freight rates.
Cards and Tins.

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

now in the United States. The law there is very specific and demands that imported goods shall bear a label giving a definite description of the contents. We have had nothing like that in Canada; as a matter of fact, it is possible to import goods from the United States and have them marked in a manner to suit the purchaser, and this is very often done in a peculiar manner to say the least; but, as so many goods are imported and sold in direct contravention of the Act, what should be done is to make the law officers of the Department inspectors of imported as well as of domestic products, and to absolutely refuse entry to goods falsely marked.

Leaving that matter and taking up another, there is not any question but that the public as a whole pay for first-class goods as a rule, nor is there any doubt but that very often they get inferior stuff. The profit on such transactions is sometimes great and totally out of proportion to the value of the goods; there is, therefore, no ground for stating, as it has been stated by Mr. Brodeur, the Minister of Inland Revenue, that the public being satisfied, it ought not to be a matter to take action on. The public does not know, therefore it cannot judge. The consumer, in going into a store to purchase any article of food sold in bulk, generally asks for so much and pays the price, and in every instance investigated, it has been found that they paid a proper price for the best goods and in a great many cases received a much cheaper article.

As to the best means of enforcing the Act, there is some difference of opinion; the Department claims to have not enough money to proceed with a rigid enforcement in all parts of the Dominion, and so has to content itself with locality work of a very limited character. There should be an absolute prohibition of the importation of fillers of all descriptions for any kind of goods; there should be a high duty upon adulterated goods of all descriptions and a proper label devised which would be placed upon all goods, such label to give the exact composition of every adulterated or compounded article. But above all, there should be some method pursued which would lead to the education of the public regarding the standard of food they ought to have, and these standards should be rigidly maintained.

C. Winter, general merchant, Grand Mere, has been burned out.



OUR FIRST YEAR

in making

E. D. S.

**JAMS, JELLIES and
SEALED FRUITS**

(IN GLASS)

has been eminently satisfactory. We have received the approbation of the trade who have had the best of reports from their customers.

ABSOLUTELY PURE GOODS

is our standard and we shall not depart from it.

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

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

MILK CHOCOLATE

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

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

THE COWAN CO., LIMITED, TORONTO

DON'T ASK FOR "DUTCH COCOA"

—ASK FOR—

VAN HOUTEN'S COCOA

There are other Dutch Cocos.

Van Houten's "beats the Dutch."

Grocers, don't supply other Cocos when your customer will appreciate only Van Houten's.

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

"Irresistibly
Delicious!"



One taste
will make a
Peter eater!

MADE IN VEVEY, SWITZERLAND—FOR EATING ONLY.

A Quick, Steady and Profitable account for any dealer.

Send for a Sample.

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



Two lines that have established themselves as leaders with every grocer

Borden's
"Eagle" Brand Condensed Milk
and
"Peerless" Evaporated Cream

When your customers ask for *the Best* Condensed Milk or Cream, you may safely hand out "BORDEN'S."

Write for prices, etc.

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.

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reputation

Attention!

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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.

Are receiving some
EXTRA FINE

Almeria Grapes

Also
FANCY

Havana Pines

Also another car
EXTRA FANCY

Golden Heart California Celery

INCLUDE A CASE IN
YOUR NEXT ORDER

McWILLIAM
Mc. AND E.
EVERIST

TORONTO, - - ONTARIO

The
DAWSON Commissioner
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

IN STOCK

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

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

HUSBAND Bros. & Co.

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

GREEN FRUITS

Mark of the Dominion Fruit Division.

IN conversation with a representative of The Canadian Grocer this week, A. McNeill, Chief of the Fruit Division, Ottawa, expressed himself as optimistic concerning the future of the Canadian fruit-growing industry, which will ultimately be placed upon an even commercial basis with the dairying industry.

Mr. McNeill has just completed an extensive trip through the fruit-growing districts of the Maritime Provinces and New York State, and reports renewed interest in fruit growing all over the country. Preliminary to engaging in an aggressive campaign on a big scale the Fruit Division have been carrying on educational work at the Provincial Winter Fairs and Association meetings. As a direct result the long-standing prejudice against scientific research in fruit culture is slowly giving place to an active interest in everything tending to put the industry upon a more substantial footing. The work is, of course, only in its infancy, but is already meeting with marked appreciation. For instance, the Ontario Fruit, Flower and Honey Show held in Toronto last December as an experiment, is now guaranteed as a permanent thing. Mr. McNeill says some innovations will be introduced next year, among them, an exhibit of fruit machinery and accessories which has become a strong feature of fruit conventions in New York State.

CROP STATISTICS.

It is the aim of those in charge of the Fruit Division to generalize and enlarge upon the work previously done in gathering market and crop statistics. Individual fruit growers are in need of authoritative information on the growing crops and market conditions; such is unavailable at the present time except to a few fruit dealers who are sharp enough to keep on the inside.

In this connection it is interesting to note that the prognostications of the Fruit Division months ago on the course of the apple market have been verified almost to the letter. News about the latest varieties of fruit on the market will always be suspiciously received by the conservative grower; it is another matter if he can get a forecast of prices on which he can rely. Many an apple grower would have been money in pocket had he held back part of the apples exported earlier in the season until now.

CO-OPERATION.

Much remains to be done in unifying the fruit interests of the different provinces. Dominion organization is necessary in order to deal with questions affecting the Canadian fruit-growing industry as a whole, such as "Inter-provincial trade" and the "Fruit Marks Act"; at the same time leaving to the different provinces the control of what concerns them individually.

FINEST APPLES IN THE WORLD.

As an instance of what might be accomplished by such an organization, of which the present Fruit Division is only the beginning, reference is made to the "Fameuse" apple, generally conceded to be the finest dessert apple in the world. A Canadian fruit grower recently asked one prominent American fruit dealer what he thought of the "Fameuse," and got the answer that every box could find a ready market in the United States; the difficulty was, "Fameuse" was not to be had except in limited quantities and these of decidedly inferior quality. There is no reason why a market should not be found for "Fameuse" apples in the cities of the United States and Europe among the fancy trade, for the simple reason that this apple stands in a class by itself. If such an end is to be realized, co-operation among the fruit growers of the St. Lawrence Valley is essential in the matter of fruit production and marketing, in addition to the development of this particular industry to its fullest possible extent. The efforts of the Fruit Division in this direction are to be highly commended.

CURRENT PRICES.

A vexatious question among fruit growers in the Maritime Provinces just now is that of package. Shippers down there have discovered that the barrel in use in Ontario for export trade not only contains more fruit, but brings a considerably better price than the smaller barrel used by Nova Scotia shippers. Co-operation would have adjusted this inequality long ago.

Among Ontario growers, particularly the tender fruit men of the Niagara peninsula, more or less dissatisfaction is being expressed on account of the unsuitability in shape and capacity of the basket package in use at the present time.

FRUIT PROSPECTS.

Although it is early to forecast the apple crop of 1905, Mr. McNeill thinks

that ordinarily this year's should be a light yield, following as it does bumper crops in 1903 and 1904. Peaches and other tender fruits have passed through one critical period safely and ought to yield well, barring unfavorable weather conditions.

Canned Goods for Japan.

There are indications of an increasing demand for foreign vegetable foods in Japan as well as other lines of provisions, says A. MacLean in his latest report to the Department of Trade and Commerce, Ottawa. The higher-class Japanese are gradually increasing their use of canned jams, vegetables, fruits, etc., and the middle classes are following suit. This should be an incentive to Canadian exporters of canned goods to be wide awake in order to compete successfully with the United States, Germany, France and other fruit-growing countries whose commercial standing in the Japanese market has been built up by long experience and strenuous effort.

