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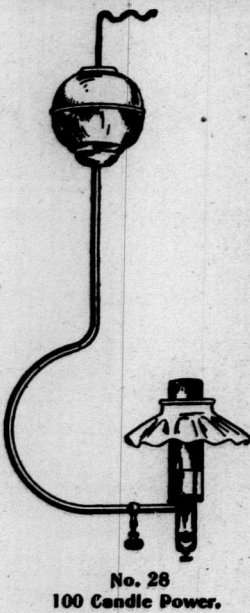
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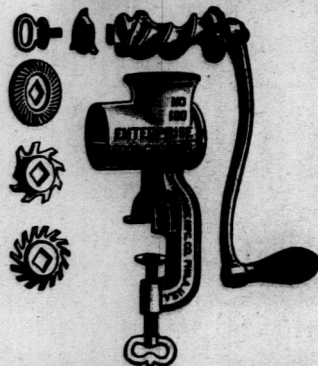
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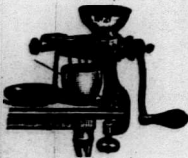
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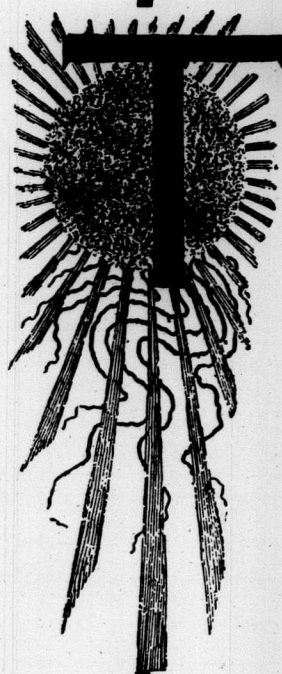


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Quality counts, and there is no use trying to dodge the question. If you build on "Quality" you build on a rock foundation; if you build on "Price" your structure will fall with the first hard blow. It pays to be honest and true to yourself as well as to your trade. *It pays to make "Quality" your watchword.*

Let's look the matter squarely and fairly in the face and be satisfied with moderate profits—satisfied to build on the strong foundation rather than the shifting one. Stop for a moment and think of the truth of the matter—*the truth in a nutshell is "Quality"*

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Quicker and more easily prepared for the table than any other. Sterilized. A mental and physical strengthener. Easy to digest—equally good for infants, children and those of weak digestion as for well folks.

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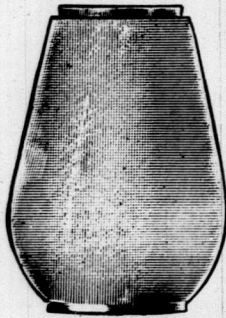
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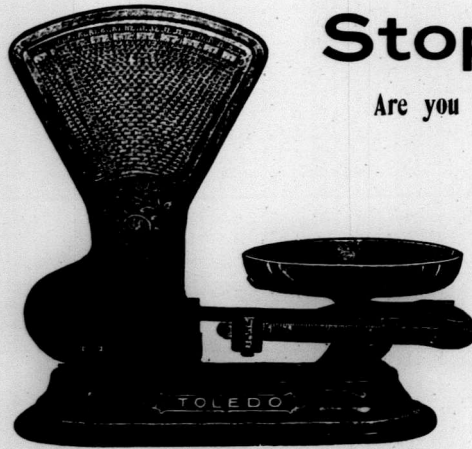


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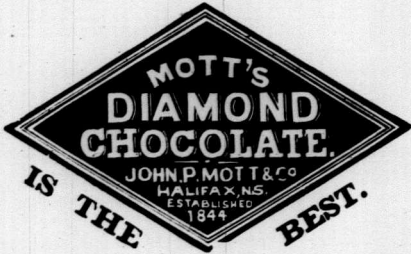
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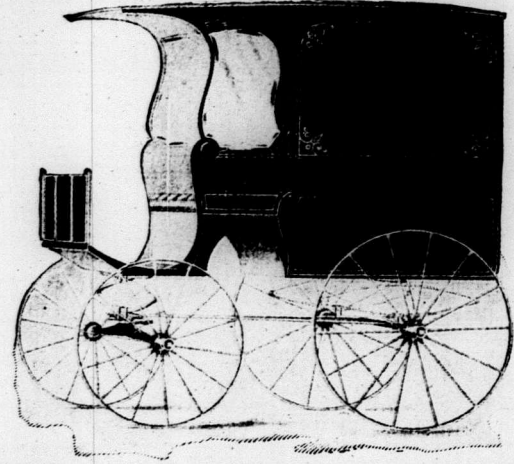
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Only the best made or grown are sold in this Canister.

This Package is a Guarantee of Quality.

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"PAN-DRIED" are here and here to stay. There are good reasons why—the handiest and most economical way of handling. Responsibility of contents entirely upon the manufacturer. No loss from careless employees. Protected in air-tight packages from dust. The people are awakening to these facts and they will insist upon getting what they ask for.

TILLSON'S "PAN-DRIED" OATS

"The Oats that have the Flavor."

*In two-pound packages.
Direct or through your Wholesaler.*

The Tillson Company, Limited.

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To give your customers the best Tea on the market !

The **Best** and **Purest Tea** is

JAPAN TEA

In selling Japan Tea you are dealing in a Tea that has been on the market for years, and has been thoroughly **tried** and **tested**, and found supreme in **flavor** to any other Tea sold. The **public demand**

JAPAN TEA

It has stood the test of **Time !**

There is **Money** in **Buying**

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Buy Japan Tea

Sell Japan Tea

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THE OLDEST AND LARGEST MANUFACTURERS OF SHOE POLISHES IN THE WORLD.



Polishes without brushing, thereby saving time, labor and brushes.

"GILT EDGE"

The only Ladies' Shoe Dressing that positively contains oil. Softens and preserves. Imparts a beautiful finish. Once tried always used.

LARGEST QUANTITY. FINEST QUALITY.
For Sale by all Wholesale Grocers.



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Pure, Delicious, Best.

STRETTON'S IMPERIAL RELISH—A splendid selling line.

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CEYLON TEA.
Black and Green.
A natural stimulant.
Universally approved.
A sure seller.
Ceylon GREEN Tea
is out-distancing
all rivals.

The public want **Pure**
Ceylon Tea unalloyed by
other blends and will
have it. You must
satisfy them or your
opponent will.

THE CANADIAN GROCER

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.

Salted Butter Crackers

with a piece of Canadian Cheese make a tasty top-off to any meal. We make the Salted Butter Crackers.

THE CANADA BISCUIT CO., LIMITED

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

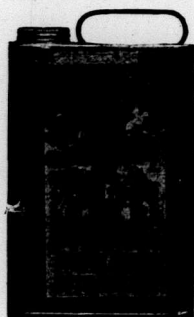
King and Bathurst Streets, TORONTO.

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what do you see? A mighty struggle for the almighty dollar.

Competition is becoming keener and keener. The grocer who handles the goods that give satisfaction gets his competitor's customers nine times out of ten.

"Imperial" Brand Maple Syrup



is a business getter for you. It holds your customers because of its **UNIFORM HIGH QUALITY.**

ROSE & LAFLAMME, Agents,
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"Knowledge is good only if it's used."

You know

Paterson's Camp Coffee Essence

is a paying article to handle
—enough said.

ROSE & LAFLAMME,
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Dried and Evaporated Fruits.

We have been looking over our stock and find that we have just a little too much in some lines, for instance :

CHOICE PEACHES IN 25 AND 50-LB. BXS. AND BAGS.

CHOICE APRICOTS IN 25 AND 50-LB. BXS.

PRUNES, ALL SIZES, IN 25 AND 50-LB. BXS., AND QUITE A QUANTITY OF TAP FIGS AS WELL.

These goods are in perfect condition, and you should have a sale for quite a few now that dried and green apples have been pretty well cleaned up. Let us hear from you.

W. H. GILLARD & CO., WHOLESALE GROCERS, **HAMILTON, CANADA.**

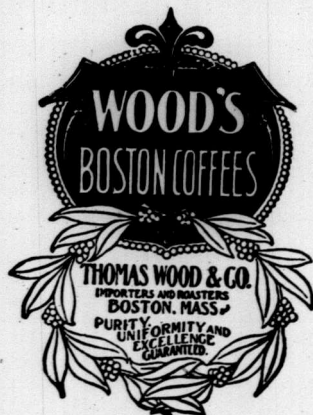
DON'T LET IT OCCUR AGAIN !

Have a number of your customers lately called for our

WOOD'S COFFEES ?

and were you obliged to tell them that you were out of them or that you did not handle them? If so, you make a mistake. For there is in **WOOD'S COFFEES** everything that an enterprising grocer desires in ready-selling and profitable Coffees. After twenty-five years this is the verdict :

**UNIFORM EXCELLENCE, GROWING REPUTATION,
UNIVERSAL SATISFACTION. INCREASING SALES EVERYWHERE.**



THOMAS WOOD & CO., - No. 428 St. Paul St., MONTREAL.

Rice

A splendid variety of imported Japans, extra polished Patnas, and a choice Rangoon.

Tapiocas

Also a full assortment of groceries at right prices.

Sagos

A purely mutual company, upon true wholesale co-operative basis.

Co-operation, not Combine, our Motto.



**Grocers' Wholesale Company,
Limited, Hamilton.**

CORRESPONDENCE
... SOLICITED.

Mr. Monk's Insolvency Bill

By a Member of the House.

House of Commons,

Ottawa, May 9, 1903.

ON Monday, May 4, the long promised Insolvency Bill, of Mr. Monk, came before the House, and was exhaustively dealt with by that gentleman, who clearly explained its many and various provisions. His was the only speech of length on the subject, the adjournment of the debate being moved by Mr. Henri Bourassa, on the plea that the hour was late, and that several members not then present in the House, desired to participate.

At the very commencement of the argument it was shorn of anything but an academic interest by the announcement of the Finance Minister that "such a measure as this cannot be enacted during the life of the present Session." In spite of this fact, a rather prolonged article on the bill will not be out of place, in view of its immense importance to the commercial life of this Dominion, added to the fact that its principles are steadily growing in favor, and that, while it will come to nothing this year, there is every probability that it will eventually become law.

The measure itself, in identical wording, has before been in the hands of Parliament, fathered by Mr. (now Mr. Justice) Fortin, who very carefully prepared it, and, as Mr. Monk states, "obtained the sanction of the commercial bodies throughout the Dominion and the approval of many legal gentlemen." As Mr. Fortin was a staunch Liberal, the bill cannot in any way be considered as a party measure, and it has numerous supporters and opponents irrespective of the side of the Speaker on which each sits.

Away back in 1875 the old Insolvency Law was repealed, and almost immediately thereafter boards of trade throughout Canada began to move towards obtaining a substitute. Ever since that time legislation has from time to time been before the House, sometimes originating in the Senate, (one bill actually passed that body, but afterwards met its death in the Commons), more frequently in the Lower House, but always sooner or later meeting the same sad end. The bills of 1883 and 1884 were weak because they made no provision for the discharge of the insolvent, and were clothed with no penalties for the punishment of dis-

honest debtors. One bill got so far in the favor of the Government of the day as to be foreshadowed in the Speech from the Throne, but that, like all the rest, came to an untimely end. Leaving the matter of history, we now come to a discussion of the clauses of the bill.

THE COURTS.

In the first place it is interesting to note that the courts charged with the administration of the act are the county courts in Ontario, Nova Scotia, New Brunswick, P.E.I., Manitoba and British Columbia, the Superior Court in the Province of Quebec, in the Northwest Territories the Supreme Court,—and there is one appeal from the decisions of each of these courts.

WHO ARE SUBJECT TO THE ACT.

The application of the act is confined to those engaged in commercial and manufacturing pursuits, not as in England, to all classes, and on this point Mr. Monk advanced no argument why the Canadian Act should be so confined. To a mere layman there would on the surface at least seem to be no good reason why the act should not relieve all deserving persons, but it is probable that on the resumption of the debate further light will be cast on this point. It is not to apply to incorporated companies either, which are to be left to the provisions of the Winding Up Act.

DEFINITION OF INSOLVENCY.

Next we come to a description of what constitutes insolvency. We cannot give all the cases, but mention some only, as for instance (1) General inability to meet liabilities as they come due; (2) the calling of a meeting of creditors by a person desiring to compound with them; (3) absconding with intent to defraud creditors; (4) the secretion of a part of the debtor's estate with an intent to defraud his creditors; (5) assigning, removing or disposing of property with an intent to defraud; (6) a general conveyance for the benefit of creditors; (7) permitting goods seized under execution, etc., to remain so until within four days of the time advertised for sale; (8) concealing himself with intent to defraud his creditors, etc.

Voluntary assignment is excluded, a forced assignment being requisite when a person commits any of the acts of insolvency above described. The conditions must be proved to the satisfaction of the

Court, when a receiving order is handed the sheriff, who thereupon proceeds to take possession of all the assets of the insolvent, preparatory to handing them over to the liquidator.

TO PREVENT HARASSING.

To prevent the possibility of a man being unnecessarily harassed, a condition is inserted in the bill that only a creditor having an unsecured claim for \$200 or more, for a liquidated amount, can make the application to the Court to set the law in motion.

The receiving order may be obtained without notice to the insolvent, but he must then be notified, and is given three days within which to make application to have the same set aside.

DUTIES OF THE INSOLVENT.

When we come to the clauses of the act, dealing with the duties of the insolvent himself, we find that certain obligations are imposed on him, for breach in the performance of which he is heavily penalized. He must at once make the fullest disclosure of all his assets, of all claims he may have against other parties, and of his affairs in general.

These preliminary steps having been taken, a meeting of the creditors is next called, at which a liquidator is appointed, under the necessity of furnishing a satisfactory bond, whereupon the temporary guardian of the estate (the sheriff in most cases) hands over all the assets which have thus far come to him or under his control.

APPOINTMENT OF INSPECTORS.

The creditors may also appoint inspectors, if they think it necessary, who act in conjunction with the liquidator, advising, and to a certain extent, controlling him. These inspectors have an extra incentive to the proper performance of their duties in the fact that no remuneration is theirs as of right, but depends entirely on the vote of the creditors.

REMUNERATION FOR INSOLVENTS.

As for the insolvent himself, at least until he has received his discharge, of which more anon, he acts under the instructions of the liquidator, who may remunerate him if he gives good service, so that between the penalties for bad behavior and the prize for good conduct, the bill certainly seems to invoke the aid of all one can think of to produce the cordial co-operation of the debtor. In

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

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.

any case, be he ever so stubborn or sulky, he must appear before the liquidator, and discover under oath all that he knows concerning his affairs. As Mr. Monk tersely puts it, "In fact, the insolvent becomes, as it were, the employe of the liquidator, and is under his control continually." The letters which he or his estate receives are handed over to the liquidator, to whom every opportunity is thus given to become conversant with the business of the estate.

PROVISIONS FOR DISCHARGE.

After the first meeting of creditors the insolvent is permitted at any time to hand to the liquidator a deed of discharge executed by creditors aggregating three fourths of the value of the total claims, who thereupon calls a general meeting of creditors to consider the question thus raised. Before this, however, it is absolutely necessary that the deed of composition shall provide for the immediate payment in full of all costs in connection with the proceedings, all claims of a privileged nature (we will enumerate them later on) and for the payment within one year of not less than one half of the amount of claims provable against the estate, and even then, the deed must be confirmed by the Court before it comes operative. It is evident to all that this wise provision will give to honest debtors a good chance to become free men once more, while quite preventing the too easy procurement of a release. On the proceedings in Court for the approval of the release, the liquidator is saddled with the duty of proving that all the steps to that point have been strictly correct and in accordance with the requirements of the law as far as procedure is concerned, nor can it be presented to the Court at all, even after the creditors' meeting, until another notice has been duly served of the intention of doing so.

If any possibility of hole and corner proceedings or of collusion remains after all this, we would like some ingenious

man to point it out, and we feel sure the committee will make the necessary amendment.

The Court must feel satisfied that the conduct of the insolvent has been open and honorable throughout, and on the confirmation of the deed, the property at once passes back to the insolvent. Even then he is not quite free. He must not only promise in the deed; he must live up to his promises, and if he fail to do so, the liquidator may without further formality resume control.

PRIVILEGED CLAIMS.

The privileged claims, to which allusion has already been made, and which are the first charge on the assets, as usual in such cases, include all necessary costs incurred in the proceedings, and wages of employes for a term of three months in full, after which the employes have to rank with other creditors.

With regard to the application of partnership and individual assets in the case of winding up the business of a firm, the provision is not a new one; partnership assets for partnership debts, private assets for private debts, and any excess in either case for the benefit of the short account. As for condition and contingent claims, if an agreement cannot be reached by the liquidator and claimant as to these, the Court is called in to decide the question. The secondary liability of the insolvent on negotiable instruments is provided for, and special provision as to rights under marriage contracts in the Province of Quebec are also inserted, but if we went fully into these minor details, we might as well print the bill in extenso.

CLAIMS OF LANDLORDS.

The claims of the landlord for rent of the premises occupied by the insolvent are fully safeguarded, and while the liquidator may give three months notice of the termination of the lease, the proprietor may claim damages for the breach of contract. At the same time, the liquidator may dispose of the balance of the

term of the lease, even though there be express condition to the contrary therein. This strikes one as rather unfair, and that in a bill which otherwise seems equitable throughout. Mr. Monk excuses the provision by saying that this is in many cases (the unexpired term), a most valuable asset. Be that as it may, why should an Act of Parliament step in and despoil a contractor of the benefit of a term in his contract inserted in the fair way of dealing, the bargain being made at a time when both parties thereto are solvent men, and neither under undue pressure from the other.

A CURB ON LIQUIDATORS.

When we come to the distribution of the property we find nothing very new: Dividend sheet, notice of distribution, right to contest, etc. Section 77 gives to an enterprising creditor relief from an over-cautious liquidator, for where the latter refuses to take legal action in connection with some claim for the benefit of the estate, the creditor can go to court and on satisfying the judge that he is bona fide in the transaction, he can proceed in the name of the liquidator, but at his own expense and risk, reaping the reward of a successful litigation, or paying the penalty for the contrary. If, however, he recovers more than the full amount of his claim and costs, the residue falls into the general estate for the benefit of his fellows. Mr. Monk asserts that this is a new and wise provision. It is certainly wise, but the principle, at least, is not new.

The Act has many other provisions, but we have dealt with its main features, and will not trouble our readers with matters of legal detail, unless, perchance, we have to some extent done so already.

NECESSITY FOR THE BILL.

Generally, it may be stated that the proposed legislation or similar legislation, has many sympathisers. No man who has had any experience in business or law can fail to recall cases of men who have failed through no fault whatever of

Just What You Want

Thistle Haddies,
Thistle Fresh Herrings,
Thistle Kippered Herrings,
Thistle Herrings in tomatoes,
P. & C. half Sardines,
P. & C. quarter Sardines,

Barataria one-pound Shrimps,
Barataria two-pound Shrimps,
Ice Castle half-pound Lobsters,
Tiger Head Lobsters,
Sterling Lobsters,
Marshall's Bloaters,

Marshall's Kippered Herrings,
Marshall's Herrings in anchovy,
Marshall's Herrings in shrimps,
Marshall's Herrings in tomatoes,
Marshall's Red Herrings.

LUCAS, STEELE & BRISTOL, Selling Agents, **Hamilton**

THE ONLY YEAST WITH CREAM IN IT—
JERSEY CREAM—MADE IN CANADA—
THE PROFITS REMAIN IN CANADA.

THE ONLY YEAST WITH CREAM IN IT—JERSEY CREAM—
GOODS MADE IN CANADA—PROFITS REMAIN IN CANADA.

Our **MR. BRETT** leaves Thursday for Manitoba and the North West in the interests of...

JERSEY CREAM YEAST CAKES.

He will also have futures in Canned Goods to offer.

LUMSDEN BROS. HAMILTON
and **TORONTO.**

THE ONLY YEAST WITH CREAM IN IT—JERSEY CREAM—
GOODS MADE IN CANADA—PROFITS REMAIN IN CANADA.

THE ONLY YEAST WITH CREAM IN IT—
JERSEY CREAM—MADE IN CANADA—
THE PROFITS REMAIN IN CANADA.

A TRADE BUILDER.

For many years —————

Bensdorp's Royal Dutch Cocoa

has enjoyed the enviable distinction as a leader of this choice condiment. And why? Because it is the highest grade of cocoa produced.

It is absolutely pure. It is the most economical, inasmuch as it requires only one-half the quantity to produce the same results claimed by other high-grade brands-

At present these goods are sold in pound, half-pound and quarter-pound tins, but the numerous inquiries for a **10-cent package** of

Bensdorp's Royal Dutch Cocoa

have necessitated the placing of an order with the manufacturers, of Amsterdam, Holland. This consignment will arrive in a few days, and our usual despatch in shipping will guarantee these goods on the counters of thousands of the leading grocery firms in Canada immediately after arrival.

JAMES TURNER & CO.

Wholesale Agents,

HAMILTON, ONT.

THE CANADIAN GROCER

FRESH ARRIVALS.

Shell Castile Soap, 2½-lb. Bars.
(PAPER LINED BOXES)

Tablets, 200 Cakes to the box.

“ 100 “ “ “ “

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

“Nothing



Better”

They Are The Finest.

**THE JOBBER KNOWS IT
THE RETAILER KNOWS IT, and
THE PUBLIC KNOW IT.**

Taking advantage of such knowledge means the building up of your business.

*returned
to us
Aug. 14/12*



*THEY
cut back to
p. 166
11/17*

**INCREASE
YOUR
PROFITS**



their own, either in honesty or good management, and who thereafter, if they have not left the country to make a start elsewhere, have dragged out an aimless existence with judgments for hopelessly large amounts outstanding against them. In some cases, no doubt, these men go back into business, as it were, by the back door, operating in the name of wife or friend, but their interest is largely gone, and they are no longer active and useful members of the business world. The Act which we have been considering seems to afford ample protection against the rogue who fails, to make a profit by so doing, and at the same time gives the deserving a chance to start once more even with the world, and to retrieve his fortunes not only to his personal gain, but to the advantage of the whole community. When the debate is resumed we will probably be able to summarize the arguments of those opposing this measure, and in this way, as is our wont, present both sides of the case, leaving it to that great jury, our readers, to find a verdict.

AN UP-TO-DATE ST. THOMAS STORE.

One of the most up-to-date grocery stores in St. Thomas is that belonging to Geo. T. Hair, on Talbot street, east end. Mr. Hair takes deep interest in his business, and is always alive to the value of modern ideas and possesses the enterprise and energy to apply them to good purpose. He is careful in the selection of his stock, but once the goods are in his store he sees to it that the public are not left in ignorance of the fact that he has the goods they want. He makes generous use of the columns of the St. Thomas papers in advertising, and backs this up by good window display and business like methods in the store. Like nearly all live and progressive grocers he reads THE CANADIAN GROCER, and his place of business presents a marked contrast to the untidy, ill-arranged premises of those unhappy “back numbers” who never read a trade journal.

THE CANADIAN GROCER

FOREST CITY GOSSIP.

Office of THE CANADIAN GROCER.

LONDON, May 12, 1903.

SOME slight improvement in the volume of wholesale grocery business is reported this week, and from this time onward during the year better and more pronounced activity is expected. Payments are good, and prices for all lines are firm. Some of the products of the dairy are on the decline. There is a general feeling that this year's cheese will not reach the high figures of last year.

