

**PAGES
MISSING**

THE CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, General and

**PUBLISHED
EVERY FRIDAY**

Allied Trades in Canada.

**CIRCULATES IN
EVERY PROVINCE**



Keen's Oxford Blue



The Old Reliable Blue, which every Grocer in Canada knows.

Made by the proprietors of

KEEN'S MUSTARD.

IT SHINES

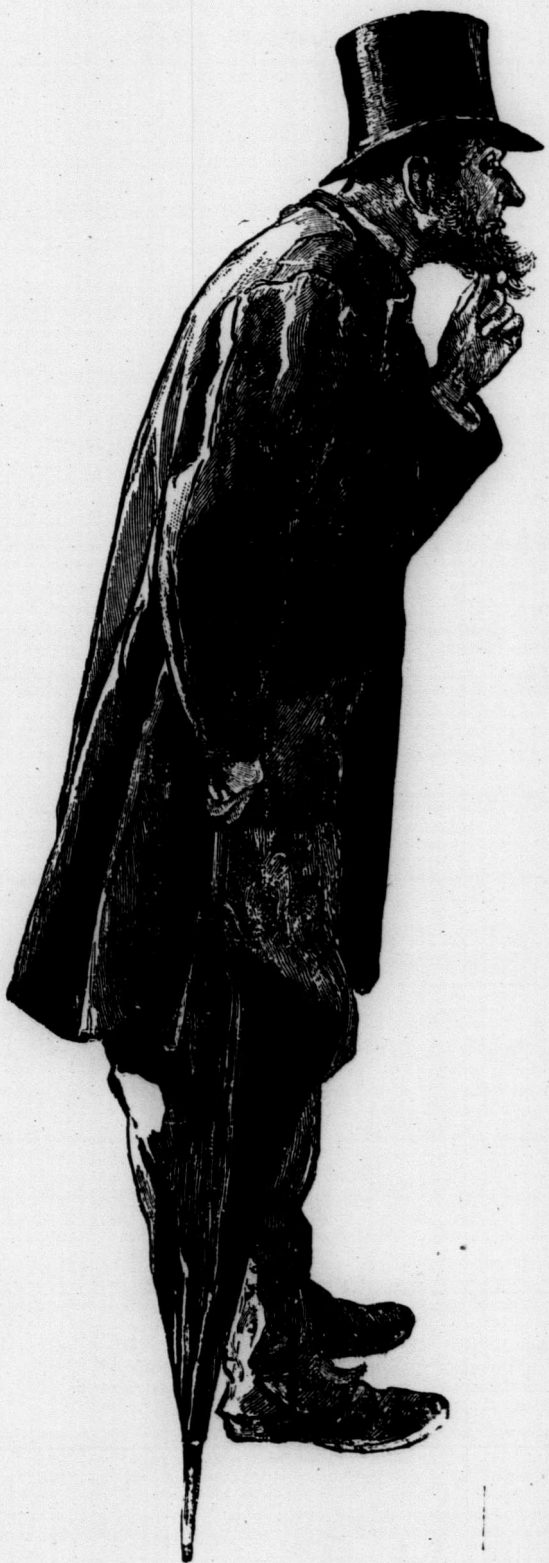
Among the Biscuits of its kind.

Because
its
Quality
is
Right
and

Storekeepers Can Commend It.



CHRISTIE, BROWN & CO., Limited
TORONTO and MONTREAL



This Kind Of A Man

does not jump at conclusions — *he investigates!* He is not "a penny wise and pound foolish," you can rest assured of that. He is not misled into buying new things said to be "just as good" as the old standard, time-tested articles of trade.

And as he buys, so he sells and builds up confidence among his customers. You'll find a clean stock in *his* store — nothing unsalable, because "*Standard goods are best to handle.*"

COX'S Powdered Gelatine.

The new Gelatine is new in form only. It is Sparkling Gelatine reduced to powder, and retains all its old, good qualities **with this addition**, that it **dissolves instantly in warm water.**

The "Griffin" Brand California Fruits.

There is but one grade of quality in the "Griffin" brand, **the highest.** And this refers to the growing, the picking and the packing, which is all done right at the vineyards and orchards on the Pacific coast. You get the "Griffin" brand **always** at first hands—there is no tampering with the fruit en route, no short weight.

P. Codou's Macaroni and Vermicelli.

The name P. Codou stands for the **very best quality** of Macaroni, Vermicelli and fancy pastes. It is not alone because only the very best quality of Russian Wheat is used, but because of the long experience and consequent great skill of the makers. **They are standard goods.**

Arthur P. Tippet & Co., Agents,

8 Place Royale,
Montreal.

20 1/4 Front Street,
Toronto.

Messrs. Grimble & Co.
LIMITED

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

VINEGARS

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

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

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

STERLING BRAND

PICKLES

RELISHES

CATSUPS

STERLING BRAND

No stock of pickles with any grocer can be complete unless he has a full range of the famous **STERLING BRAND**. They give character to the grocer's stock and gather around him the best class of customers.

No material is too good—too much care can not be given in the manufacture of these famous pickles. This is the rule of the manufacturer. Everything must reach a high ideal—or be excluded from the brand **STERLING**.

—If your wholesaler or jobber cannot supply you, address manufacturer direct.

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

124-128 Richmond St. West, TORONTO.

PORK AND BEANS

WHY NOT GET THE **BEST?**

“RED CROSS”

“LITTLE CHIEF”

“AYLMER”

“LOG CABIN”

“DELHI”

“SIMCOE”

ARE THE BEST.

PRICE LOWEST.

QUALITY HIGHEST.

Write your wholesale house **TO-DAY** for prices on any of the above brands. They will interest you.

April 15, 1904.

THE CANADIAN GROCER

GUARANTEED UNIFORMITY—Every grocer who handles coffee knows the value of getting it uniform ; a careful system of registering orders assures your coffee being always the same, if you handle

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

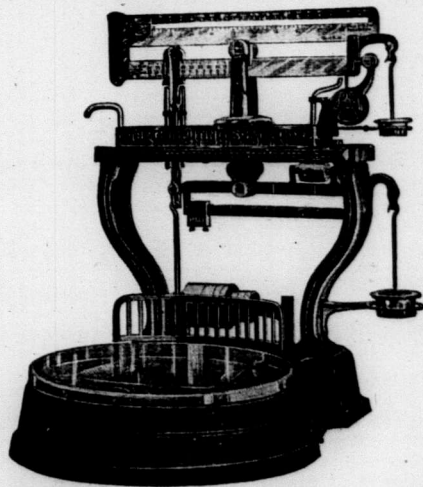
High-Grade COFFEES

You are not experimenting when you place your order with a firm whose reputation for high-grade goods (both Coffee and Spices) has stood over half a century. Order now.

THEY EARN THEIR COST

while you pay for them.

SOLD ON EASY MONTHLY PAYMENTS.



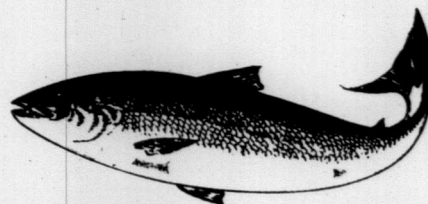
The Computing Scale Co. of Canada, Limited

164 King Street West, Toronto, Canada.

Manufacturers of...

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

SOCKEYE SALMON



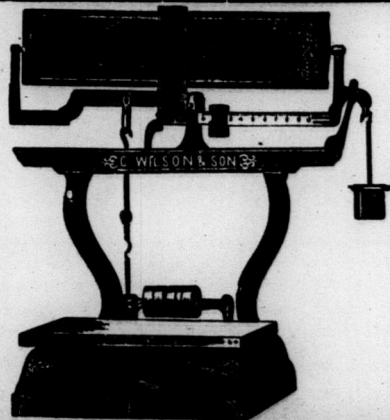
"Sovereign" and "Lynx" Brands

ARE THE CHOICEST IN THE MARKET.

EVERY TIN GUARANTEED.

TO BE HAD OF ALL GROCERS.

Paid For Itself.



C. WILSON & SON, Limited, Scale Manufacturers,
TORONTO.

HAMILTON, MAR. 19th, 1903.

DEAR SIR:—

I have used your **BALL-BEARING COMPUTING SCALE** for several years now and I believe it has paid for itself a good many times over during that period. Most of my profits went to my customers in overweights in the past. Now I have a little left for myself.

Yours truly,

One of a hundred similar testimonials secured by us. Let us put you on the same road to prosperity. Catalogue free for the asking.

C. WILSON & SON, Limited, TORONTO.

A change is coming about in the dietetic habits of the people. They are taking the advice of experts and are eating more fish and less meat.

You should take advantage of this change.

Especially if you know of any among your customers who are forever trying to get on good terms with their stomachs, you should have these new fish products on your shelves :—

**“HALIFAX,” “ACADIA” and “BLUENOSE”
BRANDS OF PREPARED CODFISH.**

If you have them and keep them to the front you'll have no difficulty in selling them rapidly ; and you can be sure of a good profit on every package.

People that want to get something that will agree with them, will be sure to buy; and once they buy they will become fast friends, for these fish are good for the health. Besides, they are so convenient for use, and so clean, that people cannot help liking them.

BLACK BROS. & CO., LIMITED

OFFICE, Halifax, N.S.

FACTORY, LaHave, N.S.

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

Absolutely the most
satisfactory Teas for
your trade are

JAPAN TEAS

always **pure, healthy,**
always **fragrant** and
delicious—and what is
to your interest,—they
pay you a good profit.

CORKS—

- We have special job lots of Grocery Corks, all sizes and shapes.
- Will be pleased to submit samples and prices suitable for grocery
- trade. You are often asked for corks, why send your customers to
- the drug stores when you can supply them?

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

TELEPHONE MAIN 2059

Telephone Bell Main 65.
" Merchants 522.

Telephone orders receive prompt attention.

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

is **Cold Water**

STARCH IVORINE

**ASK
TRAVELLERS
THE PRICE**

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

TEA ROSE DRIPS

**A DELICIOUS
TABLE REQUISITE**

—the best product of its kind.
Tea Rose Drips is a pure cane sugar syrup of delicious flavor, put up into attractive sealed cans, which prevent any loss in weight or deterioration.

ROSE & LAFLAMME, Agents,
MONTREAL.



PATERSON'S WORCESTERSHIRE SAUCE

sells quickly, because of its great merit.
It affords the dealer a good profit—
what more do you want?
Have you enough in stock?

ROSE & LAFLAMME,
AGENTS, MONTREAL.

Facts

The question of EXTRACT is one of supreme importance in deciding the true value of tea. The climatic conditions, together with the remarkable fertility of soil, make **CEYLON** at once the most favourable of all lands for the successful maturity of the tea plant, and on infusion **CEYLON TEA, Green or Black**, will be found to give GREATER EXTRACT pound for pound than any other growth.

Buy Only . . .

CEYLON TEA

GREEN or BLACK.

You get the highest value.

Sell Only . . .

CEYLON TEA

GREEN or BLACK.

You give the highest value.

April 15, 1904.

TEA.

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

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

Use Live Bait.

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

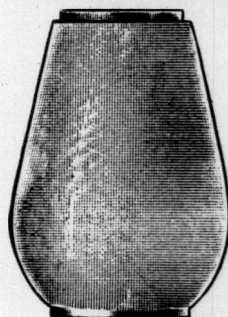
Catches Trade
and Holds all it catches.

Let your customers know you recommend
the BEST.

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

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

ARE YOU USING OUR



**Cold Blast
or Jubilee
Globes**

**Aetna or
Quaker Flint
Chimneys?**

Give them a Trial.

THE SYDENHAM GLASS CO.
OF WALLACEBURG, LIMITED.

They Cost Less Than Nothing

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



IF A MAN WANTS CREDIT

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

For Sale in Canada by

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

THE CANADIAN GROCER

You Spend Money Foolishly

When you buy tomatoes at \$1.00 a doz. or more — tomatoes containing skins, seeds and fibre — when you can buy **Tomato Pulp** at \$1.00 dozen f.o.b. Burlington. Pulp is free from skins, seeds and fibre.

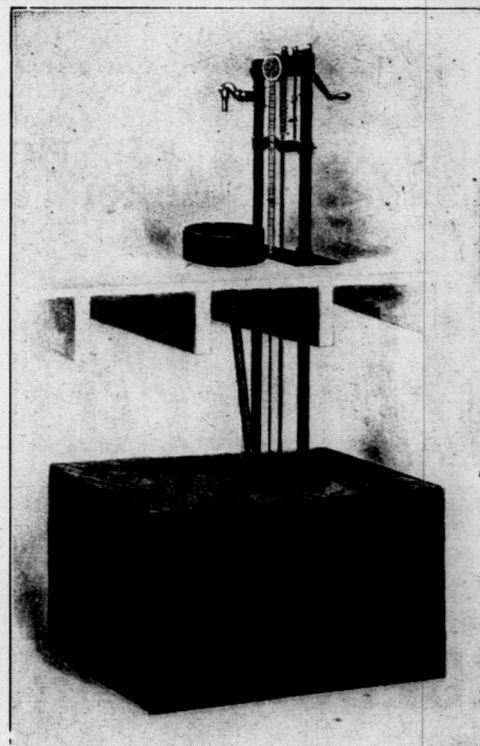
The Burlington Canning Co.
Limited
BURLINGTON, ONT.

Want Ads.

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

MacLEAN PUBLISHING CO., Limited
Montreal and Toronto.

Waste Means Loss of Profits



BASEMENT OUTFIT.

THAT'S WHY THERE'S SO
LITTLE PROFIT IN HAND-
LING OIL OR GASOLINE IN
THE OLD WAY.

STOP THE WASTE

CAUSED BY EVAPORATION
AND LOSS FROM LEAKY
BARRELS AND DIRTY
"SLOPPY" MEASURES
BY INSTALLING AN
IMPROVED

BOWSER 3 MEASURE --SELF-- MEASURING OIL TANK

It's the New Way

It pumps a gallon, half gallon or
quart directly into the customer's
can without use of measure or funnel

**No Waste of Oil
No Loss of Time or Labor
No Dirty Oil-soaked Floors**

We shall be glad to explain
more fully.

ASK FOR CATALOGUE "B." IT'S FREE

**S. F. BOWSER & CO., FORT WAYNE
INDIANA.**



**STRONG
DURABLE
LIGHT**

**POROUS
AND
CHEAP**

Sell Flower Pots

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

The FOSTER POTTERY CO.
HAMILTON, ONT. Limited



**ROW'S
GUM**
in
Lumps,
5c. Pkgs.,
in
1c. Stick,
in
5c. Bars.

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

"ACME" TABLE SALT

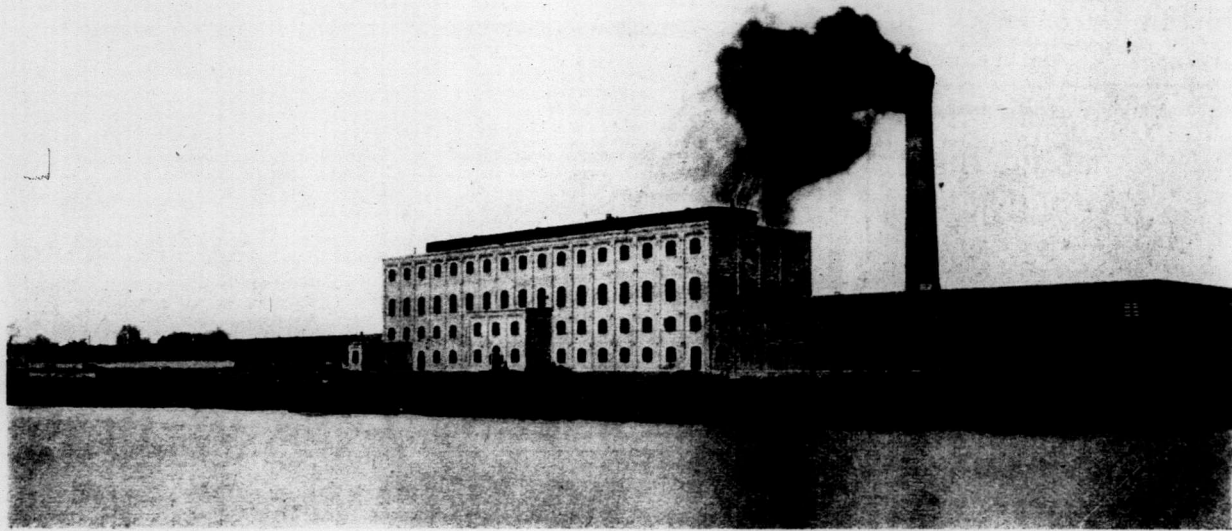
Ask your wholesale grocer for it. Put up in 24 2-lb.
cartons in a case, and in 50-lb. box.

TORONTO SALT WORKS, Toronto, Ont.

A PURE SUGAR

PRODUCED BY

MODERN METHODS.



NOTHING BETTER FOR PRESERVING
AND GENERAL HOUSEHOLD USE THAN

Crystal Granulated

MANUFACTURED BY

THE WALLACEBURG SUGAR CO., Limited

WALLACEBURG, ONT.

DON'T

have to acknowledge that you haven't got

JAMES' DOME BLACK LEAD

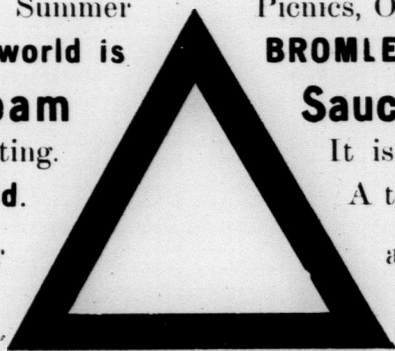
the original dome-shaped, best known, and best black lead in the world.

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

What use or uses has a Coffee Essence? It is admirable for use in the sick room, where a cup of Coffee is desired quickly and of perfect strength and quality. It is a good thing to keep in the house for emergency Coffee needs. It is a capital article to take along for Summer Picnics, Outings, etc. **And the best Coffee Essence in the world is BROMLEY'S.**

Dr. Laing's Cream is the result of seven years' scientific experimenting. **It is unquestionably the best value in the wide world.**

Cerebos Salt is fit for a king and used by a king. It is as far removed from ordinary table salts in excellence as common salt is from crude salt.



Sauce is the result of seven years' scientific experimenting. **It is unquestionably the best A table delicacy fit for a king.**

These Three Specialties can be and ought to be sold by every grocer in Canada with any pretension to doing a fine trade.

SOLE AGENTS FOR CANADA,

W. G. PATRICK & CO.,

MERCHANTS,

29 Melinda St., - - - - Toronto.



EVERY TIME

you sell an article that has quality to back it like

REINDEER BRAND

condensed milk you do yourself good. Be sure you have it in stock.

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

AUORA CORN SYRUP

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

Better in flavor and purity than any other.

Good for everybody.

A pleasant surprise to all.

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

Freight paid on 5-case lots.

Price subject to change without notice.

Ask our travellers about our Pure Maple Syrup.



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

HAMILTON.

Branch CANADA GROCERS LIMITED.

AS TO CLEANLINESS.

Every community is reminded nowadays that the Board of Health is abroad, and enforced cleanliness in public places is accepted as one of the measures for preventing disease.

The authorities find it a herculean task to ensure pure food and drink, for danger lurks everywhere in these necessities.

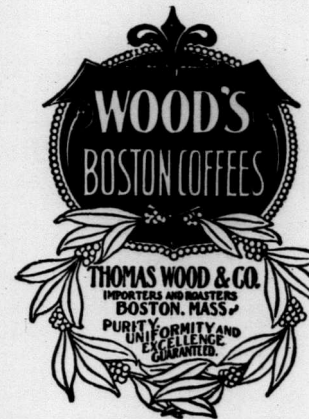
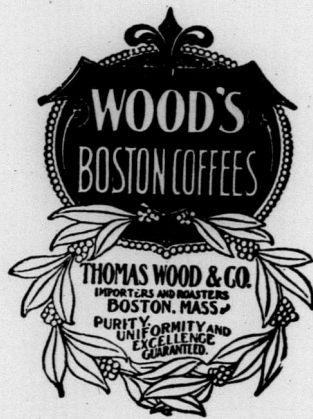
The Grocer who reads this should know that we ensure the purity of our goods before roasting by extracting all foreign deleterious substances.

Therefore, **WOOD'S COFFEES** are absolutely pure.

Canadian Factory and Salesroom,

No. 428 St. Paul St.,

MONTREAL.



PICKLES

It is moving time for PICKLES now.

ROWAT'S PICKLES

are always ready and profitable sellers.

ROWAT'S new and popular sizes will be in the hands of the wholesalers in a very short time. Look over your stock of Pickles and order through your jobber.

SNOWDON, FORBES & CO.

MONTREAL.

TEA AND ITS CULTIVATION*

JUDGING from the records of their literature tea was known to the Chinese as far back as three thousand years before Christ. Outside of Chinese literature the earliest mention of tea is found in the writings of an Arabian merchant named Soliman, who lived about a thousand years ago. The next notice of it in Western literature is a reference by Bolero to information received from Jesuit missionaries to the effect that the Chinese possessed an herb out of which they obtained a delicate juice serviceable as a drink instead of wine. The writer also makes some laudatory remarks as to its healthful qualities, and compares it with wine, not at all to the advantage of the latter beverage.

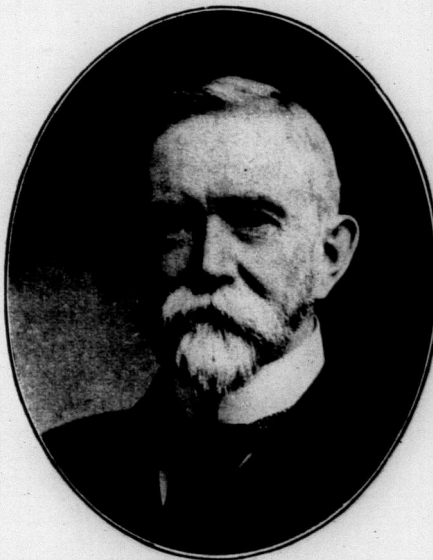
The date of its actual introduction into England cannot be ascertained with absolute certainty, authorities varying between 1591 and 1610. At first the price, as might be expected, was very high, being about 10 guineas (\$50) per pound, which naturally restricted the use of it. Within the next 40 years, however, it seems to have come into more general use, and the first advertisement of its being for sale appeared in 1657. From that date, or a little later, it began to be imported into England in considerable quantities, mostly via Holland. The price began to decline directly, so much so, that one Thomas Garaway, whose vigorous advertising did much to popularize the use of tea, sold it in 1657 at from 10 shillings to 50 shillings per pound. Some of Mr. Garaway's advertisements of the virtues and merits of tea remind one of certain patent medicine advertisements of the present day. For instance: "It maketh the body active and lusty; it helpeth the headache, giddiness and heaviness thereof; it removeth the obstructiveness of the spleen; it is good against tipitude, distillations, and clearth the sight, and is particularly good for men of corpulent body, and such as are great eaters

* An address delivered by Mr. R. McKay, manager of the Blue Ribbon Tea Company, Toronto, at the meeting of the Toronto Retail Grocers' Association, April 11, 1904.

of flesh, it easeth the frame and strengtheneth the memory."

Shortly afterwards the East India Tea Company got the exclusive privilege of importing tea into England. In 1678 they imported nearly 5,000 pounds, which seems to have pretty well glutted the market until 1684. In 1685 they imported over 12,000 pounds, and from that date down to the present, with slight variations up and down, there has been a steady increase in the quantity of tea imported into England, the amount in 1888 reaching 184,000,000 pounds and that in 1903 300,259,431 pounds.

The literature of the time from 1657 onwards contains numerous references



R. McKay, Manager of Blue Ribbon Tea Co., Toronto.

to tea, its growing use, its popularity, its merits and its faults. It is interesting to notice that a large part of many of the diatribes written against tea were based upon its supposed tendency to foster scandal and gossip. Tea was, however, not without its many warm and celebrated defenders who completely answered the attacks upon it. One of the most distinguished of these was the great Doctor Johnson, who described himself as a "hardened and shameless tea drinker, whose kettle has scarcely time to cool, who with tea amuses the evening, with tea solaces the

midnight, and with tea welcomes the morning." One other eloquent advocate of the time replied to an attack upon tea as follows: "The progress of this famous plant has been something like the progress of truth, suspected at first, though very palatable to those who had courage to taste it, resisted as it encroached, abused as its popularity seemed to spread, and establishing its triumph at last in cheering the whole land, from the palace to the cottage, only by the slow but resistless efforts of time and its own virtues."

Extensive Use of Tea.

It might be noted as showing the extent to which the use of tea had spread by this time, that it had become a favorite subject for duties both in England and the colonies. The earliest duty on tea was in the time of Thomas Garaway in 1657. It is safe to say that none of the statesmen of that time had any idea of the tremendous extent to which the consumption of tea was ultimately destined to spread. If the eloquent advocates of tea of the earlier part of the eighteenth century could have been informed that in 1903 300,259,431 pounds would be imported into England, one can imagine with what triumph they would have welcomed the fact as vindicating and justifying their statements regarding it.

Passing from this brief historical notice to the more specific treatment of the subject, teas are divided, in the first instance according to the countries in which they are produced, namely China and Japan, India and Ceylon; the two latter, both for geographical reasons and on account of the similarity of the methods they employ in the cultivation and manufacture of the tea, we shall treat together.

The Tea Plant.

There is substantially only one tea plant, which was originally indigenous, and found native in the hill countries lying between India and China. Although there are numerous varieties, the tea plant, like others, is capable of almost infinite variation by crossing, hybridization, variation of climate, alti-

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

STOVE POLISH.
DUSTLESS, LABOR SAVING,
BEST IN THE WORLD.

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

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

MORSE BROS., Proprietors, Canton, Mass.

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

tude, nature of soil, pruning, and different methods of cultivation.

China Tea.

In China from a very remote period tea has been cultivated in the gardens, and manufactured for use very much as it is at the present day, some slight modification in matters of fermentation and handling having been introduced on account of the European and American demand, which has come into existence in the last two or three centuries. In the main, however, the methods in China to-day are the same as those pursued three thousand years ago. Millions of acres are devoted to its cultivation, and millions of the population are dependent on the crop for their living. About 48,713,885 pounds were exported to England and America last year, and although no reliable figure can be obtained, it is estimated that the home consumption and the Central Asia trade and the Russian trade amount to about ten times that amount. In China the tea is grown by what we would call the small farmers. The shrubs are planted out in rows about four feet apart, and carefully tended and watered. The first picking of small quantities of the young and tenderest leaves takes place in April and May, a delicate operation, requiring skill and discrimination. The tea from this picking is known as the first crop tea, and is of the best quality, and is the most highly priced China tea. The second picking takes place about June or July when the foliage is at its fullest. In the third and last picking the coarse leaves, twigs, stalks, and everything that can be taken without damaging the plant, are picked.

Manufacture of Tea.

Tea is not manufactured on the estate where it is grown. After being

withered it is carried to the hongs or factories where it is sold. After the buying for the day is over, the qualities are all sorted out, the leaves slightly fired, and then packed away tightly in dark stalls until fermentation commences. Then it is handed out to the pickers, in kitties of 11-3 pounds at a time, who pick out the brown leaves and stalks; the leaves that are left are gathered together and fired. This is the most important process of all, since the appearance, character and flavor depend largely on the skill and care of the firing. The firing is done over a charcoal fire. The tea leaves are spread thinly over a grating in a deep basket which is placed over the fire and dried, before undergoing a final rolling. When the whole of the leaf of one quality has been treated this way it is spread out on thin trays, heated and turned over to drain off any remaining moisture. And when perfectly dry and of a uniformly dark color, it is packed in the familiar lead-lined cases.

Green Tea.

The manufacture of green tea differs from black, mainly in that the leaves are not allowed to remain moist long enough for fermentation to take place. The leaves are fired a little as soon as picked, then rolled, and rapidly dried in iron pans over a charcoal fire. It might be mentioned here that much as to quality depends on the skill with which these processes are conducted. Green tea is often artificially faced and colored to improve its appearance, the Ping Suey kinds perhaps more than others. The small quantity of coloring matter used is perhaps not very injurious to health, the tea itself, however, is not so wholesome as the black, the essential oil being preserved in the leaf by this method

of treatment. Oolong tea is prepared in the same manner as green tea only it is fired without rolling, and is not faced.

All kinds of scented teas are flavored with scented flowers, which give them their distinctive aroma. In some high-priced scented teas the flowers are packed in alternate layers with paper between, and heated very gently so as to have the aroma permeate the whole tea.

Varieties of Teas.

China Congous or black teas are divided, generally speaking, into three groups, according to the district in which they are produced. North China Congou is generally shipped from Hankow and Shanghai, and comprises among other well known brands Moning, Ningchow and Keemuns. The tea from the Central District is usually shipped from Foochow, and is generally known as Kaisows, which include among some others, Panyongs, Paeklums and Saryunes.

Green teas, or, as they are generally known, Young Hysons, are broadly divided into two classes, Moyunes and Ping Suey. The Moyune including the old style Gunpowder and a number of other brands, are the better class of green teas. The Ping Suey lacks the power and quality of the Moyune varieties. It is not infrequently a good looking tea, but is unfortunately not a good liquoring tea and very apt to be faced or colored. The consumption of China green teas has been for years rapidly decreasing, and it would be almost safe to say that there is very little pure China green tea used in this country where it is always mixed with black. The introduction within the last two years of Ceylon green teas, which are put up, with great care and regard to purity, threatens to entirely supplant the use of China and Japan greens.

(To be continued).

TO OUR CUSTOMERS:

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

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

Everybody Drinks Ram Lal's



AND EVERYBODY LIKES IT.

James Turner & Co.

Branch, Canada Grocers, Limited.

HAMILTON, ONT.

Write us for Samples

Ceylon and Indian Greens, at 12c. to 18½c.—Special value.
Try a sample lot.
Special values now in **Japans**, all grades, from 15c. to 35c.
Also Japan Siftings and Fannings, from 5c. up to 10c.
We carry a full range of all other kinds and our prices will prove attractive.
Pleased to send you samples. Say what grade and price you want.

● Teas
● and
● Coffees

James Rutherford & Co.

27 St. Saorament St. DIRECT IMPORTERS MONTREAL.

TEAS

We are offering exceptional value in all grades of Tea—

INDIA

HYSON

CEYLON

JAPAN

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

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

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

Bensdorp's Royal Dutch Cocoa

NO OTHER COMPARES WITH IT.



IT'S DUTCH!

There is a richness of
flavor and purity of
taste about

Bensdorp's

ROYAL DUTCH COCOA
that cannot be ap-
proached by any other
brand. It is both easy
to make and econom-
ical in use because of
its high quality.

BENSDORP'S IS THE LEADING COCOA
PRODUCT OF THE WORLD.

A. F. MACLAREN IMPERIAL CHEESE CO., LIMITED,
51 Colborne St., TORONTO, ONT.

Sole Agents for Ontario, Manitoba, North-West Territories and
British Columbia.

Business Changes

ONTARIO.

A MEETING of creditors of Frezell & Thornton, cigar manufacturers, Ingersoll, was held on April 12th.

A. E. Cowan, grocer, Ottawa, has sold out.

D. A. Gunn, grocer, Sault Ste. Marie, has assigned to W. H. Carney.

The Leamington Canning Co., Leamington, have obtained a charter.

J. Bowman, general merchant, Rossport, has sold out to J. P. Healy.

R. Buckham, flour and feed merchant, Ottawa, is retiring from business.

The Canada Poultry & Produce Co., Stratford, have obtained a charter.

The West Lorne Canning and Evaporating Co., West Lorne, have sold out.

C. S. Rollins, general merchant, Coe Hill Mines, has sold out to Gunter Bros.

J. T. Robinson, general merchant, Bobcaygeon, has assigned to W. C. Moore.

The premises of W. A. Day, general merchant, Port Stanley, have been damaged by fire.

A meeting of the creditors of O. W. Martin, grocer, Trenton, is announced for April 15.

The property of the O'Neil Supply Co., general merchants, Elora, has been placed in charge of the sheriff.

QUEBEC.

J. G. Guinard, St. Pie De Guire, has assigned.

D. Jalbert, general merchant, St. Jerome, is dead.

The assets of the Montreal Cigar Co., Montreal, have been sold.

E. Gosselin, tea merchant, etc., Montreal, is starting in business.

April 15, 1904.

Small & Blais, general merchants, Ste. Agathe, have registered.

The assets of H. Pepin, general merchant, Stanfold, were sold on April 12.

The assets of J. Parent & Co., general merchants, Rimouski, have been sold.

Larue & Clotier, dealers in grocers' sundries, etc., Montreal, have registered.