In peas, French produce leads the market, a few Italian brands, coming next. The prices range from 15 to 17 1/2 cents (Canadian currency) per one pound can. Almost all come in one pound cans, and cheaper brands are mostly in request. The brand known as "Petits Pois, Moyen," is in favor. It is estimated that a little over 200,000 cans were imported during 1903, and though no accurate figures for this year are available as yet, it is expected that there has been some increase over last year. Some split and green peas also come from the United States and are used for soups. In 1903, the import amounted to about 1,400 bags, each containing 66 pounds. There is much chance of success for Canadian exporters if only they are determined to push their goods into the Japanese market.

B. C. Fruit Growers' Association.

The British Columbia Fruit Growers' Association has appointed the following officers for the year 1905: President, T. W. Stirling, Kelowna; first vice-president, Thos. A. Brydon, Victoria; second vice-president, J. C. Metcalfe, Port Hammond; third vice-president, James Johnstone, Nelson; secretary-treasurer, W. J. Brandrith, New Westminster; executive committee, Messrs. T. W. Stirling, J. C. Metcalfe, R. H. Palmer, Victoria; H. Kipp, Chilliwack, and W. J. Brandrith.

News Items.

The town of Caledonia, Ont., has defeated a by-law for bonusing a canning industry.

California Celery

We are headquarters for this delicious Winter vegetable, are handling it regularly and can be relied upon having it at all times.

Crates contain from 6 to 8 dozen Large Heads.

The verdict of those who have handled it is, "That it is a great seller and a money maker."

Add a case to your Fruit Order this week.

WHITE & CO., Toronto

WHOLESALE FRUIT, PRODUCE AND FISH

P.S.—Rowe's Long Island Native Oysters, have you tried them?

W. B. STRINGER

B SHURE

J. J. McCABE

and let us have your order promptly for **SPRING SHIPMENT** "St. Nicholas" Lemons. You cannot afford to be without "St. Nicholas"—they're positively the best.

61 Front E., Toronto.

W. B. STRINGER & CO.

Fruit Brokers.

DIAMOND BRAND MAPLE SYRUP

Not the lowest price, but the highest quality.

SUGARS LIMITED MONTREAL.

Jan. :: CALIFORNIA NAVEL ORANGES :: 1905

Are now at their *best*, and *big* sellers. **TWO (2) CARS ARRIVING THIS WEEK** and prices right. **EXTRA FANCY FRUIT**, all sizes. Also car **FANCY BANANAS**, due Thursday.

Send us your orders. They will have our prompt attention.

Phones: 114, 189

HUGH WALKER & SON, Guelph, Ont.

Night phone: 245



This design a guarantee of quality.

DO YOU PUBLISH A CATALOGUE ?

IF YOU DO YOU SHOULD USE "CANADIAN-MADE" PAPER All grades, from the highest "Glossy Finish" to the rough "Antique" and bulky "Featherweight."

YOUR PRINTER CAN SUPPLY IT.

CANADA PAPER Co.
Toronto LIMITED Montreal

DRIED APPLES

BRIGHT, DRY STOCK WANTED.

O. E. ROBINSON & CO.

INGERSOLL

Established - - 1886

BATH BRICKS

A Perfect Article. Sell it. Insist upon having McDougall's

D. McDOUGALL & CO., Glasgow, Scot.

J. T. ADAMSON & CO.

Customs Brokers and Warehousemen

27 St. Sacrament Street, Montreal

Tel. Main 778.

Bond 28.

There is no Better Known Groceryman in Nova Scotia Than Mr. J. A. Gass of J. A. GASS & SON.



whose place of business is on Granville Street, Halifax. Mr. Gass has been in business for a great number of years and during that time he has handled thousands of barrels of flour and has witnessed the coming into popularity successively of many different brands. "The popularity of a brand of flour is not based on chance or what the makers say about it," said Mr. Gass in an interview; "but on the quality of the flour itself. There is a certain brand which for many years deservedly had the lead because it was without doubt the best the market afforded, but, from my own personal observation I feel that it now must take second place to ROYAL HOUSEHOLD. Formerly we would use no other flour in our own house than the one I speak of, but shortly after ROYAL HOUSEHOLD came on this market, I sent a barrel home one day to give it a good trial. Nothing would now induce us to go back to the other brand and it would never enter our heads to use one of the ordinary kinds.

"I don't know whether anybody will ever succeed in producing a better flour than ROYAL HOUSEHOLD, but I am firmly convinced there is not a better made to-day. It not only makes a fine loaf, but we find a barrel of it makes more loaves than any other kind; and while we find it best for bread, we also find it best for pastry.

"All of my customers who buy it say the same thing, and I can well understand the immense popularity which the flour has and can see that it will control the best part of the high-class trade before very long."

FLOUR AND CEREAL FOODS

The Wheat Situation.

A VERY active wheat market has ruled during the week, and there are many in the trade who are inclined to the bull side of the market looking for \$1.50 wheat between now and May. Before that price is reached, however, there can be little doubt but that millers in the United States will be importing Russian and Danubian wheat. Already the arrival of 1,100 tons of wheat from Antwerp is reported in New York; this grain was originally shipped from the Pacific coast and later held in storage at Antwerp. In any event American millers will take a good deal of Canadian wheat in bond; Minneapolis mills at present are buying very freely.

The large buying now going on is purely a matter of supply and demand. With Canadian wheat selling so much below the American market, it is only natural that U. S. buyers are getting all they can of it. The demand for milling wheat is excellent, especially in Ontario, but offerings are light. The large bakers have become impressed with the idea that Manitoba flour is going to be scarce and are buying freely. The demand for flour is also brisk abroad as well as at home at the present high level of prices and both England and Japan are in the market.

The visible supply of wheat in Canada and the United States on Jan. 17, 1905, was 39,985,000 bush., or 681,000 bush. less than a week ago; of corn 11,279,000 bush., an increase for the week of 360,000 bush.; of oats 20,300,000 bush., a decrease of 902,000 bush. from last week. The total amount of wheat in sight on Jan. 17, consisting of the visible supply and the quantity on passage was 68,000,000 bush., as against 68,586,000 bush. last week. The total amount of corn in sight was 27,919,000 bush., against 26,999,000 bush. for the previous week.

The world's wheat shipments for the week under review were as follows: America, 701,000 bush., as compared with 2,711,000 bush. a year ago; Argentine, 176,000 bush., as against 392,000 bush. a year ago; Australia, 520,000 bush., as compared with 658,000 bush. for the corresponding period a year ago; Danube, 2,096,000 bush., as against

544,000 bush. last year; India, 2,096 bush., compared with 1,176,000 bush. a year ago, and Russia, 2,576,000 bush., as against 1,554,000 bush. for the corresponding week of 1904. The most important feature of the situation is the continued decrease in Russian grain shipments.

The English trade is beginning to get accustomed to the absence of American wheat, and with the possibility (if the Argentina crop estimates be correct) of 300,000 quarters to 350,000 quarters per week from this source during the next three months, and 150,000 quarters from India, are inclined to regard supplies as assured during the next three months, with the help of the surplus stocks on hand compared with previous years.

There can be little doubt but that the European requirements in these three months will not be less than 1,100,000 quarters per week; the actual net imports into European countries in the four months ended Nov. 30 averaged 1,165,000 quarters per week; but with the prospect of an average of 1,025,000 quarters per week in the next three months, and possibly more if India does not soon show signs of slackening, the ordinary wheat buyer is disposed to adjourn until later in the season the "pinch" in supplies, due to the absence of American wheat, if "pinch" there is to be.

The Australian Harvest.

IT is now considered that the grain harvest will not be up to the expectations held a month ago. In Victoria there has been a serious setback in harvest prospects, while South Australia reports are favorable as to the quantity and quality of new season's wheat. Approximately the commonwealth will have about 20,000,000 bushels of new wheat available for export against 40,000,000 bushels exported in 1903-4. The effect of this serious decline is likely to be noticeable in the European markets, and should harden prices.