The London cheese market reopened for the season last Saturday. Three small lots of new cheese, about 70 each, were cleared out at 11½c.; for the early season this was considered a satisfactory figure. Eggs are not being handled to any great extent by the railway companies, owing to the strike in Montreal, but still the price is unusually high in the face of heavy deliveries in this city. Some dealers are placing them in cold storage for future deals. Wholesale figures are from 11½ to 12c. per dozen and retail prices 12½ and 13c. Butter is not expected to be very low until fresh-grass butter puts in appearance. This week's figures are; Rolls, 17 to 19c. per lb.; crocks, 16 to 18c.; creamery, steady at 21 to 23c. Poultry remains at last week's figures.

* * *

A carload of export cattle were weighed on the city scales for George Morris. These were all raised in London township. The lot averaged 1,300 lbs., and the price paid was \$4.60 per cwt.

* * *

Wool finds a good market in the Forest City, and on account of the higher prices in foreign markets it is expected to range from 1c. to 3c. higher. The wool season has not yet started, and nothing of the new clip is being offered. Owing to the uncertain condition of the eastern markets, it is

not deemed prudent to quote live hog figures.

* * *

A large and most enthusiastic meeting of the Travellers' Club was held last Saturday afternoon. Their annual picnic is becoming of much more than merely local interest, and is making the name and fame of London better known throughout the Dominion. Ten thousand tags are to be issued this year, and will be worn at the picnic by the travellers and their friends.

* * *

Mr. Wall, of Wall & Guppy, is at present in Montreal attending the sales of oranges, lemons, etc., ex. the Fremona. Owing to the strike down there these sales were postponed from Friday, 8th inst., till the beginning of this week. Fruit men of London and Western Ontario will purchase in New York instead of Montreal should there be the remotest chance of a strike causing delay in shipments from the latter port. Perishable goods such as these cannot be allowed any chances at this season of the year. Florida pine apples are quoted here at \$3.25 in crates of 18s., 24s. and 30s. Lemons are not keeping well and are being repacked; they are expected to be higher in price.

* * *

The death of the Hon. David Mills, whose home was in this city for many years, is deeply regretted by everybody who knew him. His loss to the country is in the mouth of every business man you meet. Half-mast flags are on all Government buildings.

* * *

The cigarmakers' strike in this city is now more or less a reality. With the exception of five shops things are at a standstill. With one exception the union shops have come to terms. Fifteen shops have not yet arranged a settlement. At this writing some important developments are looked for, as a member of the International Union is expected in the city.

W.H.L.

WE OFFER YOU SOME
ATTRACTIVE VALUES
IN

RAISINS

Valencia and California
Fruit.

3-CROWN

MUSCATELS

7c.

Also a full range of California
Seeded Muscates, 1-lb. and
12-Ounce Packages.

PRICES RIGHT.

THE
DAVIDSON & HAY
LIMITED
Wholesale Grocers, TORONTO

The Sellers are the Trade Bringers.

UPTON'S Jams, Jellies and Marmalades Are The Sellers.

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



DAIRY PRODUCE AND PROVISIONS

and Cold Storage News.

A WARNING ABOUT BUTTER.

THE WEEKLY NEWS, Sheffield, Eng., which has a very large circulation in Yorkshire, Lancashire and the North of England, has in its issue of May 11, the following timely warning to Canadian farmers on their butter, sent to England:

With a new season for Canadian butter about to open, it is not, perhaps, out of place, to utter a word of warning to our Canadian brethren; especially when we find Messrs. Weddel, the well-known dairy produce authorities, doing the same thing. The Canadian farmer is open to instruction, and if anything is wrong, as far as he is concerned, he will improve matters. Of that we may rest assured. In this case, however, we think it is not so much the farmer as the creamery managers and shipping people. The fact appears to be that Canadian butter has depreciated more on the English markets than have Australian and New Zealand. It is, therefore, recommended that the Canadian Government, which does so much for agriculture in the Dominion, should insist on having the Canadian creamery rooms thoroughly disinfected every springtime, and that the temperature of the railway carriages should be lowered when conveying the butter from the agricultural districts to the seaport. The butter, too, ought to be kept two or three days in cold storage before it is put on board the steamers; and, after all this care is taken, or rather before, the butter should be packed in thicker boxes, which should also be dry and waxed inside before being used. The vegetable parchment also, which is employed in being put round the butter, ought to be the real article and not imitation. We have no doubt these matters will have the cordial attention of the dairying authorities of Canada, and in thus drawing attention to them we do so quite as much to show British farmers how active our merchants are in the interest of our trade rivals, as to show how necessary it is that we should not fail to come up to the requirements of our customers, whether these customers be the grocer in the nearest market town, or the private purchaser or wholesale dealer at a distance. It is only by selling a really good article, made up in the best or most

attractive way, that we can hope to hold our own in the butter trade."

DAIRYMEN'S PROSPECTS.

D. Derbyshire, Brockville, Ont., president of the Eastern Ontario Dairymen's Association, says that never in the history of Canada have prospects pointed to better futures for the dairymen than they do this year. The association has already engaged 23 instructors for the coming season to visit the factories in the east; they will do everything possible to assist both the patron and the maker in the turning out of the best quality of cheese and butter.

A NEW FACTORY.

The new cheese factory of W. H. Reynolds, Desert Lake, near Kingston, has been completed.

It is an up-to-date building, with cement floor, and all the modern appliances. A meeting of the patrons was held in the factory on May 8, who expressed their satisfaction with the factory.

The officers for the present year were appointed. Operations have already commenced.

REASON FOR THE PROVISIONS DEMAND.

The popularity of pork products is due to the fact that hogs are killed younger and fed right up to the killing time from the moment they swing from the milk pap to corn. Their meat is thus younger, tenderer, less greasy and better flavored. While the price is higher, less goes to waste in evaporation and other forms of shrinkage. Then, again, the science of pork curing is so exact that the keeping qualities of the hog provision are virtually limitless under ordinary climatic conditions, and the product keeps well and long in trying temperature. This is important in this scouting age, when science, diplomacy and commerce are searching far and wide for various purposes and the need of a universal ration is felt. Taste helps to direct the expenditure of the purse. The hog products of to-day are more savory than those which "father made." The special product of the limited secret product may still retain its exclusive position, but the general provision of commerce has been so improved at a moderate cost to the consumer as to rout the old-time "English-cured" bacon and ham and to not only rife German curers, but to also displace

the half-soured, half-skipped, half-decomposed, farm-cured stuff of the American agriculturist who prefers to sell his live hogs at a good price and buy a supply of bacon which he will not be forced to gormandize upon in order to save it from spoiling. The perfect products of the meat factories prove to be more healthful and more economical, hence they sell better upon a demand which their own virtues create.—National Provisioner.

DEATH OF A CATTLE DEALER.

Robert Gordon, of the firm of Gordon & Gordon, cattle dealers, Winnipeg, died on May 3 after a three days' illness with scarlet fever. It is supposed that he contracted the fever at Saskatoon, where the headquarters of his firm is located. He leaves a wife and five children.

THE CHEESE TRADE.

The combined shipments of cheese from Canada to the United Kingdom for the season ending April 30, 1903, were 2,461,357 boxes against 2,253,391 boxes for the year previous, showing an increase of 207,966 boxes, says The Trade Bulletin. The total shipments from New York for the same period were 285,711 boxes against 411,311 boxes for the year previous, being a decrease of 125,600 boxes. The year's exports, therefore, showed a large augmentation from Canada and a big shrinkage from the United States.

The past season has been one of the most eventful in the history of the trade. Commencing in May last the price of Western cheese opened at 11¼c. and sold down to 9½ and 9¼c.; in June at 9½ and 10c.; in July, 9¼ and 10¼c.; in August at 9¼ and 9¾c.; in September at 9¾ and 10¾c.; in October at 10¾ and 11½c. In November prices took a sharp upward curve from 11¼ to 12¼c., and in December they kept steady at 12¼ and 12¾c. In January finest Western moved up to 13 and 13½c., and in February they were mostly all moved out at about 13¼ and 13½c. for finest. At about the same time a few factories in the Belleville section contracted their March and April foddors at 11¼ to 11½c.; and subsequently the April make was contracted at 12¼ to 12¾c., and in some instances up to 13c. for first half of May. Owing to these high prices, the make of fodder cheese has been much larger than ever before known, although, in consequence of the cold weather throughout April, it was not as large as expected.

Your customers' interests are your own—
sell them the best goods.

The hold that **Magic Baking Powder**
has taken on the public is simply **marvelous**,
an increase of nearly **200** per cent. last
year; this in the face of the large number of
baking powders on the market proves clearly that



"The Light of the Kitchen."

FOR SALE BY ALL JOBBERS.

E. W. GILLET COMPANY LIMITED

London,
Eng.

TORONTO, ONT.

Chicago,
Ill.

**Magic
BAKING
POWDER**

is the popular
Canadian Pow-
der.

Do you
handle it?

If not, order
trial lot.

When you have any

BUTTER
OR **EGGS**

to offer, write or wire us.
We are buyers.

The J. A. McLean Produce Co., Limited

75-77 Colborne Street

Telephone Main 2491.

Toronto.

F. W. FEARMAN CO.

Limited

Curers of...

HAMILTON

"STAR BRAND" Hams and Bacon

When wanting any of the following goods, ask us for
prices or see our salesmen :

Hams
Shoulders
Short Rolls
Long Rolls
Breakfast Bacon
Back "
Long Clear "
Short Cut Pork
Mess "
Pigs Feet
" Tongues
Lard
Lard Compound
Large Cheese
Twin Cheese
Stilton Cheese

Bolognas
Frankfurts
Fresh Sausage
H. T. & C. Sausage
Brawn
Cooked Hams
Blood Pudding
Liver
C. C. Beef
Onions
White Beans
Lima "
Honey
Creamery Butter
Dairy "
Mince Meat.

Mess Pork,
Short Cut Pork,
Plate Beef.

Hams	Pure Lard
Breakfast Bacon	Full Cream Cheese
Roll Bacon	Stilton Cheese
Long Clear Bacon	English Brawn
Bologna Sausage	Boiled Hams
Pork Sausage	Boiled Roll Bacon

RELIABLE GOODS AT RIGHT PRICES.

Write or wire for special quotations on car lots.

The Park, Blackwell Co.,

PORK PACKERS,

LIMITED

TORONTO, ONT.

TO FIX THE SIZE OF MILK CANS.

A bill, introduced by Arch. Campbell, is now up before the Dominion Parliament to fix a standard measure for the sale of milk.

The author of the bill explained that the practice now was for the farmers to contract with dealers to supply so many cans of milk per day. There is, however, no legal standard fixing the size of a can, although in the trade custom has fixed eight gallons as the size. The cans are, however, furnished by the dealer, and Mr. Campbell stated that the farmer who has to fill them finds the capacity of all of them is in excess of eight gallons, many of them running from eight and one-half to nine gallons.

The bill simply provides that when milk is sold by the can the latter shall be considered as equivalent to eight gallons, and also that all milk cans be stamped with their actual capacity.

This bill is not satisfactory to the Milk Dealers' Association of Canada, so R. W. Dockeray and E. M. Trowern, of Toronto, have been deputed to interview the Government asking for the defeat of the bill or, failing that, for an amendment to have milk sold by producer to retailer by weight instead of by the can.

THE PROVISION MARKETS.

TORONTO.

There is no change in the provision market since last week. There continues to be a fair demand in all lines. The fresh meat market is still active. We now quote:

Long clear bacon, per lb.	\$0 10	\$0 10
Smoked breakfast bacon, per lb.	0 14	0 15
Roll bacon, per lb.	0 11	0 12
Medium hams, per lb.	0 13	0 13
Large hams, per lb.	0 12	0 12
Shoulder hams, per lb.	0 11	0 11
Bacon, per lb.	0 14	0 15
Heavy mess pork, per bbl.	21 00	21 25
Short cut, per bbl.	23 00	23 25
Shoulder mess pork, per bbl.	19 00	
Lard, tierces, per lb.	0 10	0 10
" tubs	0 11	0 11
" pails	0 11	0 11
" compounds, per lb.	0 08	0 09
Dressed hogs, light weights, per 100 lb.	8 50	9 00
" heavy	7 50	7 75
Plate beef, per 200-lb. bbl.	15 00	
Small butchers' hogs	8 00	8 25
Beef, hind quarters	7 00	9 00
" front quarters	5 00	6 00
" choice carcasses	6 00	7 25
" medium	5 50	6 50
" common	5 00	5 50
Mutton	7 00	9 00
Lamb	9 00	11 50
Veal	8 00	9 50

MONTREAL.

Since this day week there has been a sharp decline in prices for Canadian bacon in European markets owing to large arrivals from Denmark, in consequence of which the demand here has been less active for export account, but prices have not suffered any as the local and country demand has been good, owing to the warm weather. In pork the feeling has been easier and prices have been reduced in sympathy with the recent decline in live hogs and the fact that the demand for the same is limited for the present. The de-

mand for lard continues fairly good, and as supplies are none too large prices rule steady. We quote:

Heavy Canadian short cut mess pork	\$23 00	\$23 50
Light Canadian short cut clear pork	22 00	22 50
Canadian short cut back pork	22 50	23 00
American short cut clear pork	23 00	23 50
American fat back pork	23 50	24 00
Hams, per lb.	0 12	14
Bacon, per lb.	0 14	15
Extra plate beef, per bbl.	14 50	15 00
Pure Canadian lard, in tubs, per lb.	0 11	12
" " " pails, per lb.	0 11	12
" " " cases, per lb.	0 12	12
Fairbank's "Boar's Head" lard compound, 8c. tierce basis, with extras as follows:		
60-lb. tubs, over tierce	0 00	01
20-lb. wood pails, "	0 00	01
10-lb. tins, "	0 00	01
5-lb. tins, "	0 00	01
3-lb. tins, "	0 00	01

In sympathy with the recent decline in prices for live hogs both here and in the west an easier feeling has prevailed in the market for fresh killed abattoir stock and prices are 25c. per 100 lbs. lower than a week ago. The demand has been fair for small lots with sales at \$9 to \$9.25 per 100 lbs.

ST. JOHN, N.B.

In clear pork local packed is being sold at rather less than western figures. Quality is good. Trade is light. In mess pork prices are unchanged. Beef has but a limited sale. Pure lard has a good demand. There is little change in price. Market firm. Refined continues to have a large demand. In smoked meats full prices rule. There is a fair sale. In fresh meats the market is rather easier all 'round. Very few domestic lambs are yet seen. We quote:

Mess pork, per bbl.	\$21 50	\$22 50
Clear pork	22 50	25 00
Plate beef	15 00	16 00
Mess beef	12 50	13 00
Domestic beef, per lb.	0 06	0 07
Western beef	0 08	0 09
Mutton	0 08	0 09
Veal	7	08
Pork	0 07	0 08
Hams	0 14	0 15
Short rolls	0 12	0 13
Lard, pure, tubs	0 11	0 12
" pails	0 12	0 12
" compound, tubs, per lb.	0 10	0 09
" pails	0 10	0 09
" Fairbank's refined, tubs, per lb.	0 10	0 10
" pails	0 10	0 10

Gilbert Bent & Sons received a large shipment this week of "Boar's Head" lard in tierces.

DAIRY PRODUCE.

TORONTO.

BUTTER.—As was expected last week, there has been a still further decline in all grades during the past week. Receipts during the week have been very heavy with the natural results that the market is decidedly weaker. The strike in Montreal is, to a large extent, responsible for the heavy receipts in Toronto, shipments having been diverted from Montreal to this port. Creamery prints are quoted this week 1c. per lb. easier; solids are also about 1c. weaker. Dairy rolls are 1½ to 2c. easier this week, but prints remain firm at 17 to 18c. We quote:

Creamery prints	0 20	0 21
" solids, fresh	0 19	0 20
Dairy rolls, large	15	0 16
" prints	0 17	0 18

CHEESE.—This market shows a steady decline. The export trade still continues to be large and thus stocks are prevented from accumulating. It cannot be said that the Montreal strike affected the Toronto cheese market to any extent. Old cheese holds firm at last week's quotations. New twins have weakened ½c. per lb.; new large is ½ to ¾c. per lb. easier. We quote:

	Per lb.	
Cheese, large, old	0 14	0 15
" twins, old	0 14	0 15
" twins, new	0 12	0 13
" large, new	0 12	0 12

MONTREAL.

BUTTER—Owing to smaller receipts, which has been due to the railways refusing to handle it on account of the strike here, a steadier feeling has developed in the market and prices show no further change, but now that the strike is settled the impression is that the accumulated stock at the different country stations will come forward, and it is likely to have a further depression on values in the absence of any export demand. At the wharf on Monday morning 200 packages of creamery were offered, which sold at 18½c.

CHEESE—The cheese market has been in a somewhat demoralized state, what with the strike on the dock and the difficulty exporters have experienced in getting goods moved outward, therefore there has been little or no demand, and in consequence the tone of the market has continued weak and prices have reached the lowest level so far this season, but now that the trouble on the wharf is ended and the prospects are favorable for a settlement with the teamsters, the outlook is somewhat brighter, as exporters have already shown some disposition to do business, but the offerings on spot are small as the bulk of the cheese coming forward is going out on early contracts, consequently if the demand improves to any extent prices will likely recover some of their recent loss. At the wharf on Monday morning some 1,500 boxes were offered which sold at 10¼c. to 11c., showing a further decline of ¼c. to ½c. per lb. as compared with a week ago.

ST. JOHN, N.B.

DAIRY PRODUCE—In eggs there is a fair demand at even figures. Prices here are much affected by those on Prince Edward Island, where they are now quite low. In butter the tendency is to easier figures as season advances. Stock here is light. There is a good sale for best goods. Western cheese are still received. Prices, while high, tend to rather lower figures. We quote:

Butter, creamery prints, per lb.	0 24	0 25
" creamery solids (fresh made), per lb.	0 22	0 24
" prints	0 20	0 21
" tubs	0 14	0 16
" tubs, selected, per lb.	0 18	0 20
Eggs, new laid, per doz.	0 17	0 20
" case stock, per doz.	0 13	0 14
Cheese, per lb.	0 14	0 15

THE CANADIAN GROCER

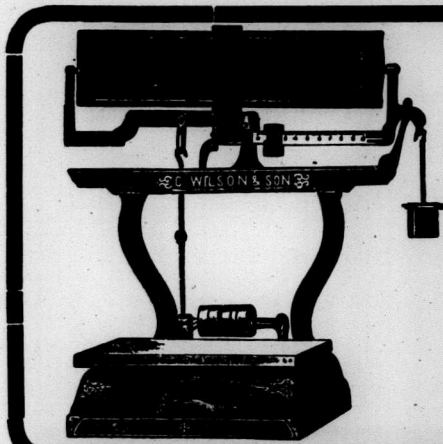
DIRTY STUFF.

There's a whole lot of dirty stuff being shoved on you in the shape of stove polishes.

JAMES' DOME LEAD

makes no dust at all. Consider your customers' comfort and you will make business.

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



Paid For Itself.

C. WILSON & SON, Scale Manufacturers,
TORONTO.

HAMILTON, MAR. 19th, 1903.

DEAR SIRS:—

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, - - TORONTO.

SAVE 25% on your HOUSE PAINTING.

If the grocers who intend painting their residences this spring will follow the directions given below and wash the buildings with a solution of **GOLD DUST** Washing Powder, they will use one-quarter 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 hot water, then add the solution to two gallons of hot water; apply with a stiff brush, and follow with the 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-third 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 four 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 woodwork 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.

PROVISION NOTES.

A. D. Marshall shipped a car of hogs to Winnipeg recently.

J. L. Carle & Co., butchers, Montreal, Que., have dissolved.

J. M. Marcotte is curator for Nazaire Dufort, butcher, Montreal, Que.

Wm. Chapman, butcher, London, Ont., is advertising his business for sale.

The cheese factory at Osceola, Ont., commenced operations on May 11.

B. Y. Williams, butcher, Lacombe, N.W.T., has sold out to Chas. Raymond.

Mooney & Askew, butchers, Cartwright, Man., are succeeded by Mooney & Rowson.

J. R. Montgomery, Dundalk, Ont., recently shipped two cars of hogs to Toronto.

Woolf & Crane, butchers, Melita, have dissolved. H. Woolf is continuing the business.

W. J. Ellis, Wetaskiwin, N.W.T., has sold his butchering business to Daniel & Elmore.

An up to date refrigerator is being installed by The St. Mingo Company, of Vancouver.

The Springfield Cheese and Butter Factory shows signs of doing a large business at present.

Durham, Ont., has just passed a by law to establish a cream separator factory in that town.

Schaefer, Doig & Young, Fordwich, Ont., shipped a mixed carload of stock to Toronto on May 3.

Prosper Massicotte, general merchant and butcher, St. Liguori, Que., has removed to L'Epiphanie.

One of the largest shipments of hogs from Simcoe, Ont., in some time, was sent out by L. L. King on May 4.

D. C. Fleming, Shoal Lake, Man., has enlarged his meat market and has also made improvements on the store front.

Houston & McLean, Forest, Ont., shipped a car of 91 hogs recently to the pork-packing establishment at Petrolea, Ont.

George M. Kemp, butcher, Cannington, has assigned to Wm. McPherson. A meeting of the creditors was held on May 7.

W. Dunford & Son., Melita, Man., have recently sold out their butchering business to Mr. Maycock, formerly of Melita.

An immense packing house, to cost more than \$1,000,000, is going to be established at St. Louis by Armour & Co., Chicago.

Moise Grammond, butcher and fish dealer, Mattawa, Ont., has sold out and has started a grocery business at Lumsden's Mills.

J. Scott, Gore Bay, Ont., recently shipped a consignment of hogs and cattle to Blind River. R. Fawcett made a similar shipment to Sault Ste. Marie, Ont.

The marriage of Miss Amanda Morrison and Mr. Chester Dawley, cheese man-

ufacturer, North Williamsburg, Ont., was celebrated in Morrisburg, Ont., recently.

The plant of The Beatrice Creamery Co., Lincoln, Neb., already one of the largest in the world, is undergoing remodeling, which will double its capacity.

Walter Wicks, Dauphin, Man., who carried on a retail butcher business during the winter, will shortly close his shop and devote his attention to the whole sale trade.

G. B. Lockhart, manager of the condensed milk factory, Charlottetown, P.E.I., recently made a business trip to Montreal, Toronto, and other Canadian business centres.

S. Carsley & Co. have completed a building in Montreal, measuring 45 x 80 ft. and seven storeys high, for the purpose of manufacturing all kinds of pickles and vinegar.

Edmond Pouget, confectioner and cooked-meat dealer, Ottawa, Ont., has disposed of his confectionery business to W. A. Reid, and is continuing in whole sale cooked meats.

The offer of the Wm. Harris Co. to rent the basket room at St. Lawrence Market for \$900 a year was refused by the City Council, Toronto, upon the recommendation of the assessment commissioner.

The Property Committee of the Council, Toronto, recently came to the conclusion to install a cold storage plant in St. Lawrence Market, and recommended that the Board of Control deal with the existing tenders.

The Belleville Cheese Board at a recent meeting elected the following officers:

President—W. C. Farley.

Vice-Presidents—James Anderson and Thomas Ketcherson.

Secretary-Treasurer—Wm. Clazie.

Auditors—Thomas Holgate and J. S. Bench.

OTTAWA CHEESE BOARD.

The Ottawa Cheese Board will hold the first meeting of the season on May 16. G. G. Publow, superintendent of Kingston Dairy School, will give an important address on dairying. S. S. Cheetham, the newly-appointed inspector for the Ottawa Cheese Board, will also speak.