The assets of N. Rivard, general merchant, St. Paschal, were sold on April 9th.

The assets of L. S. Plamondon, general merchant, South Durham, have been sold.

The assets of O. Renaud, cigar merchant, Montreal, are advertised to be sold.



Upton's

NEW SEASON
ORANGE
MARMALADE

now ready. Put up
in 12 and 16-oz glass
jars, 2-lb. cartoons,
5-lb. tin and 7-lb.
wood pails.

Makes a delicious
breakfast with toast.

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

THE CANADIAN GROCER

Turgeon, Rancroft & Cie., millers, St. Victor De Tring, have dissolved partnership.

V. E. Paradis has been appointed curator to F. Galipeau, general merchant, Weedon.

The assets of Damiens & Co., general merchants, Fraserville, are advertised for sale.

The assets of T. E. Levesque, general merchant, St. Gedeon, were sold on April 12.

The assets of C. Garceau, general merchant, St. Barnabe, are advertised to be sold.

The assets of T. Fournier, general merchant, Cedar Hall, were sold on the 13th April.

The stock of N. Tremblay, general merchant, St. Irene, has been sold at 83¢ on the dollar.

A meeting of the creditors of J. Samson, grocer, Ville Marie, is to be held on April 19.

The stock of N. Rivard, general merchant, St. Paschal, has been sold at 58¢ on the dollar.

P. Gagnon, general merchant, Ste. Flavie Station, is offering to compromise at 75¢ on the dollar.

A meeting of the creditors of Z. Forget, general merchant, North Temiscamingue, will be held on April 9th.

NOVA SCOTIA.

A. McLeod, general merchant, River Dennis Station, has assigned to G. O. Forsyth.

NEW BRUNSWICK.

W. H. Quinn, grocer, Fredericton, is dead.

MANITOBA AND N.W.T.

P. Reach & Co., grocers, McLeod, are giving up business.

K. Shatilla & Co., general merchants, Somerset, have assigned.

P. W. Dueck, confectioner, Gretna, is removing to Osler, N. W. T.

McLeod & Bayley, general merchants, Eikhorn, are giving up business.

E. C. Walton, general merchant, Medora, has assigned to C. H. Newton.

Bergland & Rice, confectioners, Starbuck, have sold out to C. A. McColl.

G. P. Smith, general merchant, Duhamel, has been succeeded by Smith Bros.

G. B. Johnston, general merchant, McKenzieville, has been succeeded by E. Downton.

E. McCarthy & Co., general merchants, Regina, have been succeeded by the McCarthy Supply Co.

BRITISH COLUMBIA.

R. C. Davis, general merchant, Dawson, is dead.

W. F. Wood, general merchant, Lumby, has sold out to W. R. Megaw.

The stock of N. Galini, confectioner, Ladysmith, has been sold to J. Tate.

CANADA RE-DISCOVERED.

"It is estimated," says the New York Commercial, "that northwestern Canada contains about 500,000,000 acres of fertile land that are still unoccupied—an area greater than that covered by the entire improved farm acreage of the United States; and it is calculated also that these unoccupied tracts are capable of producing between two and one-half and three billion bushels of wheat a year."

Pickles.

We offer an exceptionally good value in a 10c. bottle — **18 ounce**—Mixed or Chow.

THE Davidson & Hay,

LIMITED,
Wholesale Grocers,
TORONTO.

COMMERCIAL KOREA.

AN interesting monograph has been issued by the Department of Commerce and Labor of the United States, discussing commercial conditions in Korea and including a statement of Korean imports and the countries from which they are drawn as well as of the exports and the countries to which they are sent.

The population of Korea is estimated at about 15,000,000 and the foreign commerce at \$12,000,000, of which imports form about seven and a half millions.

Commercially the development of Korea begins with 1876, when two ports, Gensan and Fusan, were, upon the insistence of Japan, opened to trade with that country only. In 1882 Admiral Shufeldt, of the United States navy, visited Korea and secured a treaty of friendship between the United States and Korea by which American vessels were given access to its treaty ports and the safety of American vessels and citizens assured. This was followed by treaties with Germany and Great Britain in 1883, Russia and Italy in 1884, France in 1886, Austria in 1892, and China in 1897.

From 1882 on Korea was opened to foreign trade and Western civilization, and the Korean Government established its legations among the various great commercial nations. With the opening of the treaty ports and the establishment of commerce an official record of Korean imports and exports began. This shows imports in 1881 amounting to about \$800,000, and exports amounting to \$175,000. By 1890 imports had grown to \$3,850,000 and exports to \$2,975,000. In 1894 imports and exports fell considerably below those of 1890, but in 1897 again increased, being to that year of imports about \$5,000,000 and exports about \$4,500,000. In 1902 the imports at the treaty ports amounted to about \$7,000,000, and the exports of merchandise to about \$4,200,000. In addition to this, exports of gold amounted to over \$2,000,000, while the imports and exports at other than treaty ports are estimated as being sufficient to bring the total commerce of 1902 up to fully \$15,000,000, exclusive of gold exports, which, as above indicated, amounted to about \$2,000,000.

The most important articles in the export trade are rice, which shows an annual exportation of more than a million dollars; beans, a half million; ginseng, nearly a half million; and hides, about one hundred thousand dollars in value in the latest available year. Of the importations, cotton goods form the largest item, from three to three and a half million dollars per annum; silk

piece goods imported from Japan and China amount to \$600,000 per annum; kerosene oil, about \$300,000; railway materials, about \$250,000; mining supplies, about \$200,000; and bags and ropes for packing, \$150,000. Of the cotton goods imported in 1902, British shirtings formed the largest single item, amounting to \$800,000; British and American sheetings, \$260,000; Japanese sheetings, \$350,000; Japanese piece goods and Japanese yarn for use in manufacturing cotton cloths, \$800,000. Korea, like China, is now drawing considerable quantities of cotton yarn from Japan, as well as considerable supplies of cotton manufactures.

UNITED STATES PURE FOOD BILL.

AN American contemporary is pessimistic as to the prospects of a national pure food law being passed during the present meeting of Congress, but remarks that although this is a disappointment to the friends of the measure, they have reason for congratulation in that a national pure food bill has less to fear from legislators than ever before. Many of the arguments against the bill have tended to impress the powers that be that such have been made in the interest of deception and of fraud. When mixers, blenders, adulterators, false labelers, argue for modifications or amendments with a view of leaving their operations as free from legal restrictions as possible, it tends to fasten in the minds of the lawmakers the conviction that there are good reasons why the people should be protected against fraud and adulterations in food products. For this reason any future changes are more likely to be in the direction of making the provisions of the proposed act more restrictive, more annoying and more drastic than is even the present McCumber-Hepburn bill, which practically is as drafted by the National Pure Food Congress, in which body the grocery trade were largely represented.

RICE TRUST FOR SOUTH.

At a recent conference in Galveston, Texas, at which were represented all the mills of Louisiana, plans were perfected through which a consolidation will occur of all buying, milling and selling of all rice products in the United States.

It is stated that the name of the association of rice growers will be the National Rice Association of America. It will include at least 98 per cent. of all the rice growers in Texas and Louisiana, and will be capitalized at \$1,500,000.

A LUNCHEON TO EMPLOYEES.

THE great and growing community of interest between employers and employes which is contributing largely to the success of modern enterprises, was further emphasized on April 2, when the New York firm of Francis H. Leggett & Co. tendered a luncheon to the heads of their various departments, and a large representation of visiting salesmen and buyers of the house from the New England, Middle Atlantic and Southern States were present.

The menu was made up entirely from the "Premier Brands" as manufactured by this firm, even to the coffee and cigars. During the intellectual dessert which followed every one present availed himself of the opportunity "to give and take" suggestions on improved methods in salesmanship, and information which might prove to be of value in following up trade to the best advantage.

MANUFACTURE OF TAPIOCA.

It is worth remembering that the root of the cassava plant furnishes tapioca, and that the preparation consists of grating the roots and the separation of the pulp from its milky juice, leaving a beautiful white flour which is dried into cakes and then pulverized. The use of a machine causes the powdered tapioca to form into small round balls, after which treatment the product is dried in drying pans over a gentle and steady heat. The same tapioca flour yields the pearl or the flake at the will of the maker.

SUGAR BEET CULTIVATION IN ALBERTA.

The cultivation of sugar beets is bound to become the money making industry of Raymond, Alberta, and surrounding country, according to J. M. Cannon, attorney for the Alberta Land and Stock Co., who have control of 17,500 acres of land in Alberta. Both soil and climatic conditions are most favorable and the success that attended the industry last year, wherever the beets were given the proper attention and the ground was sufficiently cultivated, shows that this district cannot be surpassed for high grade beets. Mr. Cannon cited the case of a firm who last year had 300 acres of beets under cultivation in Idaho. They contracted the growing of the beets for \$22.50 per acre and realized for the crop \$112.50 per acre. After deducting all charges for irrigation, interest, etc., they cleared \$25,000 or over \$80 per acre.

Clark & Macdonald have been appointed Halifax agents for the Ingersoll Packing Company of Ingersoll, Ont.



STAPLE AS GOLD

Grocers are wise to sell more Royal Baking Powder, because in the end it yields a greater profit than the low-priced powders, many of which contain alum, which is injurious to health.

Royal Baking Powder is always worth one hundred cents on the dollar, and no grocer need hesitate to carry a large amount of it in stock.

Royal Baking Powder retains its full strength in all climates all the time.

Varying atmospheres do not lessen its leavening qualities. You have no spoiled stock.

It is absolutely pure and healthful and always sure in results.

It never fails to satisfy the consumer.

It is sold the world over and is as staple as gold.

DAIRY PRODUCE AND PROVISIONS

and Cold Storage News.

Conditions in the Packing Trade.

WITH reference to a report which appeared recently in a Montreal paper to the effect that a Canadian firm of packers had discharged 30 of their employes in consequence of the dulness in the trade resulting from Danish competition, a representative of The Canadian Grocer had an interview last week with the head of a Western firm of packers.

The report is only inaccurate according to this gentleman in so far as it is not inclusive enough. Packing firms all over Canada have almost without exception been obliged to dispense with a large proportion of their employes owing to the dulness of trade.

It would appear that since October last the price of bacon in the British market has been steadily declining. The cause of the decline is primarily the enormous output of Danish houses. We quote some interesting figures showing how this output has increased from year to year. The figures given represent the number of hogs killed weekly in Denmark for the British market during the four weeks of March from 1901 to the present year inclusive:

	March.			
	1st Week.	2nd Week.	3rd Week.	4th Week.
1901.....	22,000	22,000	18,000
1902.....	25,000	21,000	25,000	25,000
1903.....	26,500	24,000	27,000	30,500
1904.....	35,500	36,000	38,000	40,500

The price of bacon on the British market during the first week of September, 1903, was 58 to 64 shillings per 112 lbs. During the succeeding months it steadily declined and in the fourth week of March, 1904, it stood at 38 to 45. The gentleman interviewed stated that his losses since September last worked out approximately at a dollar per every hog sold.

That the Danish packers have been able all along to obtain a better price for their bacon than Canadian firms is attributed to the more scientific methods of feeding employed in Denmark by which a better flavor in imparted to the bacon and its popularity with the consumer thereby increased. Canadian farmers have possibly something to learn in this respect.

The packing firms of this country have been keeping their men on during the

Winter in the expectation of an improvement in trade, but so far as present indications go, little is expected now in the way of improvement before June or July, it being a peculiarity of the British market that consumers seem to be able to use any quantity of bacon during the months of June, July and August, at the highest prices.

English Company to Handle Canadian Provisions.

An English produce company has been formed to buy provisions in Canada, straight from the growers, thus abolishing the middleman's profits. The company will start with a capital of £200,000. One shop will be opened first, and 50 in London and the provinces later.

Toronto's Live Stock Market.

The following statistics of the live stock trade upon the Toronto markets for the first quarter of 1904 have been prepared. The number of cattle sold amounted to 35,514, being an increase of 6,187 over the corresponding period last year. The number of hogs amounted to 42,397, as against 38,737 for the same time last year. The number of sheep and lambs amounted to 18,076, showing a decrease of only 1,416 from the same period a year ago.

Lard Statistics.

CABLE advices give the following estimates of stocks of lard held in Europe and afloat, on April 1st, to which are added estimates of former years, and stocks in cities named:—

	1904. April 1.	1904. Mar. 1.	1903. April 1.	1902. April 1.	1901. April 1.	1900. April 1.
Liverpool and Manchester	27,000	30,000	11,000	12,000	6,000	27,000
Other British ports	5,000	8,000	2,500	4,000	5,000	7,000
Hamburg	12,000	12,000	12,000	14,500	12,500	9,000
Bremen	1,000	1,000	1,000	1,500	1,000	2,000
Berlin	3,000	2,500	1,500	1,500	1,500	2,000
Baltic ports	13,000	11,500	13,000	8,000	9,500	4,000
Amsterdam }	3,000	1,200	1,500	2,500	1,000	2,000
Rotterdam }						
Mannheim }						
Antwerp	4,500	3,000	7,000	1,500	1,500	4,000
French ports	1,200	1,800	1,000	2,500	5,000	4,000
Italian and Spanish ports	500	500	500	1,000	1,000	1,000
Total in Europe	70,200	71,500	51,100	49,000	44,000	62,000
Afloat for Europe	45,000	50,000	40,000	78,000	70,000	60,000
Total in Europe and afloat.....	115,200	121,500	91,100	127,000	114,000	122,000

Cheese Board Regulation.

At a recent meeting of the Peterborough Cheese Board an important matter was legislated upon designed to compel cheese buyers to take cheese at the price at which it was bought. Considerable trouble has been experienced in the past by buyers refusing to pay the price contracted for in the event of the price dropping between the time the cheese was bought and the date of delivery. To obviate this a motion was carried to the effect that the president be instructed to accept no bid on the board unless the sum of \$10 be deposited with the salesman of each factory as selected by the buyer at the time of the sale.

To Incorporate Cheese Board.

At the annual meeting of the Ottawa Cheese Board on March 31 the secretary was authorized to take the necessary steps to have the cheese board incorporated or affiliated with the Ottawa Board of Trade. The execution of either one of these schemes, it is understood, will materially improve the standing of the board.

Butter Prospects in England.

The war in the Far East must have, it is thought in trade circles, a far-reaching and bad effect on the butter market in England. Stocks are at present very short, and the irregularity and poor condition of Siberian supplies in the near future will make matters much worse.

April 15, 1904.

DAIRY PRODUCE AND PROVISIONS

The Canadian Grocer.

Telegraphic Address,
"DOMINO,"
Charlottetown.

The Dominion Packing Company

LIMITED.

Codes Used
A.B.C.
LIEBERS
PRIVATE.

Charlottetown, P.E.I. Canada



We can fill your requirements promptly from our warehouses in Halifax, Sydney, Pictou or Charlottetown.

Special prices for quantities.

Write us for quotations.

NOW IS THE TIME TO BUY

BARRELLED MEATS

FOR SPRING OR IMMEDIATE DELIVERY.

PORK

HEAVY MESS,
LIGHT MESS,
PRIME MESS,
SHORT CUT BACKS,
FANCY CLEAR,
BEAN,
RUMP,
EXTRA FAMILY,
LUMBERMEN'S PRIME,
" SHORT CUT,
HOCKS AND JOWLS.

BEEF

EXTRA PLATE,
PLATE,
FAMILY PLATE,
EXTRA MESS,
MESS,
ROLLED BONELESS.

THE DOMINION PACKING COMPANY, Limited.

BOLOGNAS

We want you to compare the quality of the Beef Bolognas made and sold by us with any other on the market. We use good fresh beef, pure spices, and put them up with the greatest care. The price we ask for Bolognas may be higher, but the quality is there.

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

WE ARE HAVING GREAT
DEMAND FOR OUR

Sugar Cured Hams
Breakfast Bacon
Roll Bacon

The best quality obtainable
is what your trade requires.

Our goods possess that full mild flavor that is so appetizing and pleasing to your customers. By handling our meats you will hold your trade.

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

LONG CLEAR BACON

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

SPECIAL PRICES

for immediate shipment.


The George Matthews Co., Limited

Peterborough Hull Brantford

GILLETTS
PURE POWDERED
LYE

Ready for Use in Any Quantity.
For making SOAP, softening water, removing old paint, disinfecting sinks, closets and drains and for many other purposes. A can equals 20 pounds Sal Soda.

SOLD EVERYWHERE.
E.W. GILLETT COMPANY LIMITED
TORONTO, ONT.

We are buyers of 

Poultry, Butter AND Eggs.

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

The J. A. McLean Produce Co., Limited

73-75-77 Colborne Street

Telephone Main 2491.

 Toronto.

PROVISION AND DAIRY MARKETS.

Toronto.

Provisions—The trade in smoked meats continues normal, with fair demand. Hogs are easier this week, prices for light weights being 15 to 25c lower, and for heavyweights 25 to 50c. lower than last week's quotations. The lard market continues steady, with prices unchanged. Trade in fresh meats is quiet. Mutton is 1-2c firmer than last week, and in veal the range in prices quoted is 1-2c less than last week. Our quotations are as follows:

Long clear bacon, per lb.	\$ 0 08	\$0 08
Smoked breakfast bacon, per lb.	0 12	0 13
Roll bacon, per lb.	0 09	0 10
Small hams, per lb.	0 12	0 13
Medium hams, per lb.	0 12	0 13
Large hams, per lb.	0 11	0 12
Shoulder hams, per lb.	0 09	0 09
Backs, per lb.	0 13	0 14
Heavy mess pork, per bbl.	16 50	17 50
Short cut, per bbl.	18 50	19 00
Shoulder mess pork, per bbl.	14 50	15 00
Lard, tierces, per lb.	0 08	0 08
" tubs	0 08	0 08
" pails	0 08	0 08
" compounds, per lb.	0 07	0 08
Dressed hogs, light weights, per 100 lb.	6 00	6 25
heavy	5 50	5 75
Plate beef, per 20 lb. bbl.		11 00
Beef, hind quarters	6 50	8 75
" front quarters	4 50	5 50
" choice carcasses	6 50	7 25
" medium	5 50	6 50
" common	5 50	5 75
Mutton	7 00	9 00
Lamb	10 00	11 00
Veal	6 00	8 50

Butter—The butter market shows increasing signs of activity. Supplies are coming forward very freely, particularly of dairy rolls and prints, which are commencing to load up and are not always of first-class quality. Stocks of butter in tubs are entirely used up, and thus an extra demand for the fresh article is created. Creamery butter is coming freely, although it is in brisk demand and is disposed of as soon as received. We quote the following prices:

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

Cheese—The cheese market is quiet this week, the expected rise in prices not having occurred as yet. The home market is only fairly active and comparatively little is being done in the export trade. Last week's prices continue unchanged. Our quotations are as follows:

	Per lb.
Cheese, large	0 10 0 11
" twins	0 11 0 11

Montreal.

Provisions—The demand for lard has been strong all the week. Trade in smoked meats and pork has remained quiet. The tone of the market for live hogs weakened during the week and prices went down 25 cents to 40 cents per 100 lbs. Fresh killed abattoir stock also took a drop of 25 cents a hundred, with sales at \$7.25 a hundred.

The prices otherwise remained unchanged since last week. We quote:

Canadian short cut mess pork	\$17 50	\$18 00
American short cut clear	16 50	17 00
American fat back	0 12	0 13
Bacon, per lb	0 12	0 13
Hams	0 11	0 13
Extra plate beef, per bbl.	11 50	12 00
Lard—"Boar's Head" brand, tierce basis	0 07	0 07
Carloads, less	0 00	0 00
20-lb. tin pails, tierce basis	0 00	0 00
Half-bbls. over tierce	0 00	0 00
60-lb. tubs	0 00	0 00
20-lb. wood pails	0 00	0 00
10-lb. tins	0 00	0 00
5-lb. tins	0 00	0 00
3-lb. tins	0 00	0 01
Wood net, tin gross weight—		
Pure lard, pails	Wood. Tin.	1 77
" tubs		0 08
" cases (6 10-lb. tins)		0 01
" cases (12 5-lb. tins)		0 09
" cases (24 3-lb. tins)		0 09

Butter—The butter market is not in a very prosperous state. Lower prices are expected every day and some dealers quote one price and some another. One, for instance, said that he had seen a fine lot of choice creamery sold at 19 cents. However, this price is uncommon and jobbers bought very fine goods at 20 cents. In order to dispose of any quantity, many concessions were made. Holders of some Fall makes seem anxious to get rid of it at 17 1/2 to 18c. Trade is likely to be confined to the local consumption for a few weeks as the new makes have not been coming in very freely. We quote:

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

Cheese—Everything is quiet in the cheese market and the price ruling is 9 5-8 to 9 7-8. From abroad the enquiries are strong and the arrivals are reported numerous. Future values look discouraging as the new cheese is away behind. There are some old goods in stock and the demand is quiet and light.

St. John, N.B.

Provisions—In barreled pork the sale is very light and low prices rule, values being cut to make sales. White beef is quite low, prices remain firm. Smoked meats show an improved sale with prices well maintained. There is a large stock of pure lard held and the market not active. Low prices rule. In fresh meats, domestic beef is rather light supply and prices are about as high as for Ontario stock. Veal is low. Very few Spring lambs are to be seen. Old stock is being offered at about the same price as mutton. Some P.E.I. pork is offered. Prices remain unchanged.

Mess pork, per bbl.	\$18 00	\$19 00
Clear pork		20 00
Plate beef	13 50	14 00
Mess beef	10 00	12 00
Domestic beef, per lb.	0 05	0 07
Western beef	0 08	0 08
Mutton	0 07	0 07
Veal	0 05	0 09
Lamb	0 06	0 08
Pork	0 06	0 07
Hams	0 12	0 14
Rolls	0 10	0 11
Lard, pure, tubs	0 09	0 09
" pails	0 09	0 09
Refined lard, tubs	0 08	0 08
" pails	0 08	0 09

Butter—Best grade is very scarce. Western stock is still being received.

WANTED.

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

JOHN HOPKINS,

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

Ask Your Wholesaler for

NAPOLI MACARONI

HE SELLS IT

Quality. Cleanliness. Price. Appearance.

It is replacing the imported.

Send for Samples.

NAPOLI MACARONI CO.,

Hayter and Teraulay Sts.,

TORONTO, CANADA



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

C. P. FABIEN,

Merchant and Manufacturer.

3167 to 71 N. Dame St.,

Montreal, Can.

Write for Illustrated Catalogue.

Egg Cases

—AND—

Woodboard Fillers

BOTTOM PRICES.

WALTER WOODS & CO.

Hamilton and Winnipeg.

In average quality there is a fair supply.

creamery butter.....	0 21	0 22
Best dairy butter.....	0 18	0 20
Good dairy tubs.....	0 16	0 18
Fair.....	0 14	0 15

Eggs—Eggs have been scarce and high since Easter. All stock is good.

Eggs, henery.....	0 25	0 28
case stock.....	0 23	0 24

Cheese—Cheese is in light supply. The market seems quite firm. Twins wanted.

Cheese, per lb.....	0 12	0 13
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Good Prospects for Butter.

A prominent English produce merchant is authority for the statement that Canadian butter will do better this year than usual on account of the shortage which is bound to take place in Siberia. This latter country is an important factor in the butter market, although the output is of an inferior quality. During the last fifteen years they have built up an enormous business, and at the present time London alone takes the equivalent of 100,000 boxes a week. If the war is prolonged during the Summer this will be cut off almost entirely and it is expected that Canada will be called upon to supply most of the deficiency.

Canadian Dairy Produce.

The Canadian commercial agent in the Manchester district, England, in a report to the Trade and Commerce Department points out the opportunity that exists for an enlargement of Canadian trade in dairy products in the British market. He mentions a complaint that butter is being spoiled in transit across the Atlantic through the compartments on board steamer being kept at too high a temperature.

Notes.

France's last potato crop was over four hundred and fifty million bushels, valued at but twenty-five cents a bushel.

Over nine million pounds of butter were exported from the Argentine last year. One factory turns out twenty tons of butter a day.

It is reported that a company has recently been organized in New York, to manufacture condensed milk for export to Russia and Japan.

Receipts of live hogs at Chicago last month were 659,000 against 551,000 same month last year, and shipments 236,000 compared with 127,000 a year ago, demonstrating that the consumption of fresh pork in the United States is rapidly increasing.

CONFEDERATION WITH NEW-FOUNDLAND.

SECRETS are said to be things that we give to others to keep for us. The subject of confederation with Newfoundland prompted the secret idea. Last week The Grocer was given what was quite exclusive information regarding a likelihood of confederation being culminated. Another secret comes from an equally reliable source which says the question of confederation for the present has been set aside. A full text of this latter is given as follows.

Extract from the Evening Herald, St. John's, Nfld., March 31st :

CONFEDERATION.

In the assembly last evening, in answer to a question by Mr. McGrath for copies of all correspondence with the Imperial and Canadian Governments respecting confederation, the premier stated there was no correspondence with the Canadian Government and with the Imperial Government, the only correspondence was that the Secretary for the Colonies had transmitted to our governor for consideration by his ministers, a copy of a resolution on the subject adopted by the Chambers of Commerce of the Empire when in session at Montreal in August last, as follows :

"That to fully round out and complete Canadian confederation and to strengthen Imperial unity, it is, in the opinion of this Congress of Chambers of Commerce of the Empire essential that Newfoundland should be included as a constituent part of the Dominion of Canada. The present is an opportune time to enter upon negotiations leading to this result in view of the pending tariff treaty between Newfoundland and the United States and the friendly relations now existing between France and Great Britain, and the probable disposition on the part of France to settle for all time matters so long in dispute respecting the French shore. It is in the opinion of this Congress a matter of Imperial importance that one intact Atlantic sea-board should be thus permanently secured."

To this the Government replied by the subjoined minute of council which pretty effectually disposes of the question of confederation for the present :

The committee of council have had under consideration the resolutions passed by Congress of Chambers of Commerce of the Empire, advocating inclusion of Newfoundland in the Dominion of Canada, and which were forwarded under cover of despatch No. 1, of date the 5th of January, 1904, received from the Right Hon. Secretary of State for the Colonies.

The committee, while appreciating very highly the interest manifested by the said Congress in the affairs of this colony, regret that they cannot concur that "present is an opportune time to enter upon negotiations leading to the union of this colony with the Canadian Dominion." So far as the committee is aware there is no desire on the part of the people of this colony to be "included as a constituent part of the Dominion," but, on the contrary, the desire is evident that the colony should retain its autonomy and continue to maintain an honorable and independent position as part of the British Empire.

NEW WINNIPEG MILL.

The Northern Elevator Co. have plans out for the erection of a flour mill in Winnipeg, which is to have a capacity of 25,000 barrels daily. The site of the mill has not been decided upon, but it will be within easy access from the C.P.R., C.N.R. and Grand Trunk Pacific. The materials to be used in this massive structure will be concrete, stone and brick, and no expense will be spared in making it one of the most modern and up-to-date mills in Canada. The expectation is to have it completed in time to put through this year's wheat crop.

PROSPECTS OF MEXICAN TRADE.

SOME progress has already been made in the matter of a proposal to subsidize a line of steamships to ply between Canadian and Mexican ports. The Dominion Government has proposed a subsidy of \$50,000 a year, and it is said that three companies, two of them Canadian, are already seeking to take advantage of it. The Mexican consul-general in Montreal is quoted as authority for the statement that when the line is established Mexico intends to maintain a full corps of consuls in Canada.

A considerable amount of business for such a line is already fairly assured. Mexico can use a good deal of Cape Breton coal and can buy Canada's salt, dried and pickled fish, besides being a potential customer for many other Canadian products. Canada can use Mexican sugar, hemp (sisal grass), coffee, dye woods and other tropical and sub-tropical products. The plan to make Havana a port of call would open to Canada a larger commerce, with Cuba, chiefly perhaps in tobacco, although other articles would find an important place. Havana has had a Canadian bank for several years.

The present intention is to make Montreal and Vera Cruz the terminal ports, and the time of the run is estimated at eight or nine days.

SAVE 25% on your HOUSE PAINTING.

If the grocers who intend painting their residences next Spring will follow the directions given below and wash the buildings with a solution of **GOLD DUST** Washing Powder, they will use one-third less paint than if they merely attempted to brush the dust off the house without washing it.

DIRECTIONS.

Dissolve one-quarter pound of **GOLD DUST** in a pint of water, then add the solution to 4 gallons of hot water; apply with a stiff brush, and follow with use of a hose. The stronger the hose is turned on the quicker and more effectual the work will be.

The use of less paint can be accounted for by the fact that after washing the house with **GOLD DUST** it leaves a smooth surface, so that the same quantity of paint will go fully one-fourth further. Furthermore, it leaves no layer of dirt between the paint and the woodwork, and, as a consequence, the paint will wear longer.

We have letters from several of our customers who used this method, and after washing their houses with **GOLD DUST** they were so well pleased with the appearance of them that they concluded not to paint them at all.

Retail grocers will do well to call this matter to the attention of their customers, as \$3.00 worth of **GOLD DUST** Washing Powder will make the house look as well as the expenditure of \$100.00 in re-painting it would.

Any grocer may experiment with a 5c. package of **GOLD DUST** by emptying the contents into 8 gallons of hot water, which should convince him that it will pay him to continue.

GOLD DUST can be used for any kind of outdoor work that needs renovating

THE N. K. FAIRBANK COMPANY,

Wellington and Ann Sts., MONTREAL, QUE.

Chicago, New York, St. Louis, New Orleans, San Francisco, Baltimore, Boston, Philadelphia, London, Eng., Hamburg, Ger.

Enameline



**The Modern
Stove Polish**

CAKE, PASTE or LIQUID.



IS GUARANTEED IN
EVERY RESPECT.

Imitations will cost about as much, but will not give your customers the same satisfaction or help to increase your sales.

WM. H. DUNN, Agent, Montreal.



UNEQUALLED

Borden's

**EAGLE
BRAND**



THE BEST

CONDENSED MILK

—AND—

PEERLESS BRAND CREAM

These brands are most favorably known among physicians, mothers and housekeepers generally. They are absolutely safe to use, as well as desirable from the standpoints of economy and convenience, and there is not a want in the household demand for milk that is not completely filled by these two articles.

Borden's Condensed Milk Co.

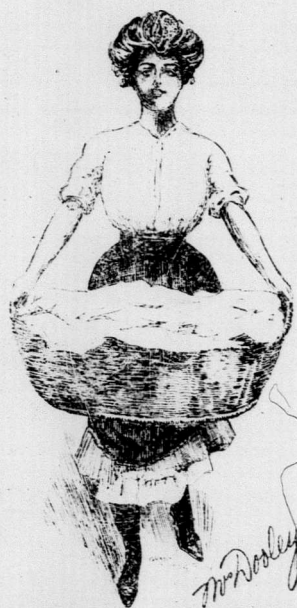
The Originators of Condensed Milk.

Selling Agents in Canada:

W. H. DUNN, Montreal and Toronto.

ERB & RANKIN, Halifax, N.S.
W. S. CLAWSON & Co., St. John, N.B.

SCOTT, BATHGATE & Co., Winnipeg, Man.
SHALLCROSS, MACAULAY & Co.,
Victoria and Vancouver, B.C.



Mrs.
Dooley
rejoices
over
the
greatly
enlarged
sale
of

**MRS. DOOLEY'S
LAUNDRY SOAP**

The Soap with Borax in it. 100-bar boxes.
Have you a copy of "The Story of Mrs. Dooley"?
Send for it, FREE.

THE
Metropolitan Soap Co.
LIMITED
TORONTO.

The Makers of
Orange Meat

the Honey-Flavored Cereal

know that their work is cut out for them in getting their breakfast food on the market. Their coupon-in-every-package idea assists the sale wonderfully. The grocer sells one package; afterwards Orange Meat is a Self-Seller.

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

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

THE HUCKSTER PROBLEM.

THE grocers say the hucksters must go. The Montreal Association have a great deal of strong argument to put up against them. Figures and facts are just as stubborn as they always were, and the abundance of these in the hands of the association will make it pretty hard for the huckster to stand long against them. There are in all in the City of Montreal 150 licenses for hawkers, totalling at \$50 each the sum of \$7,500. For peddling fruit only 97 permits exist, yet there are registered as many as 350 hawkers, who by hook or by crook must use these licenses by transfer or some adroitness, which in the end militates against the legitimate grocer. Then of candy carts which pay \$30 each for licenses there are 11, making a revenue for the city of \$330. These sums, totalled with the licenses of peddlers on foot, make less than \$10,000.