Since the opening of the present season, at the beginning of December, 1903, the exports of Australian wheat and flour are,—reducing the flour to the equivalent in wheat,—together equal to about 39,000,000 bushels of wheat. Of this quantity the States of Victoria

and South Australia have exported about 28,500,000 bushels. The trade with England in Australian flour appears likely to continue for some time to come. Recent published reports indicate that the quality of the leading Australian brands is fully appreciated, and a determined effort is being made by Australian millers to establish a permanent basis for future trade.

Prohibitive Freight Rates.

It is authoritatively stated that the reason for closing down the American Cereal Co.'s plant at Peterborough, Ont., was the high freight rates ruling from Canadian inland points to the seaboard. Until the season of 1904 conditions favored Peterborough, owing to two successive crop failures in the United States, which placed the American wheat market above an export basis. In 1904 conditions returned to their natural level, both markets being on an export basis at the present time.

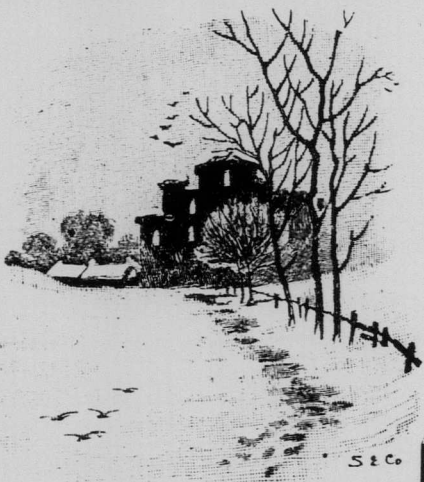
The cost of manufacturing is directly dependent upon transportation, and as the freight rates are cheaper in the United States than in Canada, the American Cereal Co. can deliver their products to the seaboard through the United States at a lower price than through Canada.

The closing down of the Quaker Oats industry in Peterborough has been a serious blow to the town, and with a view to securing a readjustment in railway grain rates in Canada, the Peterborough Board of Trade is soliciting the co-operation of the Montreal Chambre de Commerce in obtaining such concessions as will enable large manufacturers of cereals to secure rates that will encourage them to manufacture for foreign markets.

British Milling Booming.

WHILE American milling is feeling the pinch of dollar wheat and slack demand for flour, English, and especially Irish, mills, who aforesaid time regarded the former as dangerous, are "in clover," so to speak.

In view of American inability to export flour, new additions to the milling capacity of the United Kingdom are being erected, some of which are nearly ready to operate. These are certain to find business. Even in Ireland, so re-



Pretty Wintry

we grant you, but somehow or other we don't mind the weather. The sales of

Orange Meat

keep right on, winter and summer.

When people get using it, they want it always. Fact. And you, grocerymen, are sharing the reward along with ourselves.

We just want to tell some of you that you can get our breakfast food from your wholesale grocer.

The Frontenac Cereal Co.
Limited.

KINGSTON, ONTARIO.

cently in the "slough of despond," "many orders have been placed for new machinery," and old mills long out of commission are starting up, while all are increasing their output. Some flour has, indeed, been recently imported from the continent, but the amount is small; even the amount imported from across the channel is not depressing to the Irish trade.

But British millers are doing more that recovering their own port trade, for American flour never got far inland; they are now aggressively on the lookout for export business in markets where American flour formerly held the field. "Holland, Norway and Sweden," says Milling, "seem to offer openings for British flour. Other markets," adds the same keen observer, "might be found in the West Indies and in Egypt, Malta," etc., where flour dealers in the past few years were supplied by American millers.

Japan Likes Canadian Flour.

The Lake of the Woods and Ogilvie Milling Companies report that good-sized orders for flour are still coming from Japan and that several shipments have recently gone to that country from their western mills. Japan goes in chiefly for low-grade flour, and the ability of the Canadian product to hold its quality in all climates makes it extremely popular in the far East.

R. Meighen Elected Director.

At the annual meeting of the Bank of Toronto on January 11 among the new directors elected to fill vacancies was R. Meighen of the Lake of the Woods Milling Co., Montreal.

New Milling Company.

The Maple Leaf Flour Mills Co., of Ottawa, with capital stock of \$1,000,000, is applying for incorporation. The provisional directors are D. C. Cameron, of Winnipeg, A. Carmichael of Rat Portage, H. S. Dowd of Quyon, Que., J. A. Cameron of Dominionville, and J. D. Flavell of Lindsay.

Cereal Notes.

G. Thompson has decided to retire as president of the Montreal Corn Exchange.

Twenty-five million five hundred thousand bushels of grain were inspected at Winnipeg during the period beginning Sept. 1 and closing Dec. 31, 1904. The previous year the figures were 23,500,000 bushels, an increase in favor of the present year of 2,000,000 bushels.

Arthur May & Co., grain exporters, have moved their office from 210 Pro-

duce Exchange, New York, to 324 Board of Trade Building, Montreal. The business will be carried on as before with head offices at Durban, Natal, and branches at East London, Delagoa Bay and Johannesburg, South Africa, and Montreal.

The plant of the Battle Creek Health Food Co., at London, Ont., destroyed by fire a few months ago, has been rebuilt and is now again in operation.

A branch of the Grain Growers' Association has been organized at Rookhurst, Manitoba.

CANADIAN DISTRICT CHAMPIONS.

F. E. MUTTON, Canadian manager for the National Cash Register Co., has just returned with his staff from attending the annual two weeks' convention of the firm at Dayton, Ohio. The following gentlemen from Canada were present: F. E. Mutton, district manager for Canada; A. Blackwell, sales agent, Montreal, Que.; J. M. Roy, sales agent, Province of Quebec; J. J. Quinn, sales agent, Province of Quebec; J. P. Mason, sales agent, city of Montreal; J. A. Hossack, salesman, city of Montreal; A. G. Fiddis, salesman, city of Montreal; R. E. Van Dyke, sales agent, Nova Scotia; F. W. Thomas, sales agent, New Brunswick; Wm. Brizzolari, sales agent, Northwest Territories; B. L. Robinson, sales agent, Northwest Territories; G. A. Christie, sales agent, Northwestern Ontario; C. H. Collins, sales agent, city of Toronto; W. J. Irvine, salesman, city of Toronto; W. W. Digby, sales agent, Southwestern Ontario; W. A. Harston, sales agent, Northwestern Ontario; W. D. McDonald, sales agent, Western Ontario; J. D. Roberts, sales agent, Central Ontario; W. E. Wright, sales agent Eastern Ontario; J. T. Brownrigg, office manager, Toronto, Ont.; H. A. Scott, salesman, Toronto office; C. J. Whipple, sales agent, Manitoba; C. S. Faul, office manager, Winnipeg, Man.; J. E. McIntyre, sales agent Manitoba; O. K. Morris, salesman, Winnipeg, Man.; Jas. Anderson, salesman, Manitoba; Jas. W. DuLaney, manager Canadian factory, Toronto, Ont.

The delegates also included representatives from all parts of the world.

The Canadian representatives had the satisfaction of bringing home with them a beautiful silk banner as the champion selling district of the world for National Cash Registers. The banner is being proudly displayed by Mr. Mutton in the offices of the company in the Rossin House block, King street west, Toronto.

A Grocer's Bank Account

HOW TO SWELL IT.

INCREASE your business by selling a better quality of flour.

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

They give MORE and BETTER bread than any other.

The loaf will have the genuine MANITOBA FLAVOR.

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

Selected, Government-inspected Manitoba Wheat.

Capacity 1,200 bbls. per day.

Delivered prices on application.

Lake Huron and Manitoba Milling Co.

LIMITED

GODERICH, ONTARIO.

Shredded Wheat

... AND ...