According to a report sent in by A. W. Woodward, official referee of butter and cheese in Montreal, to the secretary, R. B. Faith, the cheese shipped to the Montreal port this season so far has been too green. The defective cheeses are described as too fat, soft, loose, and containing a superabundance of moisture. Such product is good only for quick consumption. The quality desired in cheese is firmness and meaty substance.

MUST EAT VEGETABLES ONLY.

A young Seventh-Day Adventist, says The National Provisioner, named P. S. Quinn, formerly of Salt Lake, has opened

a restaurant in Spokane, Wash. He will serve no meats. He's going in for a vegetable bill of fare. He says:

"There are more vegetarians in this city than most people would think. We have only been opened since Wednesday, and the run of custom has been very gratifying. Several physicians send their patients here for meals and the Mount View Sanitarium recommend their patients to us."

The menu card contains 30 "exemplifications" of the vegetable-food diet. There is such a "sanitarium" at Battle Creek, Mich., and several more in various parts of the country. It's a crank's safety valve.

CANADIAN BUTTER.

A. A. AYER, of the firm of A. A. Ayer & Co., butter and cheese shippers, Montreal, writing from Liverpool to the Montreal Star, says that Canadian butter is not taking at all well on the British market. It is now selling below both New Zealand and Danish butter.

Canadian butter has not the style and appearance of butter from other countries. The parchment is put on in a slovenly way, and the butter is not properly boxed.

There are too many small creameries, and there is a lack of uniformity.

Canadian butter has no identity of its own at present, or if it has, it is either unpleasant or splendidly isolated. The public do not know of it and do not talk of it.

Cool transportation has been very faulty, especially on the part of the steamship companies. Butter has been shipped from Australia and New Zealand, as well as from Argentina, at a temperature of 15 degrees, whilst heretofore 30 to 40 degrees has been thought good enough for Canadian butter. Unfortunately, most people on this side are under the impression that butter ought to be brought from Canada at the same temperature as from Denmark. This is all wrong, and Mr. Ayer says that he has been trying to impress on the importers in England that Canadian butter must be carried at as low a temperature as that from New Zealand.

Perhaps the greatest fault with the quality of our Canadian butter is in the washing of it in the churns. It should always be washed in a brine, and made as dry as possible before being salted; otherwise too much moisture is left in the butter, and too much salt washed out, the result being that the butter comes irregularly salted and unsatisfactory.

For this reason, Canadian butter has not the waxiness and dryness (viz., freedom from moisture) that the Australian, New Zealand and Argentine has, and, therefore, does not keep and suit as well.



HIGH QUALITY

Will be remembered long after low price and inferiority are forgotten.

A fact this— isn't it?

The time has come when the wide-awake, successful grocer looks well to the quality of goods he offers his customers— A valuable connection may be broken by sending out a single article that is not right—The merchant who makes quality his watch-word will surely forge ahead of his neighbor who trusts to low price—and reaps the consequent dissatisfaction of his customers on account of poor quality.

IF THERE'S one point about **IMPERIAL WHITE WINE VINEGAR** that we are proud of it's **QUALITY**—that perfect quality that gives entire satisfaction to the most critical consumer—It sparkles, has a delightful, smooth, lasting flavor, and keeps pickles better than any other vinegar, the packers of high-grade pickles in Canada tell us.

If you do not handle **Imperial** give one of the first-class wholesale grocery firms selling it an order, and see for yourself that we are right in what we say.



**One Quality 16 to 32
5 Strengths Cents**

Sold by First-Class Wholesale Grocers in Canada.



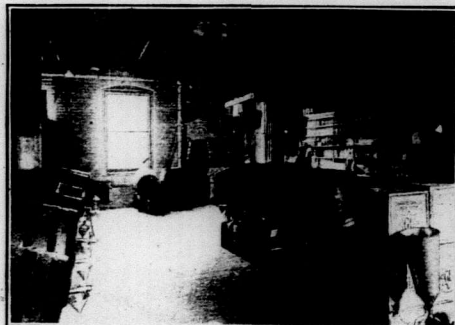
IMPERIAL VINEGAR AND PICKLING CO.
LIMITED
HAMILTON.



Buy "IMPERIAL" VINEGAR and take no chances with your vinegar trade.

Catching the Flavors of the Fruits and Flowers and Bottling Them.

RECENTLY paying a visit to the laboratory of an extensive manufacturer, we were more than convinced of the stern necessity which exists for constant supervision over everything which makes for



"PURE GOLD EXTRACT LABORATORY."

food. "This," says the chemist, as he holds up before our view a bottle marked "Vanilla," "is supposed to be extract of vanilla beans, but, so far as I have been able to discover, there isn't a shred of the real thing in the bottle. It is all, more or less, concocted from various chemicals, the product of which bears an unfortunate resemblance in smell and taste to real vanilla."

The writer was not amazed, because he had come across the same problem before, and it was only the other day when the energetic secretary of the Manufacturers' Association sent along a clipping from New Orleans which deplored the tendency of the trade toward imitating articles of questionable merit.

Of course, the people have the remedy in their own hands. All that is necessary to do is, when buying a bottle of flavoring extract, to insist upon having the make of some reputable house given you. This advice seems simple, and yet we feel convinced



"THOUSANDS OF LITTLE BOTTLES OF EXTRACT."

that many of our readers going to purchase a bottle of extract will take something which is supposed to be made by the person whose name is thereon, but which in ninety cases out of one hundred is "the private

label substitution," which is nothing more or less than an extract built to suit the person whose name is on it, and, of course, at prices to suit his ideas of profit. The very best goods bear the name of well-known makers, and what is true of extracts is true of a great many other goods.

We were interested in paying a visit to the laboratory of the Pure Gold Manufacturing Company at their new factory, King street west, and were put by the chemist in charge through quite a series of experiments, which did not fail to increase our respect for the output of this successful grocery house. For one thing, it did not seem possible that the thousands of little bottles of extracts could ever be used, there seemed to be so many, and yet, when one considers the number of homes in our land and the universal use of these desirable additions to food, it is no wonder that there are a great number of bottles. Every bottle before being filled received two or three washings, so as to make it absolutely sure for cleanliness.



"THE MANAGER'S OFFICE."

Most of the extracts are from 10 to 12 months' old before they are used. All of them are produced according to an unchanging formula, the product of years of experimental work. So much so is this the case that in the registry cabinet of the laboratory are to be seen hundreds of standards of varying dates, a comparison of which failed to reveal any change as the years have gone by. No matter how high raw materials go, the quality is the same always, and this is what they consider good advertising, uniformity being preferable to extraordinary goodness or extraordinary badness. The good cook knows this, and has great pleasure in using goods which may be relied upon.

In one corner was a great pile of cases full of all sorts of extracts. This pile was going to British Columbia for the company's branch there, and alongside of it was a nice shipment of five cases going to Trinidad for an order from that far-off spot. Asking the manager about this, the fact was revealed that these West Indies orders come in en-

tirely unsolicited, as the company does not have a traveller there, and, from what can be learned, it seems to be indisputably the fact that against the great extract makers of the United States and Great Britain,



"DOWN IN THE SHIPPING ROOM."

Canadian goods have a fighting chance if given a fair show.

Down in the shipping room could be seen a number of other piles of extracts going here, there and everywhere, and we were very much pleased to learn that the Canadian demand seemed to be for high-grade goods all the time, showing that our people have money to spend, and are willing to spend it on the best goods wherever possible.

Being anxious to see the variety of the line, the manager showed us, in the sample-room, its wide extent. Here were half-ounce and eighty-ounce bottles, and all the sizes and varieties in between, each one of which had a particular part of the country in which it circulated. This is the interesting thing about this business, that many sections of our country call for different shapes and styles, showing that there is a distinct flavor of locality in our land, and not all the sameness that some would deary. From all that we could see on the occasion of this visit there did not seem to be the slightest question but that the Pure Gold Company aimed at doing the fair thing by its customers and the public in



"THE BRIGHT SAMPLE ROOM."

the production of its extracts, and we feel sure that many storekeepers who may read this article will be pleased to hear of the high state of efficiency to which this well-known factory has reached.—ADVT.

THE CANADIAN GROCER

Borden's Brands of Condensed Milk and Evaporated Cream at Canadian Prices.



We beg to announce that we have established a branch factory at Ingersoll, Ont., and that we are now prepared to fill all orders for the Canadian trade promptly, and at considerably reduced prices, owing to the establishment of the Canadian Branch. Our **Eagle Brand Condensed Milk**, **Gold Seal Brand Condensed Milk** and **Peerless Brand Evaporated Cream**, unsweetened, can be obtained through our local representatives.



BORDEN'S CONDENSED MILK CO.

Originators of Condensed Milk.

Established 1857.

Selling representatives in Canada: **F. W. Hudson & Co., Toronto.** **W. H. Dunn, Montreal.** **Erb & Rankin, Halifax.** **W. S. Clawson & Co., St. John, N.B.,** also **Shallcross, Macaulay & Co., Victoria and Vancouver, B.C.**

LIPTON'S TEAS

Have the largest sale in the world.
Direct from our own gardens.

NO FIRST-CLASS GROCER CAN AFFORD TO BE WITHOUT THEM.

WRITE TO THE AGENTS—

Laporte, Martin & Cie., - - - Montreal.

China Novelties



For Tourist Trade.

We are headquarters for
Souvenir Articles:



China Shoes
Baskets
Vases
Plates
Cups and Saucers
Pin Trays
Ash Trays, etc.



Write for Catalogue.

Mention THE GROCER.

Nerlich & Co.
TORONTO

146-8 Front St. West.
(Opposite Union Station)
Sample Rooms—MONTREAL and QUEBEC.

Dominion Brand Condensed Milk



(Sweetened) **MADE IN CANADA.**

Noted for purity of flavor and general quality. A popular brand and a sure seller. A Canadian product prepared from the finest selected fresh milk.

Entirely free from adulteration.

SAMPLES ON APPLICATION.
TRADE ORDERS SOLICITED.

Selling Agents in Canada

CITY DAIRY CO., Limited, TORONTO.

JOS. E. HUXLEY, WINNIPEG.

THE BAKER, LEESON CO., Limited, VANCOUVER.

Window and Interior Displays

Timely Hints
and Suggestions.

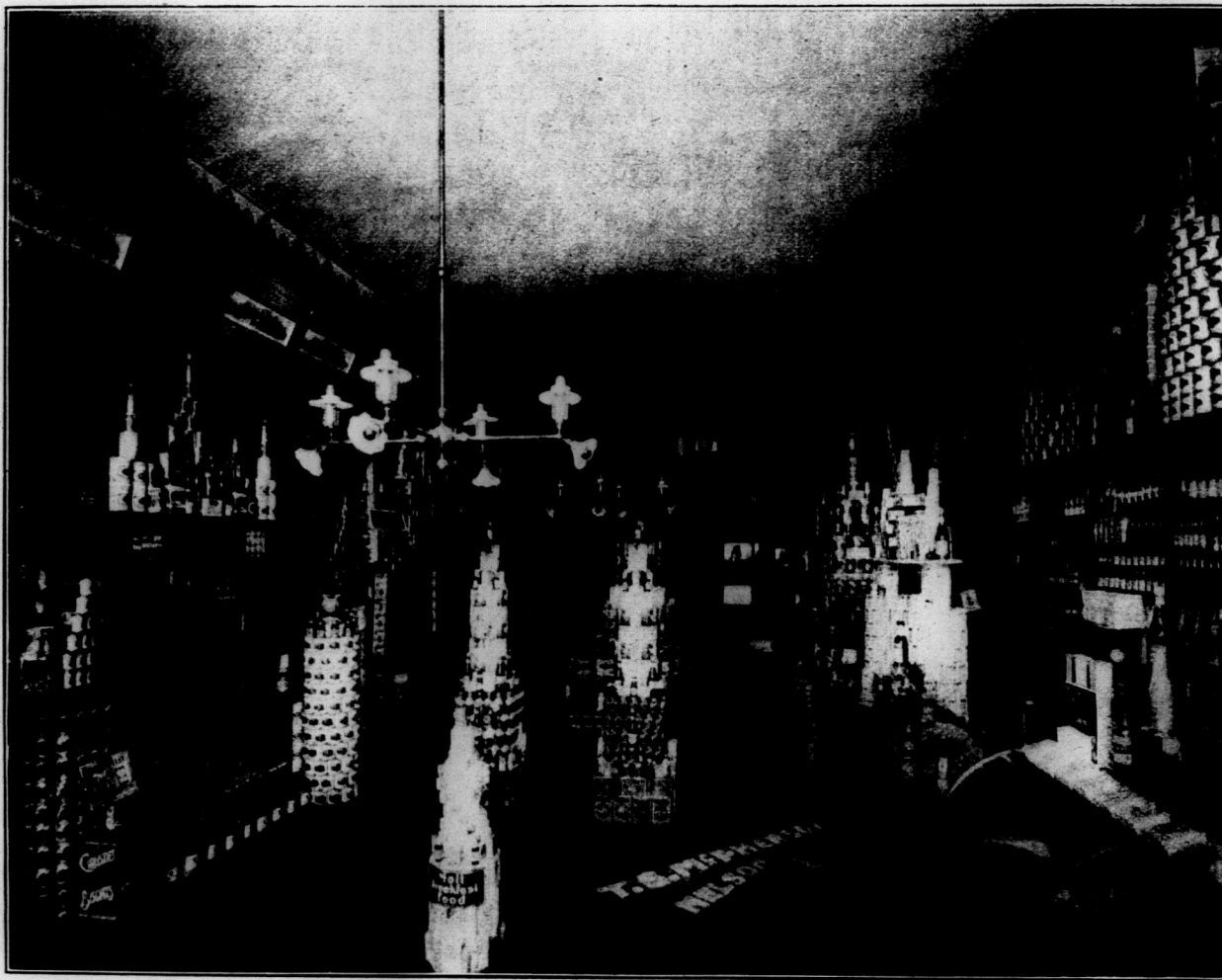
THE interior of the grocery store of T. S. McPherson, Nelson, B.C., is presented this week. Before speaking of the store itself we must commend Waalds Bros., the photographers, who took the picture. The photograph is one of the best interiors that has come to our office, the distinctness of each label and article being rather remarkable. Each biscuit in the biscuit cabinet stands out with great prominence and the print-

goods. The latter are further back in the store, on the shelves, and are made the most of for display purposes. The neat stacking on top of the shelves in the centre of the store and on the open side must have required considerable ingenuity, and the symmetry of design in both the shape and contents of the stacks show that, in addition to ingenuity, great thoughtfulness was exercised.

In fixtures convenience and attractive

combined with necessity, and the drawers, for bulk goods, are inconspicuous and not in the road.

Perhaps a trifle too much stacking is allowed. As far as can be seen, there does not appear to be sufficient clear counter space, and the piles of goods on the counters must interfere with the lighting of certain parts. Stacking in the aisles is a risky device, as women, with their skirts, are apt to upset something, and in any case a watchfulness on



Interior of Grocery Store of T. S. McPherson, Nelson, B.C.

ing on many of the cans is distinctly visible. There are no dark corners or halations, and the position of the camera was well chosen.

In the store itself Mr. McPherson deserves great credit for the neatness in stacking and placing of his goods. The arrangement of bottles on the shelves at the front is a particularly good scheme, as bottles look much better than canned

ness are considered. The biscuit cabinet at the side is a neat and useful fixture that takes up very little room and yet is a good display. A mirror in the centre of the shelves breaks the plainness of the walls and the chairs, which spring up, are an article too seldom seen in the average grocery store. By the use of an elevated office no extra space is occupied.

The showcase is an effective addition

their part is necessary. Low counters for displaying goods might be an improvement, not so much in appearance as in convenience. The virtues of paper on the walls are debatable. Many think it detracts from the business appearance. In any case, metal is preferable from every point of view. However, the general appearance is very neat and well arranged and Mr. McPherson's appreciation of preserved palms renders considerable assistance in the effect produced.

Going to Re-Decorate?

Why not enjoy the practical advantages offered by our

Metallic Ceilings & Walls



They are both handsome and economical—outlast any other style of interior finish—are fire proof and sanitary—can be applied over plaster if necessary—and are made in a vast number of artistic designs which will suit any room of any building.

Write us—we'd like you to know all about them. If you want an estimate send outline showing the shape and measurements of your ceilings and walls.

Metallic Roofing Co. Limited
TORONTO.

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

WE KEEP ALL CODES.

A.B.C. Code, 4th Edition.....	\$5.00
A.B.C. Code, 5th Edition.....	7.00
A1 Code.....	7.50
Robinson's Code.....	1.50
Armsby's Code, 1901 Edition.....	2.50
Economy Code.....	2.50
Scattergood's Fruit Code.....	5.00
United States Code.....	3.00
Arnold's Tobacco Code.....	2.50
Baker's Potato Code.....	2.50
Broker's Code.....	1.00
Citrus Code.....	2.00
Index Code.....	2.00
Universal Sugar Code.....	1.00
National Coffee Code.....	1.00
Riverside Code 1890 and 1901.....	3.00
All or any of these Codes mailed on receipt of price.	
Private Codes made on reasonable terms.	

THE NATIONAL COFFEE CODE AXTELL'S

is a Code in general use among Coffee Brokers, and is commended highly by all.

Price, \$1.00 Postpaid.

Messrs. E. H. & W. J. Peck, New York City, say of it: We have been using your code for sometime and find it superior to any code previously used by us.

THE UNIVERSAL SUGAR CODE AXTELL'S

is the standard code for Sugar Brokers. Ask one who uses it, and you will get a commendation. If you never saw it send for a copy to examine.

Price, \$1.00 per copy Postpaid.

Messrs. Volney, Green & Son, New York City, say of it: We have used your Universal Sugar Code from the time it was first published and consider it much superior to any other code that has been issued during the 30 years that we have been in the sugar business.

AMERICAN CODE COMPANY
83 Nassau Street, - NEW YORK CITY
Discount to dealers only.

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.

W H. GILLARD & CO., report that they are offering exceptional value in dried and evaporated fruits. Another consignment of Dixon's Carburet of Iron Polish is just at hand with W. H. Gillard & Co.

Baltimore strawberries begin to arrive on Toronto market this week, which is ten days earlier than last year. White & Co. expect to have at least three cars this week and will sell at auction as usual.

White & Co., Toronto, are making bananas a special feature of their business and have made extra preparations for 24th May trade, having imported a thousand bunches for their trade this week.

The Eby, Blain Co., Limited, report their sales of olives in the past month the largest in their history.

New pack lobsters, ½-lb. tins, are offered by The Eby, Blain Co., Limited.

The Eby, Blain Co., Limited, report an active demand for all kinds of "Columbia" delicacies, particularly the potted meats, fowl and salad dressings.

Stower's lime juice and cordial, also lemon squash, may be procured from Lucas, Steele & Bristol.

Lucas, Steele & Bristol have another lot just in of Indian corn mats and market baskets.

Patterson's home-made preserved fruits in lightning jars may still be procured from Lucas, Steele & Bristol.

Lucas, Steele & Bristol offer Dominion rennet wine and rennet tablets.

E. D. Marceau is offering some dusted sifting teas of unusually good liquoring qualities at prices below the regular market value.

H. P. Eckardt & Co. received this week a shipment of new-pack Ice Castle lobsters, ½s.

Buyers of canned fruits should communicate with H. P. Eckardt & Co., who are selling at low prices.

THE SEASON'S NEEDS.

Housecleaning time is now in full swing and household brushes and brooms are the need of the housewife. Every up-to-date merchant makes an attractive display to catch the attention of progressive women. Boeckh's household brushes and bamboo-handled brooms have more attraction and give better service, therefore they are the best paying goods to handle.

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 2c. a word each insertion; cash in advance. Letters, figures, and abbreviations each count as one word in estimating cost.

SITUATIONS VACANT.

BAKER—Must be first-class on bread, pastry and cakes; sober; not afraid to work; no other need apply; steady job; state wages. A. B. Weatherup, New Liskeard, Temiscamingue. f

BAKER—young man—with a year's experience, to help baker. Apply, at once, to W. H. McCullough, Georgetown, Ont. f

BAKER—reliable second hand—seven dollars a week and board. Jas. Pitman, Petrolia. f

BAKER—first-class on bread—must be sober; steady work; state wages and references. Spencer Bros., St. Thomas. f

BUTTERMAKER—at Newmarket Creamery—Applicants please state experience, age and wages expected. Box 459 Newmarket, Ont. f

CLERK for general store—To run peddling waggon—must be good salesman; state age, experience and salary expected. Address D. McEachern, Belmont, Ont. f

WANTED—Two good all round butchers, must have good references. Apply to Box 169 Gravenhurst, Ont. f

FOR SALE.

A SNAP—General business, store, dwelling and stable for sale; also house furniture if wanted. All new stock. Postoffice and public telephone in connection. Good reasons for selling. Box 26 CANADIAN GROCER. 20-1

BUTCHER'S refrigerator, in good condition, half price. 153 Munro st. f

CONFECTIONERY business on Yonge street for sale, in running order, soda fountain, ice cream and all connections, good reasons. Riches, 13 Queen east. f

FRUIT and confectionery store for sale at half price, one of the best paying businesses in Toronto, fine location, part on easy terms. Chapman, 86 Church st. f

GENERAL store and dwelling; postoffice and mail contract in connection. For particulars apply to W. Dinsdale, Fowler's Corners, Ont. f

STOCK—Dry goods and groceries—from \$3,000 to \$4,000; all fresh goods. Apply to W. D. Pardiac, North Bay. f

SITUATION WANTED.

AS MILLER—first-class—long experience and steady; good references, etc. Address Miller, 51 Howie avenue, Toronto. f

AS TRAVELLER—Young man, first-class salesman; best of references. Box 54, Hespeier, Ont. (19-3)

IRELAND.

Manufacturers and Shippers desiring to place their goods on the Irish Market, should communicate with J. H. SHERIDAN, 6 D'Olier St., Dublin. (17-4)

LABOR SCARCITY AND TEA PRODUCTION.

A SYLHET correspondent of The Financial Times writes: "The tea season which has just passed will always be remembered as the worst on record in almost every respect. Prices were bad, and the season closed abruptly with a short output. Even if prices go up considerably higher than their present level, it is too late, it is to be feared, to put the average price obtained for teas of the 1902 growth on a level with even that of 1901, although, no doubt, the rise will be sufficient to stave off a loss in a number of instances. So far the reports of public companies are very poor reading compared with those of the previous year, and everything indicates that, in spite of extra economies, profits have dwindled, as a lower average price for the produce had to be accepted. Taking a general average from the accounts published, this reduction is almost half an anna per lb.; at any rate, considerably over a quarter of an anna, or equal, roughly, to two rupees per cultivated acre, by no means an inconsiderable amount in these hard times, and one which takes a good deal of economy to replace. The statistical position is, however, considerably improved, and warrants the hope of better times to come on more grounds than one.

"The manufacture of green tea, for one thing, is on the increase, tending to relieve the London market of a considerable quantity of the black leaf: but, perhaps, the most consoling feature to the majority is that recruiting of labor, since the new Act was passed, has become a dead letter. Restrictions and other impediments proved too much for the coolie-recruiting agencies, better known as licensed depots, and nearly all who could realize anything for their businesses sold out, with the result that coolies are not obtainable at any price: in fact, are not to be had. Sir Henry Cotton, even in his wildest moments, never expected the 'debacle' that has taken place since the passing of the now famous Coolie Act No. 6, 1901, and until this Act is repealed and another more in sympathy with the times is passed, there is little chance of improvement in recruiting, and, if left to pursue its course as now, it will take a quarter of a century to effect a revolution. This means prosperity to the more favored gardens, adversity to a great number not so situated, a complete stoppage of extensions, and last, but not least, a general rise in prices.