The hawker has no expense or responsibility. He never goes over the same territory frequently, so that by the time he changes off with a partner and returns again the purchasers have forgotten his wrongdoing or poor wares. This was well illustrated last week by a grocer. One of the grocer's customers came to him and said he could buy potatoes at 55 cents a bag from a hawker and that he, the grocer, was cheating him in asking 75 cents. "Here's 55 cents," replied the grocer, "kindly buy me a bag. That is what they cost me in car lots." The annoyed customer did so. The bag was weighed. It weighed 60 lbs. Which is better, 90 pounds, the correct weight, at 75 cents, or 30 lbs. less for 30 cents less? That is only an illustration, but it is true. In dozens of cases the hawker gives inferior goods and short weight. Then the grocer has to make good any bad stock he may sell. When fruit and vegetables are scarce or very expensive, the huckster is never seen, and the grocers have to keep a stock all the time. The immense cost of keeping a grocery store and the amazingly small profits on nearly all goods render the huckster an imposter and a harmful middleman to the grocery trade.

Then take the enormous revenue derived from the grocers themselves. There are 1,400 grocery stores in Montreal. They pay an average of \$100 license to the city, making \$140,000. There are 500 licensed wine and liquor stores which pay on an average of \$300, making \$150,000. Thus there is the enormous sum of \$290,000 paid to the city by grocers.

The association have made an overture to the city council and to the Que-

bec Legislature to have the hawker stamped out. There must, however, be some reason in the claims of the wholesale fruit dealers who say that the huckster is a necessary evil. Citizens, too, must be given consideration, in that a strong petition was before the council which declared that the hucksters were not nuisances but necessities. However, there must be some regard for the word relative and the greatest good to the greatest number must rule. The grocers at any rate are making a fight which they think is just and right and, protected by such considerations, they call for popular support.

A PATRIOTIC WINDOW.

J. A. Mathewson & Co., wholesale grocers, Montreal, whose offices and warehouses are on McGill street near the corner of Notre Dame street, and in the direct line of busy traffic, have a display of Canadian packed canned corn, beans and peas which arrests the attention of the passers-by. The display consists of "Quaker" brand goods, and the legend on a card speaks decidedly emphatic patriotic sentiments: "Who says Canadians can't put up goods? We can beat the world!" The goods certainly deserves mention and Mathewson & Co.'s sentiments, endorsement.

NEW GENERAL STORE.

A new general store is to be opened on May 1st at Ste. Genevieve de Batiscan, by St. Arnaud & Duval. The firm will have buying offices at 425 St. Paul street, Montreal, the premises of St. Arnaud Freres, one of the oldest and most reputable houses in Montreal. The members of the new firm are thoroughly experienced and will no doubt be successful in their new venture. They would be pleased to receive catalogues, price lists, and general quotations at the buying office in Montreal.

JOHN CHINAMAN IN THE GROCERY TRADE.

THE subject of Chinese competition is causing a good deal of controversy amongst grocers in New South Wales and New Zealand, according to an Australian exchange. The "heathen Chinese" is undoubtedly a much-abused individual, whether justly so or not, but it speaks volumes for his enterprise as a trader to see how he rises and compels attention in spite of polltaxes, Emigration Restriction Acts, and public sentiment. He has captured

A "MONEY-MAKING" PROPOSITION

that's of interest to **every** Grocer.

We are particularly interested in the COFFEE sales of your business, and believe the values we offer are unequalled in the trade. **RETURNED**

Because

We import direct from the country of growth every pound of COFFEE we sell, thus effecting a large saving in first cost. We clean and grade every pound of COFFEE that we roast. We roast all our COFFEES on our premises, with the most improved machinery, thus assuring a clean, uniform roast. Our blending is done by an expert. All our COFFEES are hand picked, free from "quakers."

ALL OUR BLENDS ARE THE RESULT OF YEARS OF STUDY.

OUR "EMPRESS" blend will suit your best trade

IT IS EXCEPTIONAL VALUE AS A 40c. OR 45c. RETAILER

OUR "GOLD MEDAL" COFFEE WHOLE or GROUND
1 and 2-lb. Tins.

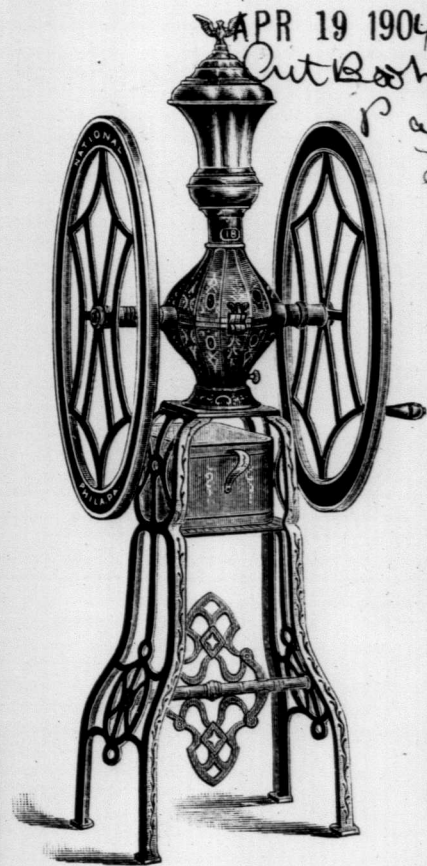
WILL HOLD AND INCREASE YOUR PACKAGE COFFEE TRADE.

NOW — If you want to obtain the **best** results with your Coffee trade, you should supply your customers with freshly ground Coffee, by using one of

THE "National" COFFEE MILLS

AHEAD OF ALL OTHERS IN
STYLE, DURABILITY, STRENGTH AND EASE.

We have a **special** selling proposition on these mills that will interest you.



SEE OUR TRAVELLERS, OR WRITE US FOR PARTICULARS.

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

almost entirely the fruit and vegetable business in New Zealand, and is competing very keenly in some districts in the grocery trade; the same is the case, even in a more marked degree, in New South Wales. The New Zealand daily papers have been publishing columns of letters setting forth reasons for and against tabooing "John," and in New South Wales the matter has been taken in hand by the Retail Grocers' Association. This association has even gone so far as to refuse membership to a tradesman who, though not objected to as a

"blackleg," has nevertheless been rejected on account of his color.

As a keen competitor there is no doubt he is a consideration, and at price-cutting he can frequently "go one better" than his white neighbor, but, whilst this very frequently applies to the Chinaman, it must be admitted that the white man is not always free from similar suspicions.

FLOOD AFFECTS TRADE.

Many of the largest provision and wholesale grocery warehouses are lo-

cated on Commissioners street in Montreal. This street borders on the river front and harbor. Hence, last week when the water was very high, reaching nearly the depth of 40 feet, damage was threatened. As a precautionary measure a large number of clerks were employed removing stock to higher places where the water could not reach it. Some goods were damaged but not seriously. Navigation will be opened in about six or seven days for ocean steamers.

Fresh and Cured Fish

Big Demand for Salmon.

THAT there will be a big demand for salmon in the Orient as a result of the war with Russia is evident by the fact that more than 200,000 cases for immediate shipment to Japan have been sold in Pacific coast ports, and it is now said in shipping circles that Russian agents are buying the red Alaska salmon on the Atlantic seaboard and in the United Kingdom. The demand for salmon has already resulted in a remarkable raise in the price of pink salmon from 50 cents to 70 cents per dozen since the opening of hostilities.

Shortly after the breaking out of hostilities, Japanese merchants, both direct and through local correspondents, commenced to pick up large blocks of pink salmon and what chums remained unsold at Seattle, San Francisco and Vancouver. It was only a few days before the market under this stimulating demand advanced to 60 cents per dozen on pinks and thence to 62 1-2, 65, 67 1-2, 70 and 72 1-2 cents, and finally reached 75 cents, in rapid succession, at which prices at present ruling the market there is very little which can be secured, as virtually the entire stock of this grade has been sold for Japanese account and is going forward on every steamer leaving Pacific coast ports for the Far East.

Chums advanced rapidly from 45 cents to 62 1-2 cents per dozen, at which latter price the entire coast holdings were closed out. It is conservatively estimated that not less than 125,000 cases of the two grades named will be shipped to Japan from Seattle alone, 50,000 to 60,000 cases from San Francisco and from 25,000 to 30,000 cases of Puget Sound and Alaska humpbacks through the port of Vancouver. It is anticipated that, through these influences, values on this grade will also enhance materially during the course of the next few weeks.

In the event of the struggle being prolonged, of which it gives every evidence at the present time, there is no doubt that there will be a continued active demand for salmon on the part of both belligerent powers, for the reason that it is generally understood that neither has sufficient supplies of food products available to carry on an extended

campaign without replenishing, and canned salmon has proven itself in the experience of other governments to be a convenient and nutritious ration.

Annual Fisheries Report.

THE annual report of the Dominion of Canada Fisheries Department for 1902-3 shows that 77,801 persons were employed in the Canadian fisheries during the year, the craft and gear used being valued at \$11,305,959. The lobster fishery alone employed 13,563 persons. There are at present 723 lobster canners, and plants are valued at \$1,287,636. In British Columbia there are 75 salmon canneries, valued at \$1,500,000, employing 17,098 persons, and producing 60,103,776 cans of salmon annually. In 1902 there were 64 sealing schooners, and last year 24. Eight Canadian vessels operating near the Falkland Islands in the South Atlantic last year took 21,126 fur seals. The total value of the fisheries in 1902 was \$21,959,463, as against \$25,731,153 the year previous. The British Columbia salmon pack alone gave a reduction of two and a half millions. The value of fish caught in Ontario was \$1,265,700, a decrease of \$162,372. The federal expenditure in fisheries was \$527,944, and the revenue \$78,635. During the last fiscal year \$11,826,646 worth of fish products was exported to foreign countries.

Salmon Legislation.

A BILL is before the United States Senate at the present time to prohibit the misbranding or false branding of salmon and to safeguard the salmon fisheries of Alaska, which have shown an alarming falling off in output.

It prohibits the use of dams, barricades, traps, fish wheels, and other fixed obstructions in any of the fish streams of Alaska. It is made unlawful to fish for, or kill the red salmon and king salmon by any means except with rod, spear or gaff hook about the mouth of any creek after Jan. 1, 1905. Fishing across streams with nets and traps is prohibited for a distance greater than one-third the width of such stream. Other restrictions are imposed as to fishing in certain waters. A closed season is designated for a short period every year and other prohibitions are named that will tend to give the fish a chance to spawn. In addition to this

provision is made for the establishment of salmon hatcheries for the artificial propagation of the species. American Government experts have great faith in the perpetuation of the Alaskan fisheries by means of artificial propagation.

To Fight Brine Duty.

A MEETING of fish importers was held in New York last week to take concerted action, and secure if possible, a reversal of the recent ruling of the U. S. board of customs appraisers by which they will be compelled to pay duty on brine. After a thorough explanation and general discussion of the subject, in which representatives of the Philadelphia and Boston trades took part, a committee were appointed to co-operate with Boston in making a new test before the general appraisers.

Some progress has already been made in Boston towards securing a reversal of the board of appraisers' action. The matter was first taken up with the secretary of the treasury, who was unable to afford any relief on the ground that the matter was entirely outside of his jurisdiction. The board of general appraisers were then asked to reconsider their recent action, but declined to do so, saying they had no power to amend a decision after once having rendered it. A protest has been entered and an immediate hearing is to be given before the board of general appraisers.

To Stop Export of Raw Sockeyes.

The Dominion Government has decided to enforce the total prohibition of the foreign sale or exportation of raw sockeyes during the coming salmon-fishing season. This enactment was made for the special purpose of preventing American canners on Puget Sound from invading the Fraser River for the purpose of buying Canadian fish for ultimate canning on the Sound. It is not expected that the decision will be favorably received by American canners who have already been making preparations to purchase sockeyes in the Fraser River during the coming season in view of the possibility of a scarcity of fish in Sound waters owing to the erection of traps on the shore of Vancouver Island.

Codfish Will be Scarce.

Owing to the fact that a large part of last season's codfish catch will be sent abroad to supply a shortage in European markets, says the New York Commercial, it is not unlikely that top-notch prices for codfish will prevail next year in this country.

It has always been our constant endeavor to give entire satisfaction, not only to the grocery trade, but to the consuming public as well!

As proof that our efforts have not been in vain, we point with pride to our large and increasing business.

Any commands with which you favor us shall have our regular prompt and careful attention.

Chase & Sanborn

MONTREAL

The Coffee Importers

It Will Pay You to Handle It.

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



1st.—It yields a greater profit because in a 10-lb. box there are 50 4-square packages as compared to 40 in a 10-lb. box of other makes. (A square of "Blueol," though lighter in weight, is as strong, if not stronger, in working qualities than any other.) 10 lbs. of "Blueol" will not cost you any more than 10 lbs. of any other, and you have the great advantage of getting 10—4 square packages extra—**PRACTICALLY FOR NOTHING.**

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

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

Are there any reasons why you should not handle it ?

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

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

—and give us his name.

SEE PARTICULARS OF OUR GUESSING CONTEST.

For over 60 years

COMMERCIAL PIRATES

have endeavored to imitate the Famous

LEA & PERRINS' SAUCE

The Original and Only Genuine Worcestershire

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

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

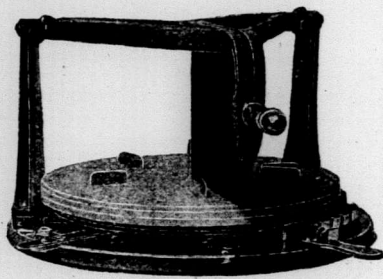
**YOU MUST NEED
CANNED FRUITS**

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

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

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

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



We have recently taken up the manufacture and sale of the

Templeton Cheese Knife

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

**KEEPS CHEESE FRESH
SAVES FROM WASTE**

**EASY TO OPERATE
PLEASES EVERY CUSTOMER**

Sold on easy terms.

Write us for particulars.

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

—a glass of
HIRES' ROOT BEER
brings good cheer.

One bottle of **HIRES' ROOT BEER** is better than a dozen bottles of the cheap imitations on the market.

Hires' Root Beer

is put up in cases of ½ gross ; sells at \$24.00 per gross.

Shows you a profit of over 70 per cent.

ORDER THROUGH YOUR JOBBER.

W. P. Downey

AGENT,

26 St. Peter Street, - - MONTREAL.

JACK FROST

HAVING RESIGNED IN FAVOR OF

BALMY SPRING

WE CAN NOW GUARANTEE THE
PROMPT AND SAFE DELIVERY OF
ALL ORDERS FOR

**LEES & LANGLEY'S
WORCESTER SAUCE**

HIGHEST STANDARD OF EXCELLENCE
(MADE IN CANADA).

**AMERICAN COFFEE & SPICE CO.
TORONTO**

CLASSIFIED LIST OF ADVERTISEMENTS.

The Canadian Grocer

Accountants and Auditors.
Barber, Henry, & Co., Toronto.
Fahey, Wm., Toronto.
Hoskins, David, Toronto.
Jenkins & Hardy, Toronto.
Kidd, F. H., Toronto.
Merson, Geo. O., Toronto.
Williamson, T. G., Toronto.

Ammonia.
Harvey, John G., Todmorden Ont.

Baking Powder.
Eagle Mfg. Co., Montreal.
McLaren, W. D., Montreal.
Royal Baking Powder Co., New York.

Barristers, Solicitors, etc.
Atwater, Duclos & Chauvin, Montreal.
Beatty, Blackstock, Fasken & Riddell, Toronto.
Burrill, Jas. H., K.C., Pembroke, Ont.
Cameron, D. O., Toronto.
Hamilton, J. C., Toronto.
Tupper, Phippen & Tupper, Winnipeg.
Vidal, I. L. O., Montmagny and Quebec.

Baskets.
Oakville Basket Co., Oakville, Ont.

Bird Seed.
Nicholson & Brock, Toronto.

Biscuits, Confectionery, Etc.
Browne & Wells, Toronto.
Canada Biscuit Co., Toronto.
Christie, Brown & Co., Toronto.
Lamont, Corliss & Co., Montreal.
Lowney, Walter M., Co., Boston, Mass.
McGregor-Harris Co., Toronto.
Mooney Biscuit & Candy Co., Stratford.
Mott & Co., John P., Halifax, N.S.
National Licorice Co., Brooklyn, N.Y.
Natural Food Co., Niagara Falls, N.Y.

Blue and Black Lead.
Douglas, J. M. & Co., Montreal.
James Dome - W. G. A. Lambe & Co., Toronto.
Oakley, John, & Sons, London, Eng.

Canned Goods.
Anglo-British Columbia Packing Co., Vancouver, B.C.
Balfour & Co., Hamilton, Ont.
Black Bros. & Co., Halifax, N.S.
Burlington Canning Co., Burlington, Ont.
Canadian Cannery Limited, Hamilton.
Gardiner & Co., Vancouver, B.C.
Robertson, Geo., & Son., Kingston, Ont.
Todd, J. H., & Son, Toronto.

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

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

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

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

Cocoa-nut.
Downey, W. P., Montreal.
Greig, Robt., Co., Toronto.

Cocoas and Chocolates.
Baker, Walter, & Co., Dorchester, Mass.
Cowan Co., Toronto.

Dutch Chemical Works, Amsterdam, Holland.
Epps, James, Co., London, Eng.
Lowney, Walter M., Co., Boston, Mass.
VanHouten's - J. L. Watt & Scott, Toronto.

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

Commission Merchants and Brokers.
Cameron, Gordon & Co., Winnipeg.
Clark, R. W., & Co., Victoria, B.C.
Dawson Commission Co., Toronto.
Dingle & Stewart, Winnipeg.
Dominion Brokerage Co., Toronto.
Dunn, Wm. H., Montreal and Toronto.
Hopkins, John, St. John, N.B.
Lambe, W. G. A., & Co., Toronto.
Nicholson & Bain, Winnipeg.
Nicholson, Bain & Johnston, Calgary.
Patrick, W. G., & Co., Toronto.
Rutherford, Marshall Co., Toronto.
Ryan, Wm., Co., Toronto.
Thomas, J. P., Quebec, P.Q.
Watt, J. L., & Scott, Toronto.

Computing Scales.
Computing Scale Co. of Canada, Toronto.
Wilson, C., & Son, Toronto.

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

Condensed Milk and Cream.
Borden's - Wm. H. Dunn, Montreal and Toronto.
Truro Condensed Milk & Canning Co., Truro, N.S.

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

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

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

Engravers.
Smith, Geo. J., New York.

Financial Institutions.
Bradstreet Co.

Fish.
Black Bros. & Co., Halifax.
Connors Bros. Ltd., Black Harbor, N.B.
James, F. T., Co., Toronto.
Johnson, C., Gardiner & Co., Vancouver.
Kinnear, T. & Co., Toronto.

Flours and Cereals.
Carter, G., Son & Co., St. Mary's, Ont.
Force Food Co., Buffalo, N.Y.
Frontenac Cereal Co., Toronto.
Greig, Robt., Toronto.
McCann, Wm., & Co., Toronto.
McIntosh, P., & Son, Toronto.
Natural Food Co., Niagara Falls, N.Y.
Napoli Macaroni Co., Toronto.
Warren Bros. & Co., Toronto.

Fl. Paper.
Thum, O. & W. Co., Grand Rapids, Mich.

Fruits - Dried, Green and Nuts.
Gibb, W. A., & Co., Hamilton.
Husband Bros. & Co., Toronto.
McWilliam & Everist, Toronto.
Tippet, A. P., & Co., Montreal.
Walker, Hugh, & Son, Guelph.
White & Co., Toronto.

Gelatine.
Canadian Gelatine Co., Toronto.

Cox, G. & J.
Grocers - Wholesale.
Balfour & Co., Hamilton.
Davidson & Hay, Toronto.
Eby, Blain Co., Toronto.
Eckardt, H. P., & Co., Toronto.
Kinnear, T. & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
"Ozo" Co., Montreal.
Simpson, R. & J. H., Co., Guelph, Ont.
Turner, James, & Co., Hamilton.

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

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

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

Interior Store Fixtures, Trucks, Etc.
Auer Light Co., Montreal.

Jams, Jellies, Etc.
"Nonpareil" Jellies - Rose & Lafamme, Montreal.
"Ozo" Co., Montreal.
Southwell's - Frank Magor & Co., Montreal.
Upton's - A. F. McLaren Imperial Cheese Co., Toronto.
Warren, Dudley, Haldimundia, Ceylon.

Lubricant.
Cole, G. W. Co., New York.

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

Mince Meat.
Wetley, J. H., St. Catharines.

Oils.
Queen City Oil Co., Toronto.

Oil Tanks.
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Briggs Ledger System Co., Toronto.
Hart & Riddell, Toronto.

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

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

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Colson, C. E., & Son, Montreal.

Pickles, Sauces, Relishes, Etc.
American Coffee & Spice Co., Toronto.
Batty & Co., London, Eng.
Capstan Mfg. Co., Toronto.
Colson, C. E., & Son, Montreal.
Davidson & Hay, Toronto.
Dominion Brokerage Co., Toronto.
Douglas, J. M., & Co., Montreal.
Downey, W. P., Montreal.
Flett's - Rose & Lafamme, Montreal.
Horton-Cato Mfg. Co., Windsor, Ont.
Laing's, Dr. - W. G. Patrick & Co., Toronto.
Lytle, T. A., Co., Toronto.
"Ozo" Co., Montreal.
Patterson's - Rose & Lafamme, Montreal.
Snowdon, Forbes & Co., Montreal.

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

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

Pottery.
Foster Pottery Co., Hamilton, Ont.

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

Refrigerators.
Fabien, C. P., Montreal.

Safes.
Ford & Featherstone, Hamilton.
Taylor, J. & J., Toronto.

Salt.
Patrick, W. G., & Co., Toronto.
Toronto Salt Works, Toronto.

Soap.
Duncan Company, Montreal.
Metropolitan Soap Co., Toronto.

Sodas - All Kinds.
Winn & Holland, Montreal.

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

Starch.
Brantford Starch Works, Brantford.
Edwardsburg Starch Co., Cardinal, Ont.
St. Lawrence Starch Co., Port Credit.

Stationery.
Weese, G. A., & Son, Toronto.

Steel Shingles.
Metallic Roofing Co., Toronto.

Sugars, Syrups and Molasses.
Canada Maple Exchange, Montreal.
Castle, F. J., Co., Ottawa.
Dominion Molasses Co., Halifax, N.S.
Edwardsburg Starch Co., Cardinal, Ont.
Imperial Maple Syrup - Rose & Lafamme, Montreal.
Wallaceburg Sugar Co., Wallaceburg, Ont.

Summer Beverages.
Downey, W. P., Montreal.
Simson Bros. Co., Halifax.

Teas, Coffees, and Spices.
Balfour & Co., Hamilton.
Blue Ribbon Tea Co., Toronto.
Ceylon Tea Traders Ass'n.
Chase & Sanborn, Montreal.
"Commissioner" Tea, London, England.
Dutch Chemical Works, Amsterdam, Holland.
Ewing, S. H. & A. S., Montreal.
Gillard, W. H., & Co., Hamilton.
Japan Tea Traders Ass'n.
Kinnear, T. & Co., Toronto.
Lipton, Thomas J., New York.
"Ozo" Co., Montreal.
Rutherford, Jas. & Co., Montreal.
Salada Tea Co., Montreal and Toronto.
Simpson, R. & J. H., Co., Guelph.
Turner, James, & Co., Hamilton.
Wood, Thos., & Co., Montreal.

Telephones.
Bell Telephone Co. of Canada.

Typewriters.
Canadian Oliver Typewriter Co., Montreal.

Vinegars.
Canadian Vinegar Co., Montreal.
Grimble & Co., London, Eng.
Hill Evans & Co., Worcester, Eng.
"Ozo" Co., Montreal.

Warehousing.
Cameron, Gordon & Co., Winnipeg.

Washing Compound.
Fairbank, N. E., Co., Montreal.
Keen's - Frank Magor & Co., Montreal.

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

Wrapping Paper.
Canada Paper Co., Toronto.

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

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Questions

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2. What tea outsells 100 to 1 any other package tea in the West?
3. What tea is crowding—through merit—other package teas?

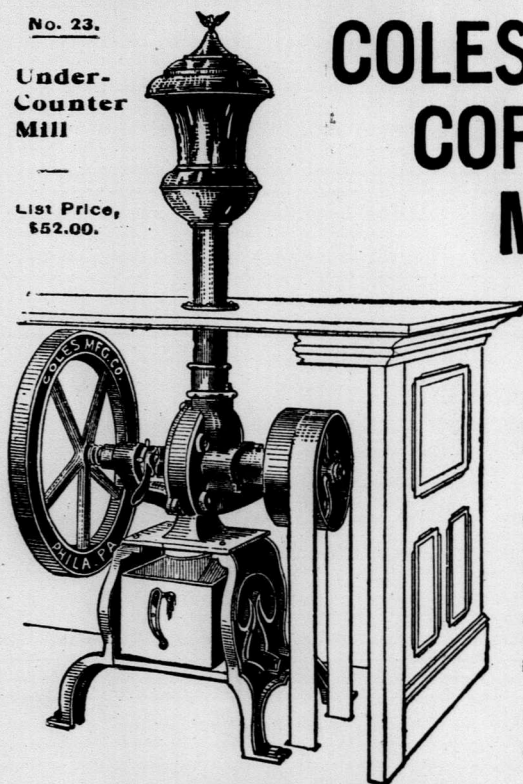
Blue Ribbon Ceylon Tea

Push the Red Label—40c., worth fifty.

No. 23.

Under-Counter Mill

List Price, \$52.00.



COLES COFFEE MILLS

None better for Granulating or Pulverizing.

Our mills will Pulverize without heating Coffee.

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

A GREAT LABOR-SAVER.

Our Grinders wear longest

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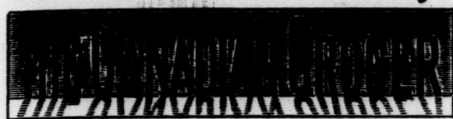
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A Dollar buys a book entitled "One Hundred Good Ads," intended for the retail grocer.

Send a dollar and we send you the book.

**The CANADIAN GROCER
TORONTO.**



President:

JOHN BAYNE MACLEAN,

Montreal.

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THE ANGLO-FRENCH TREATY.

AT GLANCE at the recently published summary of the provisions of the new Anglo-French treaty shows that the negotiations covered a wide field. At the present time the abolition of friction between the two countries is probably the most important result and will doubtless have a beneficial effect in the Province of Quebec where Mr. Bourassa and others have been trying to stir up race prejudices.

The chief interest in the treaty for Canada centres in the clause which affects the sister colony of Newfoundland. Under the old conditions there was a portion of the Newfoundland coast known as the "French shore." Along this shore Newfoundlanders were not permitted to fish, according to an arrangement existing between the British and French Governments. This prohibition was a source of annoyance and sometimes actual loss to the people of Newfoundland. Even a British lobster factory was not permitted on the shore in question.

In 1890 an amusing incident happened in this connection, when the commander of a British war ship compelled a French canning factory to close its doors. A law suit followed. It was carried to the Privy Council and the British Government were condemned to pay damages. Ever since, the British authorities have been endeavoring to relieve the situation.

By the treaty the Newfoundlanders are given the right to carry on whatever industries they please on the French shore, while the Frenchmen are still granted the privilege of fishing off the coast and buying bait from the Newfoundlanders. In addition Canadian fishermen have been given the same fishing and bait rights as the French fishermen.

The other portions of the treaty deal with Morocco, Egypt, Central and West Africa, Siam, Madagascar and Australasia. The friendliness of the arrangement between the two countries, France and Great Britain, and the removal of annoying conditions should be matters for public congratulation.

TRANSPORTATION NEEDS.

POLITICIANS and others are apt to lay too much stress on the tariff as a panacea for all commercial evils. Important as is the tariff, it must not be forgotten that it is merely an artificial contrivance. Of quite as much importance is the improvement of such natural means of development as are afforded, for instance, by better transportation facilities.

Larger and faster steamboats, improved harbors and waterways, better freight service on the railways, accompanied by reduced rates, will do quite as much to advance the commercial interests of the country as a fostering tariff.

The Transportation Commission, which has held sittings in many parts of Canada during the past month, should do much to improve facilities, and to the Railway Commission at Ottawa the eyes of shippers and others are turned for the solution of the problem of rates. As soon as fast steamboats can be put

on the Canadian routes, which will be able to compete in some measure with the United States lines, and as soon as discriminatory freight rates can be removed, Canadian commerce will assuredly witness a wonderful development. At present the country is handicapped by a slow service across the Atlantic, which tends to divert traffic to United States ports, from which faster and cheaper steamboats run. This disadvantage is heightened by unfair treatment at the hands of the railway companies, a circumstance which only requires attention from the Railway Commission to be removed.

ALASKA vs. YUKON.

TOO much credit cannot be given the Canadian Government for its management of the affairs of the Yukon. It is true that instances of maladministration may be pointed out, but on the whole government in the Klondike has been creditable.

This fact may be emphasized and proved by an examination of the state of affairs across the border in the Territory of Alaska.

Though possessing a population of some 65,000 white men, Alaska has no representation in Congress. This in itself is a serious grievance, when it is remembered that the Yukon Territory of Canada has for some time enjoyed representation in the Dominion Parliament. The judiciary in Alaska is also complained of. There have been too frequent changes on the bench, a circumstance which has not tended to elevate the law. In the Yukon, on the other hand, the same judge has sat on the bench continuously ever since a court was established there.

Then, too, the inhabitants of Alaska look with envious eyes on the constabulary, which maintains peace and order in the Yukon. To the Northwest Mounted Police is due much of the credit for the law-abiding and peaceable nature of that settlement, and the Alaskans feel the lack of a similar body of men in their midst.

Dissatisfaction has also been expressed in Alaska at the methods of the members of the civil service, who act in an

arbitrary manner, which does not give the country a good name. Contrasted with them, the Government officials in the Yukon are superior in every respect.

That these grievances of the people of Alaska are not unreal, is evidenced by the various measures which are at present being introduced into Congress to ameliorate the condition of affairs there. We believe, however, that little would be heard of these troubles were it not that the Alaskans had constantly before their eyes the spectacle of a country, similar to their own, yet enjoying greater advantages in the way of good government than they themselves do. In the dissatisfaction of the people of Alaska lies the best proof of the excellence of Canadian institutions.

THE ATLANTIC COMBINE.

FEW people are aware that the actual control of the great Morgan combine of Atlantic steamship lines has passed into the hands of the British stockholders. On this subject the press of the United States has kept a profound silence, in marked contrast to its jingoistic utterances at the time the combine was negotiated. Then statements were made to the effect that the commercial supremacy of the sea had been wrested from England and that henceforth the Stars and Stripes would wave over the greatest fleet of ocean carriers the world had ever seen. The consummate genius of Morgan was extolled; the decadence of the British capitalist pointed out and the effect on the future relations of Britain and the United States commented on, much to the ignominy of the former. Even Canadians were known to have uttered lamentations at the downfall of England.

But to-day the tables have been turned in that calm, dignified manner in which John Bull delights to act. There has been no blazoning forth of the fact that the control of the combine has passed into his hands together with a large majority of the stock. Yet such is actually the case and it speaks to the credit of England that the fact has not been rubbed in harder than it has. On this side the Atlantic fair-minded papers of the stamp of the New York Evening Post have published the facts and in a sane manner have sought to discover the

causes and determining factors, which have led to the present condition of affairs, but the general body of the United States press has been silent.

THE CHEESE TRADE OUTLOOK.

THERE is a wide divergence between the conditions existing at the opening of the cheese-making season this year and those which prevailed at this time last year. The season of 1902-03 was satisfactory in every respect to Canadian producers of the cheese. Prices prevailed at from 9 to 12c. all season, averaging in the neighborhood of 10c. It was even a better season for cheese exporters, as prices steadily advanced toward the end of the season and were maintained on a high basis throughout the Winter.

The season of 1903-04, in consequence, opened a year ago at about 13 to 13 1-2c., an unprecedented price for new cheese. The production from the first, was unusually large, an export of 2,849,199 boxes taking place during the year as compared with 2,489,630 boxes during the preceding year. Prices however were kept high at the factories until nearly the end of the season of manufacture, with the result that buyers had to face the Winter with cheese bought at about 12c. and the market heavily loaded. Prices have slowly but persistently fallen until now the market is decidedly below the level of a year ago.

There is, moreover, a wide divergence of opinion as to the real value of cheese to-day. Two large buyers, evidently not carrying any material stock of cheese, take the view that the conditions of the market do not warrant more than 9 to 9 1-2c. for last year's cheese for export demand. These dealers point out that the British market has been well supplied owing to the enormous shipments last Summer from Canada and from other countries and that it has been indisposed to buy cheese at excessive figures, owing to the industrial crisis.