TRISCUIT

NEW PRICE LIST

SHREDDED WHEAT

Per Case, Containing 50 Cartons, \$5.25

" 1-2 " " 25 " 2.75

TRISCUIT

Per Case, Containing 30 Cartons, \$3.00

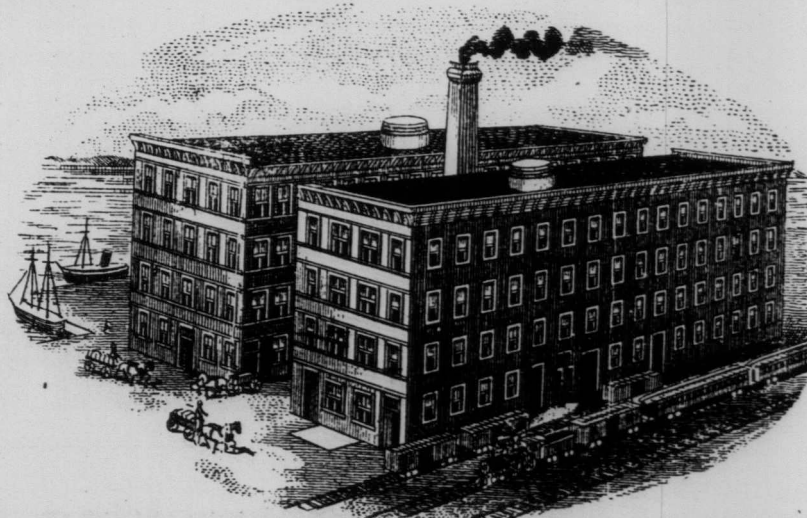
1 per cent. 10 days, net cash 30 days.

FOR SALE BY ALL WHOLESALE GROCERS

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.

Notable Cigar Department.

NINE years ago on a back street in a western Ontario city, a young man started a grocery, just a common every-day grocery with nothing to distinguish it from any other of its kind, except possibly that it was smaller than the average, and its windows always looked fresh. The young man did not have much capital, but he had lots of grit, and go in him.

To-day, he has the finest store in the city. He can supply you with anything eatable. He always has fruit and vegetables, just a little earlier, a little fresher and a little more attractive in appearance than any other store in the city. As a result, he has the pick of the trade, the cream of the profits, and is flourishing like a green bay tree.

He was the first in the city to abolish the old-fashioned counter, and to substitute silent salesmen. Each of these units is a department in itself. One for confectionery, one for butter and eggs, one for cheese and meats, for dried fruits, for coffees and spices, and for cigars and tobacco, and that brings us to the point of this article. The cigar and tobacco department occupies the place of honor just as you come in the door, the most prominent place in the finest and most successful grocery in Western Ontario.

What does it mean? Nothing more or less than that this is one of the most profitable lines than can be handled in a grocery: if properly attended to, and carefully appointed, a line fully compatible with the most select city trade, and one that has the important advantage of attracting the male element of the community.

In laying your plans for 1905, do not forget your cigar and tobacco department. The editor of our Window and Interior Display department is always available for consultation in working out attractive schemes for displaying cigars and tobacco, as for any other department of the trade.

Tobacco Interests at War.

The Executive Committee of the Interstate Tobacco Growers' Protective Association of Virginia and North Carolina

is now engaged in a war with the American Tobacco Co.

Japan's Tobacco Monopoly.

JAPAN'S tobacco monopoly is dealt with in the annual report of United States Vice Consul Sharp at Kobe, recently received. The law relating to the monopoly of leaf tobacco, he says, was promulgated in March, 1896. This law provided that all leaf tobacco grown was to be bought by the Government and in turn sold to the manufacturers by the Government at a fixed rate of profit. The Government has realized a good profit from this system, but in studying the customs in respect to tobacco monopoly of other countries it was seen that the monopoly of leaf tobacco was but a step to the establishment of the monopoly of tobacco manufacture, with the result that the law of monopoly of tobacco manufacture was established in March last.

According to this law, though the Government has the exclusive right of tobacco manufacture, the cultivation of leaf tobacco is left to private growers, as heretofore. Tobacco is to be made at public factories established in various parts of the country. The manufactured article is to be sold to retailers through the hands of wholesale merchants and then to the consumer, the wholesale merchants and retailers to be appointed by the Government.

In the case of cigarettes, the new monopoly law went into effect in July, and the requirements regarding cut tobacco will go into effect in April next.

The tariff on cigars, cigarettes, snuff, and cut tobacco from the United States, is 150 per cent. under the law which went into effect April 1, 1903.

Mogul in Montreal.

DURING the festive season just past practically everybody in Montreal was specially interested in what the stores had to show. Those who had charge of the window dressing realized the situation, and whatever part of the city one happened to visit, the eye was sure to be caught by attractive displays. With so many rival claims on the public notice, it is according high praise to the grocers and tobacconists to say that their stores received more than an average share of attention from passers-by. Many walking along St. Catherine St. remarked on the Oriental appearance of certain windows. Models of Egyptian temples, brilliantly lighted, were the feature. This effect was heightened by the use of quaint lamp shades which looked as if they might have been brought from some Eastern shrine.

These particular displays were in honor of the introduction of "Mogul," the new Egyptian cigarette, which is proving such a success. The trade price of "Mogul" is \$12 per thousand. They are put up in cardboard boxes of 250 (packages of 10), and can be had with either cork or plain tips and in round or oval shapes. As these cigarettes command a ready sale at 15c per package, dealers obtain a good margin of profit.

All First-Class Grocers

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer.

THE AMERICAN VISITOR

is surprised when he is charged only 5 cents for a **Pebble** Cigar. In the U. S. they pay 35 cents per lb. duty on Havana fillers, and \$1 85 a lb. on Sumatra wrappers, less 20 per cent. They cannot make a clear Havana-filled 5c. cigar profitably. We can, and prove it in the **Pebble**. In the U. S. they have to pay "2 for a quarter" for cigars equal to our **Pharaoh**.

DO YOU CATCH THE POINT ?

J. BRUCE PAYNE, LIMITED, Mnf'rs., Granby, Que.

Jan. 20, 1905

Things don't turn up in this world until somebody turns them up. A pound of pluck is worth a ton of luck.

—GARFIELD.

What Garfield says

applies nicely to the history of **T & B** SMOKING TOBACCO. Its success is not an accident. Its favor is not luck.

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

KING Buffalo Cigar

AN ADVERTISED CIGAR

A first quality Cigar.

A Cigar that attracts and holds Trade.

Express paid on sample order when cash accompanies order. \$33.00 per M.

CANADA CIGAR CO.

MAKERS, - - LONDON, ONT.

Mention the Canadian Grocer when ordering.

The Chamberlain Cigar

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

SAVE THE BANDS AND RETURN THEM TO

J. M. FORTIER, Limited,
MONTREAL.

MANUFACTURERS OF

Cigarettes and Cut Tobacco.

SMOKING

The name of McALPIN

TONKA
SOLID COMFORT
PINCHIN'S
HAND MADE

STANDS for high grade
Tobaccos which pay
the dealer a better profit
than he was familiar with
before McAlpin began the
business of tobacco
making.

CHEWING

McALPIN
CONSUMERS' TOBACCO CO.
TORONTO LIMITED

BRITISH NAVY
KING'S NAVY
BEAVER
APRIOOT

Freights And Charters

It is evident that the grain shipments are improving, and a glance at the manifests for the past week suggests good business. For instance, when the ss. Manxman, of the Dominion Line, sailed away from Portland to Bristol the G.T.R. shipped 66,000 bushels of wheat, 19,000 bushels of oats, 43,316 bushels of corn, 21,128 bushels of buckwheat, in addition to many smaller quantities of general cargo. A considerable quantity of cheese was taken, and also provisions, notably 2,000 packages of lard. The Allen Line ss. Ontarian also sailed from

compared with the shipments from St. John, N.B. There is no doubt that St. John as a Winter port is certainly growing in importance, but outside of the C.P.R., which line feeds its own steamers, the amount of cargo obtained is not by any means as large as it may be some day, and as it ought to be now. Take the Allen Line. This firm simply trade with St. John because they have to send the mail boats to a Canadian port and the Government of Canada holds them to that part of their contract very rigidly. Certainly this is paying dearly for loyalty,

SWEET CAPORAL



CIGARETTES

**STANDARD
OF THE
WORLD**

Sold by all Leading Wholesale Houses.

accustomed to sending their goods by the American port and so the Canadian port suffers. Business is picking up in St.