"In the Assam Valley the scarcity of labor is being severely felt, and in Sylhet and Cachar the same remark applies. The Dooars is perhaps more affected than the other districts, and in this locality no Act prevails, and doubtless Sir Henry

Cotton will point to this as a proof that the scarcity of labor is due to the question of wages. There is unquestionably a grain of truth in this, but not more than the proverbial grain; the stoppage of recruiting is due solely to the unsympathetic attitude of Government officers, and to no other cause. The attitude of all magistrates and sub-divisional officers before the passing of this obnoxious Act was one of veiled hostility, but since it became law their attitude has become distinctly hostile, and the present Lieutenant-Governor-elect of Bengal is more or less responsible for this when chief commissioner of the Central Provinces. It remains to be seen what will be the result of his administration in a tea district like the Dooars; when he becomes a trap of Bengal it is possible that it may have a soothing tendency, and that the present stringent restrictions will, in a measure, be removed, in which case the Assam Province will equally benefit with the Dooars. 'It is an ill-wind that blows nobody any good,' and the tea industry will now have breathing time given it to open out new markets and establish itself in other countries before over-production occurs.

"One large, if not the largest, tea-agency house during the recruiting season has, in spite of strenuous efforts, supervised by a European staff, been unable to recruit more than 800 coolies to meet a demand for 4,000. This will give your readers some idea of the situation, which is daily being accentuated. The year 1903, under the circumstances, is not likely to show an all-round bumper crop, although there may be exceptions in the case of individual gardens. Those companies, however, which have their houses in order may regard the future with confidence."

TORONTO RETAILERS' EXCURSION.

REGULAR monthly meeting of the Toronto Retail Grocers' Association was held in St. George's Hall on the evening of May 11, the president, D. Bell, occupying the chair. There was not a very large turnout.

The topic of the evening was the proposed excursion, and it was discussed from all points of view.

The first question that came up was whether the excursion should be by rail or boat. The advantage of having the excursion by train is only that by so doing they could go to some new place; whereas, if the excursion was by water, they would have to patronize some of the old standbys.

On the other hand, it was acknowledged by nearly everyone present that the trip by boat would be very much pleas-

anter than one on a stuffy train. Besides a previous excursion by rail had been somewhat of a failure, while all their former excursions on the water have proved successful, especially the one to the Falls last year.

It was moved and seconded that the event take place by water, but there was an amendment made to that motion to the effect that the excursion be by rail. However, the amendment was lost when put to the meeting, and the motion, as first made, was adopted.

The next question was, "Where will we go?" It was pointed out by one of the members that if the object of the excursion was to make money, the best place to go would be to Niagara or some such point; but, if the object was to make a pleasant, sociable time for the grocers, that the trip might be lengthened a little, and a very enjoyable time be spent on the boat both going and coming.

However, as the chief object of the excursion is to raise money to help carry on the organization, nearly all the members present were of the opinion that the best place to go to would be Niagara.

The motion that the excursion take place by water to Niagara Falls was moved and adopted, without much opposition.

The question as to which side of the river to go to came up, and was the cause of some heated and patriotic discussion. Toronto retail grocers are a very loyal body of men, one of their favorite maxims being "Canada for Canadians," and it was evident that the general feeling was in favor of patronizing the Canadian side. Although the view of the rapids is not so good, that drawback is fully made up for by the much better view of the Falls. The question was, however, left for the committee to decide.

A committee consisting of Messrs Van Loan, Johnston, Marmion, Kelly, Snow, Clark, Coutts, Panther, McCarther, Davies, Bond and the members of the executive, was appointed to make all the necessary arrangements. Mr. Van Loan was appointed chairman.

Many of the members thought that the event would be made much more sociable if they could arrange with the grocers of Hamilton to have a combined excursion; and a motion was carried that the secretary communicate with the Hamilton Association to see if any arrangements could be made.

The second or the last Wednesday in July was thought to be the most convenient time for the Toronto grocers, but it is feared that this time may not be convenient for the grocers of Hamilton.

A letter from The Lake Ontario Navigation Company, offering to supply a boat, was read by the secretary and filed.

TWO FISH STORIES —

And Money in Both of Them for You.

SARDINES — You all know of the scarcity and high prices of genuine FRENCH SARDINES. We anticipated this and bought accordingly. We now offer the greatest bargain in the trade—Genuine FRENCH SARDINE, club tins, ¼s, packed in the finest Olive Oil. GET OUR QUOTATIONS.

LOBSTERS — This year are LOBSTERS. Prices are higher, but, my, the quality is fine. NEW PACK, ½-lb. flat tins, NOW IN STORE. GET OUR QUOTATIONS.

THE EBY, BLAIN CO., LIMITED WHOLESALE GROCERS, TORONTO.

Three applications for membership were received, and they will be held over to be voted on at the next regular meeting, as usual. The names of the applicants are Messrs. Snider, Proctor and Carter.

Something led up to a discussion of the report of the "At-Home" committee and several of the members were dissatisfied, because a detailed report of the expenditure had not been rendered to the members. After a rather heated discussion, a motion, that the auditors make out the required report and produce it at the next meeting, was carried.

The meeting then adjourned.

CIGARMAKERS' STRIKE IN LONDON.

Up to the time of going to press the strike among the cigarmakers of London, Ont., is still in progress and there seems no immediate prospect of a settlement of the difficulty between the employers and the employes. There are at least 250 idle cigar manufacturers. The strike, so far, has not affected the Tuckett factory, as they have all the men they require, paying the same rate of wages as in their Hamilton factory, but as they only make the "Marguerite" cigar in London, their position is somewhat differ-

ent from that of any other local firm. The present strike affects about 15 factories.

DRY HOUSEHOLD AMMONIA.

"The Canadian Grocer" recently paid a visit to the ammonia works of J. G. Harvey, Todmorden. The equipment and plant of this factory are very complete, and it is certainly having a very busy and prosperous season. The dry household ammonia for domestic use, packed in 1½-lb. cartons, is in specially large demand this season, and the travelling staff are giving the factory pretty much all they can attend to.

Madam Huot's Coffee

THE GEM OF ALL COFFEES.

Oh, my! but this beats all! So it does.

Look at the prices. Ask for samples, and see the quality, to be convinced that they are even better value than they appear.

JUST COMING IN:

- | | |
|---|----------------|
| 131 Half-chests fine <i>sun-dried</i> Japan Tea DUST, choice, strong, bright liquor—nothing finer produced. | I offer at 7c. |
| 60 Half-chests extra fine <i>uncolored</i> Japan Siftings, beautiful flavory liquor, at | 8c. |
| 70 Half-chests extra fine <i>sun-dried</i> Japan Siftings, splendid liquor—this line is from early picked teas, | 7½c. |
| | 8½c. |

Specialty of high-class Teas, Coffees, Spices and Vinegars—Wholesale.

E. D. MARCEAU,

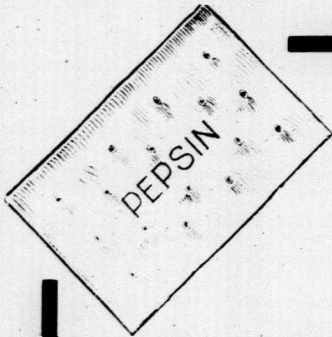
281-285 ST. PAUL STREET,
MONTREAL.

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

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

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

"ONE"
Baking Powder, Vinegar, Spices, Coffee.



The NEW BISCUIT

The Pepsin Biscuit—a crisp, delicious, wholesome form of Soda Biscuit.

The successful result of an hygienic experiment with biscuit foods. While it combines many nutritious qualities it has a pleasant flavor and a crispness absolutely appetizing.

Splendid as a luncheon or tea biscuit.—Aids digestion.—Is good food every way.

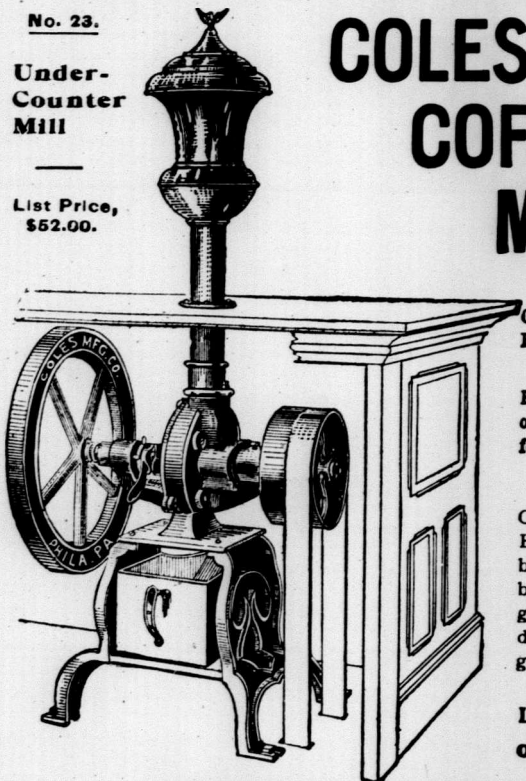
PACKAGES ONLY, 1-lb., 2-lb., 3-lb.

IMPERIAL BISCUIT CO., Limited, GUELPH

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.

Agents { **TODHUNTER, MITCHELL & CO., Toronto.**
DEARBORN & CO., St. John, N.B.
FORBES BROS., Montreal.
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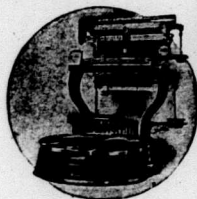


Why Put a Guard over your

Cash Drawer?

AND NOT OVER YOUR BULK GOODS?

Why do some merchants employ a cashier, buy a Cash Register and a Safe to protect their cash, and then refuse to guard the bins and barrels that hold this money in another form? Just realize this: Your bulk goods were cash yesterday, and will be tomorrow. Your success depends on the difference between these two amounts, and you need protection right at this point. A Dayton Mon-weight Scale fits in right here; it gets all the profit so that your Cashier, Register, and Safe may have something to hold. It will



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A post card brings our 1903 catalogue. Ask Dept. M. for catalogue

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OFFENSIVE ASSURANCE.

IT is sometimes rather difficult to write a suitable application for a position in reply to an advertisement. It is very hard to tell just what to say in regard to one's ability to fill the position. Solicitors very often say too much, and the application is thrown out as being "cheeky." On the other hand, applications are very often put aside because the writers are either very modest or too honest to say anything about themselves that is not the absolute truth.

The man with plenty of "bluff" is more likely to get on in the world than the man who is afraid to speak up for himself. Everything, however, can be overdone, and the bluffing business is certainly carried to excess.

There is nothing that riles an employer more than to be told that there is no one more suitable for the position than the applicant; that the applicant's services will surely be of advantage to him; and that the applicant would be pleased to accept the position on condition that the salary suits him.

A certain wholesale iron and steel firm advertised for a traveller, one with experi-

THE MARKETS

ence in working steel preferred. Applicants were asked to state experience and salary expected. Among the replies received were two which they considered absolutely impertinent, and they were treated as such.

A few quotations from these letters would not be out of place.

Here is one: "I can fill this position better than nine out of every ten that may make application." A pretty sweeping assertion, is it not? It is also an assertion made merely from guess work, for how was he to know who would make application? It looks very much like a mere boast, more apt to be false than true.

"I am not nor have I ever been looking for a position, but this particular one seemed to me as one that appealed to me, so concluded to write you," is another quotation from the same letter.

According to his own account the writer would make a good practical traveller in the steel business, but from the foregoing quotation, and indeed the whole letter, he does not know as much about composition as about steel. He continues with: "And if the salary you would offer was of sufficient inducement I would consider the matter." A very obliging person, isn't he? The firm ought to be very much flattered by the condescension of such a smart fellow.

It may be unnecessary to state that the writer of that letter did not receive a favorable reply.

The other letter is not quite so bad, but the impression left after perusing it is that the writer has too high an opinion of himself to be a good man for the position.

He starts out with: "I am an experienced traveller of good address and appearance—aged 35 years—speak both languages—successful salesman—genteel manners—dress well—pleasant talker—hustler—energetic—strictly attend to business." Indeed he is just about perfect—in his own estimation. He was also inclined to believe that his services would be of advantage to the firm, and that their relations would be pleasant and profitable. Would such a letter make a very favorable impression? Not much!

His manner of ending it is quite in accordance with the rest of the letter:

"Awaiting a favorable and early reply, I remain yours, etc." Of course after giving himself such a good character he would need to have no doubts about receiving "a favorable and early reply."

It is also needless to say that the position did not go to the writer of that letter.

Perhaps the writers of those two letters really think that they are about as good as they claim to be, and perhaps there may be some truth in the assertions; but—well, it is a common saying that to get at the real worth of a person who always sets his valuation pretty high himself is to cut it in half. However, it is also true that if you do not respect yourself no one else will, and if you do not stick up for yourself no one else will; but a person can both respect himself and stick up for himself without being either boastful or impertinent.

THE STRIKE OVER.

THE strike of the longshoremen in Montreal has been settled by a compromise on both sides. The shippers refused to recognize the union in that they would give preference to union men in employment, but the union badge will be allowed to be worn while the men are at work. The independent labor bureau will be abolished as far as the union men are concerned; that is, they will not be compelled to sign at it.

All the longshoremen have now returned to work, and the unloading of the steamers in port proceeds apace. There is still, however, much congestion at the wharves; for though the longshoremen agreed to unload the ships, the striking teamsters have not decided yet to draw the goods to the stations and warehouses, and many wholesale and retail houses are still awaiting deliveries of goods. Some of the forwarding companies claim to have nearly their full complement of men at work, but the railway teamsters are still out on strike, and shipments are in consequence much delayed. This state of affairs has done a great deal of harm to the business interests of Montreal.

In the case of perishable goods the damage to trade is particularly severe, and is felt among the farming community besides in the city, as the Grand Trunk railway refused to accept any more perishable goods for Montreal until the settlement of the strike. Butter, cheese, eggs and other farm produce are in consequence at a standstill as far as arrivals to Montreal by the Grand Trunk are concerned.

MUNICIPAL TRADING TO BE INVESTIGATED.

A COMMITTEE of five members is to be appointed by the Ontario Legislature to investigate the subject of municipal trading or municipal ownership. The proposal is a timely one.

The tendency of the day in Canada as well as elsewhere is undoubtedly toward public ownership. There is a great deal to be said in favor of public ownership. On the other hand there is a great deal to be said against it. It is well, therefore, that the public should be afforded all the light it can on the question. If we step in the dark we are naturally in danger of stumbling. In municipal ownership there has been a great deal of groping in the dark, and there has consequently been not a little suffering.

In the ideal State, public ownership, confined to certain limitations, is undoubtedly the ideal condition. But the ideal State does not exist in Canada or in any other country for that matter. We have therefore to consider the question on the basis of what is and not what should or ought to be.

Unfortunately, the quality of our municipal bodies has not improved of late years. On the contrary, most observing men have come to the conclusion that there has been a deterioration. And in our parliamentary as well as in our municipal bodies.

One cause of this may possibly be a too rapid extension of the franchise; but another is no doubt the small proportion of practical business men who are to be found in our legislative bodies from the village council to the highest representative body in the Dominion.

Even by those who are not engaged in mercantile pursuits, it is generally conceded that the business quality is needed in those who make our laws, whether municipal, provincial or Dominion, as well as in those who manage ordinary business enterprises. As we have already pointed out, this desirable element is present in a relatively small proportion indeed.

This in turn is no doubt partly due to the fact that the demands of business are more exacting than they were a few years

ago, and that therefore business men cannot devote as much of their time as formerly to the affairs of the municipality or of the State. But whatever may be the cause the fact is patent beyond all question, that it is the voice of the professional politician that is raised loudest in our public bodies and whose handiwork is most apparent in the making of municipal and parliamentary laws. It is this fact that prevents many who, while in principle are favorable to public ownership, from lending their vote or their influence towards committing the State or municipality to the ownership of public utilities of various kinds.

In Great Britain and some of the representative continental countries, great

COPY FOR NEXT ISSUE.

Next week's issue of THE GROCER will be the Special Spring and Export Number. This edition will have an extra circulation among the grocers and general store merchants of Canada, while a large number of copies will be sent to importers of Canadian products in Great Britain, South Africa, the West Indies and other foreign countries.

Advertisers will please take notice that all changes of advertisements to insure insertion must reach this office not later than Monday evening, May 18.

Many advertisers are taking advantage of the opportunity to increase their space, making special Spring announcements. Orders of this sort will be much appreciated and will receive careful attention.

strides have been made in recent years in the direction of public ownership of public utilities, and, no doubt, in many instances the result has been beneficial to the people at large. In many instances, however, they have not been conducive to the public good, while in others the principle has been extended to enterprises which can scarcely be considered within the province of public ownership. For instance, in some parts of Great Britain the municipalities have even gone into retailing commodities such as milk, etc., thus infringing upon the rights of private business concerns.

Where there is a good healthy public opinion and business commonsense is a ruling force in municipal and parliamentary bodies, public ownership in public utilities

can be safely undertaken. It is to be hoped that the investigation that is to be made by the Ontario Legislature will give light upon all these points and will prevent the people of Canada, from drifting unreasonably far in the direction of public ownership.

A WARNING TO EASTERN JOBBERS.

UNLESS the eastern jobbing houses take a friendly word of warning there is going to be trouble for them before long. Should anything happen the crop between now and harvest it will be this fall, if that crop comes off all right it will be a little later.

A goodly number of eastern houses are setting up men in business in country towns in the west. This is perfectly legitimate and no one will object, not even the rival merchant across the way. But this is not all they are doing. In a good many instances the men who come to manage these new branches are eastern men, with little or no knowledge of western conditions. Almost the first thing is to cut prices. Now it can be said and proved, that prices in the west at the present time are not excessive. There is plenty of competition to prevent it. That prices are very much higher than they are in the east for some lines no one will deny. Taken as a whole, however, prices are pretty close cut for the cost of doing business.

The newcomer starts frequently on a general slaughter of established prices, and the other men in the town have to meet him or lose trade. The result of such a practice is not far to seek, in fact, the result will be rounded up this fall, or many in the west will miss their guess.

The larger of the towns in the west are amply provided with stores already, and there really is no need for any more. In the new towns it is different. There are a number of new towns and in some of them there are excellent openings, but it is an unsound business policy for any new man starting business to antagonize all his confreres at the start. And that is just what nearly all these eastern men are doing.

This is a friendly warning, and nothing more or less. The west is wide, its opportunities are boundless, but the eastern man can bank his last dollar on the statement that he cannot cut prices heavily and make both ends meet at the end of the year.

The jobbing house that supplies him with stock and encourages him to do so will not have its sorrows to seek, to use a homely Scotch proverb.

THE CANADIAN GROCER

THE BLENDING OF COFFEE.

By George P. Power.

"DO not some coffees need blending?" This is a large question to answer and for the sake of an argument I answer "yes."

Any one plantation will produce in different years many different characters of coffee owing to the climatic changes occurring each year being quite different. Granting also that some coffees are too rough and others of the same nature or section too insipid. In the hands of the expert they are properly balanced and put out for what they are. But the patented or flim-flam blender forgets his arithmetic as learned in school and instead of saying 1 Bogota and 1 Bogota equals Bogota, says 1 Bogota and 1 Bogota equals Java and sells to the grocer at Java price. In fact, his arithmetic gets so bad that he figures that 1 Santos and 1 Bourbon equals Mocha and Java and away he goes to the grocery trade with his ne plus ultra Mocha and Java, but remembers his arithmetic well enough to ask the Mocha and Java price. I could quote numerous examples on this subject but these two will do.

An actual case I will quote: A certain retail firm asked me to come, draw and grade their line of (5) five coffees. I did so and stated to the head of the firm that I should judge the five coffees to be all about the same nature, four of them being of a Santos nature, the other being Santos and Bourbon; all ought to cost about 12½c. roasted.

Mr. Buyer flew mad at once and said he paid 26, 20, 17, 15 and 12½c. for the different grades.

My answer to him was: "My dear man, you did not send for me to have me tell you what you paid for your coffees as that is beyond the power of any mortal, but what you ought to have paid for the coffees I can tell you and that is from 12 to 12½c. roasted."

Give any grocer a chance and he can sell coffees, but when he is flim-flammed when he gets his goods how can he develop business. Some firms even try and foist their product onto the public at a fictitious price because they being wiser than their fellow man have removed all the poisonous elements from the coffee bean.

How anyone with any brains can be deceived with such an argument puzzles me. Green coffees I grant contain certain elements of a decidedly purgative nature when treated with cold water and let stand 12 hours, in fact, this being an old French remedy for constipation, 1 cup coffee to 6 cups water being the proportions. But remember the dose is only 1 tablespoonful if you wish to try it. Green

coffees after they pass the fire and become roasted contain nothing injurious except what will be brought out by hard boiling more than five minutes.

All anyone in making coffee wishes to extract from the ground bean is the essential oil, which mingling with the boiling water produces the so-called coffee used at the table. By hard boiling you go farther and extract what you do not wish, the acid or alkaloid, which nature placed there to protect the germ from the ravages of insects during the process of reproduction. It is a well-known scientific fact that nature surrounds the germ of any seed with acids or alkaloids to protect it from insects or worms during the time which it is placed in the ground to reproduce or germinate again, and when by misuse you bring these down into your solution, you find the result bitter and unpalatable and condemn the coffee. Then also poor, aged cream will spoil any cup of coffee. The majority, in fact all, coffees are more or less acid and combined with cream of course are very palatable, but let anyone who is under the impression that coffee is injurious to their system educate their taste to "cafe noir" or clear coffee, and they will find it just what it is guaranteed to be, a light stimulant and decidedly not a detriment to any system, no matter how delicate. Combine the acid coffee with poor semi-sour cream and of course it curdles in the stomach and will produce harmful results. All grocers should provide themselves with special bags for their coffees with practical directions for making coffee and the care and cleaning of the utensils used, plainly printed on them.

GOSSIP OF THE GREAT WEST.

Winnipeg, May 11, 1903.

WITH the exception of some heavy winds the weather has been very fine all week. Trade has been good in every line of groceries and produce with the exception of flour, which is very dull. This is not unusual at this season, as the majority of farmers lay in heavy supplies before seeding and so do not buy again for a month or six weeks.

The seeding is rapidly being completed, and by May 15 everything will be in except crops for green fodder and potatoes and a small percentage of flax.

The continued reports of damage to winter wheat from the cold of last week have held the wheat market very steady, and a great deal of interest has been taken, although the amount of business in Manitoba wheat has not been very large.

Heavy shipments have been made from the terminal elevators at the lakes, but the number of cars coming forward has been small. There is no spread between spot and May wheat, indeed, the demand is stronger for spot than for May. The amount estimated as still in farmers' hands is about 4,225,000 bushels, and very little of this will be marketed before June.

* * *

Four hundred and twenty sacks of tapioca, per steamer Adria, were consigned to Campbell Bros. & Wilson and Foley, Lock & Larsen, and being found damaged by sea water in transit, the shipment was declined. W. R. Allan, agent for Lloyd's, advertised the consignment for sale by auction. The sale took place Saturday morning, May 9, and the 420 sacks were knocked down to The A. Macdonald Company, Limited, for 1½c. per lb.

* * *

Winnipeg bank clearings for the week ending Thursday last were the heaviest on record, being \$1,240,117 over the previous week.

* * *

The question of transportation seems to intensify with each passing week and the congestion at the present time is something terrible. It is this feature that makes every Westerner hail with delight the prospect of another trans-continental road. This week Port Simpson lots are being advertised in the Winnipeg papers. Glines & Co., real estate agents, having secured the control of the town site for Winnipeg and the province generally.