A more optimistic view of the situation, however, is taken by an extensive shipper, generally recognized as an au-

thority, who insists that good old cheese is well worth 10 to 10 1-2c. per pound throughout Ontario to-day. His argument is that while there was a large production last year it was absorbed by the British market, at a price, however, which means a heavy loss to practically all the shippers from this side. He points out that the bulk of cheese held in Canada is in strong hands and that the backward Spring has so interfered with the manufacture of the new article that whereas the factories were generally opened up by the first of April last year few of them are yet in a position to open up. These facts, he insists, warrant 10 to 10 1-2c. for good old cheese, and he backs up this claim by the statement that he has sold several lots to wholesale houses at the former figure within the week.

Everything considered it is quite clear that instead of the buoyant activity in the demand at 13c. existing a year ago the present season's cheese market is dull and heavy at prevailing prices.

BACK UP THE LAW.

UNEXPECTEDLY severe sentences have been imposed on the deputy-returning officers and poll clerks convicted of wrongdoing, at the last municipal election in Toronto. The severity of the sentence in each case, however, was quite in keeping with the enormity of the offence. Tampering with election machinery has become a crime of far too frequent occurrence in this country. Its very frequency has deadened the public conscience to its serious nature. An awakening such as Judge Winchester has rudely given the corruptionists, is just what has long been needed to pull the body politic together.

The notable feature of the case is that the law has shown itself no respecter of persons and that stern justice has been meted out alike to men of high social position and to men in humbler walks of life. This is as it should be. Yet it is surprising to find influential public bodies moving for a remission of the sentences of the principal offenders, on the ground of their high standing in

the community. In this is to be seen the baneful result of long years of winking at election frauds. Crimes against the person are visited with severe punishment and the public approves, but crimes against the state are merely condoned. It will be a gloomy outlook for political morality in this country unless strong support is given the law in its efforts to stamp out corruption.

BREAD LABELS.

AN agitation is on foot in Montreal for an enquiry into the methods being employed by bakers for attaching labels to their bread. Boards of Health all over the country will approve of such action and the bread-consumer himself will doubtless feel a sense of relief at the prospect of having the whole subject thoroughly investigated.

Every day it seems as if some new channel through which disease germs may be spread is being discovered. Sometimes the channel is obvious. Sometimes it is visionary. The bread label, however, merits serious attention. Its use may be a guarantee of sanitary processes in the manufacture of the bread, but yet, in itself, it may be most unsanitary. The public should be assured that both in the manufacture of the bread and in the fastening on of the label sanitary methods are employed.

NEW FREIGHT REGULATIONS.

THE carload business of Canadian sugar refiners is likely to suffer considerable restriction on account of the recent regulation of Canadian railways which came into force April 1, 1904, naming one hundred barrels as the minimum carload to be carried.

The railways have been wishing to introduce this regulation for the past two years, but refrained only at the urgent solicitation of refiners and the trade generally. It was felt that sooner or later the change would come, and now it is absolute throughout Canada. The reason given by the railways for taking decisive action is the increased carrying capacity of their freight cars.

GOSSIP ABOUT OURSELVES

GREAT minds in kindred channels run." The other day two members of The Grocer staff came into violent collision, each hastening to find the other.

"I've a bright idea," cried K. on recovering himself.

"Just what I was going to say to you," retorted C.

"We should take our readers into our confidence," continued the first.

"My idea exactly," interrupted the second. "We should have a department about ourselves and give our readers the news connected with the publication of this great trade newspaper."

And so it was settled. If there is one thing sought by The Grocer it is news, market news, trade news, bargain news, personal news, and then we like to tell it.

Some of our friends say we tell too much, but after all that's what makes us worth reading. We are a trade newspaper, and it's our business to tell the news.

The engraver has finished the plates for the cover of our Special Spring and Export Number. They were delivered at our office this week and were examined with a great deal of curiosity by the staff generally, as they are something entirely different from anything we have had before. They are designed for the "three color process," which with three impressions gives the effect of several, and reproduces the design as faithfully as the original painting. An engraver's proof accompanies the plates and gives a result which is surprising when it is considered that but three impressions have been made.

A traveller just returned from the Bermudas brings with him a list of ten new subscribers to The Canadian Grocer. He got a copy from one of our subscribers there and the other Bermudians subscribed on seeing it. Our travelling friend has found that it is much easier to sell goods where the prospective cus-

tomers is familiar with his firm's advertisement in The Grocer.

* * *

The offices of The Grocer in London, England, have recently been removed from 109 Fleet street, E.C., to larger and more commodious quarters at 88 Fleet street. This change has been necessitated by the great increase in the English business of The Grocer. Both circulation and advertising patronage have grown to such proportions in the old land that better accommodation was absolutely necessary, and the manager of the London office has taken prompt steps to secure larger offices.

PAYS TO GROW BEETS.

THE practicability of growing sugar beets in Canada, and the large profits accruing therefrom, was shown in a striking manner at the annual meeting of the Ontario Sugar Company, Berlin, held April 12th.

Valuable testimony to the money-making qualities of the sugar beet was given by a number of large farmers present. One had twelve acres of beets under cultivation last year. He had a crop of fifteen tons to the acre, which brought him on an average over \$5 a ton. He received over \$900 for his crop, and considered it the best paying crop he could hope to grow, as a matter of fact yielding much more money net than he could have secured from any other crop.

Another who had 26 acres under cultivation received for his crop some \$1,600. His net profit was around \$550, or nearly \$30 per acre.

The experience of beet-growers who attended the meeting was to the effect that while sugar beets required a great deal of labor in their cultivation, there was always a profitable market for the crop; in fact it was sold before it was ready to be marketed. This was something that could not be said of any other crop, which was always dependent upon the rise or fall of the market, and, moreover, the cultivation of sugar beets did not injure the soil, but, on the contrary, improved it, while at the same time it was the best paying crop a farmer could have.

There's Something Doing

Yes, all the time with the progressive dealer who has had the foresight to stock with "**Salada**" Ceylon Tea, as trial sales have made permanent customers. That's a certainty beyond question. Some grocers commenced buying "**Salada**" in pretty small quantities, they had heard considerable good reports on it, still they had little faith at heart and did not propose getting caught (as they termed it). But somehow or another these little purchases sold readily and pleased abundantly, with the result that they now sell as much tea in a month as their entire tea trade used to amount to in six months.

There are hundreds of instances like these.

Mr. Reader, where do you stand on the subject?

Black, Mixed or Natural Ceylon Green.

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Domestic, Goods in Oil, $\frac{1}{4}$ s; Mustard, $\frac{1}{4}$ s and $\frac{3}{4}$ s; Tomato, $\frac{1}{4}$ s. HERRINGS, in Tomato Sauce and Kipperd. CLAMS, SCALLOPS, CLAM CHOWDER, BONELESS CODFISH, FINNAN HADDIES, BONELESS FISH.

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

—Information respecting our goods will be cheerfully given.

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Connors Bros., Limited,

PACKERS OF SEA FOODS,

BLACK'S HARBOUR, - N. B.

MARKETS AND MARKET NOTES

ONTARIO MARKETS.

Groceries.

Toronto, April 14, 1904.

THE general condition of the grocery market may be characterized as steady, little less business, if any, having been done this week than last. A brisk trade has been doing in canned goods at firm prices. The sugar situation is weaker than it was last week and trade has been quiet. Syrups and molasses are steady at firm prices. A fair business has been done in teas during the past week and firm prices rule. The coffee situation remains unsolved, the Rio market having held very firm, with the result that buyers are holding back expecting prices to drop, which is extremely unlikely. Spices are quiet. The market for rice and tapioca is steady, and firm prices rule, particularly in the latter. There is a seasonable demand for foreign dried fruits, prunes being particularly active, and an advance is reported in sultana raisins, although as yet local prices are unaffected.

CANNED GOODS.

The canned goods market shows signs of firming still further, particularly in corn, peas, beans and tomatoes. There is a brisk demand for all classes of goods at these prices, and one leading firm report their trade in canned goods for the week to have been better than in any other department. Our quotations are as follows:

Apples, 3s.....	0 90
" gallons.....	2 20
Asparagus.....	3 50
Beets, 2s.....	0 90
Beets, 3s.....	1 50
Blackberries, 2s.....	1 70
Beans, 2s.....	0 90
Corn, 2s.....	1 20
Cherries, red, pitted, 2s.....	2 20
" white.....	2 40
Peas, 2s.....	0 97 1/2
Pears, 2s.....	1 45
" 3s.....	1 60
Pineapples, 1 1/2s.....	1 90
" 2s.....	1 50
" 3s.....	1 80
Peaches, 2s.....	2 25
" 3s.....	2 40
Plums, green gages, 2s.....	1 55
" Lombard.....	1 70
" Damson, blue.....	1 10
Pumpkins, 3s.....	1 40
" gallon.....	0 95
Rhubarb, 3s.....	2 50
Raspberries, 2s.....	1 80
Strawberries, 2s.....	1 40
Succotash, 2s.....	1 00
Tomatoes, 3s.....	1 12
Lobster, tails.....	3 35
" 1-lb. flats.....	3 50
" 1/2-lb. flats.....	3 70
Mackerel.....	1 90
Salmon, sockeye, Fraser.....	1 00
" Northern.....	1 25
" Horseshoe.....	1 65
" Cohoes.....	1 75
Chums.....	0 95
Sardines, Sportsman 1s.....	1 15
" 1s.....	0 15
" Portuguese 1s.....	0 23
" P. & C. 1s.....	0 08
" P. & C. 1/2s.....	0 25
" Domestic, 1/2s.....	0 27
" Mustard, 1/2 size, cases 50 tins, per 100.....	0 35
Haddies.....	0 38
Kipper herrings, domestic.....	0 03
" imported.....	0 04
Herrings in tomato sauce, domestic.....	0 09
" imported.....	0 11
" Mustard, 1/2 size, cases 50 tins, per 100.....	8 00
Haddies.....	9 00
Kipper herrings, domestic.....	1 00
" imported.....	1 45
Herrings in tomato sauce, domestic.....	1 00
" imported.....	1 10
" Mustard, 1/2 size, cases 50 tins, per 100.....	1 45
" Haddies.....	1 55

SUGAR.

The sugar market for the week under review is quiet, signs of weakness having developed. There have been some sales of centrifugals in New York, on parity of 3-5-S duty paid, the sugars being San Domingos, which have to pay full duty, and would therefore only fetch \$1.94 c. and f. These sugars were afloat and due to arrive. In order to effect a sale it was necessary to make a slight concession of 4c per 100 lbs. The market has been very sensitive for the past week with the tone decidedly in favor of buyers and any pressure to sell sugars would only have resulted in further change.

Refiners' recent heavy purchases have been coming to hand and it has taxed their resources to take care of them. For the present at least they can afford to be independent in respect to offerings of nearby sugars. For weeks past the bulk of receipts have been to refiners and importers stocks in United States Atlantic ports are only 30,000 tons. Stocks in refiners' hands, however, are less than four weeks' supply, and with prospectively heavy meltings they will have to come into the market soon again as buyers. They are to-day buyers of Cuban centrifugals for May shipment on basis of 2-5-16 c. and f., which is equivalent to 1-3-2 over duty paid parity of this week's sales. Cuban holders are sellers of nearby sugars on this basis, but for later shipments are holding for 2-3-8 c. and f. For some time to come the market will probably favor buyers owing to anticipated heavy receipts. Later on, however, there is likely to be a reaction in favor of sellers with renewed buying activity, and probably some appreciation in values with perhaps occasional fluctuations.

Receipts at United States Atlantic ports for the week ending April 6 were 40,239 tons, with meltings 36,000 tons, which latter figures are equal to those for the previous week and are 11,000 tons more than for the corresponding period of 1903. For the year to date meltings of American refiners are 69,000 tons more than for the previous year. Total stocks in all hands on April 6 were 140,323 tons, which was 66,014 tons less than for the same period last year. Combined stocks of United States and Cuba were 407,323 tons, against 551,021 tons for last year, the decrease being 143,698 tons.

Combined stocks of Europe and America at latest uneven dates were 3,523,323 tons, against 3,537,939 tons last year, showing a decrease therefrom of 14,616 tons. The number of central factories grinding in Cuba at latest advices was 171, which has been the figure for some weeks past. There are those

who anticipate that the total production in Cuba this year will be 1,180,000 tons as compared with last year's crop of 998,878 tons, of which approximately 490,000 was made after March 31. The visible production up to the end of March, 1904, is estimated at 680,000 tons which would leave the prospective production of 500,000 tons during the balance of the season. This will be mostly required for United States markets as prospective receipts during the next four months from non-preferential countries are expected to be small, notably from Java, which cannot give the United States half the quantity shipped last year between April and July.

Canadian refiners are reported to have been ready buyers of British West Indian sugars at fully 3-16 above parity of recent c. and f. sales in New York. There have been slight shadings in European prices during the week, to-day's quotation being 8s 5 1/4d for 88 per cent. basis f.o.b. Hamburg, which shows a decline of 1 1/2d from last advices. The refined market is dull. One American refiner has been cutting prices 10c per 100 lbs on prompt shipments without finding many buyers, the demand being confined principally to calls against contracts. Other American refiners maintain full list quotations.

There are no changes to record in Canadian refined, though the feeling at the moment is one of uncertainty, buying being only for absolute requirements. Carload business is an unknown quantity at the present time; it will suffer some restriction from the recent regulation of Canadian railways made effective April 1, naming 100 barrels as a minimum carload. Our quotations are as follows:

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

SYRUPS AND MOLASSES.

Trade in syrups and molasses is reported as satisfactory for the week, the demand being good at firm prices. The first local shipment of West Indian molasses arrived on the market this week and is pronounced to be of very fine quality. It is not unlikely that the new product may take the place of the New Orleans article, as a result of the prohibitive test placed on the latter. Our quotations are as follows:

Syrups—	
Dark.....	0 30
Medium.....	0 30
Bright.....	0 35

Corn syrup, bbl., per lb.	0 02
" 1-bbls	0 02
" kegs	0 03
" 3 gal. pails, each	1 30
" 2 gal.	0 90
" 2-lb. tins (in 2 doz. case) per case.	1 90
" 5-lb. (in 1 ")	2 35
" 10-lb. (in 1 ")	2 25
" 20-lb. (in 1 ")	2 10
Molasses—	
New Orleans, medium	0 25 0 30
" 1-bbls	0 27 0 32
" open kettle	0 45 0 50
Barbadoes	0 38 0 45
Porto Rico	0 38 0 42
Maple syrup—	
Imperial qts.	0 27
1-gal. cans	0 95 1 00
5-gal. cans, per gal.	1 00
Barrels, per gal.	0 75
5-gal. Imp. brand, per can	4 50
1-gal. " per case	5 10
1-gal. " "	5 60
Qts. " "	6 00

TEAS.

The tea market continues firm and strong with active demand for good medium Ceylons, Ceylon greens and some trade in Japans. The feature of the week is the increased demand for high-priced teas.

The latest London report shows that there has been an increased consumption of Indian and Ceylon teas in nearly every important foreign market, an additional quantity of Ceylon tea in America, and of Indian tea in Russia being taken. Our quotations are as follows:

Congou—half-chests, Kaisow Moning	0 12 0 60
" caddies, Pakling	0 19 0 50
Indian—Darjeelings	0 35 0 55
" Assam Pekoes	0 20 0 40
" Pekoe Souchongs	0 17 0 25
Ceylon—Broken Pekoes	0 36 0 42
" Pekoes	0 22 0 30
" Pekoe Souchong	0 18 0 25
China Greens—Gunpowder, cases, extra first	0 42 0 50
" half-chests, ordinary firsts	0 22 0 28
Young Hyson, cases, sifted, extra firsts	0 42 0 50
" cases, small leaf, firsts	0 35 0 40
" half-chests, ordinary firsts	0 28 0 38
" thirds	0 13
" common	0 15
Pingauys—Young Hyson, 1/2-chests, firsts	0 28 0 32
" thirds	0 18 0 19
" half-boxes, firsts	0 28 0 32
Japan—1/2 chests, finest May pickings	0 33 0 37
" Choice	0 30 0 32
" Finest	0 27 0 30
" Fine	0 25 0 28
" Good medium	0 21 0 23
" Medium	0 20
" Good common	0 20
" Common	0 19

COFFEES.

The principal item of interest in the coffee market this week is the continued firmness of the Rio market. Dealers are practically sold out, and have been asking for reasonable coffee quotations for weeks, but the outcome so far is only for speculators to hold stocks back for higher prices. It looks as if prospective buyers would have to pay the increased price. At present, however, little or no business is doing in Rios. The demand for Mochas, Javas, etc., shows no fluctuation, being steady at quotation prices. Our quotations are as follows:

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

SPICES.

The spice trade is without particular feature this week, and continues quiet, with demand only fair as usual at this season. Last week's quotations con-

tinued unchanged. We quote the following prices:

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

RICE AND TAPIOCA.

There is not much change to report from last week's rice and tapioca market. Firm prices rule in both, particularly in the latter, and the demand is steady. Last week's prices continue unchanged. We quote the following prices:

Rice, stand. B.	Per lb.	0 03	Tapioca, staple	Per lb.	0 03
Patna	0 05 0 05	" double goat	0 04		
Japan	0 06 0 07	Carolina rice	0 10		
ago	0 03		0 04		

Foreign Dried Fruits.

There is a reasonable demand for foreign dried fruits at quotation prices, especially for prunes, which are moving very freely. Advices from Smyrna say there has been a further advance in prices of sultana raisins. As soon as stocks of dried fruits get a little lower it is expected the demand will improve. Our quotations are as follows:

PRUNES.

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

CANDIED PEELS.

Lemon	Per lb.	0 10 0 12	Citron	Per lb.	0 15 0 18
Orange	0 11 0 13				

FIGS.

Tapnets	Per lb.	0 03	Elemes	Per lb.	0 09 0 20
Naturals	0 06 0 09				

APRICOTS.

Californian evaporated	Per lb.	0 12 0 15
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PEACHES.

Californian evaporated	Per lb.	0 08 0 12
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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.

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

DATES.

Hallowees	Per lb.	0 03 0 04	Fards	Per lb.	0 08 0 09
Sairs	0 03 0 03				

Cured Fish.

The market in cured fish is dull, as the season is practically over and stocks are generally depleted. We quote the following prices:

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

Country Produce.

EGGS.

The price of eggs is beginning to show signs of becoming normal, having drop-

ped to 15c, with prospects of a further drop shortly. This gradual decline must continue until the pickling basis is reached. Supplies are coming very freely, although there has been no surplus stock until the last couple of days. A brisk demand is reported. Our quotations are as follows:

Eggs, fresh laid, per doz	0 14 0 15
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POULTRY.

The poultry market is exceptionally quiet, very little trade being done. Chickens are reported as scarce. We quote the following prices:

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

HONEY.

The honey market continues dull and featureless. We quote the following prices:

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

BEANS.

The bean market is quiet with demand slow at quotation prices. Our quotations are as follows:

Beans, mixed, per bush	1 40
" prime	1 50
" handpicked, per bush	1 65 1 75
" water-stained	1 60
" Lima, per lb	0 05 0 06

MAPLE SUGAR AND SYRUP.

The market in maple sugar and syrup is steady at prices quoted below. Although trade is not brisk, dealers say it has been satisfactory. Our quotations are as follows:

Maple sugar, 30-lb. boxes	Per lb.	0 8
" syrup, wine gallon, per tin	0 75	
" imperial gal. per tin	0 90	

Fish.

The fish market continues quiet, with supplies of frozen stock gradually disappearing. Perch are out of the market. Two weeks more will probably bring fresh fish, when the market will begin to grow lively again after its brief dormant season at the conclusion of Lent. We quote the following prices:

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

Green Fruits.

The green fruit market has been comparatively quiet for the last day or two on account of the cold weather, but as a brisk fruit trade is beginning to open up now it is not expected that such conditions will continue. California navel oranges are still in big demand and firmer in price. Valencia oranges have advanced three shillings in England, but as yet no noticeable change in local prices is reported. The lemon market is quiet and prices are easier; as a matter of fact the local market has been

loaded ever since last December. Jamaica grape fruit is quoted this week at \$7.50. Florida pines have been supplanted by stock from Havana. Bananas are plentiful and easier in price, the demand for both of these is brisk and it is expected that within a couple of weeks the season will be at its height. Owing to the big demand for bananas it is thought high prices will rule for 30 or 60 days. A few Almeria grapes are seen on the market, and are quoted at \$8.50. Florida tomatoes are coming more freely, stocks are improving in quality, the demand is increasing and prices are 75c easier. The market for strawberries is improving and prices tend to become easier. Reports from North Carolina say the berry crop there is not so heavy as usual this year and that it is at least two weeks later than last year. This crop will be here shortly as the end of the Louisiana crop will soon be reached. A few bunches of red bananas are noticed on the market and are quoted at \$2.50 per bunch. We quote the following prices:

California navels, per box	2 75	3 50
Mexican oranges, per box		2 00
Marmalade oranges, per box		2 50
Seville oranges, bitter, per box		2 50
Bitter oranges, Palermo, boxes, per box	2 00	2 40
Messina lemons, new, 300's, per box	2 75	3 00
" " 360's, per box	2 25	2 50
Valencia oranges, 420 case		4 50
Valencias, large, per case	5 50	6 00
Bahama grape fruit, per box	5 50	6 00
Havana pineapples, per crate	4 50	5 00
Jamaica grape fruit, per box		7 50
Bananas, large bunches	1 75	2 25
Bananas, red, per bunch		2 50
Apples, per bbl	1 25	2 50
Almeria grapes, per keg		8 50
Florida tomatoes, per crate	3 00	3 25
Tomatoes, green house, per lb	0 25	0 30
Cranberries, Jersey, per bbl		5 50
" Budd's longkeepers		7 00
Limes, per box		1 20
Limes, in 1/2-straps		2 20
Strawberries, Louisiana, quarts	0 18	0 20
" " Florida	0 25	0 30
" " pints	0 10	0 12

Vegetables.

The demand for vegetables is good this week, particularly for green stuff, which is difficult to get. Potatoes are slightly firmer. Parsnips are more plentiful and 25c easier in price. Onions have been scarce locally for the last two or three days, but supplies of European onions are expected shortly. There is a fair amount of rhubarb in the market, with a pronounced scarcity of green onions and radishes which have advanced in price. The end of the California celery season is about here, and American speculators have what remains of stocks pretty well under their control. Only a few more shipments are expected. Spinach is easier in price. We quote the following prices:

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

THE MARKETS

The Canadian Grocer.

Rhubarb, per doz	1 00	1 50
" per bundle	0 10	0 15
Green onions, per doz		0 20
Green house water cress, per doz		0 25
Green cucumbers, American, per doz	1 50	2 00
" " Canadian, per doz	1 75	2 00
Asparagus, green house, per bunch		0 25
Florida spinach, per bbl		3 00
Florida spinach, per bush. hamper		1 25
Greens, per bush. box		2 00
Bermuda new potatoes, per bush		3 50

Seeds.

The seed market which has been very active lately has fallen off somewhat on account of the last few days of cold weather. Last week's prices continue unchanged. We quote the following prices:

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

Grain, Flour and Breakfast Foods.

GRAIN.

The market is very dull this week. A general decline in prices has taken place. Manitoba wheat, No. 1 hard, is 1-2 to 2 1/2c easier. Manitoba wheat, Northern No. 1 is 3 to 3 1/2c easier. No. 2 Northern, 2 1/2c easier. Red and white wheat are each 1 to 2c cheaper. Oats are 1-2 to 1c. lower, while peas have dropped 6c. The sympathy of the American market is in all probability largely responsible for the drop. We quote:

Manitoba wheat, No. 1 hard, per bush, Toronto	1 02	1 04 1/2
" " Northern No. 1	1 00	1 01
" " No. 2	0 97	0 97 1/2
Red, per bushel, on track Toronto	0 97	0 98
White	0 97	0 98
Barley " " "	0 50	0 52
Oats " " "	0 36	0 37
Peas " " "	0 70	0 71
Buckwheat " " "		0 57
Rye, per bushel, " " "	0 64	0 65

FLOUR.

The flour market is quiet this week with prices steady and practically no change from last week's quotations. We quote the following prices:

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

BREAKFAST FOODS.

The demand for breakfast foods continues brisk at quotation prices. There are no changes to record since last week. Our quotations are as follows:

Oatmeal, standard and granulated, carlots, on track, per bbl	5 05
Rolled oats, standard, carlots, per bbl, in bags	4 50
" " " " in wood	4 75
" " " " for broken lots	4 90
Rolled wheat, per 100-lb. bbl	3 00
Cornmeal	3 50
Split peas	5 00
Pot barley, in bags	3 75
" " in wood	4 00
Swiss food, per case	2 88
Aunt Sally's Pancake Flour, per case	2 00

Hides, Skins and Wool.

New season lambskins are now on the market at 15c apiece. Pulled wools, super, have gone as low as 18c per lb this week, being 1c lower than they were last week. A fairly large business is doing with prices firm. We quote:

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

CALFSKINS.	
Veal skins, No. 1, 6 to 12 lb. inclusive	0 09
" " " " " "	0 07
" " " " 15 to 20 lb	0 08
" " " " " "	0 08
Deacons (dairies), each	0 60
sheep skins	1 00 1 10
Lamb skins	0 15

Special Announcement!

McGREGOR'S MARMALADE

"ABSOLUTELY PURE."

A staple article in all first-class grocery stores will in future be made by McGregor-Harris Co., Ltd., under the personal supervision of Mr. McGregor, the originator. For sale by all leading wholesale grocers and fruit merchants.

PRICES—Doolittle Quarts, \$3.25; pound jars, \$1.50; tumblers, \$1.00 per doz. F.O.B. Toronto; Quaker Marmalade, \$1.70 per doz.

McGregor - Harris Co., Limited

33 Pearl St., TORONTO.

TOBLER'S SWISS MILK CHOCOLATE

is delicious. Try it.

BROWNE & WELLS, Limited, TORONTO
CANADIAN AGENTS.

FISH AND OYSTERS WHOLESALE.

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

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.

WOOL.

Unwashed wool, per lb.	0 09	0 10
Fleece wool.	0 15	0 16
Pulled wools, super, per lb.	0 18	0 20
extra	0 20	0 22

QUEBEC MARKETS.

Montreal, April 11, 1901.

Groceries.

THE grocery trade was generally quiet throughout the week. There was, however, a marked activity in sugar and some splendid orders have been placed by the refiners here for West India sugars. This has restored a kindly feeling between the brokers and refiners. The evaporated apple corner was watched with interest but what amazed the local grocers was that no change in prices had gone into effect at the time of writing, though it is reported that Western holders are asking 6 1/2 c. f. o. b. The general feeling in the trade is that whoever was responsible for the corner would have to wait a long time to get any profit. Dried fruit remains in the steady list, with demand good. Small fruits for confectionery purposes were reported slightly dearer, desirable parcels finding ready buyers. The advance in starch and matches has been maintained and eggs have dropped away down to 16 cents.

The green fruit market has exhibited considerable strength, although bananas dropped to a range of from \$1.50 to \$2.25. There was a slight demand for canned goods, though buyers confined themselves to purchases on the smallest scale possible. The consumptive demand for pepper seems brisk with prices, of some kinds lower. Small quantities of Jamaica ginger are being offered though the quality is reported quite inferior. Canary seed has again suffered a reduction of price. Heavy shipments of Rangoon rice to Japan are reported and prices remain firm with every likelihood of them remaining so. In tea and coffee there has been no notable change. Some fluctuations have been reported from New York, but the normal market is maintained. A noticeable drop in the fruit market was the fall in pineapples of \$1 and more per case. Florida tomatoes dropped 50 cents a crate. The potato market has been strong all the week owing to the presence of some American buyers who have paid top prices.

SUGAR.

Absolutely without a feature yet full of activity, describes the sugar market pretty accurately. Plenty of West India sugar will be coming to the port very shortly and no doubt prices may be easier. We quote:

Granulated, bbls.	\$4 15
1/2-bbls.	4 25
" bags	4 02 1/2
Paris lump, boxes and bbls.	4 65
1/2-boxes and 1/2-bbls.	4 75
Extra ground, bbls.	4 50
" 50-lb. boxes	4 70
" 25-lb. boxes	4 80
Powdered, bbls.	4 30
50 lb. boxes	4 50
Domino lumps, boxes and bbls.	4 55
" 1/2-boxes and 1/2-bbls.	4 65
Phoenix "	4 05
Bright coffee	3 95
" yellow	3 95
No. 3 yellow	3 85
No. 2 "	3 65
No. 1 " bbls.	3 55
No. 1 " bags	3 45
Raw Trinidad	3 20
Trinidad crystals	3 30

SYRUPS AND MOLASSES.

The decline reported from the West Indies has been continued and further decline has taken place. There is still said to be plenty of molasses on the way to Montreal and also plenty of molasses in the country. The price at the Island was 9c, and futures were offering at 2 1/2 in car load. We quote:

Barbadoes, in puncheons	0 27
" in barrels	0 29 1/2
" in half-barrels	0 30 1/2
New Orleans	0 22
Antigua	0 37
Porto Rico	0 45
Corn syrups, bbls.	0 02 1/2
" 1/2-bbls.	0 03
" 3/4-bbls.	0 03
" 25-lb. pails	0 90
Bbls. per 100 lb.	2 75
1/2-bbls.	2 75
Kegs	3 00
Cases, 2-lb. tins, 2 doz. per case	1 90
" 5-lb. " 1 doz. "	2 35
" 10-lb. " 1 doz. "	2 25
" 20-lb. " 1 doz. "	2 10

COFFEE.

This favorite article of consumption continues to be interesting, although the market remains unchanged. The receipts from the countries of production continue to be light and the shortness keeps the operators in the big markets in continuous difficulties when they try to force prices down. Costa Rica supplies are reported coming to hand much more freely. As usual at the end of the season the news from East India it to the effect that the quality already shows signs of deteriorating. That there is little fluctuation is due largely to the speculative interests. On its merits, however, coffee appears to be at a fair price and no change is looked for at present.

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

TEA.

It would take a keen manipulator of the market to definitely understand the tea situation. It is not apparently as easy as it was a month ago. A good steady demand prevails for Japans and Ceylon greens, yet it looks as if inside a month there might easily be a weak turn again. Buyers are playing the waiting game. Jobbers and retailers seem to be stocked up. No heavy buying is expected for another month. Then some light may dawn as to the future of the tea market. The new Japan crop will be ready for the picking and some idea may be formed of the quality of it. The war will not interfere with the crop at all and there is every indication of a fine first crop. Freight might be affected by Russia succeeding in putting a fleet in Japanese waters. Such a move would have a serious effect on the tea market. The movements reported in India and Ceylon teas were considered satisfactory. Active enquiry has been carried on and the markets are firm and the demand good. We quote:

Good to medium Japans	0 18	0 24
Fine to choice Japans	0 25	0 35
Ceylon greens	0 16	0 20
Indian greens	0 18	0 30
Japan style China congoes	0 10	0 10 1/2
Pealeaf and Pinhead Gunpowders	0 23	0 40
Coarse to good Gunpowders	0 13	0 22
Ceylon blacks	0 14	0 30
Indian "	0 12	0 20

CANNED GOODS

There is a fair demand for canned goods and the tendency of prices is upwards. Salmon continues to be a fea-

ture. The present prices are not popular with the consumer and the quotations will to some extent affect consumption. There does not appear to be any sign of lower prices throughout the best consuming months of the year. Sardines remain firm and the demand is good. Retailers should pay attention to California fruit for they show exceptional value. Apples and tomatoes are selling slowly. Corn should be a good purchase as there is no probability of it being any lower. In canned fruits the C. C. Co. have issued a circular stating that an advance of five per cent. will take effect April 25th. We quote:

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

Foreign Dried Fruits.

Fair demand has marked dried fruit of all kinds. The advance in small confectionery fruit has been slight. Regarding Sultanias the reports of the unfavorable weather in the districts of Smyrna have received ample confirmation, and a slight advance was reported from abroad. The local market has remained unchanged. Holders are asking good prices here and some further advances may take place before long. Plums and evaporated fruits are in strong demand and prices are firm. It would seem wise to watch out for the advance in Sultanias. From Gridley, California, comes the report of a light almond crop even if there are no killing frosts. The extremely wet weather, while the trees were in blossom, acted to the detriment of the crop, causing the pollen to wash from the blossoms and preventing bees from visiting the flowers. Fruit growers are confident that conditions are satisfactory in other lines of fruit. We quote:

VALENCIA RAISINS.

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

FIGS.

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

DATES.

Dates, Hallowees, per lb.	0 03 1/2	0 03 1/2
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CALIFORNIAN EVAPORATED FRUITS.

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

MALAGA RAISINS.

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

CALIFORNIAN RAISINS.

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

PRUNES.

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

CURRENTS.