BERTH QUOTATIONS--St. John, Halifax and Portland

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

Description.	Liverpool.	London.	Bristol.	Glasgow.	Manchester.	Dublin and Belfast.	Capetown and Port Elizabeth.	Leith.	Aberdeen.	Cardiff.	Hamburg.	Havre.
Oil Cake.....	* 5/	† 5c	† 9c	† 6c	* 5/	* 11/6	* 12/6					
Sack flour.....	* 5/	† 5c	† 9c	† 7c	* 5/	* 12/	* 12/6					
Canned meats, fish.....	* 7/6	* 12/6	* 15/	* 12/6	* 10/	* 15/	* 15/					
Provisions.....	* 5/	* 12/6	* 15/	* 12/6	* 5/	* 17/6	* 15/					
Tierces lard.....	* 5/	* 12/6	* 15/	* 12/6	* 5/	* 17/6	* 15/					
Pail lard.....	* 7/6	* 17/6	* 20/	* 17/6	* 7/6	* 20/	* 20/					
Butter.....	* 15/	* 25/	* 25/	* 30/	* 15/		* 80/c.s.					
Cheese.....	* 10/	* 20/	* 20/	* 25/	* 10/		* 80/c.s.					
Eggs in c. s. (meas't).....	* 10/	* 15/	* 15/	* 15/	* 10/		* 40/c.s.mt.					
Clover seed.....	* 10/	* 10/		* 15/	* 10/	* 15/	* 15/					
Cotton.....	† 15c				† 15c							
Apples, per bbl.....	2/	2/	2/6	2/6	2/	31/	10/c.s.					
Meas't goods.....	† Fine 20/		† Fine 20/	† Fine 20/	† Fine 20/							
Leather sole.....	* 20/	* 25/	* 25/	* 30/	* 20/	† 12/6	† 15/					
Leather finish.....	* 15/	* 20/	* 20/	* 20/	* 15/	* 17/6	* 25/					
Lumber, hard.....	* 8/	† 10 1/2 c	* 12/6	* 14c	* 8/	* 15/	* 15 m't.					
Lumber, soft.....	* 9/	† 12c	* 15/	† 16c	* 9/		* 17/6 m't.					

* Per ton 2,240 lbs. † Per ton of 40 cubic feet. ‡ Cents per 100 lbs. without 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 \$4.86 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.

Portland and carried an excellent variety of cargo including 72,000 bushels of wheat and 9,300 bushels of oats. On this boat was also carried 2,507 barrels of apples. From St. John, N.B., the Manchester Importer sailed on January 8th with a first rate cargo for Manchester. This comprised 24,000 bushels of barley shipped by C.P.R. as well as 4,469 boxes of cheese and immense quantities of provisions.

However, whatever may be the reason it may be noticed that from the G.T.R. terminal, namely Portland, the cargoes have been nearly double in size when

and there must be some means of explaining why the immense shipments go to the seaboard and use Portland as a terminal. It would appear from conversation with some of the leading freight men that there is not the slightest discrimination in favor of Portland because it happens to be in the United States. It would seem that the facilities for handling cargo all point to Portland, and when grain or anything of that kind requires handling, the conveniences available at Portland are more pleasing to the shippers. They may not be better, but the shippers have got

John and the bookings for the next two months look very favorable.

The C.P.R. will likely make things move more lively when they get the new twenty-knot boats which Mr. Piers reports are to be constructed for them. As they are to be delivered only in the Spring of 1906 it is a long way off and the alleged secrets which are said by Mr. Piers to be applied to the building of the boats may tend to stimulate trade.

Mr. J. G. Jardine, Canadian commercial agent in South Africa, is in Toronto.

THE OFFICE END

DEVOTED TO THE
OFFICE STAFFS OF
BUSINESS
ESTABLISHMENTS

FORMING A JOINT STOCK COMPANY.

A few items of general interest to the Bookkeeper after the formation of a Joint Stock Company or the amalgamation of industrial concerns.

By H. R. W.

It would be impossible to give a set of opening entries applicable to every business, as it would depend largely upon the arrangement made with the vendors in regard to the transfer of their business, but in a general way, the "assets" transferred should be debited, crediting "Shareholders of Old Company," the "Liabilities" credited, debiting "Shareholders of Old Company," the balance in the "Shareholders" account showing the amount of stock held by them in the new company, the completing entry being:

"Shareholders of Old Company" Dr.
To Capital Stock account Cr.

If stock is offered for public subscription the entries for "General Ledger" purposes might be made as follows:

Shareholders Acct. Dr.
To Capital Stock account Cr.

(For Amount of Stock Subscribed.)

Cash Dr.

To Shareholder Cr.

(as instalments are received on subscription)

thus closing "shareholders" account in the general ledger.

If various classes of stock are subscribed for, such as first preference, second preference or common, these divisions may be credited instead of simply using the term "capital stock."

As a rule, shareholders are treated collectively in the "General Ledger," one, two or three accounts being kept according to the class of shares subscribed for, the accounts for the individual shareholders being kept in the stock ledger.

A First Difficulty.

Probably the first difficulty with which the office man will have to contend when the amalgamated company has not taken over the accounts receivable or payable of the individual companies, will occur upon receipt of a cheque or money order, the amount of which includes accounts due both to the old and new companies. Let it be supposed, for instance, that Bentley & Jones owe one of the old companies \$10 and the amalgamated company \$15, the latter being subject to cash discount of 2 per cent. Upon receipt of the cheque or money order, the remittance may be entered in the cash book of the new company as follows:

		c.d.	amt.
Bentley & Jones.....	\$24.50	..	.....
Less amt. of account for Old Co.	9.80	30	\$14.70

The amount posted to the credit of Bentley & Jones in the books of the new company being \$15, made up of cash \$14.70 and cash discount 30c, the balance \$9.80 be-

ing entered in the cash book of the old company in the usual way, together with cash discount, if allowable. The new company may pay over the amount of each individual balance due or the aggregate amount due at the end of the day or week.

When goods are returned after the amalgamation has taken place, which were charged prior to the date of transfer, the correct method, although it may appear on first sight a roundabout way of arriving at the desired result, is to credit the goods through the books of the old company at the price originally charged, and, if necessary, transfer such credits, by means of cross entries, to the books of the new company, charging at the same time or at the end of a stated period all goods thus returned and credited to the new company at cost price. If this course were not pursued, the goods would be taken into stock by the new company and a liability assumed by crediting the customer at the selling value, whereas such goods should be taken into stock at cost, as the old company had originally made the profit on them. As the success of a business depends to a large extent in these busy days upon the system employed, a few suggestions as to handling the office department after an amalgamation may not be amiss.

A Few Suggestions.

The aim should be to dispense with all unnecessary work without destroying in any way the history of transaction, the question continually before the office man being, "Is there a possibility of this work being done in a shorter or simpler manner and yet obtain the necessary result?"

Each branch should keep its own cash book in the form of loose sheets, which may be kept on files, a duplicate sheet of each day's transactions being sent to the head office where it shall be audited, filed and posted.

Vouchers for sundry payments should accompany the sheets and should be vouched for by the manager of the branch.

An additional check on the cash would be to have the balance on hand on a certain day, say on the end of the month, deposited in the bank, and the pass book entered by the bank and sent to the head office for verification.

All accounts should be kept at the head office, both personal and impersonal.