There has not been a change in the price of any line of groceries this week, though there are not lacking signs that by another week a new price list will be in order. Prunes and some other lines of California evaporated fruits have gone up in primary markets, and this change will no doubt be reflected here.

THE LATE JAS. S. SANBORN.

The news was received from Boston that James S. Sanborn, one of the founders of the firm of Chase & Sanborn, Montreal, had died in the former city on Monday night, the 11th inst. His death was the result of pneumonia complicated with diabetes.

The deceased gentleman had many acquaintances in Montreal whom he had met on his frequent visits to the Canadian branch of the business, and his geniality as well as splendid business qualities won for him the love and respect of all. Mr. Sanborn's wife died some years ago, but he leaves two sons, Messrs. Charles E. and P. S. Sanborn, the former being with the firm, and two daughters.

Mr. Daniel Gilmour, Montreal, manager of the firm, left on Monday night to act as pall-bearer at the funeral, which took place on Thursday, the 14th inst.

"Getting Down to Solid Facts" / Fiction Doesn't Count. /

What has made "**SALADA**" Ceylon a Success

What is keeping it successful

What has made it world-wide famous



One uniform standard of sterling worth that others have dared not follow. /This is a truthful solution of the question./



"PERHAPS" the Tea Department of your business would be the better for a "Tonic." Did you ever think it worth your while to try "**SALADA**" in this direction. It has a great reputation as a trade "Pick-me-up."

Black, Mixed or Natural Ceylon Green.

SEALED PACKETS ONLY.

Retailing at 60c., 50c., 40c., 30c., 25c. per pound.

Toronto, Montreal, New York, Boston, Buffalo, Pittsburg, Detroit, Cleveland, Chicago, Washington, Philadelphia.

A Good Sale

Means Profit.

Sunlight Soap

Is Ideal Stock to Carry.

Sells Itself AND Helps Trade

In Other Goods.

Manufactured by

**LEVER BROTHERS LIMITED,
TORONTO.**



We recognize that we are sowing seed when we induce a housewife to use

Celluloid Starch.

We know that the seed is good and the harvest will be continued orders. If you would build up your business and make satisfied customers you should supply them with **CELLULOID STARCH.** The easy starch—requires no boiling, never sticks.

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

The Canadian Grocer

gal. Imp. brand, per can	4 50
gal. per case	5 10
gal.	5 60
qts.	6 00

SUGAR.

The local market remains unchanged. The demand is quiet with no special indications for the immediate future. Raw and foreign markets on the whole are a little easier, with an increased interest in beet at the decline of the previous week. Since our last week's advices New York refined's eased off 5 points by the American Sugar Refinery and 10 points by both Arbuckle and Howell. New Orleans declined 5 points, but this is not likely to have any effect on the local prices for refined sugars. Mail advices from the West Indies report that the new crop is doing well, with good weather and remarkable growth, and the canes are giving a better return of sugar than the last advices. We quote:

Paris lumps, in 50 lb. boxes	4 68
in 100 lb.	4 58
Domino brand, 50 lb. boxes	4 63
100	4 53
St. Lawrence granulated	4 03
Redpath's granulated	4 03
Acadia granulated	3 98
Maple Leaf No. 2	4 03
Maple Leaf granulated (Berlin)	3 93
Crystal granulated (Wallaceburg)	4 03
Beaver	3 88
Imperial	4 03
Phoenix	3 93
Cream	3 78
Bright coffee	3 78
Bright yellow	3 73
No. 3 yellow	3 68
No. 2	3 48
No. 1	3 38
Extra ground icing (bbls.)	
Powdered (bbls.)	

TEAS.

The general home trade has continued without special feature; the demand has been apparently for only immediate requirements and prices continue firm. The London market has not had the degree of increase in business that had been looked for after the issuing of the Budget, but reports are still of great firmness. Recent sales on garden account bear a most favorable comparison with similar dates in previous years, viz: For some 30,000 packages an average of 7d. per lb., against 6d. per lb. for about 23,000 packages in 1902. There are reports of want of rain from many of the producing districts, which is causing no little anxiety. We quote:

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

FOREIGN DRIED FRUITS.

The home market has continued active since our last issue with prices firm. The New York market reports demand has been very good and prices firm. Stocks of currants are in small compass and are held firmly. W. G. A. Lambe & Co. are in receipt of mail advices under date of April 25 referring to the monopoly of currants, to the effect that although negotiations between the English syndicate

THE MARKETS

and the Greek Government are progressing favorably, still there are some points that are very difficult to be solved, and the Greek Government have already declared that the end will likely be that the monopoly, if it comes about, will not come into force before August, 1904. We quote:

CURRANTS.

Fine Filiatras	Per lb.	0 05	up	Vostizzas	Per lb.	0 07	0 08
Patras	0 06	0 06½					

RAISINS.

Valencia, fine off-stalk	Per lb.	0 07	0 08
selected	0 08½	0 09	
selected layers	0 09	0 10	
Sultana	0 09	0 13	
Californian seeded, 12 oz.	0 08½	0 09	
1-lb. boxes	0 10½	0 11	
unseeded, 2-crown	0 08	0 07½	
3-crown	0 08	0 08½	
4-crown	0 09	0 10	

DATES.

Hallowees	Per lb.	0 04	0 05	Fards	Per lb.	0 07½	0 08
Sairs	0 03½	0 04½					

PRUNES.

100-110s	Per lb.	0 04	0 04½	60-70s	Per lb.	0 07	0 07½
90-100s	0 04½	0 05½		50-60s	0 08	0 08½	
80-90s	0 06	0 06½		40-50s	0 08½	0 10	
70-80s	0 06½	0 07					

CANDIED PEELS.

Lemon	Per lb.	0 10	0 12½	Citron	Per lb.	0 15	0 18
Orange	0 11	0 13					

FIGS.

Tapnets	Per lb.	0 04		Elemes	Per lb.	0 10	0 15
Naturals	0 06½	0 09½					

APRICOTS.

Californian evaporated	Per lb.	0 08	0 12
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PEACHES.

Californian evaporated	Per lb.	0 08	0 12
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COUNTRY PRODUCE.

EGGS.—The market is slightly easier than last week, but there is no quotable change in the price. Receipts show a decided increase, which is one of the causes of slight weakening of the market. It is expected that prices will fall in a short time, they being at present too high for packers. We quote:

In single cases, per doz.	0 13
In round lots	0 12½

HONEY.—There is no change in this market. We quote:

Extracted clover, per lb.	0 08	0 09
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POTATOES.—The potato market remains firm at last week's quotations. The local market seems to be well supplied, but the supply from outside sources is somewhat limited. Eastern stock is almost finished, and Ontario is also scarce. The supply of American potatoes does not seem very large either. We quote:

Eastern stock, on track, per bag	1 05	1 10
Best Ontario stock, on track, per bag	1 05	1 10

BEANS.—We quote:

Mixed	Per bush.	1 50	Prime	Per bush.	1 90
Handpicked	2 10	2 20			

DRIED APPLES.—We quote:

Apples, dried, per lb.	0 04	0 04½
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GREEN FRUITS.

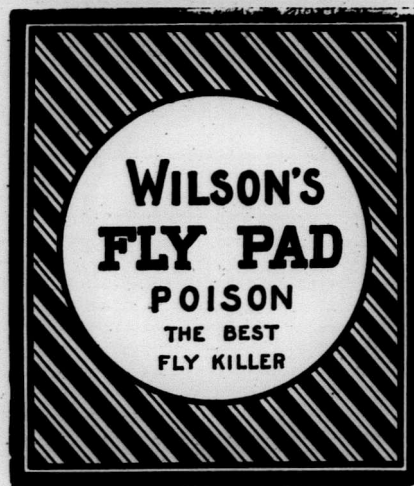
There is no very remarkable feature on this market at present. The demand is fair. The present stock of lemons is not very large, but it is expected that the new November cut of lemons will arrive very soon. Prices have fallen slightly since last week. Navel oranges are a little weaker this week, as also are pineapples. There is a special quotation of Bermuda onions this week at \$1.75. Sorrento oranges have arrived from the Mediterranean, and are quoted at \$3.50 per box. Coconuts from Porto Rico are

FOR 24th MAY TRADE

NEW NOVEMBER CUT LEMONS,
NEW MESSINA and SORRENTO
ORANGES, BANANAS, Fancy
Quality, STRAWBERRIES, NEW
CABBAGE, and all other season-
able specialties.

WHITE & CO.

WHOLESALE FRUIT AND PRODUCE,
64 Front St. East,
TORONTO.
Phones { Main 4106
 { Main 4107



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WHOLESALE.

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

Strawberries

TOMATOES PINEAPPLES
CUCUMBERS CABBAGE
ORANGES LEMONS
BANANAS

Let us hear from you with an order.

HUSBAND Bros. & Co.

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

Send Us Your Fruit Orders.

Our Fruit is the best we can buy, and our facilities for handling are unexcelled.
See Weekly Price List. Yours for the Asking

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DOMESTIC FOREIGN
FRUIT and VEGETABLES.

Telephone Main 645, Office
" " 3394, Warehouse ...TORONTO

C. Gardiner Johnson & Co.,

VANCOUVER, B. C.

CAN NOW SELL YOU

85 bbls., \$6.00; 20 1/2-bbls., \$3.50; 36 Kits, \$2

F.O.B. Vancouver.

Choicest B.C. Herring, January Fish.
Excellent condition.

IN SEASON CAN SUPPLY YOU WITH FINEST
FISH, ALL KINDS.

Established 1869.

A. GIBB & CO.

**BUTTER, CHEESE, EGGS, HAMS,
BACON, LARD, JAMS, ETC.**

Consignments solicited.

Prompt returns.

83 COLBORNE ST.,

TORONTO

Butter Cheese
Eggs Poultry

Consignments Solicited.
Highest Prices. Prompt Returns.

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.

The _____

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COMMISSION MERCHANTS.

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TORONTO

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WHOLESALE FRUIT IMPORTERS
AND COMMISSION MERCHANTS.

Special This Week

422

TAPS COMMADRE FIGS,
\$1.10 per Tap.

ASK FOR OUR WEEKLY PRICE LISTS.

THE MARKETS

also now on the market; both Porto Ricos and Jamaicas are quoted this week. It is expected that the next arrivals of strawberries will be in better shape than they have been lately. The price of strawberries remains firm. We quote:

Californian navel oranges, per box	3 25	4 00
Mexicans	2 50	3 00
Valencias, 714s.	5 50	6 00
" 420s, large	6 00	6 50
" 420s, small	5 25	5 50
Tangerines, per half box	2 00	2 25
Seville	2 50	2 75
Malta Blood, per box	3 00	3 25
Pineapples, per crate	3 50	4 00
Grape fruit, per box	6 00	7 00
Malaga grapes, per bbl	10 50	11 50
Jersey cranberries, per bbl	1 35	1 75
Bananas, per bunch for ordinary	1 75	2 50
" large bunches	1 00	1 50
Asparagus, per doz	2 75	3 00
Californian lemons, per box	2 25	3 50
Messina	3 00	3 25
Cabbage, per case	3 00	3 50
New potatoes, Bermuda, per bbl	0 15	0 18
Cucumbers, Baltimore stock, per doz	0 15	0 18
Strawberries, per qt	4 00	4 50
Tomatoes, per crate	1 75	2 50
Canadian apples, in bbls.	1 75	2 00
Bermuda onions, per case	3 00	3 50
Egyptian onions, per 100-lb. sacks	0 72	0 75
Dutch set onions, per lb.	3 50	3 50
in 100-lb. lots, per lb.	3 00	3 00
Cocoanuts, Porto Rico, per sack	3 00	3 00
Jamaica	3 00	3 00

VEGETABLES.

There has been considerable change in the vegetable market since last week's quotations. The field-grown vegetables are beginning to come in, and the natural consequence is that prices are very much easier in some lines. However, some lines are rather firmer than last week. Radishes have dropped 5 to 10c. per dozen bunches. Rhubarb has taken a tremendous tumble from \$1 to 20c. per dozen bunches, although for certain kinds, \$1 is still asked. Fresh onions have fallen 5c. per dozen bunches. Artichokes have also weakened slightly. Carrots have, however, stiffened 10c. per bag, turnips, 5c. per bag, and onions, 10c. per bag. Mushrooms have stiffened in price 15 to 40c. per lb. The lettuce market is somewhat weaker. We quote:

Cabbage, per doz	0 40
Cabbage (red), per doz	0 50
Carrots, per bag	0 50
Fennel, per bag	0 50
Turnips	0 45
Onions	0 70
Beets	0 50
Lettuce, per doz	0 20
Artichokes, per peck	0 20
Fresh onions, per doz. bunches	0 10
Rhubarb	0 20
Radishes, per doz. bunch	0 35
Mushrooms, per lb.	0 75
Mint, per doz. bunches	0 20
Parsley	0 30

FISH.

There is a slight weakening in the fish market since last week. The reason is, of course, the larger receipts. The demand is still fairly good in most lines. Mackerel made their appearance on the market last week, but the receipts as yet are not very large. White fish and trout have dropped 1c. per lb., and halibut has fallen 3c. per lb. We quote:

Whitefish, fresh, per lb.	0 09
Trout, fresh, per lb.	0 08
Herrings, fresh, per lb.	0 05
British-Columbian salmon, per lb.	0 20
Halibut, per lb.	0 12
Perch, per lb.	0 05
Mackerel, each	0 25

GRAIN, FLOUR AND BREAKFAST FOODS.

GRAIN.—The local and export demand are still good. The market in each line remains firm at last week's quotations except peas and buckwheat. Peas have weakened 2c. per bushel, and buckwheat 4c. We quote:

Red wheat, per bushel, on track Toronto	0 75
White wheat	0 75
Barley	0 45
Oats	0 34
Peas	0 70
Buckwheat	0 48
Rye, per bushel	0 55

The Canadian Grocer

CANADIAN MEATS

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Consignments handled in—

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or sold cost freight and insurance.

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COMMISSION MERCHANT.

BANANAS, ORANGES, LEMONS,
MALAGA GRAPES, NUTS, ETC.

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Butter, Eggs, Cheese, Poultry,
Fish, Game, —and also—

DRIED, GREEN EVAPORATED APPLES.

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Manufacturers and Shippers

WINNIPEG, MAN.

Important.

Our warehouse and offices will be closed on Saturdays at 12 o'clock instead of 1 p. m. during the months of June, July and August.

We respectfully request our clients and friends to kindly take good note of this change.

CARTAGE QUESTION.

In spite of the difficulties created by the teamsters' strike, we are happy to state that, to the great satisfaction of our patrons, we have been able to continue the regular delivery of all orders, both for city and for country, either by railroad or boats, without the slightest delay.

Our rapid delivery service is still unequalled and will continue to be such as to give no cause for complaint.

Laporte, Martin & Cie

Wholesale Grocers,

— MONTREAL.

Oregon Prunes (Italian style) 40-50s	0 07	0 07
50-60s	0 07	0 07
Oregon prunes (French style) 60-70s	0 04	0 04
80-100s	0 04	0 04
100-120s	0 04	0 04

NUTS.

The tone of the market is firm in sympathy with primary advices. Cable advices on Brazil nuts state that the market has an advancing tendency, owing to light receipts from producing points and large unfilled orders from Europe and the United States. We quote:

Walnuts, per lb.	0 12	0 13
Tarragona almonds, per lb.	0 12	0 13
Shelled walnuts	0 25	0 26
Shelled almonds	0 27	
Hicknuts, per lb.	0 05	
Peas, " "	0 15	
Brazil nuts, per lb.	0 11	0 12
Peanuts, roasted, according to the brand, per lb.	0 07	0 11

GREEN FRUITS.

Owing to the warm weather of the past week there has been a decided improvement in the demand for all lines of fruit, and an active business is reported. At recent auction sales three cars of bananas sold at 25 to 60c. per bunch; one car of pineapples at \$2.25 to \$2.50 per crate; four cars of apples at \$2 to \$3 per barrel for choice and at \$1 to \$1.75 for common. Receipts of strawberries have been more liberal, and several cars sold at prices ranging from 9 to 17c per quart. We quote:

Bitter oranges, per box	3 00	
California navel, per box	3 50	3 75
Valencia, 714s	5 50	
Valencia, 420s, Jumbo	4 75	
Messina lemons	6 00	
New Californian lemons	2 50	3 00
Cocanuts, per bag of 100	3 25	
Bananas, per bunch	1 25	2 25
Canadian apples, in bids	3 50	4 00
Malaga grapes, per keg	5 50	7 00
Almeria grapes, fancy heavy weights, per keg choice	6 50	
ordinary, per keg	5 75	
Cranberries, Cape Cod, per bbl.	15 00	
Nova Scotia	12 50	
Pineapples 24 to the case	2 65	3 00
Tangerines, 4 boxes		
Jamaica grape fruit		
Californian grape fruit	3 75	
Strawberries, per box	0 10	0 18

VEGETABLES.

The receipts have been somewhat limited on account of the dry weather and the fact that shipments have been curtailed some from the States. The demand has been good and trade is active. We quote:

New cabbage, in crates	2 75	
Sweet potatoes, per bbl.	5 00	
Spanish onions, per crate, about 50 lb.	2 50	
per case	1 25	
Yellow and red onions, per bbl.	1 25	
Cucumbers, per doz.	1 25	1 50
Asparagus, per doz. bunch	5 00	
Boston lettuce, per doz.	0 90	
Tomatoes, 6 baskets to the crate	4 50	
Spinach, per bbl.	2 75	
New Bermuda potatoes, per bbl.	6 00	6 50
Radishes, per doz.	0 40	0 60

FISH.

The tone of the market has been steady and trade is quiet. We quote:

Haddies	0 06	0 07
Smoked herring, per box	0 15	
Fresh haddock and cod, per lb.	0 04	
Dore, per lb.	0 08	
Pike	0 06	
Halibut, per lb.	0 08	
Salmon	0 08	
No. 1 Herring, Nova Scotian, per bbl.	5 00	5 50
per half bbl.	2 80	3 00
No. 1 Holland herring, per half bbl.	6 50	
No. 1 Scotch herring, per keg	0 95	
Holland herring, per keg	0 70	0 80
No. 1 green codfish, per bbl.	5 00	
No. 1 large green codfish, per bbl.	5 50	
Boneless cod, 1 and 2 lb. blocks, per lb.	0 06	
Loose boneless cod, per lb. in 40 lb. boxes	0 05	
Dried codfish, per 100 lb. bundles	4 00	
Alaska salmon, per bbl.	14 00	
Standard bulk oysters, per gal.	1 45	
Marshall kippered herring, per doz.	0 99	
Canadian kippered, per doz.	0 99	
Canadian sardines, per 100	3 50	3 75
Canned cove oysters, No. 1 size, per doz.	1 30	
Canned cove oysters, No. 2 size, per doz.	2 20	

COUNTRY PRODUCE.

EGGS.—Owing to smaller receipts and the continued good demand the tone of the market has been firmer for strictly fresh-gathered stock and prices have advanced with sales at 13 to 13½c. per dozen in a jobbing way, and No. 2 at 10½ to 11c.

POTATOES.—The tone of the market has been strong owing to small supplies and the continued good demand; in consequence a sharp rise in prices has taken place. We quote:

Choice stock, per bag	1 15	
Ordinary, per bag	1 05	1 10
Jobbing lots, per bag	1 25	1 30

BEANS.—Business is dull and tone of market easy. We quote:

Primes, in small lots	1 85	1 90
Primes, in carlots	1 75	1 80

HONEY.—Demand is slow and prices nominally unchanged. We quote:

White clover, in comb.	0 12	0 13
White strained, in 60 to 70 lb. tins	0 08	0 09
Buckwheat strained, per lb.	0 06	0 07

MAPLE PRODUCT.—The market is quiet but steady. We quote:

New syrup, in wood, per lb.	0 06	0 06
New syrup, in large tins	0 70	0 75
New syrup, in small tins	0 55	0 60
New sugar, per lb.	0 08	0 08

ASHES.—There has been no change in ashes, which rule quiet and steady. We quote:

First pots	5 40	
Seconds	4 50	
Peris, per 100 lb.	6 25	

FLOUR AND GRAIN.

FLOUR.—A fair volume of business has been done in all grades and prices rule steady. We quote:

Choice Manitoba spring patents	4 10	
Seconds	3 90	
Strong bakers	3 40	
Straight rollers	3 35	3 40
Winter wheat patents	3 75	3 90

GRAIN.—The feature of the week has been the demand for oats for export account, and some large sales of No. 2 white have been made at 35c. per bushel afloat. We quote:

Rye, ex store	0 57	
Peas	0 72	0 73
Corn	0 50	
Buckwheat	0 48	
Barley	0 47	
Oats	0 37	0 37

FEED.—Demand is good and prices steady. We quote:

Manitoba bran, in bags	18 00	
shorts	20 00	
Ontario bran	18 00	
shorts	19 00	
Mouille, as to quality	23 00	28 00

BALED HAY.—The market is active and firm owing to the continued good demand from American buyers. We quote:

Timothy, No. 1, in carlots, per ton	9 00	9 50
No. 2	7 50	8 00
Clver	6 50	7 00

NEW BRUNSWICK MARKETS.

Office of "The Canadian Grocer"

St. John, N.B., May 12, 1903.

BUSINESS is active. There are few changes of importance. In general the market is firm. There is still much interest in molasses. Prices are not only high at the islands, but it is almost impossible to buy at any figure. The outcome of the canned goods situation is also watched with interest. There is a feeling that dealers who are members of the Guild will be compelled to buy from the Association. But it looks as if several quite large packers would not

be in the association, and there are a number of wholesale grocers not in the Guild. It looks like active competition. In cream of tartar the market continues very firm; stocks held are very light.