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

SULTANA RAISINS.

Sultana raisins, per lb.	0 06	0 08
" " 1-lb. carton	0 09	0 09
Shelled Walnuts	0 19	0 20

Green Fruits.

The market has shown considerable strength. A remarkable story has been circulated in reliable circles (emanating from Los Angeles, California,) stating that orange growers of Southern California are facing a condition of affairs which, to many of them, will prove ruinous. Throughout the great orange belt, fruit is said to be rotting on the trees. Men conversant with the situation say that it will be utterly impossible to market the crop. One reason assigned for it is the severe eastern Winter, and another, lack of cars to remove the fruit.

Locally bananas have gone down in price and are selling freely at \$1.50 to \$2.25. Canadian apples have gone up and range with good demand from \$2.75 to \$1.50 per bbl. Pineapples faded in price at the last quotation from \$5.50 away to \$1.25. Strawberries still maintain good demand at 40 cents a quart box while some Chicago berries were selling at 25c, the boxes being about three-quarter quarts. Peanuts are dear and were selling at 12c a lb. Asparagus brings \$5.50 a dozen bunches but it is sure to be much dearer. We quote:

Cranberries	800	9 00
Cocconuts, per bag of 100	4 00	4 00
Canadian apples, in bbls.	2 75	4 50
Pineapples, 24 to case	4 25	4 25
" " 30 to case	4 00	4 00
Bananas	1 50	2 25
Valencias oranges 714's	4 00	4 00
" " 420's	3 75	3 75
Sweet potatoes, per bbl.	5 50	6 00
Spanish onions, cases	3 57	3 57
French onions, 110-lb. cases	3 00	3 00
New Messina lemons 300's	2 75	2 75
" " 360's	2 50	2 50
Florida oranges, per box	5 25	5 50
California navels	2 50	3 00
Florida tomatoes, per crate	3 00	3 00
California celery	5 50	5 50
California cauliflower, case	3 50	3 50
Florida grape fruit	7 00	7 00
Jamaica oranges	2 50	2 50
Jamaica grape fruit	6 50	6 50
Boston lettuce, per doz	1 25	1 25
Cucumbers, per doz	2 00	2 00
Spinach, bbl.	3 70	3 70
Asparagus, doz. bunches	5 50	5 50
Radishes, per doz.	45	45
Strawberries, qts.	40	40
Chicago strawberries, small boxes	25	25
Peanuts, Bon Tons	12	12
" " Sun brand	10	10
" " Diamond G brand	9	9
" " Coon brand	8	8

Fish.

Fresh fish is coming in well in some descriptions but the lake fisheries are backward and no supplies will be obtainable for at least ten days. Most of the big dealers have some very acceptable varieties. Fresh live halibut and live haddock are coming in quite freely and prices are easier. However, the

fish market is uninteresting. Some fresh B. C. salmon arrived and were selling well at 18 to 20c. The season for dore will close on April 15, and remain closed until May 15, so that it will not be quoted to-day. A delicacy that will interest the connoisseur will be in the shops shortly. Blue points are referred to. One dealer said he would have some next week. Crabs are a very expensive dish. They are to be had at high prices. No land office business in these lines is ever done in small cities. We quote:

Haddies	0 07	0 07
Smoked herring, per box	0 15	0 15
Fresh haddock, per lb.	0 04	0 04
Pike, " round	0 05	0 05
Halibut, frozen, per lb.	0 09	0 10
Fresh halibut	10	10
Gaspe salmon, frozen, per lb.	0 11	0 11
Frozen B. C. salmon, per lb.	0 08	0 09
Fresh B. C. salmon	0 18	0 20
Fresh steak cod	0 06	0 06
Choice round trout	0 06	0 07
Whitefish, small	0 06	0 07
Whitefish, large	0 07	0 08
No. 1 Labrador herring in 20-lb. pails	5 00	5 00
No. 1 Herring, Labrador, per bbl.	2 75	3 00
" " half bbl.	1 37	1 50
No. 1 Holland herring, per half bbl.	6 50	6 50
No. 1 Scotch herring	6 50	6 50
" " per keg	0 85	0 85
Holland herring, per keg	0 65	0 75
No. 1 green codfish, new, per 200 lb.	7 00	7 00
No. 2 green cod, bbls. 200	5 00	5 00
B. C. salmon, choice sea, per bbl.	7 50	8 00
Green pollock, bbls. 200	4 00	4 00
Salt cels, bbls. 200 lb.	0 61	0 61
Salt mackerel, pail of 20 lbs	1 60	1 60
Boneless cod, 1 and 2-lb. blocks, per lb.	0 06	0 06
" " fish	0 05	0 05
" " loose, in 25 lb. boxes	0 04	0 04
Boneless fish, in crates 12 5-lb. boxes	0 05	0 05
Pure Georges cod, 40 lbs	0 71	0 71
Skinless cod, cases 100 lb.	4 75	4 75
B. C. salmon, choice sea, per bbl.	15 00	15 00
B. C. salmon, 1 bbl.	7 00	8 00
Marshall's kippered herring, per doz.	1 40	1 40
Canadian kippered, per doz	1 00	1 00
Canadian 1/2 sardines, per 100	3 75	4 00
Canned cove oysters, No. 1 size, per doz.	1 30	1 30
Canned cove oysters, No. 2 size, per doz.	2 25	2 25
Shell oysters, No. 1 Malpecques	6 00	8 00
" " common	3 00	4 00
Standard bulk oysters, per gal.	1 40	1 40
Selects	1 60	1 60
Qualla salmon, frozen, cases	0 07	0 07

Country Produce.

EGGS.

Once more eggs are at reasonable rates. The market remained steady yesterday and to-day at 15c for lots and 16c for cases. Each day will undoubtedly show a decline. Supplies on the spot seem to be light and the market is comparatively firm. Deliveries to date have been small. Prices being paid to shippers at country points seem to be 13c, making the average cost about 14c in the city. To avoid loss most of the merchants are handling eggs on consignment.

BEANS.

The market for beans is featureless and the demand is fair only. In jobbing lots choice prime beans have been sold at \$1.45 to \$1.50, and primes at \$1.40 a bushel, while car lots of choice primes were sold at \$1.40 and primes at \$1.35.

HONEY.

No sign of improvement marked the demand for honey. White clover is still scarce at 13 1/2 and 14c. Extracted white clover was quoted at 8 1/2 to 9c in ten lb. tins, and 7 to 7 1/2c in 300 lb. kegs. Buckwheat still remains 6 and 7c.

POTATOES.

Prices ruled strong for potatoes to-day as there were some American buyers in the Townships offering good stiff rates so that here 90 lb. bags were readily bringing 75 cents, car loads on track. Fair stock would bring 70 cents on

track. Broken lots in the stores brought 10c a bag more.

MAPLE PRODUCTS.

Liberal supplies of maple products of various grades are now in the market and the demand is steady in all departments. The stocks exhibited from Beauce and the Townships are all of fine quality and good prices will no doubt be maintained despite the liberal supplies. We quote:

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

Flour and Feed.

FLOUR.

There are marked signs of a waiting game in the flour markets. Retailers and bakers are loath to buy, fearing that the market will fall shortly after the speculators get through gambling with wheat. There is strong sympathy with wheat when it hovers around the dollar mark. However, it is the actual value of wheat, not the speculative, that affects flour. Russia is a great wheat growing country and the war with Japan will hinder the customary crop so that there will be a cause for flour remaining high. Then there is every probability that Manchuria, another wheat producing country, will have but a small crop owing to the war. With these conditions facing our markets, flour should be a grand investment and it may as well be understood that flour is going to be higher. We quote:

Manitoba spring wheat patents	5 40	5 40
" " strong bakers	5 10	5 10
Winter wheat patents	5 10	5 25
Straight rollers	4 85	5 00
Extra	3 80	3 90
Straight rollers, bags	2 30	2 35

FEED.

Bran and shorts are firm with a good demand. We quote:

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

OATMEAL.

Firmness marks rolled oats and oatmeal of all grades and the demand is very good. We quote:

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

HIDES.

There has been no change in hides. We quote:

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

NEW BRUNSWICK MARKETS.

Office of The Canadian Grocer,

St. John, N. B., April 11, 1904.

As usual, the last Winter-port steamers to arrive are full of cargo and are taking large cargoes away. There are also large numbers of immigrants landing. At the time of writing, there is a full complement of boats in. It is said the Manchester line will run steamers here all Summer. Our local merchants would greatly appreciate a Summer service

with Liverpool. Our river is not yet open, though steamers are running for a short distance. It is now nearly three weeks later that the river opened last season and rather more than three weeks later than the previous year. It is said to be better for business that the river should not open too early.

In business our merchants report a good movement. Payments are not altogether satisfactory. The extreme weather during the past Winter is said to have affected business throughout the country considerably. The packets running to Nova Scotia and other bay ports have large cargoes of Spring goods shipped by the wholesale trade, as well as some through goods. One item of export to Nova Scotia which is very large this Spring is hay.

In markets the changes during the week have been few. There is still quite a strong tone, particularly in sugar and fish. In spices, ginger continues low. Cream of tartar is quite firm. Nutmegs still low. Cloves not quite as firm.

Oil.

This is the beginning of the quiet season for handlers of burning oil. The wholesale trade are little interested, however, as the trade, particularly in the city, are supplied by the two oil companies located here. Lubricating oils have much attention. Competition is keen. In paint oils stock is now moving quite freely. Linseeds continue low, with turpentine firm at full figures.

Salt.

In Liverpool coarse salt full stocks are held. The receipts during the Winter were about as usual. In price there is no change. There is likely to be little, if any, change during the year, owing to an agreement entered into with the shippers on the other side. In fine salt, Spring orders for Canadian have been placed and the season is now open.

Canned Goods.

There is little of interest. Our trade seem well supplied. Corn is the line of chief interest. Tomatoes are quite firm, but not at all as firm as last year. Peas are in a fair supply. In fruits the market seems well supplied. There is some inquiry for peaches. Meats have shown but one small advance. In salmon the market is well supplied. Oysters are no higher. Finnan haddies are very scarce. The packing season opens soon.

Green Fruit.

While bananas are now freely received, it is early for full demand. Apples are quite high, chiefly Ontario Spies being offered. Oranges are plentiful, Valencias, Californias, and Floridas being offered. Prices are rather firmer. Lemons keep low. In a retail way strawberries and rhubarb are seen on the market.

Dried Fruit.

There is a fair sale for small sized prunes. In seeded raisins the stock is not large, but bulk raisins are quite largely held. Currants show a steady sale at even prices. Evaporated peaches are reasonable in price but apricots are high. Dates are quoted low. Evaporated apples are considerably firmer. Valancia and Egyptian onions are being offered. The first arrivals of the latter

were quite low, but the market is now higher. Peanuts are high.

Sugar.

While the market is very firm there has been no change in prices this week. Dealers are holding full stocks.

Molasses.

Quite a stock of new Barbadoes is being held and the price is low. Several cargoes of Porto Rico are due. One cargo having been transhipped from an American port, there is likely to be considerable competition. Quite a quantity of old Porto Rico is still held.

Fish.

As is usual just after Lent, the market is quiet. There is a fair supply of fresh fish. Gaspereaux are now being quite freely received. In dry codfish high prices still rule. Pickled fish are still held at full figures. Smoked herring are very scarce. The season for large Western shipments of haddies is over.

Flour, Feed and Meal.

There has been no change in price during the week in flour. Buyers are inclined to hold off. In feed there has been a steady sale. Oatmeal is still high but package oats were not advanced with bulk goods. The large sale of package foods affects the sale of oatmeal very largely. There is a good movement. Beans are not as firm, and the sale is dull with a fair stock held. Seeds are having attention with prices unchanged. The demand this season is more for good seed than usual.

MANITOBA MARKETS.

Winnipeg, April 11, 1904.

BUSINESS for the past week shows a great improvement over the week before. The market practically holds the same price list.

Sugars—The market remains firm with no change in price since the 14th of March. Montreal granulated is quoted at \$4.90 in barrels and \$4.70 in sacks.

Eggs—Eggs are very scarce and there are practically none coming in. The dealers ask 25c for fresh gathered.

Butter—There is a heavy demand for choice butter, which is very scarce. The market quotes fresh pound prints from 25 to 28c. Tub butter is also holding its own.

Evaporated and Dried Fruits—All lines remain firm. The market holds evaporated apples slightly in advance of last week.

Canned Vegetables—There is practically no change in prices and the market remains firm.

Canned Fruits—At present all canned fruits remain firm but, as the canning houses expect a poor crop this year, prices on all lines of canned fruits will advance April 25th.

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

Cured Meats—The market is a little firmer. Hams are quoted at 13½c, picnic hams at 13½, shoulders 8½c, breakfast backs 11½c, long spice rolls 11½c, short rolls 10½c, long dry clear 9c, and dry salt backs 10c.

Lard—The market is very firm, with

pure lard in 50 lb. tubs quoted at \$5.20, 20 lb. pails \$2.15, 10 lb. pails in cases \$6.50, 5 lb. pails \$6.60, and 3 lb. pails \$6.65, compound lard in 20 lb. pails \$1.75.

The C.P.R. Telegraph Company have installed an office in the Winnipeg Grain Exchange, thus providing a direct wire with the Montreal Corn Exchange.

NOVA SCOTIA MARKETS.

Halifax, April 11th, 1904.

THE fine warm weather of the last week has put a little more life into business and wholesale houses now show considerable energy in pushing trade. Travellers' orders are showing an improvement. Business during January and February was up to the average, but March showed a considerable falling off, owing in part to difficulties in transportation. April has now opened well and probably the first four months of 1904 will average up as well as the corresponding period last year. Failures were numerous in the province during January. There were few in February, but March brought forty-four—an unusually large number compared with the failure list in the neighboring provinces. Conditions are unfavorable at Sydney and in the fishing districts. Elsewhere industry is flourishing and trade excellent. The Spring fishery has started up well and very large catches are being made, which will improve matters in the shore counties. At Sydney, the rod mill will shortly be in operation and while no one expects the activity that prevailed when the boom was at its height, a steady expansion and healthy growth will restore to some extent the confidence of traders.

* * *

Markets are steady. Flour is now in good supply, as lots contracted for months ago and delayed during the freight blockade, are now arriving. Millers are reported indifferent regarding new business and the jobbers, therefore, are firm in upholding prices. Cornmeal has advanced about ten cents and it is claimed that the price should advance another 25 cents to be on a level with cost of production. Rolled oats are firm at the recent advances.

* * *

Cheese is dull and local stocks larger than required this season. There are no fadders being made. Some of the local butter factories have started up and others are preparing to do so. All the early milk will be turned into butter and it is not unlikely that supplies will soon be greater than the market can absorb. This must lead to a fall in the price. Eggs still keep up to 18 cents. The warm weather of the last week has led to an accumulation at country points and a decline is expected.

* * *

Sugar has been steady for the last few weeks. A further advance is probable before this is in print. The molasses market has grown firmer and it is becoming evident that the demoralization of trade in the Maritime Province markets for the last month or two was

April 15, 1904.

THE CANADIAN GROCER

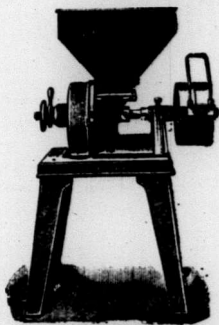
WHEATINE

Health Breakfast Food. Made in Canada from Canadian Wheat.
Profitable and a Quick Seller.

New style in linen bags, 8-12s., now ready for shipment.

WARREN BROS. & CO.,
35 and 37 Front Street East, - TORONTO.

Tea, Coffee, Cocoa, Fruit, Etc., MACHINERY.



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CHIBORY NIBBER.

Used by all the principal firms in the trade

LATEST AND MOST UP-TO-DATE TYPES.
Patent Automatic **TEA MILLING, SIFTING, BLENDING** and **PACKING MACHINERY.**

SAMPLE TEA MILLS AND MIXERS:

- Gas-Heated Roaster—External Flame with Air Pump.
- Gas-Heated Roaster—Internal Flame and Automatic Sampler.
- Coke, Wood, Etc., Roasters.
- Grinding Mills, Plain or Ornamental.
- Air Propellers.
- Patent Fruit Washers.
- Quick Sifter and Mixer for Coffee and Chicory and all dry powders.
- Sample and Window Roasters.
- Patent Chicory Nibber.
- Dressing Machinery.
- Dry Fruit Cleaners.

THE GROCERS' ENGINEERING CO.
COLE STREET, LONDON, S.E., ENG.

ILLUSTRATED CATALOGUE
MAILED FREE.

There Be Three Things

which make any article a good seller, Quality, Quantity and Price.
On Quality rests the ability to repeat the sale to the customer and to the people to whom she recommends the article.

On Quantity rests the burden of making the customer feel fully satisfied that they have got as much as is compatible with quality and price.

On Price rest the burdens of the other two, with this added, that it must be within easy reach of the average purse.

OZO BRANDS are the acme of these three essentials.

Write us for quotations and mention your wholesale grocer.

THE OZO CO., Limited
MONTREAL.

scarcely warranted by the actual conditions at points of production.

There has been a good deal of activity lately in Prince Edward Island produce at this port. The local demand has not been heavy but quite large quantities are being transhipped to Boston by steamer. Island potatoes are jobbing at 55 cents per bushel at the wharves ex vessel and Island oats at 48 cents. The market is firm at these quotations.

Fresh fish are now quite plentiful and the market well supplied. The Halifax bankers have been arriving weekly with good fares of cod and haddock, and last week they brought in a large proportion of halibut, one schooner having 4,000 lbs. of the latter, which sold at 14 cents per pound.

BRITISH COLUMBIA MARKETS.

Vancouver, B. C., April 9, 1904.

WHILE local retail circles report rather quiet business, the wholesale trade is doing well. Outside orders, and especially orders for Northern shipment, are good. Large shipments of goods for up-coast cannery points have already begun to move. Shipments to White Horse, via Skagway, are also heavier than they have been for some time. The movement of people North has begun to assume the proportions expected. The last steamer to leave port was the City of Seattle, which sailed last night with 140 passengers, many of them from this port. Quite a number were returning to Dawson after wintering outside, but a good percentage were en route to the new diggings in the Alsek District.

There are a number of buyers in the city from Dawson already, getting their first stocks ready for shipment to White Horse in time for the opening of navigation on the Yukon. It will be a month yet before it will be possible to send goods North, as the river is not likely to show signs of opening before the middle of May. The merchants of the Yukon are, however, not going to be caught short like they were last year when a combination of circumstances caused great difficulties in getting stocks into the North before the river closed.

Mr. Blakeslee, representing the Frontenac Cereal Co., who has been in the West for some weeks introducing Orange Meat, leaves for the East to-day. He has been interviewed by the daily press here concerning the report that his firm intends erecting a factory here. Nothing definite has been given out. Mr. F. McIntyre, of the W. H. Malkin Co., Limited, is the first salesman in the province to win a gold watch offered as a prize by the Frontenac people for selling 50 cases of Orange Meat to the retail trade. He is in receipt of an order for the watch, having made the sales in less than two weeks.

One feature of the grocery trade in Northern shipments this year will be that the canned goods stock, especially vegetables, will be all cleaned up early, as the Northern buyers show a tendency

to get all they can in early. The canned goods situation here exhibits no further changes, prices being steady and stocks being well up to requirements. Retailers bought their supplies early last Fall, anticipating a rise, so that wholesale deliveries locally have been quiet. The price is still as quoted, \$1.50 for tomatoes, \$1.15 for corn, beans and peas.

Dried fruits are firm and perhaps a half cent higher than last quotations. The price for apricots is now firm at 11½c, peaches and pears 8½c, prunes 4½c to 7c.

Eastern tinned fruits are selling more freely this season than last. The tendency is to buy larger quantities from the East and less from the California packers. This is more especially true in those lines in which the Eastern trade has acceded to the demand of this market for a 2½ lb. tin, the same size as the United States packers put up. It will be remembered that a year ago this matter was pointed out in this column. The trade here now reports that they can get orders filled in the size mentioned, which is an improvement over former conditions. This demand is largely because there is a good deal of trade with people who have lived in the United States and are used to the size mentioned.

Rice is easy in the market here, the price being \$98, cleared, for the Rising Sun brand, the standard of the Japanese rice mills. Importations are likely to be light now as there are sufficient stocks for a long time to come.

Flour is unmoved. The earlot quotation is firm at \$6 per barrel, while small lots are \$6.20.

Rather a large importation for this season of the year was a lot of over 400 sacks of walnuts from California which arrived on the "City of Puebla" from San Francisco on Wednesday night, en route to Winnipeg. What makes it the more noteworthy is that since the arrival of the French stocks two weeks before Christmas, the trade here has not been selling California walnuts. The Grenobles are better by far, and a good deal cheaper.

In produce lines this week there is noted a change in the source of the fresh butter supply. The importations from California were not up to the standard of former importations, and not to the taste of the consuming trade at all. As a consequence there is no more coming. Instead, dealers are buying in Washington State and in Oregon. The finest fresh grass creamery is being brought in and sold at 27 cents, bricked, but the price is firm at that. All held stocks of Manitoba and N.W.T. creamery and dairy are pretty well cleaned up.

Eggs have again become scarce. Local stock has been filling the local demand and shipments north have been very small in this line of late. For a time the price eased off considerably, but now it is stiffer, local fresh being held firm at 25c and very scarce at that.

The first fresh cheese, from California, full cream, arrived by the boat on Wed-

nesday evening. It is quoted at 16 cents.

American brands of cured meats are quoted 1-2c up this week. Canadian remain firm. No change in lard noted this week.

In fruits there is nothing new to report. California still ships oranges freely, but the line of cheap navels which has been on the market all the way from \$1.50 to \$2, will not be repeated. All the better grades have already gone up a little, though still relatively cheap.

In vegetables the market continues to be well supplied with the fresh stocks from California, while potatoes remain about the same. Ashcroft's are quoted at \$24 per ton, and not over plentiful. Some stocks are coming forward from Vernon, but these Okanagan Valley potatoes are virtually the same as Ashcroft's, and are held at the same price.

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.

Provost & Allard, Ottawa, have received into stock a car load of Eastern Townships new maple syrup, assorted sizes, cans, kegs—also maple sugar.

S. H. Ewing & Sons, Montreal, are offering a consignment of Smyrna figs at considerably under ruling prices. All styles and sizes from glove boxes, ¾ lb., 1 lb., 6, 10, &c.,—4 and 5 crown.

The F. J. Castle Co., Limited, Ottawa, have been appointed selling agents for Ottawa and district for Lipton's teas.

S. J. Major, Limited, Ottawa, are offering 1903 Barbados molasses at very interesting prices. Buyers will find it profitable to secure quotations and samples.

Especially low prices in Santa Clara prunes, large sizes, are offered to the trade by S. J. Major, Limited, Ottawa.

The first full car Florida tomatoes to come to Canada this season was received by White & Company, Toronto.

Laporte, Martin & Cie., Montreal, advise a decline of 2c. per gallon in Barbados molasses, which price they will protect against further decline.

"Wee MacGregor" breakfast food seems to have taken a firm hold on the public, judging by reports from the F. J. Castle Co., Limited, Ottawa.

The Eby, Blain Co., Toronto, report that owing to the very heavy demand for "Wheat-Os," they have been compelled to keep their mills running over time. They are now in a position to fill all orders promptly for this line.

Laporte, Martin & Cie., are offering canned vegetables and fruits at close



CAPSTAN BRAND High-grade Tomato Catsup

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

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

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

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

EPPS'S

GRATEFUL.
COMFORTING.

IN ¼-LB. LABELLED TINS. 14-LB. BOXES.

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

THE MOST
NUTRITIOUS.

COCOA

THE MOST DELICIOUS PRESERVE THE WORLD PRODUCES

PURE
CEYLON GUAVA JELLY

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

(ADAM'S PEAK BRAND)

WRITE FOR SAMPLE TO In lb. tins

Dudley Warren, PLANTER AND SOLE EXPORTER, **Haldumulla, Ceylon**

<p>This design a guarantee of quality.</p>	<p>Manilla Paper SMOOTH, TOUGH, BRIGHT, CLEAN ALL SIZES AND WEIGHTS</p>	<p>Fibre Paper THE TOUGHEST of the TOUGH ALMOST WATERPROOF</p>
	<p>Samples and prices gladly sent.</p> <p>CANADA PAPER CO. TORONTO LIMITED MONTREAL</p>	

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.

BREAD REGULATIONS.

ALID. DAGENAIS, of Montreal, is fighting a strong fight for civic reform regarding food stuffs. At the last Council meeting he, as chairman of the Health Committee, made a motion to amend the bread by-law. The substance of the motion was to force all grocers and confectioners to keep their

bread inside the shops instead of displaying it outside. This is only one of the many changes in bread regulations which he wishes to make. He believes that much disease is spread by the dirty handling of bread. He too, is going to deal with the bread-sticker question, which was brought to his notice through The Grocer.



When a
Grocer
Sells his
Customers

Clark's Lunch Tongue

he gives them the Best
Obtainable and Perfect
Satisfaction.

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

MAPLE LEAF

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

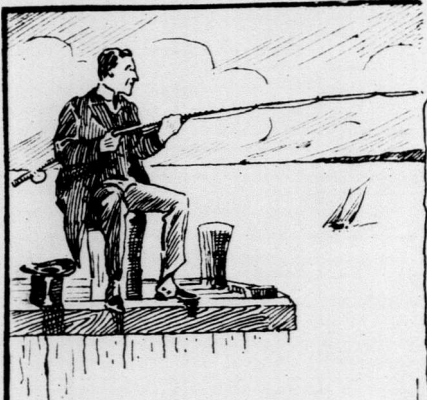
Your goods are all quality.—J. H. Anderson, Produce Co'y., Winnipeg, Man.

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

Small's brand has captured all Gold and Silver Medals offered in Canada, with highest awards at Paris, Glasgow and Cork. With due appreciation of the many brands we believe Small's is market standard. Life long experience is ours. Results are: Quality, tasty packages, free from preservative acids, perfect keeping for all time, netting dealer fair profits and pleased customers Guarantee on every package.

MAY BE HAD THROUGH ALL WHOLESALE GROCERS.
PUT UP BY
CANADA MAPLE EXCHANGE
DUNHAM, QUE. Head Office: MONTREAL.
SEND FOR PRICE LIST.

MANUFACTURERS' AGENTS AND BROKERS.



Just like fishing

Building up trade is just like fishing.

If you use the right kind of bait and cast your line where the kind of fish you want are most plentiful, you'll quite likely get a number of bites.

Then if you go about it right you are pretty sure to land most of them.

Apply the illustration to business.

If you want to catch the grocers' trade, cast your line where all the good grocers in Canada congregate every week—looking for bait to build up their businesses with—in THE CANADIAN GROCER. But

Suppose results don't come at first
 What be yew goin' tur dew?
 Take out yew'r ad, and kick yew'rself,
 An' go ter feelin' blew?
 Uv course yew hain't; yew're goin' tew fish,
 An' bait an' bait again;
 Bimeby some nibbles 'n bites'll come,
 Then yew'll pull 'em in.

Our Department of Advertising Service is now providing good bait for a number of our advertisers—and stands ready to help a few more in this connection.

Drop us a line about it.

The Canadian Grocer,

10 Front St. E. Toronto. 232 McGill St. Montreal.



Department of Advertising Service

TORONTO.

W. G. PATRICK & CO.,

AGENTS AND IMPORTERS,

29 Melinda St., - TORONTO

W. G. A. LAMBE & CO.

TORONTO.

Grocery Brokers and Agents.

Established 1885

QUEBEC, P.Q.

J. P. THOMAS

GENERAL AGENT AND COMMISSION MERCHANT,
 25 ST. PETER STREET,
 QUEBEC.

VICTORIA, B.C.

THE JAPS

Write us if you want information of any sort relating to Japanese trade.

and

CANADA

Our representative, Mr. A. R. Tufts, is on the spot.

R. W. CLARK & CO., Brokers, VICTORIA, B.C.

CALGARY.

CALGARY

is now the great Western

WHOLESALE and DISTRIBUTING CENTRE.

Consign your goods to us. We will Reship and Distribute them for you.

Our large track Warehouse where you can place your goods on Storage is also at your disposal.

Increase your trade.

Appoint us your Representatives.

We are in direct touch with all the Wholesalers from Winnipeg to the Coast.

Correspondence Solicited.

NICHOLSON, BAIN & JOHNSTON

Wholesale Commission Merchants and Brokers.
 CALGARY, ALBERTA.

VANCOUVER, B.C.

C. Gardiner Johnson & Co.,

VANCOUVER, B. C.

Importers of...

Skinner's Queensland Turtle Soup.

Sole Agents for Canada.

Supply C.P.R. Company's Cars, Steamers and Hotels, and leading Clubs of Canada.

WINNIPEG.

Dingle & Stewart

WINNIPEG, - - CANADA.

COMMISSION BROKERS.

Excellent Storage Accomodation.

Consign Your Cars to Us.

IF YOU HAVE ANYTHING TO SELL
 WRITE
CAMERON GORDON & Co.
 WHOLESALE
 COMMISSION AGENTS
 WINNIPEG MANITOBA

EASTERN MANUFACTURERS

-AND-

SHIPPERS.

All **EYES** are turned on

MANITOBA AND THE WEST.

WE

Represent some of the leading houses in

CANADA and the U.S.

INCREASE YOUR TRADE. WRITE US.

NICHOLSON & BAIN, WINNIPEG,

Wholesale Commission Merchants and Brokers.

BRANDON.

To Manufacturers' Agents

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

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

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

April 15, 1904.

The Roof

Gets the Worst of it

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

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

Eastlake Steel Shingles

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

Galvanized or Painted.

The one kind that always satisfies.

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

Merchants Who Buy Hides

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

CARROLL S. PAGE, - HYDE PARK, VT.

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

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

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

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

GUN SHOP and MODEL SHOP,
Warren White Sulphur Springs,
Tot en P. O. Virginia.

"I Want Brock's."

Sell what people want, and you will sell

BROCK'S BIRD SEED

NICHOLSON & BROCK, - TORONTO

THE CANADIAN GROCER

A FREE PHOTO FOR MONTREAL GROCERS.

At the last meeting of the Montreal Retail Grocers' Association, Mr. J. P. Dixon, late secretary of the association, presented the offer of Mr. J. A. Dumas, photographer, St. Lawrence and Vitre streets, to every member of the association to have a cabinet size photo taken free. This offer, Mr. Dixon explained, was made to the members in order that a large group photo might be prepared for the association. The photo exhibited by Mr. Dixon was in Mr. Dumas' best style, and that is the best guarantee. The Grocer takes pleasure in calling the members' attention to Mr. Dumas' offer and trusts they will take advantage of the same. The object is a worthy one and the group will be a pleasant and interesting souvenir for the association's room at the Monument National.

TRAVELLER'S DEATH.

Mr. Archibald McNown, who represented Lockerby Bros., Montreal, in Eastern Ontario and part of Quebec, died on Saturday, April 2nd at his residence in Cornwall. Mr. McNown, who was an old and popular traveller, before entering the life of a traveller, was in business at River Beaudette for 15 years, and after selling out was appointed by the Government as land valuator on the Soulanges canal. About five years ago he joined the travelling staff of Lockerby Bros., wholesale grocers, covering the territory above noted. His illness was a brief one, and the cause of his death was neuralgia of the heart. His age was 55 years. Besides the widow he leaves a family of five sons and two daughters. Mr. McNown was a brother-in-law of Mr. A. L. Lockerby, of Lockerby Bros. A wide circle of friends will mourn the loss of "Archie" McNown.

CATALOGUES, BOOKLETS, ETC.

The Grocer is in receipt of an illustrated souvenir of the Ceylon Times, published in honor of the Planters' Association of Ceylon, which celebrated its jubilee in February of this year. The brochure contains tributes and appreciations of the work and history of the work of the association, written by prominent members and ex-members.

SUGAR REFINERY MAY OPERATE ON SUNDAY.

The charge of breach of the Lord's Day Act preferred by the Alliance against the employes of the Ontario Sugar Company, Berlin, has been dismissed on the ground that the work of operating the refinery seven days in the week is one of necessity.

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.

SITUATIONS VACANT.

WANTED—First-class bread baker; state wages required. H. S. Ruby, Midland. (f)

CHEESEMAKER — Experienced; references required. Apply, stating wages, to L. Tinning, Woodburn, Ont. (f)

BAKER—Improver; state wages with board. J. B. Wurtz, Stouffville. (f)

SITUATIONS WANTED.

WANTED—Position as grocery, fruit or confectionery salesman; would go West; capable of taking charge; willing to go on road; strictly temperate; highest references; age 31. Address Box 122, CANADIAN GROCER, Toronto. (17)

AGENT WANTED.