Each office may keep its own bank account, and remittance by draft made to head office for all over a stipulated amount.

All accounts payable should be settled by the head office, unless goods are settled for in cash when purchased by the branch, in the latter case the vouchers being sent as usual with the cash sheet.

The invoicing may be done by the individual office in triplicate, one copy sent to the customer, one copy to the head office for posting medium, and the third filed in the branch office for reference only.

<p>This list is for the purpose of placing retailers, manufacturers' jobbers and other readers in touch with reliable and competent accountants and auditors whose services are so frequently required for such purposes as opening books,</p>	<h3>Leading Canadian Accountants and Auditors</h3>	<p>adjusting and auditing accounts, arranging partnerships or organizing joint stock companies, devising special office systems, making collections and investigations, handling estates, making valuations, etc.</p>
<p>DAVID HOSKINS, F.C.A. Chartered Accountant, Auditor, Financial Valuator. 27 Wellington Street East, Toronto, Canada.</p>	<p>This Space \$15 a Year.</p>	<p>JENKINS & HARDY, Assignees, Chartered Accountants, Estate and Fire Insurance Agents. 15 1/2 Toronto Street Toronto. 465 Temple Building, Montreal. 100 William Street, New York.</p>

<p>This list is for the purpose of placing manufacturers, wholesale and retail merchants and other readers throughout Canada, and firms abroad doing business in Canada, in touch with the legal profession throughout the Dominion, for the collection of accounts, legal representation,</p>	<h3>LEGAL CARDS.</h3>	<p>organization of companies, the arrangement or dissolution of partnerships, or assignments, as well as all other matters of a legal nature. For advertising rates apply to MacLean Publishing Co., Limited, Montreal or Toronto.</p>
<p>TUPPER, PHIPPEN & TUPPER, Barristers, Solicitors, Etc. Winnipeg, Canada.</p>	<p>ATWATER, DUOLOS & CHAUVIN Advocates. Montreal. Albert W. Atwater, Q. Consulting Counsel for City of Montreal. Chas. A. Duclos. Henry N. Chauvin.</p>	<p>This Space \$15 a Year.</p>

<h2>Educational Department.</h2>		<p>The following institutions for the education of business men's sons and daughters are recommended by this paper:</p>
<p style="text-align: center;">1889.</p> <p>The Belleville Business College, Limited, Business firms get the best results by applying to us 10 days before vacancies occur in their employ. See Catalogue pages 21, 27, 33, 41. J. A. Tousaw, } BELLEVILLE, ONTARIO. { J. Frith Jeffers, M.A., Secretary. } President.</p>	<p>TELEGRAPHY SHORTHAND</p> <p style="font-size: 2em; font-family: cursive;">METROPOLITAN Business College</p> <p>- OTTAWA, ONT. -</p> <p>BOOK-KEEPING TYPEWRITING</p>	
<p>St. Margaret's College, Toronto A Boarding and Day School for Girls. Thorough courses in every department. Only teachers of the highest academical and professional standing employed. GEORGE DICKSON, M.A., Director. MRS. GEORGE DICKSON Lady Principal.</p>	<p>One inch space in this dept. \$45 per year.</p>	

Special Advertising Rates have been arranged for space in "The Office," and will be gladly quoted on request.

HOTEL DIRECTORY.


NEIL McCARNEY, PROP.	W. C. McCARNEY, MANAGER
THE PROVINCIAL	
LEADING COMMERCIAL HOTEL. GANANOQUE, ONT.	
Located in Heart of Business Section. Ten First-class Sample Rooms.	

O. F. BAKER, PROP.	GALT, ONT
HOTEL GRAND	
First-class accommodation for Commercial Men.	

ALCOHOLISM

The best treatment for all persons afflicted with the disease of drunkenness is known only to Dr. MacKaye
Address: City Hall, Montreal, Que. Absolutely privat. treatment.

LITHO-GRAYURE PRINTING
Send for Sample Book.
Beautiful designs in Letterheads, Billheads, etc., in the new Litho-Gravure Style. Looks just like an engraved plate. It is much cheaper, but don't look t. Send stamp for samples.
G. A. Weese & Son, 44 Yonge St., Toronto.



STANDARD TELEPHONE SETS FOR SALE

\$5.00 per set. Slightly used but in good order

Apply to
SALES DEPARTMENT:
178 Mountain St., - Montreal, Que.

OR
To any local manager of the Bell Telephone Company of Canada.

DEPARTMENT OF ADVERTISING SUGGESTION AND CRITICISM

Edited by

John C.
Kirkwood,

TORONTO.

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

THE VALUE OF A NAME.

It will be recalled by many that some few years ago there was brought an action by Walter Baker Co., cocoa and chocolate manufacturers, against certain parties who were trading in similar lines under the name of W. Baker & Co.

In the trial that followed, it was recognized by the Court of Massachusetts that the trade-mark of Walter Baker & Co. was worth one million dollars, a value derived from 28 years of persistent and generous advertising.

This incident serves to illustrate the worth of a name or trade-mark as a commercial asset, and it affirms a truth that has not yet been learned by many a manufacturer, namely, that the only way to make a name or a trade-mark valuable, is to advertise it.

The practice of trademarking one's products is common enough, but this is done in the majority of cases as a protection against infringement. The making of the trade-mark valuable is another thing, and one unfortunately which has received scant attention from those most concerned.

The other day I came across a certain manufacturer in Toronto who has for years been making his goods with his initial A. This letter is the basis of a peculiar design which constitutes his registered trade-mark. He had never attached much value to the mark as a selling factor; it served more to indicate a high quality of manufacture than anything else. This manufacturer sells largely through the jobbing trade, and puts up many lines for the jobber under their private name or label. As he put it himself—"They get lots of label but mighty little of any good," meaning that at the price at which he has to manufacture for the jobber, there was no room for him to give much in the way of quality. He continued to sell his own "Big A" lines at the same time. One day a jobber said to him—"Oh, the people want your Big A brand." The manufacturer was awakened by that remark to see that he had been losing a great deal in not having advertised his Big A brand, and thus developing both a demand for and a confidence in Big A goods. It may be

remarked that this manufacturer has begun an advertising campaign whose text is "Big A goods for Quality."

About a dozen years ago E. J. Bliss of Boston conceived the idea of the Regal Shoe. Something over two million dollars has been spent in advertising this shoe, and an offer of five million dollars for the Regal Shoe trade-mark would be refused.

Instances could be given without number of the commercial value of the advertised trade-mark, but the foregoing will suffice.

The average manufacturer is in bondage to some one. His distributor, his jobber, his salesmen, or his retailers have him at their mercy. He recognizes these elements as his mediums of distribution and is afraid of them. The manufacturer selling an advertised trademarked article is absolutely independent. If his goods are right, and his advertising right, the retailer finds it easier to sell them than to explain why he fails to keep them. The question of price is not difficult on advertised trademarked articles. The salesman, the jobber and the distributor of an advertised trademarked article are in their proper places—they are the assistants of the manufacturer, not his boss. When the manufacturer trademarks his product he is making a step in the right direction. When he advertises that trade-mark he has taken the other step which leads to his independence.

Advertising Failure.

The following paragraphs are for the consideration of those whose faith in advertising has become weak, and who may need the encouragement of others' experience and wisdom.

A common error in advertising is to stop if one doesn't get immediate returns, or because "business is dull." In the first case one is disappointed without reason, for not sufficient time has been given to yield results. Those who look for prompt returns must think that the public has been just waiting for their advertisements to appear, and directly will make a headlong rush for the goods advertised. Stopping one's advertisement in dull times only helps to

increase the dullness. Trade would be brisker if everyone kept on trying to make it brisker.