OIL.—Burning oil prices have fallen off 1c., remaining at the lower figures of last week. There is still quite a large sale. In lubricating oil values are unchanged. Most of the spring orders have been shipped. Linseed oil is unchanged in price; there is an active sale. Stocks are very light. Turpentine, which has ruled so high, is quoted well below prices of last week. Cod oil is scarce, some shipments having been made to the American markets. Price is very firm. Seal oil will be quoted quite high. We quote:

American Water White	0 21	0 22
Best Canadian	0 20	0 21
Prime	0 19	0 20
Linseed oil, raw	0 64	
boiled	0 67	
Turpentine	0 90	0 95
Cod Oil	0 29	0 31

SALT.—In Liverpool coarse salt fair stocks are held. Values are firm and orders have to be filled out of store. In fine, while some English is sold, the larger demand is for Canadian. Supplies come forward very slowly. The opening of the dairy season means active sales. We quote:

Liverpool coarse, per lb.	0 55	0 60
English factory filled, per lb.	0 95	1 00
Canadian, per bag	2 25	2 35
Cheese and butter salt, per bbl.	3 10	
5 lb. bags, per bbl.	2 85	
10 lb. "	0 25	
20 lb. wood boxes, each	0 15	
10 "	1 90	2 00
cartoons, per case	1 25	1 30
English bottled salt, per doz.	1 25	1 30
Mineral rock salt, selected lumps, per 100 lb.	0 60	

CANNED GOODS.—Dealers are beginning to think of the coming season. Some wholesale grocers, who belong to the Guild, feeling they may be compelled to buy from the Association, are wondering how they will meet the competition of those who are not in the Guild and who will buy from the independent packers. Spot market is little changed. Peas are a light stock. Corn is quite firm, but a fair quantity is held. Tomatoes are selling but slowly. Salmon is dull. Oysters tend to higher prices. New domestic sardines and clams are offered. We quote:

Tomatoes, 2s.	81 25	1 40
3s.	1 60	1 75
Corn	0 90	1 00
Peas	0 95	1 20
String beans	0 85	0 90
Strawberries	1 70	1 75
Blueberries	1 10	1 20
Raspberries	1 55	1 70
Peas, 2s.	1 60	1 75
3s.	2 10	2 25
Peaches, 2s.	1 65	1 75
3s.	2 50	2 75
3 lb. apples	0 95	
Gallon apples	2 00	2 15
2 lb. sliced pineapples	2 00	2 30
Grated	2 00	2 50
Sugar beets	0 95	1 00
Salmon, pink	0 95	
spring	1 15	1 25
Rivers Inlet, red sockeye	1 25	1 30
Fraser River	1 15	1 50
Domestic sardines, oils, 1	3 00	3 25
mustards, 1	2 85	3 00
Kipperd herring	3 25	3 50
Finnan haddies	3 25	3 50
Corned beef, No. 1	1 50	1 60
No. 2	2 60	2 70

GREEN FRUITS.—Business is very active. Retail grocers complain that owing to the quantity of fruit being peddled by Italians and others they are losing a great deal of business. It looks, however, as if the new condition had come to stay. In oranges, prices are rather higher. Lemons are unchanged. Pines now have a good sale. Bananas are the large sellers. Prices are low. Apples are about out of the market. Strawberries improve in quality, but the price is high. Rhubarb, of good quality, is offered. The

THE MARKETS

The Canadian Grocer

price is lower. Cucumbers are also easier. We quote:

Californian navels, per box	3 75	4 40
Valencias, 714s	3 50	6 00
" 420s	4 50	5 00
Messina lemons	3 00	3 50
Cocoanuts, per bag of 100	3 50	
Bananas, per bunch	2 00	
Potatoes, per bbl	1 75	2 00
Canadian apples, in bbls	1 75	3 50
Sweet potatoes, per bbl	5 50	7 00
Malaga grapes, per keg	5 50	7 00
Strawberries	0 20	
Rhubarb	0 08	
Cucumbers, per doz	1 25	
Pineapples	3 50	4 00

DRIED FRUITS.—This is a quiet line. Prunes are being sold very low. Owing to quite a stock of seeded raisins held here, the price has shown little change. Currants have a steady sale at unchanged prices. Some dealers are fortunate in carrying over a small stock of peels. All lines, but particularly citron, will be higher this year. Evaporated apples continue low. Egyptian onions are firmer in price than was expected. Sales are not large. We quote:

CURRANTS.		
Fine Filiatras, per lb. in cases	0 04	
" " cleaned	0 06	
" " in 1-lb. cartons	0 06	

VALENCIA RAISINS.		
Finest off-stalk, per lb.	0 07	0 07½
Selected, per lb.	0 07½	0 08
Layers	0 08	0 08½

MALAGA RAISINS.		
London layers	1 75	1 90
" Commoisseur Clusters	2 25	2 50
" Royal Buckingham Clusters, 4 boxes	1 15	
" Excelsior Windsor Clusters	4 50	4 60
" " " "	1 30	1 40

CALIFORNIAN RAISINS.		
Loose muscatels, per lb.	0 08½	0 09
" " seeded, in 1-lb. packages	0 10	0 10½

FIGS.		
Comadres, per tapnet	1 20	
Elemes, per lb.	0 10½	0 20

DATES.		
Dates, Halloweens, per lb.	0 04	0 05

CALIFORNIAN EVAPORATED FRUITS.		
Apricots, per lb.	0 11	
Peaches	0 09½	0 10

PRUNES.		
Per lb.	Per lb.	
30-40s	0 08½	70-80s 0 06½ 0 07
40-50s	0 08	80-90s 0 06 0 06½
50-60s	0 07½	90-100s 0 05½ 0 06
60-70s	0 07	Egyptian onions 0 02½ 0 02½

APPLES.		
Per lb.	Per lb.	
Dried	0 04	0 04½ Evaporated 0 06 0 06½

ONIONS.		
Egyptian onions, per lb.	0 02½	

SUGAR.—There has been no further change in price, but the market is firm. Stocks are still quite large. There is a good demand. We quote:

Paris lumps, in 50 lb. boxes	5 00
" 100 lb. "	5 00
Redpath's granulated	4 13
St. Lawrence	4 13
Acadia	4 05
Bright yellow	3 75
No. 2	3 45

MOLASSES.—Stocks here are small. Little new Barbados is sold, owing to price. In Porto Rico people pay the high prices quite freely. There is, however, a demand for cheaper goods, which is being filled by New Orleans and other goods from New York. Where fair prices are paid good satisfaction results. We quote:

Barbados	0 34	0 38
Porto Rico	0 35	0 38
New Orleans	0 28	0 35

FISH.—In Gaspereaux the demand for what is very large and the supply has been light, so prices are well maintained. A few nice shad are seen. Dry codfish are held firm at quite full prices. Pollock is unchanged. Pickled herring are rather higher, while smoked are scarce. Haddies are rather lower. We quote:

Haddies, per lb	0 04½	0 05
Smoked herring, per lb	0 11	0 12
Fresh haddock and cod	0 02	0 02½
Boneless fish	0 04	0 05

Pollock, per 100 lb.	1 75	2 00
Pickled herring, per half-bbl	2 10	2 25
Dry cod	3 75	4 00
Pickled shad, half-bbl	6 00	
Halibut	0 08	0 09
Fresh Gaspereaux, per 100	0 60	0 70

FLOUR, FEED AND MEAL.—In flour, values are unchanged and there is a fair sale. Oatmeal is rather easier and sales are light. Cornmeal keeps low. Beans are unchanged and the sale is slow. Our market takes nearly all handpicked. In seed, there is still a large sale, but the season is getting late. We quote:

Manitoba flour	\$4 60	4 70
Best Ontario	4 00	4 10
Medium "	3 95	4 00
Oatmeal	4 00	4 25
Cornmeal	2 75	2 80
Middlings, in small lots	24 00	25 00
Oats	0 40	0 44
Hand-picked beans	2 10	2 20
Prime "	2 00	2 10
Yellow eye "	2 80	3 00
Split peas	5 25	5 50
Barley	4 25	4 40
Hay	9 00	11 00
American timothy	2 00	2 50
Canadian "	2 70	3 15
Red clover	0 13	0 15
Manitoba clover	0 15	0 15½
Alsike	0 13	0 15

NOTES.

It is with very deep regret we report the death of Frank Allison, secretary of the St. John Board of Trade. Mr. Allison was a model secretary, and always very active when the interests of the city were involved. He will be greatly missed by the business community. "The Grocer" joins in the deep sympathy expressed for his family.

J. Hunter White, representing W. W. Toussig & Co., of New York, and The Boston Molasses Co., of Boston, is finding, owing to the condition of the market, an active sale for New Orleans and other grades of molasses.

MANITOBA MARKETS.

BEEF.—The supply of stall-fed cattle in Manitoba seems to be just about equal to the present demand and prices are remarkably steady. The best city dressed carcasses sell for 7½c., and anything under that from 6½ to 7c. There has been no export trade in steers yet, but all accounts from the cattle country are encouraging.

MUTTON.—The receipts of sheep show no signs of enlargement at present, and in consequence mutton is scarce and dear. Sheep, 18 months old, sell for 11 to 11½c. dressed. Spring lamb is very scarce, and retail the hindquarters bring \$2.50 and forequarters \$1.50 each, and this for lamb that is by no means well fed.

HOGS.—Moderate receipts of live hogs are coming in, but dressed hogs are only now sold to city butchers, and the demand is light.

VEAL.—Supplies are more liberal, but the quality is not up to much. Jobbers sell at 9c. per lb. for skinned carcasses.

CREAMERY BUTTER.—A number of the country factories are running and already some butter has been offered at 21

to 22c. factories. The first run of the creameries in the spring is usually put up in 1-lb. bricks, and finds a ready sale on the local market.

DAIRY BUTTER.—Receipts of good fresh tubs are small and the mere fact that the range of price is 11 to 16c. is enough to mark the irregularity of the quality.

CHEESE.—A few factories are open, but, of course, no new cheese is as yet offering. The small stocks of old are held at 14c.

EGGS.—The receipts of eggs have been moderate during the past week; probably the cold snap of ten days ago is answerable for this. Price is firm at 12c. per dozen.

NOVA SCOTIA MARKETS.

HALIFAX, May 11, 1903.

THE wholesale grocery trade has only been nominally active during the last week, but it has kept fairly up to the average of former years. Conditions have varied somewhat lately, tending to show a greater scarcity of money in the country. Payments have therefore not been as prompt as usual and considerable renewals have been made. The wholesalers are inclined to be very conservative in business, and prefer to sell on shorter time and in smaller quantities. The retail trade in the city has been good, and though the retailers throughout the province report business brisk, they also report it hard to collect bills in order to settle their own accounts. The prospects for a brisk summer's business are good.

* * *

The sugar market remains unchanged. Molasses are firm, and the present quotation is around 38 cents, with a prospect that this price will go still higher. Stocks held here are not as large as usual, and the prospect for getting further supplies is not favorable, as the cost in the West Indies and Porto Rico is abnormally high and well sold up.

* * *

The provision markets were not so brisk as usual last week, as little more provisions or produce was coming in than would supply the regular local demand. Beef is coming in slowly and good stock commands a fair price. Pork is very firm. Lamb is coming in in small numbers and sells readily. Butter is in good supply in



Delicious, Healthful
The Ideal Fruit

—FOR—

SPRING and SUMMER USE

Once Tried, Always Used.

ASK FOR IT.

BRITISH COLUMBIA TRADE TOPICS.

From our Vancouver Correspondent.

prints, but for table creamery the demand is greater than the supply coming in. Some new fodder cheese has come in and is selling about 12½c.

* * *

Hay remains unchanged, and those who have any quantity are firm in their demands. This is accounted for by the fact that Quebec hay has found a good market in the United States and very little of it has come this way this season. Some cargoes of oats and potatoes have come in from Prince Edward Island and find a ready sale. Oats are firmer than during the winter, and are quoted now at about 45c. Potatoes are very firm and are selling at 60 to 65c., according to quality and quantity. Seed oats are in good demand and are bringing something better than the regular market quotation. The same may be noted with reference to seed potatoes. These are coming in in fair supply from Prince Edward Island.

* * *

There has been a great scarcity of eggs lately, but the supply is improving. The price holds about 13 to 14c., which is 3 to 4c. higher than usual at this season. Fowls and chickens are in good demand, but the supply very short for this season.

* * *

The stocks of Bank cod have now all been marketed, the latter part of the season giving fairly good prices. The exporters are doing considerably better with fish exported south. The Banking fleet, which went out about April 20, report fares good, and a successful season is in prospect. The shore fishermen are able to supply the local market liberally, and are just now on the lookout for the first run of mackerel. On Saturday, May 2, one was taken off the harbor and one on the 8th. Mackerel are hardly due along the coast until May 20 to 25. The lobster fishermen are doing extremely well this season on the North Shore, and the canneries expect to put up an unusually large quantity. A number of crates of live lobsters are shipped every steamer to Boston.

* * *

The flour and feed markets continue firm, but without any material change in prices. There is quite a demand for coarse feeds at present. Rolled oats and oatmeal are unchanged. R.C.H.

The printers of London are likely to demand higher wages. Failing to get their demands a strike will likely be the result.

T. Franklestein, general merchant, Neepawa, is selling out to Tritt & Scragge.

LAST month was, on the whole, a fairly prosperous one for the city of Vancouver, despite the fact that local retail trade has not been up to the mark. This is accounted for by rather backward weather and somewhat uncertain local conditions due to the various strike troubles, some of which are chronic and others incipient. Fortunately it is anticipated that labor matters will be settled satisfactorily before long. Indeed, the only affair to be adjusted now is the strike of the U. B. R. E. and of the longshoremen and teamsters who are out in sympathy. This has been on so long, that in great measure the disturbance caused in trade at first has died away, the railway and transfer companies having hired substitutes to carry on the work in the meantime. The merchants have been the biggest sufferers as a consequence, although shipments are returning to normal conditions and have become fairly regular.

* * *

That the claim of April as a busy month all round is founded on fact the Customs returns for the month may be quoted. The revenue for April was \$146,530.72, as against \$98,605.76 for the same month last year, an increase of \$47,924.96. It is but fair to say that the number of cargoes of goods received by sailing ship from England and European markets had some effect in augmenting the total.

The grocery market is quiet at present, though wholesalers report a very satisfactory business. Receipts of goods from California are fairly free, one lot of 500 cases of tomatoes and another of 400 cases of macaroni being noted above the average. About 1,500 cases of dried fruits for shipment to Winnipeg were also among the arrivals of the week from the Californian port. Fresh fruits are freely received. The first strawberries and the first new potatoes have arrived from San Francisco. The quantities are not so as to make a regular feature of the market, and the prices are such as to class them strictly as luxuries, especially the strawberries, which retail at 50c. per box. Potatoes of last year's local crop were never more plentiful than they are this season. The price, wholesale, is anywhere down from \$19 per ton, and they are really a drug on the market.

* * *

Receipts of fresh-made dairy butter from local country points continue to increase, though not yet free enough to render the market independent of the cold-storage stocks of eastern creamery, of which there is but a limited supply held. Of held stock in seconds and poorer, there is the

usual amount, and a good deal of it is finding readier sale than it will when fresh goods are more plentiful. Eggs are coming in to retail hands direct in quantities that have reduced the price to the regular retail price of 25c., below which they are not often sold in this market.

* * *

Shipments of goods north, both to cannery points on the British-Columbian coast and for forwarding to Dawson, have repeated this week. The quantity of freight now awaiting the going out of the ice in the Yukon river for first shipment down to Dawson must be considerable. The first big lots of live stock have gone forward and more are following. These will, like the shipments of merchandise, be sent from the foot of Lake Labarge on scows down the river, following the ice as it goes out.

* * *

All reports of the spring cleanup in Dawson so far received are very encouraging, the estimate being that it will total at least \$15,000,000, which will be greater than last year. The warm weather is setting in and the cleanup will likely be over earlier than usual. Summer diggings are prosecuted now in the Klondike as freely as, or more so than, the winter operations, and therefore the total for the year is likely to be fully equal to the best in the history of the great camp.

* * *

F. W. Peters, general freight agent of the C.P.R. Western Division, was in the city again from Winnipeg. He is reported as saying that he still has under advisement the demand of the Wholesale Grocers' Exchange for adjustment of the freight tariff, making Calgary the eastern limit of this field, and on that basis, putting the wholesalers here on a parity with those of Winnipeg and eastern points. This statement, according to the wholesalers, is a distinct retraction of the last utterance of the same gentleman, who said at one time that he had definitely decided to leave matters as they were, because he would be under compulsion to respond to demands from Winnipeg and eastern wholesalers to an extent which would bring the standing of the freight rates back to the same relative position as they now are. The wholesalers feel every confidence that their demand to be recognized as having equal rights to the territory as far as Calgary will be conceded, and if that is so, freights from Vancouver to Calgary, base point, and equidistant points from that base will be put on the same rate as from Winnipeg to the same points. This concession, if granted, will mean a great deal to the wholesale trade here, which has in many ways been handicapped in reaching out after the Alberta trade on account of existing conditions.

GEO. S. B. PERRY.

SELL CLUB COFFEE.

It will please your customers and they will come back again. It's a quick seller, orders are coming in fast. Ask for our prices.

By _____

PUT UP IN 1-LB. AND 2-LB. TINS.

S. H. EWING & SONS

Toronto Branch, 29 CHURCH ST.

96 KING ST., MONTREAL.

TELEPHONE MAIN 686.

Telephone Bell Main 65
Merchants 522.

Telephone orders receive prompt attention.



Stock with **HIRE'S Root Beer**. See that your travellers have it on their price list. It pays a **GOOD PROFIT**.

Do not be persuaded to buy imitations !!

The hot weather is here!

HEALTH is essential to WEALTH.

Setna & Co., "Chutneys"

Indian Guava Jelly, Curry Powder.

Martin & Freres' well-known brands of Shelled Almonds, as follows :

Squirrel, Fox and Tiger.

DRAINED PEELS in 10-lb. Drums and 112-lb. kegs.

PRICES ON APPLICATION.

W. P. DOWNEY,

SOLE AGENT FOR CANADA.

26 St. Peter St.,

MONTREAL.

QUALITY TELLS.

CHEAP GOODS—CHEAP MEN—are as thick as spatter.

There are dozens of openings for every first-class man, and there are thousands of merchants ready to push a good article, one that stands right out from the common truck—and can be depended on every time.

Red Rose Tea

is one of the things that **STANDS OUT**. One that can be depended on **YEAR IN AND YEAR OUT**.

45 per cent. increase in sales this year so far is good evidence of the way it is appreciated by those who sell and drink tea.

T. H. Estabrooks, Tea Importer and Blender,
St. John, N. B.

Branches: Toronto and Winnipeg.

THE OFFICE

DEVOTED TO THE
OFFICE STAFF OF
BUSINESS ESTABLISHMENTS.

THE QUESTION OF CREDITS.

By H. A. Leak.

THERE are three classes of manufacturers; one that sells direct to the retail trade; one that gives the retailer the option of buying direct or through the jobber, and those that do their business through the jobber exclusively. The last-named class, no doubt, ship to the retailer when the jobber has refused the business, if they consider that the account is fairly good.

To what extent the manufacturer can sell to the small store with a poor rating on a profitable basis is worthy of some consideration. Presuming the average order that the manufacturer delivers to the retailer, either direct or for the account of the jobber, amounts to the sum of \$30, there would be a margin perhaps of

8 per cent. to the jobbers	\$2 40
20 per cent. manufacturer's profit ..	5 52
	\$7 92

These estimates do not allow for selling expense, which should be permissible in these figures inasmuch as it might be considered additional business and not regular, that should bear its proportion of travellers' salaries and expense. On this basis of figuring five orders would show a profit of \$39.60, or the manufacturer could afford to lose in full one account in five and yet have a profit of \$31.68. My experience has taught me, however, that of these losses, we collect on an average about 45 per cent., which would leave the manufacturer a profit of \$35.25, or over 89 per cent. I have kept a record for some time past of business of this character, and I have found that we lose only part of one account in twelve, although in addition to the orders that are turned down I include any business we accept, whether the merchant has no rating, or \$500 and less.

The value of the introduction of the goods should be considered in the proper extension of credit. When merchants without good ratings buy a small assortment, they are forced to take an interest in the goods because they cannot buy competitors' products, which results in them establishing a trade in their community, and in the event of their prospering and becoming more successful, it would often be difficult for similar products to displace the ones that they originally introduced with their trade. Furthermore, a great many merchants

who are without capital, highly appreciate an opportunity to get goods. They are men that are honorable in their intentions, and would be appreciative of any kindnesses shown them when they became more successful.

A STARTLING FACT.

A STATEMENT made by the Canadian Correspondence College of Toronto in their advertisement in this issue regarding the percentage of business failures has been repeatedly corroborated by the commercial agencies. Thoroughness of preparation is nowadays the chief essential in any business undertaking or career. Some of the foremost insurance companies in Canada have offered great inducements to such of their clerks as will take the insurance course given by the above college. As "The Canadian Grocer" sees it, many of the large manufacturers and merchants throughout the country would make a most profitable investment if they would encourage their clerks to equip themselves more thoroughly by completing some one or the other of the practical courses offered by the Canadian Correspondence College.

BUSINESS CORRESPONDENCE.

THE model business letter—how shall it be described? As it must vary according to the purpose for which it is intended, shall we not define it as that which best accomplishes its purpose, with the least loss of time to writer and reader? asks an exchange.

This definition would at once bar out the theory that the model business letter is as brief as possible; because there are conditions under which a letter may be too short to be entirely clear. It must be long enough to be perfectly intelligible to the recipient; it is only in telegrams that each word becomes an additional expense; and time is frequently saved by writing a somewhat longer letter than the writer at first intended to send out.

Of course, if the purpose of the letter be simply to inform a customer that certain goods have been shipped on a certain day by certain lines, no further words are necessary; perhaps a duplicate bill of lading would be all that would be really required. Custom, however, calls for some slight degree of courtesy.

Each sentence should be so framed that it will convey but one meaning to the

reader, and that meaning the one which the writer intended. If you would acquire a perspicuous style, study the sentences in the newspaper, and see for yourself what other interpretations could be placed upon the collocations of words. If the sentence admits of two constructions being placed upon it, it is a bad one; how could it be made better?

A little practice at the careful reading of what others have written will train the mind so that the sentences framed will be clearer, and therefore better, than before this study was given. Practice careful dictation, and it will soon become easy to express your meaning so that he that runneth may read.

PRIVATE CODES.

ARE you scanning your ideas for one that, put into active operation, will bring you into closer touch with your customers; bind them to you more firmly?

Have you, Mr. Ponderer, ever considered the advantages of a private code? Do you know that many firms have accomplished by this means, and permanently, too, an intimacy with their trade, closer, surer, more rapid, and with as much of the element of secrecy as is desired? It is a fact, testified to by hundreds of live firms, and you should not turn down the idea without sifting it thoroughly.

It is not possible in this short article to set forth any of the further advantages of this matter, but this one great benefit should be enough to arouse the interest of wide-awake business men, and, no doubt, all the information desired could be obtained of The American Code Co., of New York City, who are specialists in this line.

OFFICE SPECIALTIES.

A VERY neat catalogue is issued by The Samuel C. Tatum Company, Cincinnati, who handle office specialties and stationers' hardware. The back is of a dark color, almost black, and is relieved by a design in green and gold. The paper and ink used are good, and consequently the illustrations show up well. What makes it very attractive is the illustrating of all quotations.

The office specialties handled are copying presses and stands, loose sheet holders and binders, paper punches, inkstands, copying pads, baths and tanks, stick files, paper weights, letter boxes, etc. There is a large range of inkstands quoted, some of them being exceptionally fine. Particular attention is also paid to copy presses and copy press stands.



Figure it Out

and see if it wouldn't pay you to have your Printing and Advertising done by a Specialist in an up-to-date city office. Style and finish, that's it.

Special—1,000 Bond Statements, \$2.00; Extra quality Billheads, 1,000, \$1.50; Envelopes, 1,000, \$1.00 up.

Weese & Co., 54 Yonge St., Toronto

WHEN YOU STOP TO THINK

how much the success of your business and the comfort of your household depend on communication with others you will appreciate the fact that telephone service is worth a great deal more than it costs.

Metallic Circuit Service—efficient, rapid, constant

The Bell Telephone Co. of Canada

FIRE AND BURGLAR-PROOF SAFES.

Great fires often cause ruination. Protect against what may come by buying a

CARY Fireproof Safe.

We are the only Importers and Dealers in Canada of the celebrated world famous **Cary** Safes. The only safe sold in Canada where the filling is warranted not to depreciate; being a dry filling, will last a life time. No refilling required when you buy a **Cary** safe. See our seven-flanged, double underlocking, tongue and grooved door with asbestos packing, making them water and air tight. See our latest improved up-to-date Safes before buying. Catalogues and prices sent on application. Money saved by consulting

Ford & Featherstone,

IMPORTERS AND DEALERS,

10 John St., North, - HAMILTON, ONT



A Course in Advertising by Mail for

One Dollar

The most practical instruction possible to receive may be had by reading each issue of **Impressions** regularly. Live articles by the very best authorities. One dollar a year.

The Print Shop
St. Catharines, Ontario

97%

of the men engaged in business fail. Incompetency more than lack of capital; more, too, than any other cause, is the reason.

A thorough and practical Commercial Course **BY MAIL**. Doesn't interfere with present engagements. Earnest, ambitious young men should register. Learn while you earn. Inquiries cheerfully answered.