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

Reliable Goods Pay to Handle.

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

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



IF FLIES CARRY DISEASE

AS YOUR CUSTOMERS
WELL KNOW

WILL IT NOT offend your patrons if you offer them fly-blown and fly-specked goods?

WILL IT NOT be good policy on your part to spread out a few sheets of **Tanglefoot** in your store and shop windows to show that you are anxious to please your trade with clean, wholesome goods?

WILL IT NOT make you many profitable sales to keep **Tanglefoot** constantly at work within sight of every person who enters your store?

**IF IT WAS NOT
THE BEST**

Jelly Powder made, we ought
not to be in business.

GEL-O

—the new dessert—excels any
other powder of the sort.

Send for sample.

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

COWAN'S

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

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

Are the standard goods for purity and excellence.

Manufacturers
THE COWAN CO., Limited TORONTO

**An
Irresistibly
Delicious
Confection**

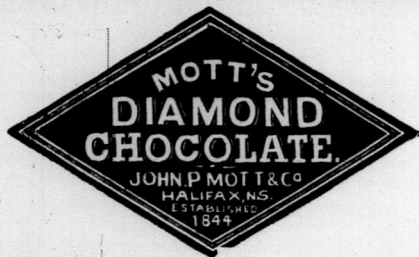


MADE IN VEVAY, SWITZERLAND—FOR EATING ONLY.

**Gives
Eating
Chocolate
a New
Meaning**

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

Push Peter's. The Original. Other Brands are Imitations. Send for Sample.
LAMONT, CORLISS & CO., Agents, 27 Common St., Montreal



**Mott's
Diamond Chocolate**

made in and known throughout
Canada as the standard eating
Chocolate, is unequalled as a steady
and profitable seller.

"Elite"

Cooking Chocolate, in ¼-lb. blocks,
at 30c. per pound, is a saleable
size at an attractive price.
Try a box when next ordering
goods from your jobber.

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

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



Are You Awake

to the fact that we have been
using this space for the past
three months in an endeavor to
tell you of our goods?



**EAGLE
BAKING POWDER**

has a record envied by many.
A trial will convince you.

**THE EAGLE MFG. CO.,
MONTREAL.**

April 15, 1904.

ASSOCIATION NEWS.

Montreal Grocers to Close Early.

At a meeting of the Montreal Grocers' Association on April 7th, the question of early closing one night a week was discussed, and agreement to close on Thursday nights instead of Wednesday arrived at. The reason for the change is because many are not holding to the original agreement to close on Wednesday. The association decided to assist the retail merchants of Quebec in their endeavor to have trading stamps suppressed. The president and secretary were appointed to arrange for the organization of a federation of the commercial associations of Montreal.

Toronto Retail Grocers' Association.

The regular monthly meeting of the Toronto Retail Grocers' Association was held on Monday evening, April 11, in St. George's Hall, the president, F. W. Johnston, in the chair.

Among other items of interest was a brisk discussion on the new fruit regulations, which may possibly be introduced during the coming year. If they materialize retail grocers will be required to haul their own fruit. No decision was arrived at and the association decided not to take any action at present. The balance sheet for the annual at home was presented, showing a balance on hand of \$35.80, the largest profit in 15 years.

The event of the evening, however, was an address on "Tea and its Cultivation," given by R. McKay, manager of the Blue Ribbon Tea Company, of Toronto. Mr. McKay has made a thorough study of tea and as it has been his favorite hobby for years he is well qualified to give reliable information on this particular subject. Last evening's address, which is published in full on another page of this issue of Grocer, was instructive in the extreme, and met with a most enthusiastic reception from the members of the association. It is expected that such addresses on subjects of vital interest to the grocery trade will become a regular feature of meetings of the association.

A Retail Grocers' Association has been formed at Collingwood.

INDIAN GREEN TEA AND ARTIFICIAL COLORING.

(Indian Tea Planters' Gazette.)

AS Ceylon, for the most part, artificially colors her green teas, and as she will probably produce some twelve million pounds, as against our four or five million pounds this year, it is possible that Indian green tea manufacturers may deem it desir-

THE CANADIAN GROCER

able to follow suit, simply for the sake of securing some degree of uniformity.

Although artificial coloring has not been adopted by us up to date, it has several advantages which will considerably benefit us, so all things considered, we may find it necessary to follow Ceylon's lead and artificially color a large proportion of our crop. As the American and Canadian markets prefer such teas and insist on having them, there appears to be no way out of the difficulty but to provide them with what they want, and not what we choose to give them.

TRADE WITH JAPAN.

"IN useful work there is no degree. That which is necessary is saved—and nothing else is." This statement was sifted from many other strong ones that referred to Canadian trade and were expressed by Mr. Alexander McLean, the recently appointed Canadian commercial agent to Japan. He was at the Montreal Board of Trade last week for a couple of days where he met local merchants and those interested in the trade in the Far East.

Personally he is an illustration of the truism that every man gravitates to where he belongs, sooner or later. He began life as a general storekeeper. He early discovered his talent for trade. He developed it at every opportunity. Later he became a manufacturer and studied the laws of supply and demand; searched the markets of the world and felt the pulse of general commerce by knowing his own business thoroughly. Then he is well posted on Canada and her trade wants.

It was at the Osaka exposition in Japan last year that Canada made a strong impression upon the Eastern merchants and consumers and that impression has been followed by the Government in the appointment of Mr. McLean. He will be stationed at Yokohama, for which port he will sail on May 2.

Flour, he thought, would be almost certainly the leading product that would be in demand there and he said that it, at present, was supplied by the Western States. He had great hope, too, for cured meats and canned fish and especially salmon. In other lines there should be a profitable opening for woollen and cotton goods, pulp, paper and rubber goods, plated ware, bicycles, sewing machines, hand tools of all descriptions, cut and wire nails, lumber, cabinetware, organs, pianos, hides, leather and even for hays and grains.

DOES purpose count for anything in business? We think so. And we have purposed to make

PERFECTION CREAM SODAS

the acme of excellence.

Our success has been remarkable.

We are seeking to make the entire grocery trade of Canada know the goodness of these sodas.

Every order welcome.

3-lb. cards or tins.

THE **Mooney Biscuit & Candy Company**

LIMITED,

Stratford, - Canada.

YOUR ADVERTISEMENT

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

One Hundred Good Ads.

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

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

**Two Good Reasons
Why
You
Should
Sell**



BETTER VALUE TO YOUR CUSTOMERS AND MORE PROFIT FOR YOURSELF. ORDER A SAMPLE CASE DELIVERED. P. O. Box 292.

**The Duncan Company
of Montreal.**

**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.

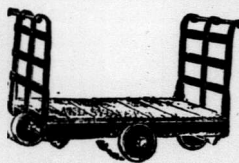
Established 1780.

Dorchester, Mass.

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

TRUCKS

for Warehouse
and Factory.



Save You Money
Do Men's Work
Draw no Salary

Our Trucks are guaranteed satisfactory.
Turn in their own length.

MADE IN CANADA.

H. C. Slingsby for Canada.

Factory,

Ontario Street,

Temple Building,

MONTREAL.

BUY

Star Brand

COTTON CLOTHES LINES

- AND -

COTTON TWIN

Cotton Lines are as cheap as Sis. 1 of Manila
and much better.

For sale by all Wholesale Dealer

See that you get them.

THE UNITED STATES RECIPROCITY FAD.

RECIPROCITY talk has become an epidemic in the United States.

Only the other day the Boston Herald went to the trouble to publish interviews with American Senators in Washington relative to reciprocity with Canada. Senators Hoar and Lodge, like most of their New England colleagues were in favor of reciprocal relations if only "genuine reciprocity" could be effected, but they make the usual qualification that they would not favor any arrangement along this line that would "result in great benefits to Canada and in detriment to the interests of New England."

Two of the interviews as reported are interesting, as they refer to the fisheries. Senator Hoar thought it was better to accomplish reciprocity by legislation rather than by a treaty, saying afterwards:

"I am not in favor of selling out the Gloucester fisheries to Canada. I take too much pride in the naval history of Massachusetts to do that. I do not wish to be haunted all the rest of my life by the ghost of old John Adams or of John Quincy Adams. I should as soon think of selling the naval school at Annapolis. These fisheries have been the nurseries of seamen from the beginning—from a time long before the revolution. If we may trust Admiral Porter; if we may trust Secretary Moody; if we may trust any naval expert who knows anything about the matter, they were never of greater value than in recent days since the introduction of steam."

Senator William P. Frye, of Maine, said: "If Canada were an independent state, probably a satisfactory reciprocity treaty might be entered into between the two countries, but so long as Great Britain is finally to determine the terms of such a treaty, it seems to me, for reasons apparent to any one, that a problem is furnished very difficult of solution. Canada desires to export to our country, very largely, her agricultural products, while we seek, within her borders, a market for the products of our manufacturers. Will Great Britain ever consent to a treaty giving our country any preference over her in the markets of Canada? Would any treaty under which we only had equal privileges with her be acceptable to us?"

Perhaps the opinion expressed by Congressman Butler Ames expresses the general American sentiment: "All I care to say is that at the present time I am in favor of genuine, not sham, reciprocity."

Big Sale of Teas.

We are overstocked and will sell at greatly reduced prices for the balance of this month. We have a large and complete assortment comprising **JAPANS** in Caddies and Half-Chests; **CEYLON HYSONS**, Half-Chests and Chests; **YOUNG HYSON PING-SUEYS**, Half-Chests and Caddies; **CEYLON BLACKS**, Half-Chests and Chests; **GUNPOWDERS**, Caddies and Half-Chests. It will pay you to write for samples and prices or ask our travellers to show you samples of the Teas referred to.

The R. & J. H. Simpson Co.,

TEA IMPORTERS AND WHOLESALE GROCERS,

Guelph, Ont.

IT IS A GREAT MISTAKE

to suppose that only the Wealthy can enjoy

VAN HOUTEN'S COCOA

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

ALL WHOLESALE GROCERS IN THE DOMINION SELL IT.

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

MOLASSES

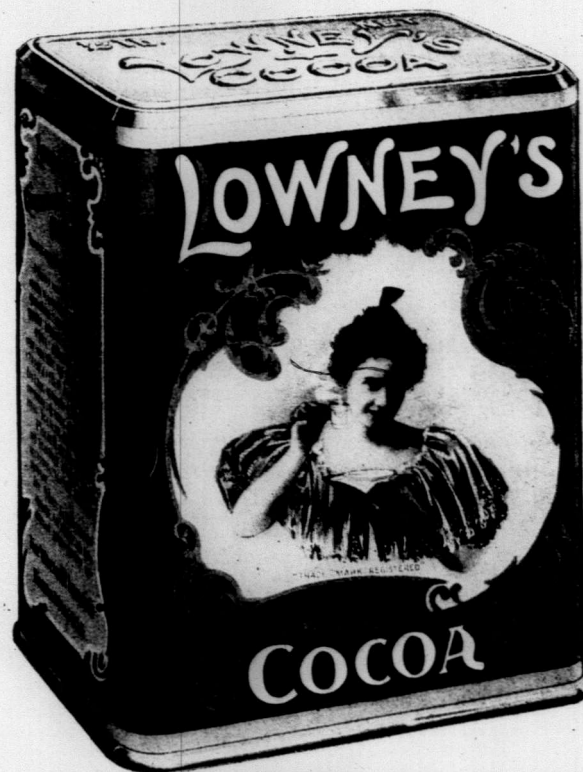
**New Crop 1904
Barbados.**

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

The Dominion Molasses Co.,

Limited

HALIFAX - - - NOVA SCOTIA.



Received Highest Award **GOLD MEDAL** Pan-America Exposition

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

THE WALTER M. LOWNEY COMPANY, No. 447 COMMERCIAL STREET, BOSTON, MASS.

If you want the Best we have it.
A trial order will convince you.

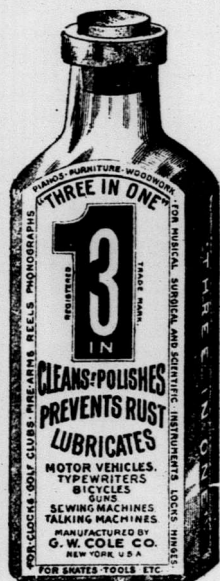
THE CANADA BISCUIT CO., LIMITED

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

King and Bathurst Streets, TORONTO.

3 in One

Does It All



CLEANS AND POLISHES
LUBRICATES WITHOUT GUMMING.
PREVENTS RUST.

And does each better than anything else.

Dealers make lasting customers by selling "3 in 1"

Sold by Jobbers in

HAMILTON	WINNIPEG
MONTREAL	ST. JOHN, N. B.
TORONTO	VANCOUVER

G. W. COLE CO.

141 Washington Life Bldg., New York.



FORD & FEATHERSTONE

Importers and dealers in

**FIREPROOF SAFES,
STEEL BANK SAFES,
VAULTS, TIME LOCKS,
DEPOSIT BOXES.**

Combination locks put on and combinations changed. Safes repaired, etc.

10 John St. N., Hamilton, Ont.

ESTABLISHED 1855

TAYLOR'S

DOUBLE TONGUE & GROOVE

SAFES

145 & 147 FRONT ST. EAST. TORONTO.

DON'T!

See the machines.

See them work.

It is performance that counts.

Much talk won't make a cash register good or bad.

THE HALLWOOD

Cash Register makes claims and proves them.

See the machines.

See them work.

Learn our price, and **DON'T** be "bluffed."

THE
Hallwood Cash Register Co. of Canada

78-80 King St. E.,
TORONTO.

1782 Notre Dame St.,
MONTREAL.



A DISTINCT TYPE

The **OLIVER** has certain superior features and unique improvements exclusively its own.

The
OLIVER
Typewriter
The Standard **VISIBLE** Writer.

Operates as smoothly as the delicate mechanism of a watch, durability unquestioned.

Works in a Whisper

Art Catalogue Free.

THE CANADIAN OLIVER TYPEWRITER CO.
156-8 St. Antoine St.
MONTREAL.

Agents wanted in all unoccupied territory.

THE OFFICE

**DEVOTED TO THE
OFFICE STAFFS OF
BUSINESS
ESTABLISHMENTS**

A PERPETUAL INVENTORY FOR A RETAIL STORE.

TO know just how a business stands, says a writer in System, a perpetual inventory of stock is necessary. A card, similar to Figure 1, is used for each article in stock and is headed with the name of the article. Below this is kept a record of the goods received, with the date and quantity, and a record of the goods issued or disbursed and the balance on hand. This gives a perpetual

ARTICLE		RECEIVED		RECEIVED		SOLD		BAL.		DATE		SOLD		BAL.	
Stetson hats		Style # 1462		WHERE STORED Sec 4 Shelf 0		MAXIMUM STOCK 4 doz		MINIMUM STOCK 1 doz							
10	22	3 doz		10	22	1/6 doz	2 1/4 doz								
11	7	1 "		10	23	1/2 "	2 1/4 "								
				10	24	1/2 "	2 1/4 "								

Fig. 1.

inventory. If desired, the cards may be arranged to show the names of concerns from which the goods are purchased, with the prices, so that the cards will show not only quantities, but the values of the stock on hand.

For each article in stock a maximum, normal and minimum limit should be established. These limits should be entered on the space provided for the purpose at the head of the card, so that the cards will always indicate when goods should be ordered.

The cards should be arranged according to the class of goods, first dividing the stock into its various classes and arranging these in alphabetical sequence. A half-cut centre projection guide card is used to indicate each

NAME Geo. Watson		ADDRESS 2416 Wentworth Ave.							
DATE	TREAS	DR	CR	BAL.	DATE	TREAS	DR	CR	BAL.
10	22	A-16	3	60					
10	30	B-27	4	5	2	50			
11	2	A-4	60	6.00					

Fig. 2.

class. In front of these guides the stock cards are filled either alphabetically or by sizes, depending on the nature of the stock.

These stock records may be easily kept by the cashier, as the sales in the different departments may be tabulated on a sheet as the sales slips come in.

In this connection we call your attention to a very simple system for keeping our credit accounts. This is a folder system, using a 4x6-inch folder, as shown in Figure 2.

Instead of copying the items from the duplicate sales tickets, the total amount of the ticket is entered in the debit column on the outside of the folder, the date and ticket number being given. The tickets themselves are then filed in the folder. This makes a filing system and ledger combined. The folders are filed in a regular card drawer, indexed with alphabetical guides.

Two sets of guides are used to separate the open and closed accounts. When an account is paid or balanced, the folder is transferred to the division of paid accounts. Here it is indexed in the same manner as in the first division, so that if the account is reopened the folder may be readily located, and may be used until the space is entirely filled up.

With this system but one copy of the items is necessary, and that when the charge ticket is made out or the order taken. If a customer calls at the store to settle his account, the original entries may be shown him. This makes a satisfied customer, as there is no possible chance for a dispute when the customers see the charge slips themselves. In case an itemized statement is necessary, this can be made out from the charge slips themselves as quickly as though the items were entered on the ledger page.

CORRESPONDENCE RESPONSIBILITY.

UPON those who dictate the correspondence rests a still heavier responsibility, says Profitable Advertising. This is entirely too big a subject for casual comment.

It is one of the greatest fields in any business for the exercise of intelligence and tact.

Not only one's familiarity with the business itself, but one's whole knowledge of men and affairs is called into play.

A man can go on for a lifetime perfecting himself in such work.

In handling a large correspondence constant self-discipline is required to give the dictation life and interest.

The tendency is to degenerate into a mere machine, to use stereotyped forms and phrases.

Most business men seem incapable of putting their own personality into a letter, unless they are angry.

When a man is angry he should call his stenographer and dictate freely all that he feels inclined to say, have it carefully written out, read it thoughtfully, and then tear it up. It gets the load off his chest, and at a later hour or the next day he may be better qualified to do himself justice.

No outward expression of a business is of more vital consequence than the mail that goes out every day; what is said and the way it is said. The spirit of your business is sure to show in your correspondence.

THE MAIL ORDER BUSINESS.

AN interesting phase of the development of the mail-order idea, remarks Profitable Advertising, is the opportunity offered persons with very little capital to go into the business. There are many manufacturers who will furnish printed matter for distribution and fill all orders received, thus obviating the necessity of paying out money for preliminary advertising matter or for stock. The initial expense, then, is merely the cost of postage, which may be made as much or as little as convenient.

It is doubtful, however, if experiences of this sort prove satisfactory. Simply sending out a few batches of printed matter will not establish a paying business, and unless one has some practical knowledge of successful methods of promoting sales he had better think twice before taking this "short cut" to riches.

The mail-order business is a very attractive proposition, but, as in every other enterprise, brains, energy, money, and time are required to make it successful.

A QUESTION OF ARRANGING ACCOUNTS.

The Business World recently published the following from a reader: "The writer desires an opinion on a much disputed question, and the matter is left to you for final decision.

"The subject at hand is one of averaging accounts. The facts are as follows:

"A purchases various bills amounting to \$5,185.79 on terms of sixty days, 7-10. These purchases average due May 9. Prior to maturity of these purchases the following partial payments on account are made:

January 3.....	\$1,000
January 9.....	500
January 23.....	500
March 17.....	1,000
May 6.....	1,000

"On December 12, A settles the above account, deducting cash discount on the total purchases, and tenders

B his check for \$700 in full settlement, less interest of \$23.50, or a net check of \$676.33. At the time of sending the check for \$676.33 he deducted thirty days' interest, and the \$676.33 is supposed to represent the net balance due at date of December 12.

"B maintains that the check of \$676.33 did not settle the account, but left a balance due (owing to him), A having deducted too much interest for anticipation. The dispute arises on what constitutes the balance of account.

"A maintains that the balance of the account is the amount due after all discounts were deducted.

"B states that the discount does not enter into the question of average, but that the balance in averaging the payments should be the amount before the discount is deducted, viz.: \$1,055 and not \$700. As this makes a difference of some days I would ask your respected opinion on same. Trust that you will answer this through the columns of your paper, as it will interest many."

LOOSE LEAF PRICE BOOK.

The Loose Leaf Price Book advertised by Hart & Riddell, Toronto, in this issue will be found useful to salesmen, order clerks, buyers, travellers, and in many departments of wholesale and retail houses. Prices can always be kept fresh, clean and up-to-date. Any page of old prices can be removed and new pages inserted in an instant. The Tengwall price books are flat opening, the sheets lie perfectly even and can be written on from edge to edge. By simply pressing the covers back any single or number of sheets may be removed or inserted quickly and easily.

The real opportunity for self-improvement is not in the city or the country, or anywhere outside of you; it is in yourself. The initial impulse, or motive power to do or to be, must come from within or nowhere.—Success.

ADVERTISE YOUR BUSINESS
 Write for particulars about our cuts and ads. from 50 cents up. To advertise in newspapers. Catchy ideas to catch business. Given to one merchant in a town. Send us your ads. and we will criticise them free. **WRITE TO-DAY.**
GEO. J. SMITH BUREAU, 621 BROADWAY, N. Y.
 WE WRITE ADS. IN FRENCH.

Job Printing
We do Good Printing Cheap
 1,000 Business Cards, \$1.50
 1,000 Note Heads, \$1.00
 1,000 Statements, \$1.50
 1,000 Dodgers, \$1.25
 Write for Samples.
G. A. Weese & Son, 44 Yonge St., Toronto.

TENGWALL LOOSE LEAF PRICE BOOK
FLAT OPENING



SHEET REMOVED OR INSERTED INSTANTLY
SEND FOR DESCRIPTIVE PRICE LIST.
HART & RIDDELL, Manufacturers Loose Leaf Ledgers and all kinds of Binders. TORONTO

How Long Does it Take
 To render your accounts every month?
 With the Briggs Ledger System you can render 500 accounts in 35 minutes, and then know that they are absolutely correct.
 Write for our free catalogue.
The Briggs Ledger System Co., Limited
75 York St., - Toronto, Can.

<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. 207 Manning Chambers, City Hall Sq., Toronto, Canada.</p>	<p>F. H. KIDD, Chartered Accountant, Auditor, Assignee, Etc. 505 McKinnon Bldg., Toronto.</p>	<p>HENRY BARBER & CO., Accountants and Assignees. Offices: 18 Wellington St. E., Toronto, Ont.</p>	<p>GEO. O. MERSON, Chartered Accountant, Auditor, Assignee, etc. Regular and Special Audits. 27 Wellington St. E., Toronto. Phone Main 4744.</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>WILLIAM FAHEY, Accountant and Auditor. 462 McKinnon Building, Toronto.</p>
<p>Cable Address: "Wigwam." T. G. WILLIAMSON, Chartered Accountant and Auditor, 15 Toronto St., Toronto, Canada.</p>		<p>This space \$15 a year.</p>		<p>This space \$15 a year.</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>BEATTY, BLACKSTOCK, FASKEN & RIDDELL, BEATTY, BLACKSTOCK, CHADWICK & GALT, Barristers, Solicitors, Notaries, Etc. Offices, Bank of Toronto, Tel., Main 3813. Toronto, Ont.</p>	<p>JAS. H. BURRITT, K.C. Solicitor, Notary, Etc. Pembroke, Ont.</p>	<p>I. L. O. VIDAL. Barrister, Solicitor, etc. Collections and Commercial Law. Montmagny and Quebec City, Que.</p>	<p>J. C. HAMILTON, LL.B., Barrister, Solicitor and Notary. McKinnon Building, Toronto. Phone, Main 65.</p>	<p>D. O. CAMERON, Barrister. Equity Chambers, Toronto. Branch Office, Oakville, Ont.</p>	<p>TUPPER, PHIPPEN & TUPPER, Barristers, Solicitors, Etc. Winnipeg, Canada.</p>
<p>ATWATER, DUCLOS & 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>		<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>Would You Like to Go to a Business College?</p> <p>We teach Book-keeping, Shorthand, Penmanship, Commercial Arithmetic, Commercial Law, Correspondence, etc.</p> <p style="text-align: center;">BY MAIL</p> <p>We teach them thoroughly and at a small cost. Write for our free booklet telling about the course.</p> <p style="text-align: center;">CANADIAN CORRESPONDENCE COLLEGE, Limited TORONTO, CANADA.</p>		<p style="text-align: center;">Western Business College</p> <p>Cor. College and Spadina avenue, TORONTO.</p> <p>Thorough courses in Bookkeeping, Stenography, Typewriting and Penmanship; individual instruction.</p> <p style="text-align: center;">A. J. HOARE, Principal.</p>										
<p><i>Typewriting.</i> Bookkeeping and Shorthand are sure stepping-stones to success. Teachers who have had practical business experience teach these branches in</p> <p style="text-align: center;">THE WILLIS BUSINESS COLLEGE.</p> <p>A school of genuine merit. Send for our beautiful catalogue. S. T. Willis, Principal, Cor. Bank and Albert Sts., OTTAWA.</p>		<p style="text-align: center;">St. Margaret's College, Toronto</p> <p>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 style="text-align: center;">The Belleville Business College, Limited.</p> <p style="text-align: center;">BELLEVILLE, ONTARIO.</p> <p>Send for handsome catalogue describing fully all courses J. Frith Jeffers, M.A., Principal</p>		<p style="text-align: center;">NEW TELEPHONE LINE</p> <p>A new copper metallic line has just been completed from Simcoe to Port Rowan. The towns listed below can now be reached from Toronto at the following rates:</p> <table border="0"> <tr> <td>PORT ROWAN</td> <td>-</td> <td>50c.</td> </tr> <tr> <td>ST. WILLIAMS</td> <td>-</td> <td>50c.</td> </tr> <tr> <td>VITTORIA</td> <td>-</td> <td>40c.</td> </tr> </table> <p style="text-align: center;">The Bell Telephone Co. of Canada</p>		PORT ROWAN	-	50c.	ST. WILLIAMS	-	50c.	VITTORIA	-	40c.
PORT ROWAN	-	50c.										
ST. WILLIAMS	-	50c.										
VITTORIA	-	40c.										

Trade With England

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

"Commercial Intelligence"

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

The cost is only 6c. per week. (Annual subscription, including postage, \$4.80.)
Moreover, regular subscribers are allowed to advertise without charge in the paper. See the rules.

NEW TELEPHONE LINE

A new copper metallic line has just been completed from Simcoe to Port Rowan. The towns listed below can now be reached from Toronto at the following rates:

PORT ROWAN	-	50c.
ST. WILLIAMS	-	50c.
VITTORIA	-	40c.

The Bell Telephone Co. of Canada


McWILLIAM
Mc. AND E.
EVERIST

25-27 Church St., - TORONTO

Let Us

say a couple of words to you this week about Oranges. Generally we wish to interest you in our Leader, the "Rose" brand—admittedly "Rose" is always up to the standard claimed—"Extra Fancy"—and is good value, yet we carry several other brands that are worthy of your attention. Among this week's purchases is one called "Blue Mountain," graded "Fancy," and is the nearest thing to "Extra Fancy" we ever had—the best value we ever offered, "Rose" included. It's going so fast that we can only guarantee to fill orders during the fore part of the week—so if you want something extra fine for \$2.75 mention THE GROCER and order now.

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

WE BUY 

BRIGHT DRIED APPLES.
HIGHEST MARKET PRICES.

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

TWO SNAPS.

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

You can make no mistake in ordering bananas now

HUSBAND Bros. &
Co.
Wholesale Fruit and Commission Merchants.
82 Colborne St., **TORONTO**
Phone 34 - Main 54, Main 8428.

GREEN FRUITS

U. S. Fruit in Quebec.

UNITED STATES CONSUL LANG, of Sherbrooke, writes to his Government on the subject of United States fruit in the Province of Quebec. He says: "Evaporated fruits—apricots, pears, peaches and prunes—from California are sold in this section to a large extent. They are about the only evaporated fruits used and have supplanted the sale of such fruits from other markets. They are well packed in 25-pound boxes, and are very satisfactory. They are brought to Montreal in train-load lots, and the Montreal jobbers supply this province.

"A considerable quantity of California canned fruits, peaches, pears, apricots, and cherries are also consumed here, being bought through commission houses in Boston, Mass., and Portland, Me. They have given better satisfaction than the Ontario goods. California green fruits, plums, Tokay grapes, peaches, and pears are largely used and bought of jobbers in Montreal. They are well packed. California oranges are bought in Boston, Mass., by commission houses and of jobbers in Montreal. I have heard no fault found with the methods of packing of any of these different fruits. In the early season, strawberries are bought in Boston, Mass., and imported for use here. California evaporated fruits now enjoy a monopoly of this market. The use of California canned fruits is increasing among the better customers, and they are well liked, though the consumption of the canned fruits from Ontario is greater because they are cheaper, being nearer this market, and the American goods being subject to a duty of 21-4 cents per pound. Nearly all the oranges used here come from California; therefore, the only line in which trade can be increased seems to be in the canned fruits from California, and that can be accomplished only by persistent personal effort on the part of the representatives of the firms dealing in the goods to induce the local grocers to put in a stock and demonstrate their merit."

Apples in Cold Shipment.

An official report from the Department of Agriculture, Ottawa, states that

8,796 barrels of apples were carried from Montreal to Europe in cool air chambers of steamers during the season of 1903.

Layering Apples in Barrels

A FRUIT dealer and florist in Grosvenor Square, London, Eng., has suggested to the fruit division, Ottawa, the idea of layering choice apples in barrels, using a pulp paper circle between layers. He thinks that fancy apples packed in this manner would land in far better condition and fetch correspondingly higher prices, much more than sufficient to pay for the increased trouble and expense involved in the packing. It might be advisable for some of our exporters to experiment along this line when the shipping season comes around again.

Banana Industry of Jamaica.

SIXTEEN years ago Jamaica had hardly thought seriously of the possibility even of growing fruit for the outside world. To-day, the value of her exports under that head exceeds one million pounds sterling, annually, over sixty per cent. of the total exports of the colony. Nearly seven-eighths go to the United States, and the remainder to the United Kingdom and other British possessions. It is estimated that 33,000 acres are under banana cultivation, comprising 240 estates or thereabouts, varying in acreage from twenty to five and six hundred; and hundreds of small settlers scattered far and wide, with holdings of less than 20 acres. During the past five years the shipment of fruit from Jamaica has just doubled itself. Last year the total number of bananas grown and exported was in the neighborhood of eight million bunches. The largest areas of cultivation lie in the valleys and slopes along the seaboard, but there are also plenty of estates in the hilly districts, and in the 74 miles railway journey from Kingston to Port Antonio, bananas are everywhere to be seen. The route lies for many miles over a stiff mountain range, and on all sides there are small patches of bananas. Even in the crevices of rocks, healthy plants are growing and

thriving upon the rich wash mould to be found thereabouts. Upon the plains, too, on the southern side of the island, old abandoned cane lands have been transformed into luxuriant banana groves, yielding, by aid of irrigation, 300 bunches to the acre. There is a great variety of soil in Jamaica, good, bad and indifferent. In some districts little manuring is done, and in others a considerable amount is necessary. To supply this demand a great deal of stock is kept, which, combined with banana growing, seems to be a most profitable business for big and little man alike.

Asparagus Crop Ruined.

Telegrams from San Francisco say that the asparagus crop in the Sacramento River section, California, has been destroyed by recent floods. This is serious news to grocery trade interests all over the United States since the trade is entirely dependent upon the production of this section for its supplies of canned asparagus. The anticipated pack of 1904 has been entirely sold to the trade for delivery when packed, and the jobbers have in turn sold to the retail trade. It will be seen, therefore, that with a failure of the crop both jobber and retailer are in a peculiar position. The loss moreover to the packers will be heavy, as all preparations for the pack had been completed.

Fruit Auction.

The Ottawa Fruit and Produce Company held another auction sale of oranges on March 31, bringing the price to about \$2.30 a case. Up to the present time the Ottawa Fruit and Produce Company have been holding on an average two auctions each week. Their intention from now on is to arrange for one every day.

The California association have taken up this manner of selling oranges. They have also fixed the price for fruit jobbers so that they are at liberty to lower their price. At present they are selling slightly under the Ottawa Fruit and Produce Company.

Co-Operative Fruit Growing.

Mr. W. A. MacKinnon, chief of the Fruit Division of the Department of Agriculture, Ottawa, was a visitor to the Toronto office of The Grocer this week. Mr. MacKinnon expresses satisfaction over the recent action taken by the fruit growers of Western Ontario in forming co-operative associations. Although some harm may come from ill-advised effort or over-hasty action, as is almost inevitable with new organizations, the scheme cannot but result ulti-

EGYPTIAN ONIONS.
 First of season ; hard and well cured ; will keep well ; no sprouting ;
 in sacks of 112 lbs.

FLORIDA TOMATOES.
 Full car load received. Fancy, hard, ripe stock, in 6-basket crates.
 Our prices on both the above lines will interest you.

SEND FOR PRICE LIST.