Failure of a trial advertisement has set more business men against advertising in general than any other factor in publicity,—which is a pity when one considers the unreasonableness of expecting much from a trial advertisement. It is like the first discord struck on the piano by the beginner. If a student becomes disgusted with such an initial effort he will never advance farther in his work; and if an advertiser abandons his advertising intentions because the trial or single advertisement has not proved remunerative, he will never get farther on towards the end desired.

* * *

To think that advertising indulged in for part of the year will leave a reminder in the minds of the public for the balance of the year is a besetting business sin.

* * *

Experienced advertisers know that from six months to several years are required to make advertising yield paying returns. Consequently there is no telling how much money will be required to keep things going until the psychological moment is reached when advertising begins to pay.

* * *

Never expect the first advertising to bring back its cost immediately—the average return is about 20 per cent., and the profits usually come from subsequent sales.

* * *

Advertising is a hard enough proposition at its best, even for established concerns. Think how much more difficult it must be for the new-comer who has not a single claim on the business world, to make his way against those who have been established for years, and whose connections have been of long duration.

* * *

A handful of sand thrown at a wall will make no impression,—a single pebble will leave some impression. A lot of small type does not catch the eye nearly so quick as a single word in bold, plain caps.

* * *

One brick never built a house, neither can one advertisement build up a business.

WM. BRAID & CO. COFFEE IMPORTERS

How is your Coffee Trade?

BRAID'S BEST COFFEE is increasing in popularity every day because consumers appreciate its merit.

ARE YOU SWIMMING WITH THE TIDE?

*If not, now is the time to change.
Don't let your neighbor outstrip you, as he surely will unless you carry a good stock of Braid's Best Coffees.
Bucking the current has carried down many a strong swimmer.*

BRAID'S BLENDED COFFEES are the best for grocers to buy—

- FIRST**—Because they yield him a satisfactory profit.
- SECOND**—Because the quality never varies.
- THIRD**—Because they give the public better satisfaction than any other coffee sold.

These Coffees are a triumph of the expert coffee man's art. An order will make you a permanent customer of ours, and every sale a steady patron for you.

**Write us for
Samples**

WM. BRAID & CO.,
Importers of Teas, Coffees, Spices, etc., VANCOUVER, B. C.

Quotations for Proprietary Articles.

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

January 19, 1905.

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

Baking Powder.

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

W. H. GILLARD & CO.

Case	Size	Per doz.
Diamond—		
1-lb. tins, 2 doz. in case		\$3 00
1-lb. tins, 3 "		1 25
1-lb. tins, 4 "		0 75

IMPERIAL BAKING POWDER.

Cases	Sizes	Per doz.
4 doz.	10c.	\$0 85
3 doz.	4-oz.	1 20
3 doz.	6-oz.	1 75
1 doz.	12-oz.	3 50
2 doz.	12-oz.	3 45
3 doz.	12-oz.	3 40
3 doz.	16-oz.	4 45
3 doz.	16-oz.	4 35
1 doz.	2-lb.	10 40
1 doz.	5-lb.	19 50

MAGIC BAKING POWDER.

Cases	Sizes	Per doz.
6 doz.	5c.	\$0 40
4 "	4-oz.	0 80
4 "	6 "	0 75
4 "	8 "	0 85
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2-lb.	4 10
1 "	5 "	7 30
1 "	6 oz.	Per case \$4 25
1 "	12 "	
1 "	16 "	



JERSEY CREAM BAKING POWDER.

Size	5 doz. in case	Per doz.
1 "		\$0 40
1 "		0 75
1 "		1 25
1 "		2 25

OCEAN MILLS.

Case	Size	Per doz.
Ocean Baking Powder, 1 lb., 4 doz.		\$ 45
Ocean Baking Powder, 1 lb., 5 doz.		90
Ocean Baking Powder, 1 lb., 3 doz.		1 25
Ocean Borax, 1-lb. packages, 4 doz.		40
Ocean Cornstarch, 40 pks. in a case.		78

Freight paid, 5 p.c. 30 days.

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
3 lb.	5 75
5 lb.	25 50

CLEVELAND'S—DIME.

Case	Size	Per Doz.
1-lb. tins, 4 doz. in box		\$ 1 00
" 1 lb.		1 50
" 6 oz.		2 20
" 12 oz.		4 25
" 1 lb.		5 50
" 3 lb.		15 00
" 5 lb.		25 00

"VIENNA" BAKING POWDER.

Case	Size	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.

Case	Size	Per doz.
1-lb. tins, cases 4 doz. per doz.		\$3 25

HOME BAKING POWDER, CO., MONTREAL.

Sizes	Per doz.
2 doz. case 1 lb.	\$2 40
1 " 1 lb.	4 75
1 to 5 cases, 5 per cent.	
5 to 10 cases, 10 per cent.	



EAGLE BAKING POWDER.

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

"BEE" BRAND BAKING POWDER.

Case	Size	Per doz.
6 oz. cases, 4 doz., per case		\$3 50
10 oz. " 3 doz., "		4 00
16 oz. " 4 doz., per doz.		2 25

Blue.

Keen's Oxford, per lb.	\$0 17
In 10-box lots or case	0 16
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16
Gillett's Mammoth, 1/2 gross box	3 00
Nixey's "Cervus," in squares, per lb.	0 16
" " in bags, per gross	1 25
" " in pepper boxes	0 02 0 10
according to size	



J. M. DOUGLAS & CO.—Laundry Blue.

"Blueol"—10-lb. boxes containing 50 pkgs., 4 squares each	per lb. 16c
"Sapphire"—14-lb. boxes, 1-lb. pkgs.	per lb. 12c
"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 BLACK LEAD.

Case	Size	Per gross
5a size		\$2 40
2a size		3 50

BORAX.

"Bee" brand, 5 oz. cases, 40 pkgs.	1 40
" " 10 oz. cases, 45 "	3 25
" " 18 oz. cases, 45 "	4 85

EAGLE BORAX.

Case	Size	Per doz.
Cases of 5-doz. 5c. packages		\$0 40
" 5-doz. 10c.		0 85

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 Oat, 2-lb. pkgs., per pkg.	\$ 08
" " 7-lb. cotton bags, per bag.	0 13
Quaker Oats, 2-lb. pkgs., per case.	3 00
Tilson's Oats, 2-lb. pkgs., per case.	3 00

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—		
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
Cocoa Essence, sweet, 1-lb. tins, doz.		2 55

Of the many grades of Syrups sold in Canada the most satisfactory to handle is

Crown brand Table Syrup



- It is pure.
- It is clear.
- It has finest syrup flavor.
- It is all syrup.

Put up in Tins—

2-lb. tins—cases	2 doz.	Also in Brls., 1/2-Brls.,
5 " " " "	1 " "	Kegs and Pails.
10 " " " "	1/2 " "	
20 " " " "	1/4 " "	

Freight paid on 5 cases and over to all railway stations East of North Bay.

FOR SALE BY ALL JOBBERS.

MANUFACTURED ONLY BY

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. O. O. Beauchemin & Fils, Montreal.

\$1, \$2, \$3, \$5, \$10 and \$20 books.	Un- covered 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 82

doz. packages (12 to a case)..... 0 75

doz. packages (12 to a case)..... 0 95

Cleaner.

Per doz.	
4-oz. cans	\$ 0.90
8-oz. "	1.35
16-oz. "	1.85
Quart "	2.75
Gallon "	10.00

Wholesale Agents.

The Davidson & Hay, Limited, Toronto

Feed.

Gelatine.

Knex's Gelatines	Per gross	\$16 75
Robinson's patent barley	1-lb. tins	\$1 25
" "	1-lb. tins	3 25
" "	1-lb. tins	1 25
" "	1-lb. tins	3 25

Per doz.	
5 doz., at..	\$ 1 40
1 doz., at..	1 45

Jams and Jellies.

SOUTHWELL'S GOODS. Per doz.