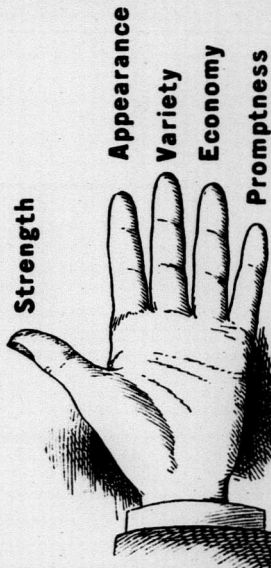
General Department
CANADIAN CORRESPONDENCE COLLEGE,
TORONTO, ONT. Limited

ESTABLISHED 1855

TAYLOR'S
DOUBLE TONGUE & GROOVE
SAFES

145
147 FRONT ST. EAST, TORONTO.

5 STRONG POINTS.



Wrapping Papers

CONSULT OUR TRAVELLERS OR WRITE US.

DOUGLAS & RATCLIFF

Paper Dealers,
TORONTO.

DEPARTMENT OF ADVERTISING SUGGESTION AND CRITICISM

Edited by

W. Arthur
Lydiatt,

TORONTO.

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

Don't wait until you publish an especially good advertisement before you send me your ads for review in this department. Don't be afraid of a little honest criticism. I will only try to point out the faults—if such there be—that you may have ideas for the improvement of your ads. You don't have to follow my advice or act on my suggestions.

I simply want you to send me specimens of your advertising matter—just what you are using now, or what you have been using. I'll tell you of every way in which I see it might be improved. I will call attention to the good points—mention the weak points.

If you spend money for advertising it is surely advisable to see to it that you get your money's worth. And if you tell me just how you are spending it—show me what kind of advertising matter you use—perhaps I'll be able to give you some suggestions which will help you make your advertising more profitable. It's worth trying, anyway. THE EDITOR.

THE PURPOSE OF ADVERTISING.

It is the purpose of advertising to sell goods, and, properly directed, it invariably accomplishes its purpose.

"To sell," according to Webster, means "to transfer property or the exclusive right of possession to another for an equivalent in money."

In order to "sell," then, an advertisement should offer "the exclusive right of possession" of certain goods "for an equivalent in money."

If the "money equivalent" is not mentioned, why should we expect the advertisement to "sell" the goods advertised? Selling is simply a matter of give and take. The merchant in his ad-

whether or not they could make a fair exchange?

There is an indisposition on the part of many retailers to give prices in print, on the plea that competitors will then know what is going to be done and will act accordingly. But this argument will not stand much of an attack. Your competitors know pretty well what you are doing—they have just as easy ways of finding out what prices you are going to charge—and I know of few men who adhere to that principle who are making any money out of it.

On the other hand, I know of many merchants who have experienced a decided improvement in the measure of results from their advertising after breaking away from this "give no prices" rule.

People, when they read an advertisement generally like to know what a thing is going to cost them before they think seriously of getting it. More people are attracted by prices than by mere word argument. In isolated cases it may not make any material difference whether a merchant quotes prices or not, but, in the majority of instances, the lack of prices simply kills the effectiveness of the ad.

It is very gratifying and encouraging to know that the readers of this department appreciate the criticisms made herein from week to week, and that they are endeavoring to profit by the suggestions given is evidenced by the following letter received last week from the son of J. A. McCrea, of Guelph, Ont., whose ads. were the first to reach me for review, and comment on which was made in "The Grocer" of April 10. Here is the letter:

GUELPH, May 4, 1903.

MR. W. ARTHUR LYDIATT,
Toronto, Ont.

DEAR SIR,—When I last wrote you enclosing some ads. for criticism, I signed myself "J. A. McCrea, p. r. Mc." But since you severe though well-deserved criticism I have decided to write you a short note explaining matters. I have been working in my father's store two months, and during that time have taken charge of the advertising. We take a paper called "Ad. Ant." and when I first started used to base my

ads. on it. Since your lecture I have written all our ads. myself; have used only one cut (I enclose it), and would like to have your views of the ads. enclosed.

We have acted on your suggestion for a cut of our name, and a Toronto firm offered to make two cuts for \$6.00. Is that reasonable?

Lately we have been advertising an Alteration Sale (we are fitting our store with new fixtures throughout), and have had splendid results. I paste all our ads. in a scrap book, and can only send you those of which I have two.

Do you believe in changing the ads. every night? My father doesn't, and he is boss. We contract for space by the year, and the papers only agree to change three times a week. My father says he gets better results from a good ad. in two nights than a change every night. I find that when we advertise special prices we always get returns.

Hoping to see your criticism soon, I remain,
Yours sincerely,
ROBERT MCCRAE.

P. S.—I am 17 years old, and hope some day to write an ad. that will meet with your approval.

I am glad that my young friend feels that the former criticism was "well de-

Nothing But Prices.

We haven't room to give detailed descriptions of our Alteration Sale bargains. We simply state the article, the regular and sale prices. You know the quality of the goods we sell, and you also know that our regular prices are the lowest in the city. You will have to see the goods to appreciate the prices.

We Guarantee The Quality.

Bread and Butter Plates, \$3.00 per dozen. Sale price \$2.25.
Fruit Bowls, 75c each, Special 50c.
Cheese Dishes, \$2 each, now each, \$1.50.
Pudding Sets, \$1.25 a set, now \$1.00.
Syrup Jars, were 75c, now 50c each.
Biscuit Jars, \$2.50 each, Sale price, each \$2.00.
Vases, \$2. Extra snap, each \$1.00,
Silver Trays, \$2. Sale price, each \$1.50.

vertisement practically says: "You give me so much, and I'll give you such and such goods."

Why advertise anything if you don't want to mention the price? If you want to exchange your goods for money, it would seem to be desirable to mention the amount, that people might reason

WE ARE NOTED.

The name "Noted Tea Store" fits us exactly.

The freshness and purity of our goods are a good drawing card. Our prices are right and our service is prompt.

But the article which has made our name a household word is Tea. We understand all about Tea; have made a life study of it, and we believe that "Almera" Ceylon Tea, black or mixed, 25c, 40c. and 50c. a pound, is the best Tea on the market.

We used to have a great deal of trouble in supplying our customers with a tea that would give general satisfaction. The package Teas started out fine, and then as soon as they achieved a reputation the quality fell. Then, the Teas that suit Toronto water, for instance, will not give their fragrance in our water. At last we hit on a blend that just suited our water, had a delicious flavor and could be sold at popular prices.

The result of our labor is embodied in "Almera" Ceylon Tea, which we have been selling you for six years, and our sales have increased every year.

The Noted Tea Store and China Palace.

J. A. MCCREA
Phone No. 48. No. 2, Lower Wynham St.

served," for it shows he has taken it in the right spirit.

The ads. submitted this time show considerable improvement, and certainly reflect credit on the ability of a young man of 17. I reproduce two of them herewith. The others are not quite so good.

THE CANADIAN GROCER



Sockeye Salmon

“CLOVER LEAF BRAND”

is the finest FRASER RIVER SOCKEYE SALMON packed.

All grocers keep it.

WRITE US TO-DAY ABOUT

Bread and Cake

THE NASMITH CO., Limited
TORONTO.

TWO WAYS.

There are two ways to get away from competition. One is to make a cheaper article and undersell the other fellow; and the other is to make a better article than the other fellow does or can. The public is not slow to recognize genuine merit, and has always been willing to reward the man who can serve it best. Boeckh's Brushes and Brooms and Cane's Newmarket Woodenware, manufactured by United Factories, Limited, Head Office, Toronto, fully meet the second way, as they are unquestionably the best articles in their respective lines that can be procured and at prices no higher than poor makes. Ours is the better of the

TWO WAYS.

but show the result of earnest endeavor.

I would try to make the display a little more simple. That is, confine yourself to one or two styles of type, and arrange them in a simple style that will admit of easy reading. Of course, this feature depends to some extent on the taste of the compositor who sets up the ads., but typographical instructions are always carried out as closely as possible.

The price of \$6 for two cuts of your name is high—you ought to get them for about half that price. Don't get a fancy design—have the name, etc., set in a plain block letter.

I firmly believe in changing the copy with every issue, except under special circumstances. If your father is boss, as you say, and he doesn't think so, why that settles it as far as you are concerned. And experience, after all, is the best teacher. You could very easily arrange to have the copy changed every issue, if desired, though the cost would be a little bit more.

You're on the right tack, and I don't think it will be long before you are able to write an ad. that will meet with my approval. When you do write one which you think good, I hope you will send it to me.

How about acting on my suggestion to contract for a certain number of lines to be used within a year, changing the size of your ad. as occasion demanded? This arrangement might not tickle your local publishers, but it would be to your best interests, and that is what you should consider.

Write The Food and Drink Publishing Co., 19 Park Place, New York (mentioning this paper), and possibly you may be interested in their proposition regarding the publishing of a store paper.

COFFEE AND TEA IN JAVA.

In the districts around Batavia coffee-planting is said to be on the down grade owing to low prices, disease among the plants, and exhaustion of the soil. Should prices continue to be low for the next few years, very few estates will be left to profit by any considerable rise in quotations. Tea growing has met with a check owing to low prices and over-production. Rubber growing is extending there, and bids fair to prove profitable.

ACTION SUSTAINED.

The action brought by the Ocean Mills, of Montreal, against Napoleon Landry for infringement of their trade mark, was decided in favor of the plaintiffs. The imitating of the Ocean Mills' Chinese starch trade mark must now cease.

Are you selling your share of Canned Meats?

Give your customers **Clark's**, they make the come-again customers. Quality and style of package the very best—every tin quaranteed.

60 Varieties to choose from.

LEES & LANGLEY'S Worcestershire Sauce



Trade Mark

Incomparably the best goods on the market, prepared from the best English Malt Vinegar, and the purest of spices. Grocers who handle it will have the best of goods and a satisfactory profit.

LEES & LANGLEY, 53 Colborne St., TORONTO.

PHONE MAIN No. 1975.

EPPS'S GRATEFUL. COMFORTING.

IN ½-LB. LABELLED TINS. 14-LB. BOXES.

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

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

In Manitoba, BUCHANAN & GORDON, Winnipeg.

THE MOST
NUTRITIOUS.

COCOA

FANCY CALIFORNIA, NAVEL, ORANGES VALENCIA, SEVILLE.

Car **FANCY MESSINA LEMONS** just in, free of frost. Finest Brands of Oysters and Finnan Haddies, all at lowest possible prices. Send us your orders.

HUGH WALKER & SON, Direct Importers, GUELPH, ONT.

The greatest seller of the day

The Capstan Brand of English Worcestershire Sauce.

Equal to any sauce in the world.

It gives the retailer a big profit and the satisfaction of pleasing his customers.

Sold by all Wholesale Grocers.

The **Capstan Manufacturing Co.,**
TORONTO, ONTARIO, CANADA.



Flett's

PICKLE TRUTH

FLETT'S PICKLES are so remarkably fine flavored—so actually and honestly full of **quality**, that people who know what's what in the pickle line, are using Flett's, more and more.

ROSE & LAFLAMME
Agents, MONTREAL.

MHS

BATGER'S LEMON SQUASH

What's the use

of working overtime pushing a poor article? Better sell Batger's Lemon Squash. Requires no sweetening, just add water. In demand for picnic parties, etc.

ROSE & LAFLAMME,
Agents,
MONTREAL.

A grocer's
reputation is
his stronghold.

Telephone Main 1618.

GREATEST
SELF-WASHER
INVENTED.

NEW PROCESS
TIP-TOP
(REGISTERED)
**SOAP
CHIPS**

FOR HOUSEHOLD AND
LAUNDRY USE.

MANUFACTURED BY
The Industrial Soap and Oil Co.,
LIMITED,
TORONTO, CANADA.

Actual Size Package, retails 5c.

Tip-Top Soap Chips
will make both trade
and reputation.

MONTREAL GROCERS' ASSOCIATION.

THE regular meeting of the Montreal Grocers' Association was held on the evening of the 7th inst., under the presidency of Ald. R. Turner. The secretary, Mr. J. P. Dixon, read a letter from the City Council stating that in ten days they would prohibit the distribution of trading stamps in the city, as a result of the new provincial law giving the municipalities power to do this, and of the agitation against the stamps carried on by the grocers.

The principal subject for discussion during the evening was the annual picnic, and it was decided to hold it on July 15, though the locality has not yet been chosen. The various committees were appointed to see about the arrangements. The chairmen of these committees are: Games, P. Daoust; banquet, M. Chartrand; dancing, A. Laurendeau and Geo. Neil; reception, Ald. Turner, Ald. Vallieres, B. Connaughton; general, P. O'Brien, E. W. Farrell, A. Beaudoin; printing, J. A. Beaudry; subscription, F. Bigaouette and A. D. Fraser. The last two named or the secretary will receive all donations.

The question of early closing came up again for discussion, and, as previously decided upon, the members resolved to close every Thursday evening, except when that day preceded a holiday. This holds good throughout the year.

Several new members were admitted to the association, and judging by the present results of the thorough canvassing of the secretary and his aids, almost every grocer in the city will join the association before the year is out. The names added at the last meeting were of the following grocers: W. Dunn, 394 St. Paul street; J. E. Sansregret, 30 Duluth street; C. Legault, 628 St. Hypolite street; E. Marchand, corner of Vinet and St. James streets; Nap. Longpre, 746 St. Dominique street; Louis Beaudoin, 34 St. Charles Borromeo street; A. E. Landry, 622 Sauguinet street; John Larocque, 305 Charlevoix street, and C. Barsalou, 1248 Ontario street.

L. Cassidy & Co., of Montreal, were well represented here last Saturday. Seven travellers of the firm, all Toronto men, were in the city the guests of Mr. Gray, of the same firm. The well known gentlemen were Messrs. Fleming, Johnston, Davis, Wallace, Urquhart and Lewers.

The stock of the estate of the East India Tea Co., grocers, etc., Winnipeg, Man., has been sold at 65c. on the dollar.

Fireworks

Hand's Canadian Fireworks

to retail from 1 cent to 50 cents,
assorted cases \$2.75 up.

James Wilkins

Wholesale Smallwares

28 West Market Street, TORONTO.

'Phone Main 4407.



THE PARKHILL BASKET CO.

Limited

..Manufacturers of..

The Asam Muhlenbach Patent Peach and Grape Baskets, Spruce Butter Boxes, Clothes and Market Baskets, One-quart Berry Baskets and Crates, Plant Boxes, Packing Boxes, and Egg Cases.

OWEN SOUND, ONT.

Subscribers wanting goods or special quotations on anything anywhere in Canada, at any time, can get them by mail or wire by corresponding with THE CANADIAN GROCER, Toronto or Montreal:

HOUSEHOLD AMMONIA.

HARVEY'S (of course), Clear, Cloudy, and Perfumed Toilet. In drums, carboys, quarts, pints, flats. STRENGTH AND SATISFACTION GUARANTEED.

HARVEY'S Dry Powdered Ammonia, 1 1/2 lb. packets, put up in 1, 2 and 3 doz. cases—a strong well-made article at a low price.

JOHN G. HARVEY,

Mfg. Chemist.

TODMORDEN

CANNED GOODS

ALL : KINDS : WANTED

Sole selling agency of a first-class firm for... GREAT BRITAIN

by the undersigned, who is in a position to place big quantities amongst the largest wholesale buyers in England.

HIGHEST REFERENCES

Alex. S. Duffus, Jr.,

27 LEADENHALL ST.,

LONDON, E. C., : : ENGLAND.

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.

SAMUEL ROGERS, President.



There is a force behind QUAKER CEYLON TEA which makes it imperative for you to stock it. That force is the desire of your customers to secure best value for their money.

Quaker Ceylon Tea, Black or Green, is sealed in Ceylon.

J. A. Mathewson & Co.,

MONTREAL.

AGENTS FOR CANADA AND NEWFOUNDLAND

THE CANADIAN GROCER

JOHN MacKAY, Limited,
 Successors to John MacKay, deceased
 ESTABLISHED 1854.

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

Caledonia Mills
BOWMANVILLE, ONT.

HEAD OFFICE: 1 Adelaide St. East,
 Correspondence solicited. Toronto, Ontario

BUY
Star Brand

COTTON CLOTHES LINES

- AND -

COTTON TWINE

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

For sale by all Wholesale Dealers

See that you get them.

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



The Oldest and
 Largest Manufacturers of

PURE, HIGH GRADE
COCOAS
 AND
CHOCOLATES

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

Walter Baker & Co. Ltd.
 Established 1780.

Dorchester, Mass.

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

THE BEST FLOUR.

CALLA LILY CHOICE MANITOBA PATENT.
G.O.B. EXTRA

Manitoba and Winter Wheat, blended grades, cheaper, but of excellent quality.
LANARKO CHOICE WINTER WHEAT FLOUR.

All kinds of **FEED**, etc., etc.

We believe we have the choicest grades of flour to offer for the least possible money. Special attention to mixed cars. Write or wire at our expense for quotation.

MODEL ROLLER MILLS, Perth, Ont.

SEASONABLE SUGGESTIONS.

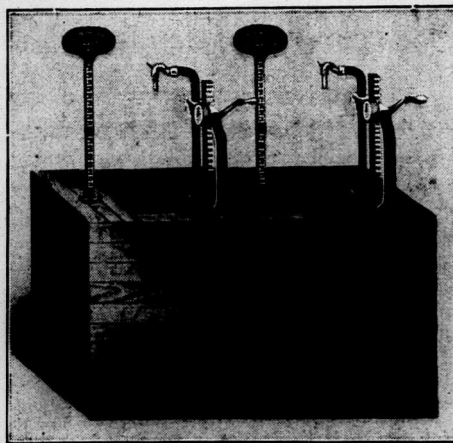
At this season of the year your customers' supply of fruit has become almost exhausted, and we would suggest that you put in a stock of nicely-assorted **CANNED FRUITS**. We have them at very attractive prices, such as **STRAWBERRIES, RASPBERRIES, PITTED CHERRIES, PEACHES, PLUMS, PINEAPPLE, PEARS, Etc.,** in Heavy Syrup. See our travellers or write direct for quotations. Our low prices will surprise you. Our stock of **CANNED VEGETABLES** is also well-assorted in all lines.

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

WHOLESALE GROCERS AND TEA IMPORTERS,

Guelph, Ont.

WASTE MEANS LOSS OF PROFITS.



FIRST FLOOR DOUBLE OUTFIT.

THAT'S WHY THERE'S SO
 LITTLE PROFIT IN HANDLING
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.

Factory, FORT WAYNE, INDIANA.

65 Front St. East, TORONTO.

On that Open Car!

Don't forget how many more cigars will be smoked the moment the open cars are running. Are you ready with the **best** cigar for 5 cents that 5 cents will buy—my "Pebble"?

Glad to send you on a "trial order" of an assortment of a thousand or more. I make a number of different brands. My 5 cent leader is the "Pebble," and *it's a dandy!*

Payne's Cigars.

J. BRUCE PAYNE, MFR.,
Granby, Que.

Tobaccos that sell on
Their Merits:

King's Navy (Canadian Mahogany Chewing.)

British Navy (Bright and Black Combination Chewing)

Beaver (High-grade Combination Chewing.)

STRICTLY UNION-MADE.

For Price List, Address—

McAlpin Consumers Tobacco Company,

Head Office: TORONTO. Limited

Factories: Leamington and Toronto.



BUSINESS MEN WHO ARE SMOKERS

will tell you that

TUCKETT'S "Marguerite"

is the best moderate-priced cigar they have ever tried.

Grocers who handle this brand will tell you that they have done so with eminent satisfaction to their customers and themselves.

DO YOU SELL OUR CUT TOBACCOS?

TUCKETT CIGAR CO., Limited, - - HAMILTON

VALUABLE POINTS ABOUT CIGARS.

THE average man, when you give him a cigar, will look at it in a knowing way, roll it lovingly between his fingers, and sniff at it before placing it in his mouth, says New York Press. After puffing at it a minute or two, if you ask him his opinion, he will tell you all about the cigar, its make, grade and price, and inform you in a confidential way that he knows all about tobacco, and cigars in particular. In 99 cases out of 100 his information will be wrong, as only the tobacco expert can quickly judge of the intrinsic merits of a cigar, and frequently he will be at fault.

For commercial purposes, all cigars are divided into three grades of tobacco, known as dark, medium and light, but there are 40 or 50 shades, which are grouped under the five sub-headings of "Maduro," which is the heaviest grade; "Colorado Maduro," the next highest grade; "Colorado Claro," the next, and the "Claro," the lightest grade of all. The grade of tobacco used in a cigar has nothing whatever to do with its size, and there is practically no limit to the number of sizes. Any cigar manufacturer may bring out a cigar of special size and give it whatever name he pleases. The

best known and most frequently used sizes, however, in the cigar trade are the "Conchas," which are divided into "Bouquet" and "Especial," "Regalia Bouquet," and "Puritanos," "Graciosa" and "Puritanos," the "Breva" and "Panatella," having a distinct shape of their own. The "Panatella" is a long, thin cigar, with tapering ends, whereas the "Breva" is finished off short at both ends and has an even thickness throughout, except a slight narrowness at the end which is held in the mouth.

If you will examine a cigar box you will find stamped on the front of the box the size of the cigar, and at one end the color. On the bottom of the box, at the side, you will find some fancy name, such as "Flor de Havana," or "Flor Finos." These are only stock words and mean nothing further than that the tobacco is good Havana tobacco, although the cigars may have been made in Connecticut. On the under side of the box you will find only the factory stamp and label, announcing that the maker of the cigar has filled all the requirements of the law, if it be a domestic cigar, while the top is devoted to the name of the particular brand of cigar, with the name and ad-

dress of the manufacturer. The inside cover is apt to be embellished, particularly in the cheaper grade of cigars, with some gaudy picture, usually that of a scantily clad female.

Undoubtedly the best tobacco smoked in cigars in this country is the native-grown Cuban tobacco, and the cigar is further improved if it is made in Cuba, particularly in the Province of Havana. For this reason many so-called Havana cigars are in reality cigars made in this country and shipped to Cuba, whence they are re-shipped to the United States, and the revenue stamp is duly pasted on the boxes to deceive the uninitiated.

Many smokers who prefer a light wrapper enjoy the flavor of the Manila wrapper with the Havana filler. To satisfy this taste the Havana tobacco frequently is wrapped in a Connecticut wrapper, which is colored to look like a Manila wrapper. Inferior grades of cigars frequently are made of doctored tobacco, acid being used to stain the wrappers a light straw color in spots. The best leaf of the tobacco plant is that which grows nearest to the ground, and when the rain splashes mud on the leaf these little straw-colored spots appear when the tobacco is cured. When these spots are genuine the wrapper will be a good tobacco of its grade, but whether it is acid-stain or not only the expert will be able to determine.



OUR "CORONATION."

If you are industrious you practically know what dollar bills are worth a foot; we all do, therefore, like to buy the BEST goods at the lowest possible figures. Well, here are some of them in the Show Case line: A square front Gem Case in Oak or Cherry, 3 ft. long, 24 in. wide, 14 in. high, securely boxed for \$5.50, or a 4 ft. one, same style, height and width for \$7.00 CASH WITH ORDER, f.o.b. Toronto.

These are splendid cases for the money, and just the thing for displaying Cigars or Confectionery, etc. Don't hesitate, don't fail to order at once as we have only about 20 of them left over from last Winter's stock that we are clearing out at the above ridiculously LOW price, which is a bargain SNAP. The goods are RIGHT, the price is AWAY DOWN. Regularly they are sold at \$7.50 and \$10.00 each.

Dominion Show Case Co.