WHITE & CO., Wholesale Fruit
 and Produce
 64 FRONT ST. EAST,
 TORONTO.

PHONE Main 4106.
 Private Branch Exchange connecting all departments.

When You Want

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

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

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

mately to the benefit of the fruit industry in Canada. Even if these virgin associations should go smash, Mr. MacKinnon thinks a great deal of good will have been done in pointing out the necessity of organized effort on the part of Canadian fruit growers in the marketing and export of fruit products.

Fruit Cargoes for Montreal.

Several large consignments of oranges, lemons, etc., are reported to be loading at Mediterranean ports for Montreal.

Fruit Shippers Win.

The Railway Commission has given favorable judgment on the application of the Niagara, St. Catharines and Toronto Railway Co., to form a junction with the Grand Trunk Allanburg branch line at Stamford. The principal reason assigned for granting the application is that the interests of shippers of small fruits in the district require it.

Apple Business in Nova Scotia.

According to present estimates there are about 20,000 barrels for shipment to England to come down from the Annapolis Valley yet, which makes the total shipment this year about 400,000 barrels, nearly all of which amount has been forwarded via Halifax. Taking home market figures into consideration, more than a half million barrels of merchantable apples were harvested in the Annapolis Valley last Autumn, which averaged \$2.75 a barrel. The outlook for this year is excellent. The snow, which came on early in the Winter, remained, protecting the roots, and as a

The Canadian Vinegar Company
HIGH-GRADE VINEGARS
 Under Excise Supervision
 Reputed the best on the market.
 Factory and Office: 35a, 35c, 37 St. Antoine Street,
MONTREAL.

Dried Fruit
 cleaned and renovated by the
 latest improved machinery
 and appliances.
 GUARANTEED TO GIVE SATISFACTION.

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

result trees are already beginning to put forth strong, hardy buds.

Notes.

Horticultural plantings for the coming season in Nova Scotia promise to be the largest of any single year in the history of the province.

Results of experiments in grape culture at the Central Farm, Ottawa, show that no less than twenty-five varieties will grow and ripen in the Ottawa Valley.

H. Walker & Sons, wholesale fruit dealers, Guelph, have purchased a prominent site on MacDonnell street, on which they propose to erect one of the finest fruit warehouses in Canada.

TRADING STAMPS DOOMED.

THE Montreal Grocers' Association have decided to fight trading stamps. This decision was arrived at at a well attended meeting of the association held at Monument National, Wednesday, April 6. The president, N. Chartrand, presided. Many other important matters were discussed, including the decision to make early closing day for grocers the same as for other merchants, namely, Thursday, instead of Wednesday. The question of peddlers' licenses was again spoken of as a nuisance and it took the form of a resolution.

It was moved by the president and unanimously carried that the city council be asked officially to use all their influence with the Quebec Legislature to make an amendment to the city charter to the effect that power would be given to abolish the peddling privileges in Montreal. A copy of this resolution was forwarded to the city council and also to Mr. Lomer Gouin, representative of the association in the local legislature.

When the matter of trading stamps came up some strong speeches were made. There were present four grocers who are aldermen—Turner, Ricard, Lapointe and Paquin. There are three other grocers who are aldermen but they were absent, so that the association will have solid representation at the city hall. Alderman Lapointe and his three contreres spoke earnestly about the trading stamp situation. Their opinion was that the Traders' Advertising Co. must abide by the law and that the city council should stop the stamp business on the first of May. They were not afraid of the Traders' Advertising Co., even though Mr. Wilder, who owned the said company, declared in his frequent advertisements that he would carry the fight to the Privy Council if necessary. One thing sure was that the stamps must be stopped, and when they were stopped Mr. Wilder, or any other company, could fight as long as they liked. Action would be taken to have the city by-law adjusted to suit the very case in point, and if it was not done in time for May 1st it would not be the fault of the association.

The man who does not pay for his groceries was discussed too, and the secretary, Mr. Beaudry, announced that he had already secured a valuable list of dead beats by his own efforts quite independent of the association. This could easily form the basis of a collection and information bureau as an accessory to the association. A resolution was passed endorsing the secretary's action and the establishment of such a bureau, and members were urged to patronize it. In

his information there were 6,000 names of undesirable customers so that the value of such a bureau must be apparent.

The subject of federation of associations was explained by the secretary and three delegates were named, as follows: President Chartrand, the secretary and treasurer, whose duty it would be to confer with deputations of representatives of the different associations, and arrange for some action at a meeting called for April 13.

WORLD'S TEA PRODUCTION.

China is the heaviest tea producer, the annual crop being estimated at from 2,000,000,000 to 2,500,000,000 pounds. Java's annual crop averages about 9,000,000 lbs.; British India, about 190,000,000 lbs.; Japan, about 63,000,000 lbs., and Formosa, about 24,000,000 lbs. Other tea producers are Brazil, Natal, Fiji, Jamaica and a few smaller ones making a total of say 8,000,000 lbs. The grand total is about 2,294,000,000 lbs. About 9,000 lbs. were experimentally produced in 1902 in the United States.

NEW HENNERY.

A new industry known as the Canada Poultry and Produce Company is shortly to be started in Stratford, to raise and fatten poultry for the English market.

Stock of fowls will be composed entirely of thoroughbred barred Plymouth Rocks. When all the buildings are completed the capacity will be 800 laying hens in the breeding pens and 6,000 in the fattening crates, and it is estimated that from 150 to 200 will be killed every day for shipping. The intention, of course, is to raise all these fowls on the premises, but for the first year, at least, the company will have to depend largely on what they can purchase from farmers and fatten, as the buildings can hardly be finished before hatching time is over.

PETERBORO' SUGAR FACTORY.

The Globe is authority for the statement that D. A. Gordon, president of the Wallaceburg Sugar Company, has made overtures to the municipal council of Peterboro' which will probably result in the completion of Peterboro's sugar-beet factory. Mr. Gordon offers to invest \$100,000 in the concern if the town will guarantee the company's bonds to the extent of an additional \$100,000. In the event of the proposition receiving general support \$350,000 will be expended in completing and equipping the plant. Machinery costing \$156,000 is to be purchased in Holland and shipped to the factory in Peterboro'.

LABOR-SAVING MACHINERY IN THE STORE.

THE store has long since received the attention of ingenious invent-præzəhəpə 'pəʊsɪdɪz 'pɪə pʊə sɪə ways of bookkeeping and of caring for cash have been discarded by progressive merchants for accurate, infallible machines and systems. The perfect protection afforded store transactions by the use of cash registers has been one way by which many a grocer has turned loss into profit and achieved success, where before bankruptcy stared him in the face.

Naturally the question following such a statement is: How will a cash register help profits? The reason the register increases profits is because it gives the merchant positive information about every one of the transactions which has taken place in his store, which information must be had if the merchant is to have perfect control over the life blood of his business—that is, the money he receives for his goods. Only one way can this information be accurately gained, and that is by using a cash register. With a register every penny handled in the store is recorded. Cash and credit sales, money received on account or paid out, or change made, are all recorded honestly and faithfully and infallibly. Losses and mistakes simply cannot occur.

Leaving out of the question all the other advantages of a register, a machine will pay for itself within a short time with the customers it keeps.

No merchant has carried on business for any length of time without having a dispute with customers over payments on accounts or settlements. Sometimes the customer pays an account and on leaving the store gives an order with the request to have it charged. When settlement is made next time he remembers the date of last settlement and insists the account was paid up to date. At other times the clerk in his hurry has overcharged or even forgot to charge. One way the merchant loses a customer, the other he loses profit—money losses in both cases. Dozens of ways there are of causing disputes with customers, but the cash register is the only way of avoiding them. With the register the customer leaves the store satisfied that whatever transaction may have occurred, all is correct. The proprietor has the same feeling of safety, knowing that every cent of his hard-earned money is secure. A register saves money and therefore makes money; it saves time; it makes clerks and proprietor more careful; it pleases customers; it reduces bookkeeping; it gives a systematic protection to a merchant's business.

Flett's

Pickle Profit

is sure when you handle

Flett's Pickles

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

ROSE & LAFLAMME
Agents, MONTREAL.

MHS

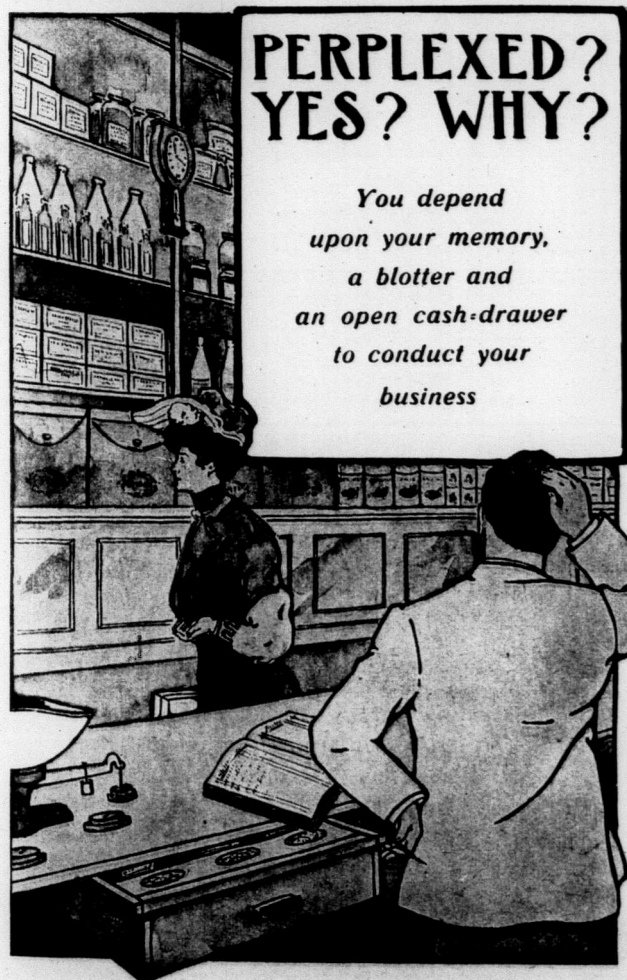
Nonpareil Jellies.

ARE IN FAVOR WITH THE HOUSEKEEPER

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

CAN BE HAD FROM YOUR WHOLESALER.

ROSE & LAFLAMME,
Agents,
MONTREAL.



**PERPLEXED?
YES? WHY?**

You depend upon your memory, a blotter and an open cash-drawer to conduct your business

DON'T WORRY

Buy a Cash Register and Save Your Energy to Sell Goods

A 1904 model "National" will do your bookkeeping.

It takes care of

1. CASH SALES
2. CREDIT SALES
3. CASH RECEIVED ON ACCOUNT
4. CASH PAID OUT
5. MONEY CHANGED

"Machinery makes no mistakes"

A few moments of your time talking to an N. C. R. representative will be a good investment. It will cost you nothing and puts you under no obligation to buy. Send the coupon today.

National Cash Register Co.
Dayton, Ohio

Agencies in All Principal Cities

CUT OFF HERE AND MAIL TODAY

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

Name _____
Address _____

FLOUR AND CEREAL FOODS

Care in Selection of Seeds.

MOST potent among the influences which within the past few years have conspired to elevate the standard of Canadian agriculture and still more firmly entrench the farmers of Canada in their present proud position, is the care and judgment which they to-day exercise in the selection of seed grains.

Mr. Rennie, seedsman, of Toronto, has lent additional confirmation to this statement when he says that only the very best varieties are now regarded as suitable for sowing, a manifest change from a few years ago when farmers were in the habit of marketing their best samples of grain, and retaining inferior stock for the production of the next year's crop. The desire, moreover, for new and improved varieties is widespread and general. With each recurring season, some new variety of grain, or seeds, is launched upon the market, possessing in some way some merit peculiarly its own, some distinctive advantage over present types. The experimental stations established by the several provincial and the Dominion Government have done much in the way of elevating the standard of Canadian grain, and this, coupled with the testing grounds which are inseparable from every large seed warehouse, have proved a source of revenue to producer and consumer alike. Subjected to the most critical and exacting tests, no new variety is placed on the market until its true merit and worth have been amply demonstrated, failing which it is discarded as unworthy of perpetuation. And the history of one well established house is that of all.

The eternal vigilance of the powers that be is further emphasized by the steps recently taken towards the extermination of the weed pest, which has become a serious obstacle to successful grain production in Canada.

New Milling Company Organized.

A new concern under the name of the Keewatin Milling Company, has just been started with a capital of \$2,000,-

000. The large proportion of the stock is being subscribed by Ottawa capitalists. The company will immediately begin the construction of a large mill at the Lake of the Woods, with a capacity of 3,000 barrels of flour a day.

The American Rice Miller's Problem.

THE last half dozen years have witnessed an extraordinary development of the rice industry in the United States. The rice mill has undergone a practical revolution, not only in character, but in being transferred to the rice fields. Under this stimulus of having the mill at home instead of at the ports, the rice area and production have expanded, and with improved methods of cultivation, the rice crop has now reached half a billion pounds.

Unless some increase of consumption comes, however, the rice mills and the rice industry will soon have reached their limit, since the relative consumption of rice in the United States is not large. The trouble is in the retail price of rice. It leaves the mills at a price of from 3½ to 4 cents per pound. By the time it reaches the consumer it costs 8 and 10 cents, and sometimes even 12 cents per pound. This acts as a bar to any large increase in consumption or the much further extension of the industry. Probably under the most favorable auspices rice will never supplant wheat flour to any appreciable extent; but rice millers and jobbers will have to find ways and means of getting rice to the consumer at a more reasonable cost if it is to become more than an article of occasional consumption.

Australian Wheat Exports for 1904.

IT is now possible to form a pretty close idea of the probable export business in Australian wheat during the present season. After making necessary allowances for injury done by the wet weather during harvest, the Victorian yield may be reckoned at about 25,000,000 bushels, the South Australian at about 11,000,000 bushels, and New South Wales at approximately 20,000,000 bushels, or a total for the three states, in round numbers, of about 59,000,000 to 60,000,000 bushels. After providing for local requirements for food and seed, this would allow close upon

1,000,000 tons to be exported to Europe, South Africa, and other over-sea destinations, if the whole quantity were disposed of by the farmers. This, however, is not likely to be the case, especially in Victoria; and probably an export of about 750,000 tons from Australia may be expected by the close of the season, the business being spread over a considerable time. The shipping engagements for South Australia are fully adequate to the requirements of that state, where the export trade is being conducted with rapidity and ease. Further chartering will be required for Victoria and New South Wales, but this will be accomplished from time to time during the season as opportunities arise.

Monthly reports of the Australian grain and produce markets emphasize the fact that only a little over 4½ million bushels of Australian wheat and flour has been exported during the current season, at which rate the estimated surplus, which is variously set down at 45 to 49 million bushels, will not be shipped for 12 months. So far New South Wales has not shipped 10 per cent. of her 18 millions surplus, the greater part of the shipments having been made from South Australia.

Big Industry for British Columbia.

ACCORDING to a Western exchange it is probable that preparations will shortly be in progress for the erection of an immense mill by the Frontenac Cereal Co., Kingston, either in Vancouver or Victoria, involving the expenditure of between \$250,000 and \$300,000, and when completed to provide employment for at least 150 men.

The cereal business throughout the Dominion of Canada has expanded to such an extent that this firm consider it advisable to take steps towards the establishment of a plant in Western Canada, whence the manufactured article can be distributed to all parts of Western Canada at a much cheaper rate than from Ontario. The main inducement, however, to opening a factory in the West is the improved shipping facilities provided for the transportation of cereals to Australia and the Orient, where the demand for Canadian cereals is constantly growing.

1904.
April 15, 1904.

THE CANADIAN GROCER

TELEPHONE { MAIN 1257
" 4675

**Wm. McCann
Milling Co.**

**MILLERS
AND GRAIN DEALERS**

**192 King Street East
TORONTO.**

FLOUR

Place a Trial Order with Us for a Full Line of Our Goods.
QUALITY UNEXCELLED.

Ontario Winter Patents,
Manitoba Blends,
Pure Manitoba.

FEED

CEREALS

SATISFACTION GUARANTEED.

Rolled Oats (Standard and Granulated)
" Barley, Oatmeal,
" Wheat, Pot and Pearl Barley
Wheatlet, Farina, Split Peas.

"Matchless" Feed.

**THE G. CARTER, SON & CO., Limited,
ST. MARYS, ONTARIO.**

New Crop Maple Syrup and Sugar

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

We feel quite sure the quality will please you.

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

"MADE IN CANADA."

In 60 Seconds

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

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

It is absolutely pure and always uniform.

It retains its bright natural color.

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

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

And as we guarantee every bottle you cannot lose.

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

Sovereign Lime Juice

is refined and bottled by

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

GREIG'S

WHITE SWAN

Barley Crisps

Thin, flaky and light—the very choicest form in which Barley can be offered.

Can be used for a great variety of tasty dishes.

Makes an ideal food for infants and persons of weak digestion.

Put up in attractive packages,
3 dozen in a case.

THIS LINE IS A WINNER.

**The ROBERT GREIG CO., Limited
WHITE SWAN MILLS,
TORONTO**

French Wheat Doomed.

ACCORDING to a contemporary the French wheat farmer has been guilty of following false gods in latter years in as far as he has been substituting big yielding foreign varieties of wheat for the strong native wheats.

Investigations of the last few years show that there has been a perpetual diminution in the gluten content of the wheat grown in France, for instance, from 10.10 per cent. of gluten in 1891, the flour showed a reduction to 7.80 per cent. gluten in 1895. It has been demonstrated that this decline in the gluten of flour did not arise from the substitution of the modern for the old system of milling, as some had claimed. However, although more modern and more rational methods of analysis have been adopted now for some years amongst millers, yet farmers remain as they were, with the result that the milling value of the wheat grown in France has continued to deteriorate to such an extent that wheat whose flour contains only 6 to 7 per cent. of gluten continues to be offered to millers, who, of course, cannot pay for this wheat the price which richer wheats, such as are necessary to supply bakers with the flour they require, would command.

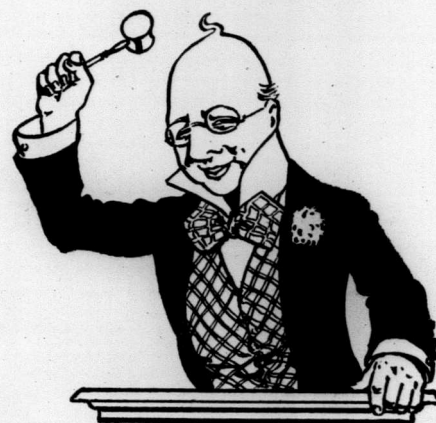
A Government report published recently clearly shows this deterioration of home grown wheat in France. The report shows that of 29 varieties, commonly sown in the North of France, only 11 can be reported "good" wheats, 5 are "doubtful," and 13 distinctly "bad," the flour made from them containing only 6 to 7 per cent. of gluten. The critical condition to which a continuation of such a state of things must soon bring farmers is well recognized, and the French Agricultural Society has joined the Association of French Millers for the purpose of electing a committee to study the whole question and suggest remedies.

Holland Will Not Tax Flour.

After public and parliamentary discussion for nearly a year, the Dutch Government have finally decided not to take flour from the free list. The proposition of the Dutch protectionists was to put an import tax on flour, equal to about 30 cents per 220.46 pounds, and directed principally against the United States, which imposes a heavy tax on bulbs imported from Holland.

Cereal Notes.

J. H. Goodrich, miller, Colborne, is selling out and going West.



Only One Week More!!

Remember, the last and final
"FREE DEAL" on

"FORCE"

Expires May 1st.

You must order before that date, to take advantage of the special offer.

No more "deals" will ever be offered on "Force." Its price will be maintained as fixed as government bonds.

If you order of your jobber **BEFORE MAY 1ST**, he will allow you 5 free packages in 2 cases, or 18 free packages in 5 cases.

After that no special discount.

THE "FORCE" FOOD CO.

SHREDDED
WHOLE WHEAT
BISCUIT AND TRISCUIT

SCIENTIFICALLY-PREPARED FOOD
MADE OF THE WHOLE WHEAT.

Shredded Whole Wheat Biscuit—A standard all-day cereal served with milk, cream, or in combination with fruits, preserves or vegetables.

Triscuit—The New Cracker. Served with soups as a crouton, or as a successor to crackers when served with cheese.

For information and prices address...

THE NATURAL FOOD COMPANY,
32 Church St., TORONTO, ONT.

NOTE.—Tell your customers that heating the BISCUIT and TRISCUIT in a warm oven before serving will renew their crispness.



**BRANTFORD PREPARED
CORN STARCH**

makes many delightful, wholesome dishes, that are greatly appreciated by the little folks as well as the grown-ups.

Most of your customers know Brantford Corn Starch and want it often—let the rest of your customers try it and they will want it too.

All this means more business for you.

THE BRANTFORD STARCH WORKS,
BRANTFORD, CANADA. LIMITED.

Sell for to-morrow

Every grocer who has had an experience of more than eight or nine years has seen the rise and fall of a good many noisily-heralded "specialties" in food products. It takes genuine worth to prolong the life and increase the volume of sales of any such thing.

SWISS FOOD

has lived and flourished for 10 years. Its sales to-day are many times greater than in the first years of its introduction.

SWISS FOOD is a wheat cereal that is served hot. It is handsomely packaged—a big package. It is economical to use and profitable to handle.

P. McIntosh & Son,
Millers and Manufacturers,
TORONTO.

Tobaccos, Cigars, and Smokers' Accessories

A DEPARTMENT FOR
RETAIL MERCHANTS.

Tobacco Trade in The Grocery Store.

PRACTICALLY every grocer in the country sells tobacco; few, however, give the tobacco trade the care and attention it deserves. It goes without saying that most men are as particular over tobacco as women are over tea, in view of which fact it pays the grocer to give them equal care in selection and arrangement. In most small country stores a various assortment of pipes, cigars, and tobacco is kept, but in many instances this branch of trade is utterly neglected.

Is your tobacco trade flourishing? If not, take a turn round, and find out the reason. A nice show may be made with a very small stock of useful-shaped pipes, cut tobacco in tins, plug tobacco in jars, and cigars, cigarettes, &c. Any grocer who uses his eyes will soon learn what styles of pipes are most favored in his district, and though a big stock is not necessary, a good assortment is. In tobacco, find out what lines will suit your customers' taste, and buy sparingly.

Plug tobacco should always be kept in jars or caddies. The promiscuous heaps amongst which assistants frequently have to search before finding the required brand are not likely to help trade. Each brand of tobacco should have its own special receptacle, and be plainly marked, and—especially during Summer—it will be found advisable to remove all tobacco stocks to a cool place every night. At all events, see that it is properly covered before the shop is dusted.

The cigar trade can quickly be fostered by judicious buying. Find out a good flavored cigar, and recommend it to your customers. Stock only in small quantities, but make a point of always keeping one particular flavor. By this means you should soon find a regular growing demand for your own particular cigar.

Summary of Philippine Commerce.

THE latest summary of commerce of the Philippine Islands shows that there was a decrease of \$6,619,355 in the exports of tobacco, cigars and cigarettes from the Philippines during the year 1903, as compared with the exports of the year 1902. The exports for 1902 amounted to \$2,501,367, while

in the year 1903, they amounted to \$1,882,012. This decrease is ascribed to the increase of duties on tobacco in Australia, Java and Japan.

In advocating the reduction of duties on tobacco entering the United States to 25 per cent. of the Dingley rate, a prominent American says:

"I cannot too strongly urge the necessity for the reduction of the Dingley tariff in its application to goods imported from the Philippine Islands to 25 per cent. of the rates therein imposed. I am confident that neither in the sugar market nor in the tobacco market will the effect of the amount to be reduced be materially injurious to any interest in the United States, while at the same time it will be of the greatest importance to the prosperity of the islands."

During October, 1903, only 134 pounds of leaf tobacco were imported into the Philippines, valued at \$23, while the imports of leaf into the islands in October, 1902, were 1,516 pounds, valued at \$203. For the ten months in October, 1903, the imports of leaf tobacco

amounted to 15,420 pounds, valued at \$3,248. In the ten months of 1902 the imports were 8,471 pounds, valued at \$1,923.

Of unmanufactured tobacco the islands received 887 pounds, valued at \$123, in the ten months ending October, 1903. In the ten months of 1903 the imports of cigars valued \$876, as compared with an importation in 1902 valued at \$2,896. In October, 1903, the imports of cigarettes into the islands valued \$801, and

Old Chum

**CUT PLUG
SMOKING
TOBACCO**

satisfies the most exacting
customers.

Sold By All Leading Wholesale Houses

CURRENCY

Plug Chewing Tobacco

is a

Quick Seller.

Handled by all Leading Wholesale Houses.

You Own Your Own Money.

Its investment is worth thinking about.
 Invest it in your business if you are wise.
 Invest it in lines that are salable, and profitable.
 Do not forget the profits. Profits help you
 retire the earlier.

We know you can make money—and profits—selling cigars. But see that you buy cigars of quality. Poor cigars are certain to hurt your business. We suggest with all assurance **PEBBLE**, a 5-center, and **PHARAOH**, a 10-center. We send 1,000, express paid, assorted as desired, and if at the end of three months you have any unsold stock and want your money back, we give you invoice price for the stock on hand. Do it—now.

J. BRUCE PAYNE, Limited, Mfrs , = Granby, Que.



Army Men Smoke

--and they have just enough time on their hands to be cranky over their Tobacco.

They Smoke **T & B**

AND YOU, GROCERS, should sell T. & B.—the 10-cent. size is popular—always—if your tobacco trade is to grow.

**The GEO. E. TUCKETT & SON CO., Limited
 HAMILTON.**

Sell all you can—

at a profit, of course, if you would prosper.

Our offer to send 6-doz. pipes, assorted, worth from 25c. to \$1.00 each, retail, for \$13.00, expressage paid, is still good. Return at our expense if not satisfied.

W. B. REID & CO.

Wholesale Tobacconists,
TORONTO.



The Erie Tobacco Company
WINDSOR, ONTARIO.

A Fast Seller

RONTO

SMOKING MIXTURE

Packages and Tins.

T. J. Horrocks,
176 King St. East,
TORONTO.

The Chamberlain Cigar

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

SAVE THE BANDS AND RETURN THEM TO

J. M. FORTIER, Limited
MONTREAL.

MANUFACTURERS OF

Cigarettes and Cut Tobaccos

TONKA

1/2-lb. Tins.

1/5-lb. Cotton Bags.

1/10-lb. Packages.

SOMETHING GOOD

McALPIN CONSUMERS TOBACCO CO., Limited,
TORONTO.

in the ten months ending October they valued \$5,644.

The exports of unmanufactured tobacco from the Philippines in October, 1903, amounted to 1,661,217 pounds, valued at \$79,482, which is a considerable falling off from the exports in October, 1902, when they amounted to 4,362,227, valued at \$190,375. For the ten months ending October, 1903, the exports of unmanufactured tobacco amounted to 13,203,830 pounds, valued at \$558,844. The Philippines exported to foreign countries in October, 1903, cigars to the value of \$28,972, a decrease as compared with a valuation of exports of \$107,896 of cigars in October 1902. For the ten months ending October, 1903, cigars valued at \$793,002 were exported. The exportation of cigarettes in October, 1903, valued at \$1,331, and for the ten months the exports valued \$19,912.

Too Much Stock.

In January, 1904, the W. H. Steele Company, 40 Scott street, Toronto, received large shipments of cigars and pipes, at rock bottom prices, which they are now reducing further for the benefit of retailers. As this stock is being offered in large or small quantities merchants will find it to their advantage to purchase now for the Summer trade.

Cuba's Tobacco Export.

According to statistics from Havana the total exports from Cuba in 1903 were over 300,000 bales of tobacco, valued at more than \$12,000,000, while almost 209,000,000 cigars were shipped from the island which, at an average value of \$60 a thousand would yield a little more than \$12,500,000. The United States took considerably more than half of the tobacco in bales, but less than 46,000,000 cigars, or about half what was sold to England.

Cigar Collector.

A new craze has taken hold of Paris. A well-known nobleman has started the craze of collecting cigars belonging to famous persons.

His collection, which is far ahead of all others, counts 300 cigars as smoked by emperors, kings and other famous persons, all numbered and labeled. Side by side you see the favorite cigars of Kaiser Wilhelm and King Edward, the trabuco of Emperor Francis Joseph and the large paper charette, with the Russian coat-of-arms, affected by the Czar.

No. 6 is the cigar of Gen. Mercier, of Dreyfus fame; No. 7, the favorite

cigar of Sir Wilfrid Laurier. No. 35 was given by the King of Portugal to the British Ambassador, while No. 37, belonging to the dollar class, comes from the box of Sir Thomas Lipton.

West Tampa's Fire.

A disastrous fire swept West Tampa on April 4, resulting in losses which will exceed \$300,000. Several tobacco and cigar factories were burned down, or badly damaged; among them being the large factories of Santaella & Company, Sam Caro & Company, J. M. Martinez and T. Sanchez. The Santaella tobacco firm alone lost \$125,000 worth of tobacco, besides large stocks of fine cigars.

Tobacco Growing in Victoria, Australia.

The experimental tobacco-growing carried out by the Victorian Government at Edi Farm is proving very successful. Samples of the tobacco grown at the farm have been submitted to several Melbourne tobacco manufacturers, who have expressed high approval of the quality. The manager of the States Tobacco Company, reporting on the samples, says, "They are the best samples of Australian-grown cigar leaf we have ever had submitted to us, and we ourselves would be prepared to purchase immediately a large quantity of such leaf at a price which we believe would be profitable to the producer."

Output of Tobacco in the United States.

THE internal revenue stamp returns for the month of February make a better showing than was expected they would from the general trend of the trade. For the record shows increases in every line except in the output of cigars in which the decrease amounted to 18,117,860 in a total output of 466,510,913 against a total output of 484,628,773 in February of last year. In little cigars there was an increase of 13,004,500 in a total output. 58,789,000 against a total output of 45,784,500 during the same period of last year. In cigarettes the increase amounted to 30,107,436 in a total output of 237,762,989 against a total output of 207,655,553 in February, 1903. The increase in manufactured tobacco amounted to 4,263,962 pounds in a total production of 24,842,737 pounds against a total production of 20,578,775 pounds in February, 1903, and in snuff there was an increase of 143,776 pounds in a total production of 1,837,588 pounds against

GROCERS!



We Want Money

and to raise \$30,000.00 we offer some great snaps in Cigars and Pipes — brands well bought and can sell cheap.

Call and examine or see travellers' samples.

THE W. H. STEELE CO., LIMITED
Importers and Wholesale Tobacconists.
40 Scott St., - - TORONTO
Phone, Main 1987.

Should be in the mouth of every smoker. What? a

McDougall Scotch Clay Pipe

Be sure and ask for it, and see that you get it.

D. McDougall & Co., Glasgow, Scotland.

a total production of 1,693,812 pounds in February, 1903.

Morgan's Cigars.

J. Pierpont Morgan has his cigars made specially for him in Havana. Each has a red label with gold lettering and the magic initials "J. P. M." Sometimes after board meetings in various enterprises these labels are found on the floor, and there is a great scramble for them, as they are regarded as mascots, especially in the different Wall street offices, although not quite to the same extent as they formerly were. Mr. Morgan's cigars are very large, and the label is wide enough to make, if it were metal instead of paper, a ring for the finger of any ordinary man—a little loose for the fifth finger and a little tight for the thumb.

Hadn't Time to Take Money.

"I have a little bill here," began the caller as he entered the market, "that I—"

"Haven't time to attend to it now," interrupted the man with the apron. "I'm simply rushed to death. Come in again."

"But," continued the party of the first part, "I want to pay this bill."

"Oh—er—come right in and wait a second," said the busy man with a cleaver. "Here, try those imported cigars—and stiek a couple of 'em in your pocket."

Tobacco Notes.

T. J. Horrocks, Toronto, reports a big demand from the grocery trade for his Ronto smoking mixture. It must be giving good satisfaction.

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.

A TENDENCY OF THE TIMES.

IN modern business evolution there is a tendency on the part of the public to trade with the larger markets rather than with small ones. The village store which once sufficed for the needs of the buyer no longer flourishes as in the olden days. The county seat is likewise losing some of its prestige as a trading centre, especially so if there be within twenty, thirty or forty miles a city mart. This encroaching of the city upon the business of the local merchant is becoming year by year more pronounced, and the protest by those adversely affected is growing in volume.