Frank Magor & Co., Agents.	
Orange marmalade	\$1 50
Clear jelly marmalade	1 80
Strawberry W. F. Jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant " "	1 85
Other jams	\$1 50
Red currant jelly	2 75

T. UPTON & CO.

Pure Fruit Jams—	
12-oz. glass jars, 2 doz. in case, per doz.	\$0 95
2-lb. tins, 2 doz. in case	1 60
5 and 7-lb. tin pails, 8 and 9 pails in crate	per lb. 0 06
7 and 14-lb. wood pails	per lb. 0 06
30-lb. wood pails	0 06
Pure Fruit Jellies—	
12-oz. glass jars, 2 doz. in case, per doz.	0 95
2-lb. tins, 2 doz. in case	1 60
7 and 14-lb. wood pails, 6 pails in crate	per lb. 0 06
30-lb. wood pails	0 06

Home Made Jams—	
1-lb. glass jars (16-oz. gem) 2 doz. in case	1 45
5 and 7-lb. tin pails, 8 and 9 pails in crate	per lb. 0 09
7, 14 and 30-lb. wood pails, 6 pails in crate	per lb. 0 09

BRAND & CO.

Brand's calf's foot	\$3 50
Real turtle jelly	7 75

Licorice.

NATIONAL LICORICE CO.	
5-lb. boxes, wood or paper	per lb. \$0 40
Fancy boxes (36 or 50 sticks)	per box 1 25
" Ringed " 5-lb. boxes	per lb. 0 40
" Acme " pellets, 5-lb. cans	per can 1 00
" Acme " pellets, fancy boxes (40)	per box 1 50
Tar licorice and Tolu wafers, 5-lb. cans	per can 2 00
Licorice lozenges, 5-lb. glass jars	1 75
" " 30 5-lb. cans	1 50
" Purity " licorice 10 sticks	1 45
" " 100 sticks	0 75
Dulce large cent sticks, 100 in box	.....

Lye (Concentrated).

GILBERT'S PERFUMED.	Per case.
1 case of 4 doz.	\$ 3 50
3 cases	3 50
5 cases or more	3 40

Matches.

UNITED FACTORIES, LIMITED.	Per case.
Sunlight (Parlor)	\$2 50
Flashlight (Parlor)	2 75
Kodak (Sulphur)	3 00

WALKERVILLE MATCH CO.

Parlor—	1 case.	5 cases.
Imperial	\$5 75	\$5 50
Best	3 75	3 50
Crown	1 70	1 60
Maple Leaf	1 90	1 80
Knights	4 75	4 50
Sulphur—		
Club	3 90	3 70

Mince Meat.

Wetley's condensed, per gross net	\$12 00
per case of doz. net	3 00

Mustard.

GOLMAY'S OR KERN'S.	
D.S.F., 1-lb. tins	per doz. \$1 40
" " 1-lb. tins	2 50
" " 1-lb. tins	5 00
Durham 4-lb. jar	per jar. 0 75
1-lb. jar	0 25
F. D., 1-lb. tins	per doz. 0 85
" " 1-lb. tins	1 45

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—	
1-lb. tins	per lb. \$0 35
" " 1-lb. tins	0 35
" " 1-lb. tins	0 32 1/2
4-lb. jars	per jar 1 20
1-lb. jars	0 35
Old Crow, 12-lb. boxes—	
1-lb. tins	per lb. 0 25
" " 1-lb. tins	0 25
" " 1-lb. tins	0 25 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, 30 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 glass jars	3 40

T. UPTON & CO.

1-lb. glass jars, 2 doz. case	per doz. \$0 85
Home-made, in 1-lb. glass jars	1 50
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 06

Pickles.

STEPHENS.

A. F. Tippet & Co., Agents.	
Cement stoppers (pints)	per doz. \$ 2 20
Corked	1 90

Soda.

COW BRAND.



Case of 1-lb. containing 60 pkgs., per box, \$3 00.

Case of 1-lb. (containing 120 pkgs. per box, \$3 00.

Case of 1-lb. and 1-lb. (containing 30 1-lb. and 60 1-lb. pkgs.) per box, \$3 00.

ining 95 pkgs., per

MAGIC BRAND.

Per case.	
No. 1, cases, 60 1-lb. packages	\$2 75
No. 2, " 120 1-lb. "	2 75
No. 3, " (30 1-lb. ")	2 75
No. 5 Magic soda—cases 100—10-oz. pkgs.	
1 case	2 85
5 cases	2 75
"BEE" BRAND.	
"Bee" brand, 8 oz., cases, 120 pkgs.	Per case
" " 10 oz., cases, 96 pkgs.	2 75
" " 16 oz., cases, 60 pkgs.	\$2 75

Soap and Soap Powders.

A. F. TIPPETT & CO., Agents.	
Maypole soap, colors	per gross \$10 20
black	15 20
Oricle soap	" 15 20
Gloria soap	" 15 20
Straw hat polish	" 15 20

RABBITT'S.

Babbitt's "1776"	
8-oz. pkgs. \$3.50 per box.	5 boxes
freight paid and half box free.	
Babbitt's "Best soap, 100 bars \$4.10 per box.	
Potash or Lye, box	
each doz., \$3 per box.	
W. H. DUFFY AGENTS.	

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
THUNDERBOLT, CANADA

Dutch Chemical Works AMSTERDAM.

EXCEPTIONAL VALUE FOR THE GROCERY TRADE
SPECIAL OFFERS

Recommended Themselves,
WE OFFER OUR MAGNIFICENT

"Butterfly Brands"

	1/2-lb.	1/4-lb.	1-lb.
COFFEE and CHICORY per doz. tins	2/6	4/-	7/-
PURE DUTCH COCOA per doz. tins	4/3	8/-	15/-

Goods delivered, freight paid, to any Canadian port. Duty not included. Terms: Cash with order.

The COFFEE and CHICORY is packed in cases of one cwt., while the COCOA is supplied in tins of 5 lb.

SAMPLES FREE ON APPLICATION.

1-lb. 0 35
1/2-lb. 0 30
1/4-lb. 0 25
1/8-lb. 0 20
1/16-lb. 0 17 1/2

LIPTON'S
TEA (in
packages).

bs & Sold
bs 1/2 lbs. for
per per per
lb. lb. lb.
45 70
40 60
35 50
30 40
25 30
20 25

LIMITED.
00 30
00 30
00 43
00 44
00 44
00 47
00 47
00 47
5 d 6 1/2 0 51
0 52
0 52

l. Per gal.
lity. 00 30
00 30
00 30
e quantities

5 45 10 06
0 25 23 40
3 25 4 40

04 65
7 00
9 00
6-case lots

Per doz
01 30
1 36
1 50
1 50
1 50
1 50
1 95
1 90
0 90
2 90
11 25
9 00
8 00
7 00
7 85
2 00

ase... \$1 05
1 06
6c... 1 00
5c... 1 00
10c... 1 80

C. C. B. Peels

Limited

RETURNED

JAN 20 1905

To Owner

Cut-Book 29

Page 9

SO



Avoid This!

By using the

BELGIAN LAMP

King of 'em all. All sizes and styles. *Write now* for booklet with complete information.

5

GOWANS, KENT & CO.
TORONTO

"Perfectly clean from our kitchen to your table."
There is no better Mince Meat on the market.

Wether's Mince Meat

One try will satisfy your appetite of this. There is no better called either. One try will satisfy you of that.

Perfectly clean, wholesome, light, and easy on the stomach. Try it and you will know.

J. H. Wether,
ST. CATHARINES

TWO KINDS OF PUDDING

KKOVAN PLUM PUDDING

Packed in 1 lb., 2 lb., and 5 lb. tins. Each tin contains 1 lb. of pudding. Put up in a special way, and is always ready to eat.

KKOVAN MINCE PUDDING

In 1 lb. and 2 lb. tins. Made by the same process as the Plum Pudding.

JAS. H. GOWANS