There are several reasons for this condition of things, but the two principal ones are transportation facilities and advertising. Passenger, freight and express service has improved remarkably in recent years; places that once seemed remote are now comparatively near at hand. It is not an unheard-of thing for a farmer to send his pork, for example, direct to some big city dealer, thereby getting a better price after every charge has been met than if he sold to a local dealer at local market prices. Similarly many farmers send to the city dealer for their field seeds, willingly paying freight charges in preference to giving the order to a smaller dealer at or near home. Farm produce of all sorts is being shipped by the farmer to the city, and goods of all descriptions are being shipped from the city to the farmer. The local merchant who may think this trade is his by right is being passed over to his certain and severe hurt.

Closely related to better transportation facilities in connection with the diversion of rural or inland trade is the growth of advertising. Newspapers and periodicals are being read more than ever, and the advertising therein contained is being depended upon to no small extent by all classes of people as a guide to buying. "Far away fields are green." Perhaps it is something of this conviction that tempts buyers to get their merchandise from afar. There are other influences, however, at work persuading them to send their money to big city stores, whose advertisements

are filled to overflowing with "bargains" or offerings that create and intensify desire to the yielding point. The daily paper is replacing the humbler weekly among the well-to-do, and these dailies carry six times a week into their homes the alluring announcements of city tradesmen. It is not to be wondered at that trade responds to these repeated appeals, to the profit of the re-

Why Not Trade Near Home?

A GREETING

To our Friends and Customers:

We are here to stay. We are here to make a success. We like the country and the people. We like our business and strive to increase it by all honorable means.

OUR CREED:

The Best Goods and the Lowest Prices are what Count

We believe in selling only such goods as give entire satisfaction.

We believe what we say and say what we think. We want you to believe what we say and that when we say it, IT'S SO.

We believe in giving One Dollar's worth for \$1.00. We are convinced that your interests and our own are closely allied. If we show you it is to your advantage to trade with us, you will give us your patronage.

We fully expect fairness and think you will admit: If our goods and prices are equal with those of other reliable merchants, it is just and right to patronize home enterprise.

We trust that this appeal will bring response and that business may open between us which may continue long, pleasantly and profitably. Careful thinking, wise decisions, prompt acts will win every time.

WHAT WE CLAIM.

We have devoted much time studying how to satisfy the wants of our customers, and now with our facilities we are able to meet any would-be competitor's prices who undertakes to undersell us.

We claim that \$1,000 of our money will buy as many goods as \$1,000 of our competitor's.

We have light expenses, no electric light, no water privileges, no city taxes. We can and do buy cheap and sell cheap.

We carry as large and as well assorted a stock of standard goods as there is in the country and sell lower than ever before. Our stock consists of General Merchandise of all kinds.

I. G. DIETRICH,

St. Agatha, Ont.

note merchant and the loss of the merchant at home.

It has been said that one must fight the devil with fire. In regard to the matter in hand to offset the growing advantage of city tradesmen there must be counter advertising,—a persistent, powerful campaign. The very existence of the local tradesman depends upon his resolute and unremitting efforts to es-

tablish an acquaintance with his store and wares, and a conviction that the advantages supposed to be obtained through trading in the city are more fanciful than real. Loud talk won't win the fight; neither will grumbling or complaint. What attracted the customer to go abroad was the concise, priced, temptingly stated advertisement of the city dealer. The way to recover a wayward customer is just such concise, priced, temptingly stated advertising on the part of the local dealer. To go into the battle with the city merchant for the home trade the local dealer will have to use his local newspaper and special circulars. If he honestly believes the people of his community can trade at home to their distinct advantage, and at his store rather than at the stores of other merchants, he must let the public know it. The burden of teaching the public rests upon the merchant. It costs money to carry on this work of education and persuasion, but it surely costs every merchant more money in business shrinkage to neglect or refuse to meet this pressing obligation.

Doubtless it is such a condition of affairs as has been herewith outlined that led I. G. Dietrich of St. Agatha, Ont., to make the statements found in his advertisement,—an advertisement, by the way, to be commended for its hearty, straightforward, convincing quality. One is safe in saying this advertiser will compel trade even though, judging from his advertisement, he is a new man in the section of country from which he hopes to draw his trade.

Notes.

W. E. M.—Your advertisement, for the space used, is really a striking one, well displayed and brief. It is faulty, however, in one particular. You are trying to scare people into buying. Fear is a powerful motive, I grant you, but in soliciting favor, in endeavoring to sell goods, I do not advise the use of "scare" advertising. You certainly know how to write, and how to have your advertisement set up, but a more agreeable argument will prove acceptable to most people.

THE BEST SODA AND HANDSOMEST
SHELF PACKAGE PRODUCED.



DWIGHT'S
REGISTERED IN CANADA 1898
1876. TRADE MARK 1880.
BAKING SODA

We're spending thousands of dollars educating people to ask for **COW BRAND SODA**. We shall keep at it till even the simplest person understands the advantage of buying in package form.

Part of our plan in trade is to make business easy and safe for the grocer. Our guarantee goes with every sale. You run no risk at all.

JOHN DWIGHT & CO., Manufacturers
TORONTO.


O Yes!

Know all men by these presents that **Batty's Nabob Sauce** has never been surpassed.

We received the Gold Medal in 1851. We received the Gold Medal in 1903, and we were not idle all the time in between.

No store is complete without it.

In witness thereof we have affixed our name:



Batty & Co.
LIMITED
Sauce and Pickle Specialists,
LONDON, S.E.
ESTABLISHED 1824.

Current Market Quotations for Proprietary Articles

April 14, 1904.			JERSEY CREAM BAKING POWDER.			Blackening.			EAGLE BORAX.		
<p>Quotations for proprietary articles, brands, etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy.</p>			<p>ze, 5 doz. in case \$0 40 " 4 " " 0 75 " 3 " " 1 25 " 2 " " 2 25</p>			<p>HENRI JONAS & CO. Jonas' Per gross \$9 00 Froments 7 50 Military dressing 24 00</p>			<p>Cases of 5-doz. 5c. packages \$0 40 " 5-doz. 10c. " 0 85</p>		
<p>Baking Powder.</p> <p>ook's Friend— Per doz. Size 1, in 2 and 4 doz. boxes \$4 40 " 10, in 4 doz. boxes 2 10 " 2, in 6 " 0 80 " 12, in 6 " 0 70 " 3, in 4 " 0 45 Pound tins, 3 doz. in case 3 00 12-oz. tins, " " 2 40 5-lb. " " 14 00</p> <p>W. H. GILLARD & CO. Diamond— 1-lb. tins, 2 doz. in case \$2 00 " 3 " " 1 25 " 4 " " 0 75</p> <p>IMPERIAL BAKING POWDER.</p> <p>Cases. Sizes. Per doz. 1 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 40 3 doz. 12-oz. 3 45 2 doz. 16-oz. 4 45 3 doz. 16-oz. 4 35 1 doz. 2-lb. 10 40 1 doz. 5-lb. 19 50</p>			<p>OCEAN MILLS. Per doz. Ocean Baking Powder, 1 lb., 4 doz. ... \$ 45 Ocean Baking Powder, 1 lb., 5 doz. ... 90 Ocean Borax, 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.</p> <p>ROYAL BAKING POWDER CO. Sizes. Per Doz. Royal—Dime \$1 00 " 1 lb. 1 60 " 6 oz. 2 25 " 3 lb. 2 90 " 12 oz. 4 50 " 1 lb. 5 75 " 3 lb. 15 50 " 5 lb. 25 50</p> <p>Cleveland's—Dime \$1 00 " 1 lb. 1 50 " 6 oz. 2 20 " 1 lb. 2 80 " 12 oz. 4 25 " 1 lb. 5 50 " 3 lb. 15 00 " 5 lb. 25 00</p>			<p>Blue.</p> <p>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, 4 gross box 2 00 Nixey's "Cervus," in squares, per lb. 0 16 " " in bags, per gross 1 25 " " in pepper boxes, 4 25 according to size. 0 02 0 10</p> <p>J. M. DOUGLAS & CO.—Laundry Blues. "Blueol"—10-lb. boxes containing 50 pkgs., 4 squares each, per lb. 15c "Sapphire"—14-lb. boxes, 1-lb. pkgs. per lb. 12 1/2 "Union"—14-lb. boxes, assorted, 1 & 1-lb. pkgs. per lb. 10</p>			<p>Brooms.</p> <p>UNITED FACTORIES, LIMITED. doz. net. Boeckh's Bamboo Handles, A, 4 strings \$4 70 " " " B, 4 " 4 40 " " " C, 3 strings 4 10 " " " D, 3 " 3 85 " " " F, 3 " 3 55 " " " G, 3 " 3 20 " " " I, 3 " 2 85</p>		
<p>MAGIC BAKING POWDER.</p> <p>Cases. Sizes. Per doz. 6 doz. 5c. \$0 40 4 " 4-oz. 0 80 4 " 6 " 0 75 4 " 8 " 0 95 4 " 12 " 1 40 4 " 12 " 1 45 4 " 16 " 1 65 4 " 16 " 1 70 1 " 2-lb. 4 10 1 " 5 " 7 50 2 " 6 oz. Per case \$4 55 1 " 12 " } 1 " 16 " }</p>			<p>Black Lead.</p> <p>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.</p> <p>JAMES DOME BLACK LEAD. Per gross 6a size \$2 40 2a size 2 50</p>			<p>Canned Goods.</p> <p>HENRI JONAS & CO. Mushrooms, Rionel \$15 50 " 1st choice Dutheil 18 50 " Lenoir 19 50 " extra Lenoir 22 00 Per case, 100 tins.</p> <p>French Peas, Delory's— Moyen's No. 2 \$9 00 " No. 1 10 50 1 Fins 12 50 Fins 14 00 Tres fins 15 00 Extra fins 16 50 Sur extra fins 18 00</p> <p>French Sardines— Rolland 9 50 10 00 Delory 10 50 Club Alps 2</p>					
<p>EAGLE BAKING POWDER.</p> <p>Cases of 48-5c. tins \$0 45 " 48-10c. tins 0 75 " 24-25c. tins 2 25 " 48-25c. tins 2 25</p>			<p>Borax.</p> <p>"Bee" brand, 5 oz., cases, 40 pkgs. ... 1 40 " " 10 oz., cases, 48 " ... 3 25 " " 15 oz., cases, 48 " ... 4 25</p>			<p>FRED. MAGEE Per do Smelts in spices, in 1-lb round tins 0 90 \$1 00 " mustard, in 1-lb oval " 0 95 \$1 05 " Tomato, in 1-lb. " " 0 95 \$1 00</p>					
<p>Cereals.</p> <p>Wheat OS, 2-lb. pkgs., per pkg 0 08 " " 7-lb. cotton bags, per bag. 0 10 Quaker Oats, 2-lb. pkgs., per case. 3 00 Tilmon's Oats, 2-lb. pkgs., per case. 00</p>											

"Crown" brand

TABLE SYRUP

costs you little money,
 makes you lots of money,—
 your customers get value,
 you get and hold their trade.

Always Ready and Promptly Shipped:

2-lb. tins—cases 2 doz. Also in Brils. 1/2 Brils.
 5 " " " 1 " Kegs and Pails.
 10 " " " 1/2 "
 20 " " " 1/4 "
 Freight paid on 5 cases and over to all railway
 stations East of North Bay.

MANUFACTURED ONLY BY

Look for the "Crown" on the package.

EDWARDSBURG STARCH CO'Y, Limited
ESTABLISHED 1858

53 Front St. East,
 TORONTO, ONT.

Works:
 CARDINAL, ONT.

164 St. James St.,
 MONTREAL, P.Q.

4 doz. packages (12 to a case)..... 0 75
 6 doz. packages (12 to a case)..... 0 95

Cleaner.


BRUNSWICK'S EASYBRIGHT
 WASHINGTON'S CLEANER
 CLEANS EVERYTHING.

Per doz.
 4-oz. cans \$ 0 90
 6-oz. " 1 35
 10-oz. " 1 85
 Quart " 3 75
 Gallon " 10 00

Wholesale Agents.
 The Davidson & Hay, Limited, Toronto.

Extracts.

HENRI JONAS & CO. Per gross.
 1-oz. London extracts..... \$ 8 00
 2-oz. " (no corkscrews) 5 50
 2-oz. " " 9 00
 2-oz. Spruce essence..... 8 00
 2-oz. " " 9 00
 2-oz. Anchor extracts..... 12 00
 4-oz. " " 21 00
 1-oz. " " 36 00
 1-lb. " " 70 00
 1-oz. Hat " 9 00
 2-oz. Hat bottle extracts..... 18 00
 2-oz. square bottle " 21 00
 4-oz. " (corked)..... 36 00
 8-oz. " " 72 00

Per doz.
 8-oz. " glass stop extracts..... \$3 50
 8-oz. " " 7 00
 2 1/2-oz. round quint essence extracts..... 2 00
 4-oz. jockey decanters..... 3 50

Food. Per doz.
 Robinson's patent barley 1-lb. tins..... \$1 25
 " " 1-lb. tins..... 2 25
 " " groats 1-lb. tins..... 1 25
 " " 1-lb. tins..... 2 25

Ge'atine. Per gross.
 Knox's No. 1 sparkling..... \$15 00

Per doz.
 " " 6 doz., at \$ 1 30z. \$ 1 50
 " No. 3 acidulated, at..... \$ 1 50

Jams and Jellies. Per doz.
 SOUTHWELL'S GOODS.
 Frank Magor & Co., Agents.
 Orange marmalade..... \$1 50
 Clear jelly marmalade..... 1 80
 Strawberry W. F. jam..... 2 00
 Raspberry "..... 2 00
 Apricot "..... 1 75
 Black currant "..... 1 85
 Other jams..... \$1 55 1 90
 Red currant jelly..... 2 75

T. UPTON & CO.

Pure Fruit Jams—
 1-lb. glass jars, 2 doz. in case, per doz. \$0 95
 2 1/2-lb. tin pail, 2 doz. in crate, per lb. 0 06 1/2
 5 and 7-lb. tin pails, 8 and 9 pails to
 crate..... per lb. 0 06
 7, 14 and 30-lb. wood pails,..... 0 06
Pure Fruit Jellies—
 1-lb. glass jars, 2 doz. in case, per doz. 0 95
 7, 14 and 30-lb. wood pails,..... per lb. 0 06
Home Made Jams—
 1-lb. glass jars (16-oz. gem.) 1 doz. in
 case..... per doz. 1 50
 5 and 7-lb. tin pails..... per lb. 0 09
 7, 14 and 30-lb. wood pails..... 0 09

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 2 00
 " " (fancy boxes 40) per box 1 50
 Tar licorice and Tolu wafers, 5-lb.
 cans..... per can 2 00
 Licorice lozenges, 5-lb. glass jars..... 1 75
 " 20 5-lb. cans..... 1 50
 " Purity " licorice 100 sticks..... 1 45
 " 100 sticks..... 0 73
 Dulce large cent sticks, 100 in box.....

Lye (Concentrated).
GILLETT'S PERFUMED. Per case.
 1 case of 4 doz..... \$3 60
 3 cases..... 3 50
 5 cases or more..... 3 40

Matches.
UNITED FACTORIES, LIMITED. Per case.
 Surelight (Parlor)..... \$3 50
 Flashlight (Parlor)..... 5 75
 Kodak (Sulphur)..... 3 80

Mince Meat.
 Wethey's condensed, per gross net..... \$12 00
 per case of doz. net..... 3 00

Mustard.
COLMAN'S OR KEEN'S.
 D.S.F., 1-lb. tins..... per doz. \$1 40
 " 1-lb. tins..... 2 50
 " 1-lb. tins..... 5 00

Durham 4-lb. jar..... per jar. 0 75
 " 1-lb. jar..... 0 25
 F. D., 1-lb. tins..... per doz. 0 85
 " 1-lb. tins..... 1 45

HENRI JONAS & CO. Per gross.
 Pony size..... \$7 50
 Imperial, medium..... 9 00
 Imperial, large..... 12 00
 Tumblers..... 12 00
 Mugs..... 13 20
 Pint jars..... 18 00
 Quart jars..... 4

E. D. MARCEAU, Montreal.
 "Condor," 12-lb. boxes—
 1-lb. tins..... per lb. \$ 0 35
 1-lb. tins..... " 0 32 1/2
 4-lb. jars..... per jar 1 20
 1-lb. jars..... " 0 35
 Old Crow," 12-lb. boxes—
 1-lb. tins..... per lb. 0 25
 1-lb. tins..... " 0 23
 1-lb. tins..... " 0 22 1/2
 4-lb. jars..... per jar 0 70
 1-lb. jars..... " 0 25

Olive Oil. Per case
 Barton & Guestier's quarts..... \$3 00
 pints..... 1 00


Orange Marmalade.
THE EBV, BLAIN CO., LIMITED.
 "Anchor" brand 1-lb. glass..... \$1 50
 quart gem jars..... 3 40

T. UPTON & CO.
 1-lb. glass jars, 2 doz. case..... per doz. \$0 95
 Home-made, in 1-lb. glass jars..... 1 50
 In 5 and 7-lb. tins and 7-lb. pails, per lb. 0 06

ALEMES PROS.
 Pure fruit stock—
 10-oz. glass jars, 2 doz. case..... per doz. \$1 00
 16-oz. glass jars, 2 doz. case..... 1 50
 Quart glasses, 1 doz. case..... 1 50
 In 5-lb. tins..... per lb. 09

Pickles.
STEPHENS.
A. P. Tippet & Co., Agents.
 Cement stoppers (pints)..... per doz. \$ 2 30
 Corked..... 1 80

Sauces.
BRAND & CO.
 Worcester..... \$1 85
 Tomato catsup..... 2 60
 Mayfair relish..... 2 60
 Indian chutney..... 1 75
 Mango..... 2 25
 A 1..... 1 70 2 60 3 15

Soda.
COW BRAND.

 Case of 1-lb. contain
 ing 60 pkgs., pe
 box, \$3 00.
 Case of 1/2-lb. (con-
 taining 120 pkgs.
 per box, \$3 00.
 Case of 1-lb. and 1/2-
 lb. (containing 30
 1-lb. and 60 1/2-lb.
 pkgs), per box, \$3 00.
 Case of 5c. pkgs. (containing 96 pgs.), per
 box, \$3 00.

"EMPIRE" BRAND.
Brunner, Mond & Co.
 Case 120 1/2-lb. pkts. (60 lb.), per
 case, \$2 70.
 Case 96 10-oz. pkts. (60 lb.)
 case, \$2 80.
"MAGIC" BRAND.

Per case.
 No. 1, cases, 60 1-lb. packages..... \$2 75
 No. 2, " 120 1/2-lb. "..... 2 75
 No. 3, " { 30 1-lb. " }..... 2 75
 " { 60 1/2-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
 " " 10 oz., cases, 96 pkgs. } case
 " " 16 oz., cases, 60 pkgs. } \$2 75

Soap and Soap Powders.
A. P. TIPPET & CO., Agents.
 Maypole soap, colors..... per gross \$10 20
 " black..... 15 30
 Oriole soap..... " 10 20
 Gloriola soap..... " 13 00
 Straw hat polish..... " 10 20

Two Lines That Lead.

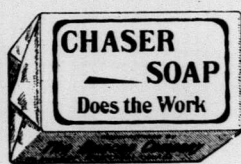
A Vinegar with Advantages.

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.**



CHASER SOAP.
 1 case \$2 40
 5 cases 2 30
 10 cases 2 20
 20 cases 2 10
 5 per cent. 10 days or 60 days acceptance.
 Babbitt's "176" 100 c-oz. pkgs. \$3.50 per bx.
 5 boxes, freight paid and a half box free.
 Babbitt's "Best" soap, 100 bars, \$4 10 per bx.
 Potash or Lye, bxs., ea. 2 dz., \$2 per bx.
WM. H. DUNN, AGENT.

Starch.

EDWARDSBURG STARCH CO., LIMITED.
Laundry Starches— per lb.
 No. 1 White or blue, 4-lb. cartons \$ 0 06
 No. 1 " " 3-lb. " " 0 06
 Canada laundry " " 0 05
 Silver gloss, 6-lb. draw-lid boxes. 0 07
 Silver gloss, 6-lb. tin canisters. 0 07
 Edward's silver gloss, 1-lb. pkg. 0 07
 Kegs silver gloss, large crystal. 0 06
 Benson's satin, 1-lb. cartons. 0 07
 No. 1 white, blis. and kegs. 0 05
 Benson's enamel. per box 1 25 to 2 50
Culinary Starch—
 Benson & Co.'s Prepared Corn. 0 06
 Canada Pure Corn " " 0 05
Rice Starch—
 Edwardsburg No. 1 white, 1-lb. car. 0 10
 Edwardsburg No. 1 white or blue, 4-lb. lumps. 0 08
 "Bee" brand, cases, 4 packages. 5 00
BRANTFORD STARCH WORKS, LIMITED
 Ontario and Quebec.

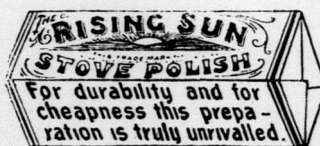
Laundry Starches—
 Canada Laundry, boxes of 40-lb. \$0 05
 Acme Gloss Starch—
 1-lb. cartons, boxes of 40 lb. 0 05
 Finest Quality White Laundry—
 3-lb. Canisters, cases of 48 lb. 0 06
 Barrels, 200 lb. 0 05
 Kegs, 100 lb. 0 05
 Lily White Gloss—
 1-lb. fancy cartons, cases 30 lb. 0 07
 6-lb. toy trunks, 8 in case. 0 07
 6-lb. enameled tin canisters, 8 in case. 0 07
 Kegs, ex. crystals, 100 lb. 0 06
Brantford Gloss—
 1-lb. fancy boxes, cases 36 lb. \$0 07
Canadian Electric Starch—
 Boxes of 40 fancy pkgs., per case 2 50
Celluloid Starch—
 Boxes of 45 cartons, per case. 40
Culinary Starches—
 Challenge Prepared Corn—
 1-lb. packages, boxes 40 lb. 0 05
 No. 1 Brantford Prepared Corn—
 1-lb. packages, boxes 40 lb. 0 06
 Crystal Maize Corn Starch—
 1-lb. packages, boxes 40 lb. 0 06
ST. LAWRENCE STARCH CO., LIMITED.
 Ontario and Quebec.

Culinary Starches—
 St. Lawrence corn starch, 40 lb. 0 06
 Durham corn starch, 40 lb. 0 05
Laundry Starches—
 No. 1 White, 4-lb. cartons, 48 lb. 0 08
 " " 3-lb. cartons, 36 lb. 0 06
 " " 200-lb. bbl. 0 05
 " " 100-lb. kegs. 0 05
 Canada Laundry, 40 to 46 lb. 0 05
 Ivory Gloss, 8-8 family pkgs., 48 lb. 0 07
 " " 1-lb. fancy, 30 lb. 0 07
 " " large lumps, 100-lb. kegs. 0 06
 Patent starch, 1-lb. fancy, 28 lb. 0 07
 Akron Gloss, 1-lb. packages, 40-lb. 0 05



OCEAN MILLS.
 Chinese starch, per case of 4 doz., \$4. less 5 per cent.

Stove Polish.



Rising Sun, 6-oz. cakes, 4-gross boxes \$8 50
Rising Sun, 3-oz. cakes, gross boxes 4 50
Sun Paste, 10c. size, 2-gross boxes 10 00
Sun Paste, 5c. size, 4-gross boxes 5 00



WM. H. DUNN, AGENT.



Syrup.

"CROWN" BRAND PERFECTION SYRUP.
 Per case.
 Enamelled tins, 2 doz. in case \$2 40
 Plain tins, with label—
 2 lb. tins, 2 doz. in case. 1 90
 5 " " " " 2 35
 10 " " " " 2 25
 20 " " " " 2 10
 (10 and 20 lb. tins have wire handles.)
"BEAVER" BRAND. Per case.
 1 gal. tins, square, 6 in case. \$4 40
 1/2 gal. tins, round, 12 in case. 4 50
 1/4 gal. tins, round, 24 in case. 4 60

SMALL'S BRAND—Standard. Per case.
 1 gal. tins, square, 6 in case. \$4 70
 1/2 gal. tins, round, 12 in case. 4 90
 1/4 gal. tins, round, 24 in case. 5 30



Teas.

SALADA CEYLON.
Wholesale. Retail.
 Brown Label, 1's. \$0 20 \$0 25
 " " 1/2's. " 0 21 " 0 26
 Green Label, 1's and 1/2's. 0 22 " 0 30
 Blue Label, 1's, 1/2's, 1/4's and 1/8's. 0 30 " 0 40
 Red Label, 1's and 1/2's. 0 36 " 0 50
 Gold Label, 1/4's. 0 44 " 0 60



Ceylon Tea, in 1 and 1/2-lb. packages, black or mixed.

Black Label, 1-lb., retail at 25c. \$0 19
 " " 1/2-lb. " " 0 20
 Blue Label, retail at 30c. 0 22
 Green Label, " 40c. 0 28
 Red Label, " 50c. 0 35
 Orange Label, " 60c. 0 42
 Gold Label, " 80c. 0 55



Cases, each 60 1-lb. \$0 35
 " " 60 1/2-lb. } 0 35
 " " 30 1-lb. } 0 35
 " " 120 1/2-lb. } 0 36



LUDELLA CEYLON, 1'S AND 1/2'S PKGS.

Blue Label, 1's. \$0 18 \$0 25
 Blue Label, 1/2's. " 0 19 " 0 25
 Orange Label, 1's and 1/2's. " 0 21 " 0 30
 Brown Label, 1's and 1/2's. " 0 28 " 0 40
 Brown Label, 1/4's. " 0 30 " 0 40
 Green Label, 1's and 1/2's. " 0 35 " 0 50
 Red Label, 1/4's. " 0 40 " 0 60

"CROWN" BRAND.

Wholesale. Retail.

Red Label, 1-lb. and 1/2's. \$0 35 \$0 50
 Blue Label, 1-lb. and 1/2's. " 0 28 " 0 40
 Green Label, 1-lb. " 0 19 " 0 25
 Green Label, 1/2's. " 0 20 " 0 25
 Japan, 1's. " 0 19 " 0 25

E. D. MARCEAU, Montreal.

Japan Teas—
 "Condor" III 80-lb. boxes \$0 37
 EMD AAA Japan, 40 lb. " at. 0 37
 " " AA " " 0 37
 Blue Jay, basket fired Japan, 70 lbs., 0 30
 "Condor" IV 80-lb. " 0 43
 " " V 80-lb. " 0 30
 " " XXXX 80-lb. boxes. 0 25
 " " XXX 80-lb. " 0 22
 " " XX 80-lb. " 0 23
 " " XX 80-lb. " 0 20
 " " XX 80-lb. " 0 21
 " " LX 60-lb. per case, lead packets (25 1's and 70 1/2's) 2 1/2

Black Teas—"Nectar" in lead packets
 Green Label, retail 0 26 at 0 20
 Chocolate Label. " 0 35 at 0 25
 Blue Label, " 0 50 at 0 36
 Maroon Label. " 0 60 at 0 45
 Fancy tins—Chocolate, 1-lb. 0 32
 " " Blue, 1-lb. 0 42
 " " Maroon, 1-lb. 0 50
 " " Maroon, 1-lb. 1 56

"Condor" Ceylon black tea in lead packets
 Green Label, 1's and 1/2's, 60-lb. cases. retail 0 25 at 0 20
 Grey Label, 1's and 1/2's, 60-lb. cases. retail 0 30 at 0 23
 Yellow Label, 1's and 1/2's, 60-lb. cases. retail 0 35 at 0 26
 Blue Label, 1's, 1/2's and 1/4's, 50-lb. cases. retail 0 40 at 0 30
 Red Label, 1's, 1/2's and 1/4's, 50-lb. cases. retail 0 50 at 0 34
 White Label, 1's and 1/2's, 50-lb. cases. retail 0 60 at 0 40

Black Teas—"Old Crow" blend—

Bronzed tins of 10, 25, 50 and 80-lb.
 No. 1 per lb. 0 35
 No. 2 " 0 30
 No. 3 " 0 25
 No. 4 " 0 20
 No. 5 " 0 17

LIPTON'S TEA (in packages).

1 lbs & Sold Color of 1/2 lbs. 1/2 lbs. for Label. per per lb. lb. lb.
 Ceylon-India, Ex. ch't A Yellow 45 47 70
 " " B Red 40 42 60
 " " No. 1 C Pink 35 37 50
 " " 2 C Orange 28 48
 " " 3 O L Blue 22 30
 " " 4 O L Green 20

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 3's, 5's and 10's... \$0 39
 Amber, 8's and 3's. 0 60
 Chewing—Stag bars, 10oz. 0 43
 " " Bobs, 5's and 11's. 0 44
 " " 10oz. bars, 6's. 0 44
 " " Currency, 12 oz. bars, 12's. 0 47
 " " 6's. and 12's. 0 47
 " " Old Fox, narrow, 12's. 0 47
 " " Snowshoe, 14oz. bars, sp'd 6's. 0 51
 " " Pay Roll, 7's and 6's. 0 52
 " " Fair Play, 8's. and 13's. 0 53

Vinegars.

E. D. MARCEAU, Montreal. Per gal.

EMD, pure distilled, highest quality. \$0 30
 Condor, pure distilled. 0 25
 Old Crow. 0 20
 Special prices to buyers of large quantities.

GRIMBLE'S MALT.

Bulk, 4-casks, 25 gals. \$5 45 \$10 95
 casks, 60. 10 25 22 40
 Bottles, cases, 3 doz. 3 25 4 40

Washing Powder.

FAIRBANK'S GOLD DUST.

Five cases assorted—
 24 25c. packages. \$4 66
 100 10c. " 7 86
 100 5c. " 3 50
 Freight prepaid.

Cane's Woodenware.

UNITED FACTORIES, LIMITED.

Per doz
 Washboards, Victor. \$1 35
 " " Crown. 1 45
 " " Improved Globe. 1 60
 " " Standard Globe. 1 70
 " " Original Solid Globe. 2 00
 " " Superior Slid. Bk. Globe. 2 15
 " " Jubilee. 2 16
 " " Pony. 0 90
 Diamond King (glass). 3 16
 Tubs, No. 0. 10 50
 " " 1. 8 50
 " " 2. 7 50
 Pails, No. 1, 2 hoops. 1 75
 " " 3. 1 90

Yeast.

Royal yeast, 3 doz. 5c. pkgs. in case. \$1 00
 Gillett's cream yeast, 3 doz. 1 00
 Jersey cream yeast cake, 3 doz. 5c. 1 00
 Victoria " " 3 doz. 5c. 1 00
 " " " 3 doz. 10c. 1 80

JUST WHAT YOU WANT

TIME AND LABOR SAVER

The "ENTERPRISE" ELECTRIC RAPID GRINDING AND PULVERIZING Mill

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

25 to 50 lbs. of Coffee
CAN BE GROUND FOR ONE CENT

One Grocer says: It has almost doubled our Coffee Trade,
I consider it a Good Investment and Advertisement.

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GRANULATOR PULVERIZER



No. 08712

Height 21 inches; Width 22 inches;
Length 25 inches; Weight 220 pounds

PRICE ON APPLICATION

Grinding Capacity
Granulating, 3 pounds per minute
Pulverizing, 1/2 pound per minute

Capacity of Iron Hoppers, 6 lbs. of Coffee
Capacity of Nickel-Plated Hoppers, 7 1/2 lbs.

COX'S GELATINE

Established 1795

Agents for Canada:

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D. HARRIS & CO., Toronto.
ARTHUR S. TERRY & CO., Montreal.

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are now buying things in the
United States which they ought
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know what we can do. A small
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I. P. STEWART, MONTREAL

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We make them in all shapes and
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Grain and Root Baskets,
Clothes Baskets,
Butcher Baskets,

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able. Send your order to

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requiring up-to-date information and more of it than your
connections are likely to give.

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500 " " 21.00
1,000 " " 38.00

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reference and is sent to you free of charge
if you will send us a return postal note
of 10 cents to cover the cost of postage.

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LIP
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WRITE FOR EITHER FACTORY OR STOCK PRICES.

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There are some grocers who do not sell

**Wethey's
Mince Meat**

It is to them we address our advertising, for we know they are making a mistake. Reports from grocers who handle it prove this. It is a good article, well-known, well-liked, and gives you a good profit.

Don't you think you should sell Wethey's Mince Meat?

**J. H. Wethey, Limited
ST. CATHARINES, ONT.**

Crosse & Blackwell's

Celebrated Candied and Drained Peels.

ORANGE, LEMON, CITRON and MIXED (O. L. & C.)

7-lb. Tins, 7-lb. Wood Boxes and 1-lb. Cartoons.

SPECIALLY LOW NEW SEASON PRICES.

C. E. COLSON & SON, AGENTS, MONTREAL

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SOLD ONLY IN AIR-TIGHT CASES, KEPT PERFECTLY FRESH

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The only teas in Canada offered to the grocer direct from the manufacturer

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