53 Richmond St. East, TORONTO.

"Ronto"

The smoker likes it. What the smoker likes is a good thing to sell. **RONTO** is a new brand, full-flavored, rich, satisfying. It's a winner, sure. A 5-center. Union made.

T. J. HORROCKS, 6 WELLINGTON STREET EAST, Toronto

HORROCKS, the only wholesale tobacconist outside the trust. Back him up.

The Erie Tobacco Co., Limited

WINDSOR, ONTARIO.

Have put upon the market a new brand known as **The Great 5c. Cut Plug**, 2-oz. package, retails at 5c. per pkg.

Free Hats and Boots

Given in exchange for the bands of the

Chamberlain Cigar

Save the bands and return them to

J. M. FORTIER, Limited
Montreal

100 Large Bands, or } \$3 Hat
300 Small Bands

165 Large Bands, or } \$5 Shoes
500 Small Bands

CHANGES IN BUSINESS.

ONTARIO.

THE Newboro' Canning Co., Limited, canners, Newboro', have assigned to Levi Sydney Lewis. A meeting of the creditors was held on 12th inst.

Peter Conlon, grocer, London, is out of business.

D. D. Brazel, grocer, London, is out of business.

F. Bisson, grocer, Ottawa, has been burned out.

P. H. Blake, grocer, Ottawa, has been burned out.

A. Gougeon, grocer, Ottawa, has been burned out.

A. Luciano, grocer, Ottawa, has been burned out.

K. M. Simmons, tea dealer, Hintonburg, is dead.

Charles Pothier, grocer, Ottawa, has been burned out.

Evans & Sons, grocers, Ottawa, have been burned out.

Lauthier Bros., grocers, Ottawa, have been burned out.

Arthur Nelson, miller, Lang, has sold out to L. D. Squair.

Wm. K. Booth, grocer, Toronto, has sold out to A. Snyder.

The restaurant of M. Hudon, Ottawa, has been burned out.

The business of George Toms, miller, Manchester, is burnt out.

Wilkins & Mabee, general merchants, Tillsonburg, have dissolved.

The restaurant of T. W. Johnston, Ottawa, has been burned out.

John Horton, general merchant, Shedden, has sold out to Edgar Dell.

Alp. Bourdeau, general merchant, Wendover, has removed to The Brook.

Robert Farquar, baker, Dorchester Station, has sold out to Henry Guest.

Wilfrid Burr, general merchant, Bloomfield, has sold out to Libbie Garratt.

Gleeson Bros., general merchants, Brougham, are offering to compromise.

F. Krapps, fruit and confectionery dealer, Hamilton, is advertising his business for sale.

D. H. Taylor, general merchant, Dutton, has removed his business to Dunnville.

A meeting of the creditors of Archibald McLellan, grocer, Kemptville, was held on May 15.

The stock of the estate of C. N. Bateman, grocer, Myrtle, was sold by auction on May 8th.

The business of C. W. Sydie, general merchant, Orangeville, has suffered loss by fire; insured.

Deibel & Bricker, general merchants, Essex, have dissolved. O. H. Bricker is continuing the business.

The bailiff was in possession of the business of J. A. Chabut, liquor dealer, Ottawa, but it has since been settled.

QUEBEC.

Edouard Marleau, grocer, St. Henri, has been registered.

J. A. Dubois & Co., traders, Montreal, have been registered.

Louis J. Dubord, general merchant, Champlain, has compromised.

Dufault & Bilodeau, general merchants, Montreal, have been registered.

W. Simard, general merchant, St. Paul's Bay, has effected a compromise.

Andre Morin, general merchant, St. Theodore de Chertsey, is burnt out.

Thibodeau & Cyr, wholesale confectioners, Montreal, have been registered.

Robert Reid, general merchant, Cascades, is succeeded by S. R. Wilson.

Wm. A. L. Lafortune, grocer and liquor dealer, Montreal, is giving up business.

La Campagnie D'Importation Directe, dealers in teas, coffees, etc., Montreal, are registered.

The assets of the business of L. J. Giroux, grocer, Berthier, were sold by tender on May 13th.

David Grenier, grocer, Sorel, is dead.

The Rose Cafe, restaurant, Montreal, has registered.

The New York Canning and Pickles Manufacturing Co., Montreal, Que., have been registered.

Adjutor Girardin, general merchant, Sherrington, has been burnt out. Partially insured.

The assets of the business of Alf. Grenier, general merchant, Murray Bay, were sold on May 14.

O. A. Bigaouette, grocer, Montreal, has assigned, and a meeting of the creditors was held on the 14th.

The stock of L. J. Bourget, general merchant, Levis, Que., has been sold at 63 1/4 c. on the dollar.

W. R. Crepeault & Co., general merchants, Kamouraska, have assigned. V. E. Paradis is pro-guardian.

BRITISH COLUMBIA.

Mrs. Nesbitt, fruit and confectionery dealer, Ferguson, is succeeded by Mrs. A. C. Cummins.

NOVA SCOTIA.

Partnership has been registered for Phillip Ein to do business under style Glace Bay Ice Cream Parlor, at Glace Bay.

Consent has been registered by Daniel C. Woods, for his wife, Theresa C. Woods, to do business in her own name as trader, etc., Halifax, N.S.

Co-partnership has been registered for David H. Done to carry on business under the style of Yarmouth Bazaar, crockery, etc., Yarmouth, N.S.

A. W. Machum and C. W. Harshman have registered co-partnership in the grocery business, Sydney, under the style of Machum & Harshman.

NEW BRUNSWICK.

Samuel Shanklin, grocer, Shanklin, is dead.

Denis Paradis, general merchant, Grand Falls, has assigned to the sheriff. A meeting of the creditors was held on May 8th.

MANITOBA AND NORTHWEST TERRITORIES.

G. W. West, general merchant, Innisfil, is succeeded by West Bros.

A. W. Thorburn, general merchant, Rosthern, has sold out to E. W. Ruttle.

George Manson, general merchant, Shoal Lake, is reported to be selling out his business.

Robert Scott, general merchant and grain dealer, Shoal Lake, has sold his general stock to Smellie Bros., Limited.

CATALOGUES, BOOKLETS, ETC.

THE CANADIAN GROCER is in receipt of a booklet entitled "Business Vexations and Some Other Things." It is written under the nom de plume of "Piccolo" and is published by W. N. Aubuchon, St. Louis, Mo. It deals in short epigrammatic paragraphs on different phases of trade. The paragraphs are pointed and cleverly written, and in addition to their value for general reading purposes, many of them would no doubt be found useful for advertisements. At random we quote a few paragraphs:

"Competition is the great bug-bear that frightens the wits out of one-half of the people who conduct business. The other half bother very little about it and manage things in the right way and make money."

"Never recognize competition until competition recognizes you."

"The field for ingenuity and originality is as great in one line of business as in another."

"Doing something different is the keynote to business achievement."

"Low prices do not always mean cheap goods."

"Higher priced goods are sometimes better investments."

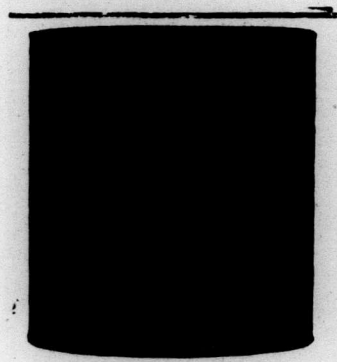
"We learn things by doing things."

The published price of their booklet is 25 cents.

THE CANADIAN GROCER

Established 1845

Established 1845



1 and 2-lb. Tins.

COFFEE

S. H. & A. S. E. MOCHA AND JAVA COFFEE, put up in 1 and 2-lb. tins (as cut) possesses a peculiarly rich aromatic flavor. It is something RICHER, BETTER than the others, hard to define, but easily distinguished by a trial. NOT CHEAPER, BUT BETTER. If you have, or want to gain, a good class of customers whom it is difficult to satisfy with coffee, give them S. H. & A. S. EWING'S, and watch results. PURITY, QUALITY AND UNIFORMITY GUARANTEED.

SPICES

S. H. & A. S. EWING'S HIGH-GRADE SPICES have stood as a standard of the BEST for over half a century. Why handle inferior goods when you can get S. H. & A. S. EWING'S at the same figures. QUALITY FIRST.

S. H. & A. S. EWING, The Montreal Coffee and Spice Steam Mills,
55 Cote St., MONTREAL, P.Q.

Barbadoes Molasses.

We have a few cars bought early, Barrels and Half-Barrels, packages free, quality excellent, price low.

The F. J. Castle Co., Limited, Ottawa.
Wholesale Grocers.

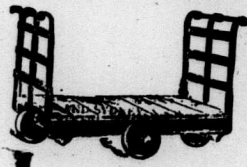
**STENCILS
BRANDS**

A great many people think that "any old thing will do for a Stencil" but this is a mistake. When you are in want of stencil brands for barrels, boxes, bags, or addresses, send to us and see the difference.

Hamilton Stamp & Stencil Works, Hamilton, Ont.

TRUCKS

for Warehouse
and Factory.



Save You Money!
Do Men's Work
Draw no Salary.

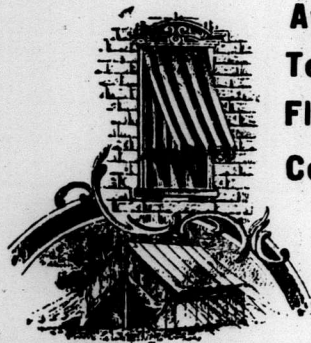
Our Trucks are guaranteed satisfactory. Turn in their own length.

MADE IN CANADA.

H. C. Slingsby for Canada.

Factory, Ontario Street, Temple Building, MONTREAL.

BUY OF THE MANUFACTURERS . . .



Awnings
Tents
Flags and
Covers.

WRITE
FOR
QUOTA-
TIONS.

RAYMOND BROS., Windsor, Ont.



REFRIGERATORS Useful to every one. 40 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.

Dried Apples

We are buyers of, bright, dry quarters and pay highest market price.

The W. A. Gibb Co.

7 Market St., Hamilton



TANGLEFOOT

SEALED STICKY FLY-PAPER.

Flies spread contagion, and Tanglefoot catches the fly and also the germ it carries. It is made on scientific principles. The paper is impervious. It is long-lasting. Used nearly the world over.

CURRENT CRISIS IN GREECE.

By F. W. Jackson, U. S. Consul at Patras.

THE economic structure of this kingdom rests largely upon the currant industry, and any question which agitates this becomes a national matter. The crisis has been impending since 1902, when prices opened, as a result of the enormous crop, 50 per cent. lower than in the previous year. Popular sentiment is strong in favor of a bill, the two main features of which are (1) the imposing of a tax on all vineyards hereafter planted and (2) the removal of the limit of the retention law, which at present permits the retention of as much as 20 per cent. of the annual crop, in order to fortify prices. The former can have no external interest beyond the possibility of rendering the crop uniform in future years, since most of the available land is already under cultivation. The latter, however, takes on some complications from the attitude which is likely to be assumed by Great Britain.

When, in 1890, Great Britain reduced the duty on Greek currants from 7s. to 2s. (\$1.70 to 48.6c.) per cwt., it was with the understanding that no land tax was to be imposed by Greece upon currant-bearing districts. In the years that followed, the demand for the Greek currant was unparalleled, and the production increased until in 1899 the surplus was so large as to call for immediate measures. The Greek Currant Bank was organized and a bill voted which authorized the retention of as much as one-fifth of the annual crop of currants for the encouragement of home industries (especially of wine and spirit), the actual amount to be fixed by the prefects of the currant districts. England considered this law as a roundabout violation of the agreement between the two countries, but is said to have made no protest. The present agitation for the removal of this 20 per cent. limit (that is to say, the fixing of no limit whatever to the amount of currants which may be retained, but allowing the matter to be governed entirely by the size of the crop) has caused the British Minister at Athens to intimate that Great Britain will protest against any such law and may impose a prohibitive duty on this product. It remains for the Boule at Athens to choose between the favor of England, whose markets buy heavily of the currant grape, and the strong sentiment of all currant growing eparchies, which demand the immediate passing of such a measure.

English capitalists have proposed to the Greek Government to form a monopoly of the currant trade (under the name of the Mercantile Bank of Greece, Limited),

and to purchase the annual yield at a price between 200 and 400 drachmas (\$25 and \$50) per 1,000 lb., in proportion to the quantity of the vintage. Not all the conditions of the proposed syndicate are known—in fact, it is not safe to assume that any of the published conditions are accurate—but the following has been made public:

The syndicate proposes (1) to spend £100,000 (\$486,650) yearly for the preparation, cleaning and packing of the currants; (2) to set aside £25,000 (\$121,663) yearly as a reserve fund to secure the stability of exchange; (3) to contribute £50,000 (\$389,320) yearly either directly to the Greek Government or in the form of a subsidy for the Greek merchant marine; and (4) to spend £65,000 (\$316,323) yearly in advertising the Greek fruit throughout the world, besides appropriating one-half the net profits to other interests in some way bearing upon the currant industry and consumption.

The proposition seems hardly feasible. The weakest point in the proposed monopoly is its failure to guarantee to use more than 130,000 tons the first year—it being understood that should a quantity of this first purchase remain unsold, the same would be carried over to the following year and the amount deducted from the second purchase. The strongest argument for the change in the retention law is that the retention of any amount of currants for home consumption can not be construed as equivalent to placing a tax upon the land which produces them, and, therefore, has no essential bearing upon the agreement existing between Great Britain and Greece. Upon this point the action of the British Minister at Athens will be watched with interest.

FRUIT DISPATCH COMPANY.

A license has been granted by the Province of Ontario to the Fruit Dispatch Company, incorporated under the laws of New Jersey, to grow, export, import and buy, sell and transport all kinds of fruit and produce; to establish trading agencies and generally to do all things incident to the producing, buying, selling, exporting, importing, transporting and disposing of fruits and produce; provided, however, that the company, in so doing, shall not use in Ontario any larger amount of capital than the sum of \$10,000; And further provided, that if the company exercises in Ontario any greater or other powers, or uses in Ontario any larger amount of capital than is authorized unless it has obtained a supplementary license for the purpose, the license

shall thereby become liable to be suspended or revoked in whole or in part. The company has appointed Geo. H. Duck, Toronto, chief agent of the company, to be its attorney.

FRUIT IN BOXES.

The Executive of the Ontario Fruit Growers' Association have been conducting a series of experiments in the packing of apples in boxes for the British market. For some time a 40-lb. box of fruit has been agitated for, and these experiments were being carried on to find the most convenient form of box for the different sizes of apples. It was decided that no one box would suit the different grades of fruit. G. C. Creelman, secretary, expects that the box will become quite popular in place of the barrel for the finer varieties of apples. It is a handier form for the household, occupies a more economical space in shipping and presents a much more attractive appearance in the grocer's window. It also allows for better ventilation and enables the producer to get his apples before the people in much better shape.

INQUIRIES ABOUT CANADIAN GOODS.

The following were among the recent inquiries relating to Canadian trade received at the Canadian Government office in London:

- 1 Inquiry is made for addresses of Canadian mills in a position to furnish regular supplies of leather board.
2. A firm manufacturing all classes of floor and glazed tiles have made inquiry respecting the extension of their business relations with Canada.
3. A general broker in the North of England, who is interested among other things in wood pulp and chemicals, is seeking connections with Canadian producers.

[The names of the firms making the above inquiries can be obtained on application to the Editor of THE CANADIAN GROCER.]

CROWDED HOTELS.

R. Muat, Canadian representative of H. J. Heinz Co., Pittsburg, has returned to Toronto from a two months trip through the Great West as far as Calgary. He reports business exceedingly good. He said that while the hotel accommodation in the West is fairly good, it is at present being greatly overtaxed by the large influx of travellers, and that frequently the only accommodation that one can secure for the night in some of the hotels is a chair. Mr. Muat speaks very hopefully of the outlook for the future in Manitoba and the Northwest Territories.

THE CANADIAN GROCER

Your best customers are users of

Blue Ribbon Ceylon Tea

It is a good plan to push the sale of this tea
as it helps your trade in other staple lines.



"Best in the World."

HILL, EVANS & CO'S (WORCESTER, ENG.)

PURE ENGLISH

MALT VINEGAR

*Delicate in Flavor and Aroma.
Splendid keeping properties.*

ROBERT WATERS' QUININE WINE

Quinine in a palatable form -50 years' reputation.

Export Agents:
Robt. Crooks & Co., Botolph House, Eastcheap, London, Eng.

THE DOMINION BREWERY CO., LIMITED

Brewers and Maltsters

TORONTO

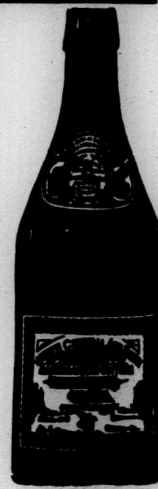
Manufacturers of the Celebrated

WHITE LABEL ALE

ASK FOR IT AND SEE THAT OUR BRAND
IS ON EVERY CORK.

Our Ales and Porters have been examined by the best Analysts, and they have declared
them Pure and Free from any Deleterious Ingredients.

WM. ROSS, Manager.



Birds' Food and Medicine.



This is the time of year birds need a little extra attention. You can sell **Brock's Bird Seed**, in every package of which is a free **Birds' Treat**, which will help the feathered songsters greatly.

Samples and full particulars free.

NICHOLSON & BROCK, TORONTO.

COX'S GELATINE ALWAYS TRUST-WORTHY
Established 1725.

Agents for Canada:
C. E. COLSON & SON, Montreal.
D. MASSON & CO., Montreal.
ARTHUR P. TIPPET & CO.,
Toronto, St. John, N B, and Montreal.

Taylor & Pringle Co., Limited, Owen Sound
Manufacturers of
**QUEEN QUALITY PICKLES, BULK PICKLES,
PURE TOMATO CATSUPS.**
Our goods have a reputation. **MADE IN CANADA.**

A Reliable Wrapping Paper
is wanted in all stores where parcels are wrapped and delivered. Our brown and manilla papers are tough and durable. Every ream has full weight and 480 sheets, in every case.

Canada Paper Co., Limited
TORONTO and MONTREAL.

BUTTER PARCHMENT PAPER.

BUTTER TUBS.

Prompt shipment ex Factory or Warehouse.

WALTER WOODS & CO.
HAMILTON and WINNIPEG.

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**



Maple Syrup

Quality the very best. Package the neatest. The **"EMPRESS" BRAND** put up by us is winning its way beyond our expectations. Have you ordered any, if not, a post card will secure attention and price list. Write at once to

The Canadian Maple Syrup Co., TORONTO, Canada.

"ACME" TABLE SALT
Ask your wholesale grocer for it. Put up in 24 3 lb. cartons in a case, and in 50 lb. box.
TORONTO SALT WORKS, Toronto, Ont.
Agents for the Canadian Salt Co., Windsor, Ont.

A Two Cent Mistake

Don't amount to much in any business, but the striking point is that a clerk is just as liable to make a mistake of \$2.00 as he is of two cents, and a few mistakes like this would pay for enough of Allison's Coupon Books to last a year or more. With these books mistakes are impossible.



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.

WELFORD BROS.,
LONDON, ONT.
MANUFACTURERS OF

Brooms AND Whisks
ROPE, LEATHER AND WEB Halters

Having the most improved Broom Machinery and good workmen we are in shape to give satisfaction. Sample orders of six dozen or more sent to any address, freight prepaid. **Write for Price List.**

Want Ads.

In this paper cost 2 cents per word each insertion, payable strictly cash with order. 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. Don't forget to send stamps or postal order when sending in copy. When replies come in our care 5 cents additional must be included for forwarding same.


MacLEAN PUBLISHING CO., Limited
Montreal and Toronto

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.

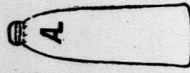
OUR TRADE MARK **A** OUR TRADE MARK
AUER LIGHT MANTLES
 LONGEST LIFE & BRIGHTEST

The Value of Annealing.

Annealing is the most costly step of mantle making—consequently a cheap mantle cannot be properly annealed—That is the reason a cheap mantle caves in like this if you lay it on its side, after burning off the coating—Try one—They injure your trade.



Mantles branded **A** are thoroughly annealed over pressure gas—They fit the burner—They don't shrink—They stand up this way—They are reliable—They help your trade.



—We are the sole manufacturers of **A** mantles.
 —Write us if you are interested.

Lowest prices on Mantles, Shades,
 Chimneys, Globes and Sundries.

AUER LIGHT CO., MONTREAL.

More than half

the total consumption of **BICARB SODA** in Canada last year was

Brunner, Mond & Co.'s

This brand has been used exclusively for many years by the most important Baking Powder manufacturers, on account of its Purity and Even Strength. These acts are significant. Grocers —
 Be guided accordingly.

Winn & Holland

MONTREAL Sole Agents for Canada

The American Coffee Co.
 IMPORTERS AND JOBBERS,
TORONTO.
 Special Blends: —
 "GOLDEN EAGLE," "MANHATTAN,"
 "MONTERY."
 Correspondence Solicited.

THE PEOPLE OF JAMAICA

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

KINGSTON "GLEANER"

might bring inquiries. Better write for rates to
I. C. STEWART, Halifax.

BASKETS

We make them in all shapes and sizes. We have

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

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

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

BUSINESS NEWS

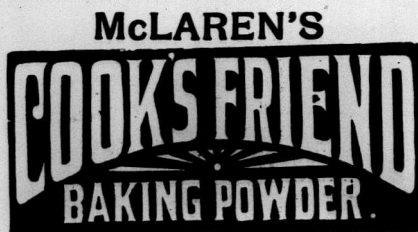
of any kind that is of value to business men supplied by our Bureau. We can give you market quotations from any town in Canada, reports from the city markets, stock quotations, etc. You can get commercial news from any Canadian paper through us.

Write us, giving us particulars of what you want and where you want it from, and we will quote you prices by return.

"Clippings from any Canadian paper on any subject."

CANADIAN PRESS CLIPPING BUREAU,
 232 McGill Street, MONTREAL, QUE.
 Telephone Main 1255.
 10 Front St. E., Toronto. Telephone Main 2701.

is Honest Goods and just the Thing on Which to Make or Extend a Business.



The Best Grocers make a point of Keeping it always in Stock.



Some Grocers get the best.



Some grocers get the best goods they can find: others get the cheapest they can.

The biggest success comes to those who insist on quality, and carry only reliable goods.

If you want to tie your trade to you, give

DWIGHT'S "COW BRAND" SODA

the prominence it deserves. Uniform in quality and always satisfactory. That means business.

JOHN DWIGHT & CO., MANUFACTURERS.



As near to the "home-made" as possible is the aim of

SOUTHWELL'S JAMS.

They are in demand at this time of year when stocks in the cellar are low. Good profits and pleased customers.

Price List, etc., for the asking.

FRANK MAGOR & CO.,

DOMINION AGENTS, 403 St. Paul St., MONTREAL

Current Market Quotations for Proprietary Articles

May 14, 1903.
Quotations for proprietary articles, brands, etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy.

Baking Powder.

Cook'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
" 3, in 4 "	0 70
" 3, in 4 "	0 45
Pound tins, 3 doz. in case	3 00
12-oz. tins	2 40
5-lb. "	14 00

W. H. GILLARD & CO.

Cases	Sizes	Per doz.
4 doz.	10c	\$0 85
3 doz.	6-oz.	1 75
1 doz.	12-oz.	3 50
2 and 3 doz.	12-oz.	3 40
2 and 3 doz.	15-oz.	4 35
4 doz.	2 1/2-lb.	10 50
1 doz.	2 1/2-lb.	10 40
and 1 doz.	5-lb.	19 50

MAGIC BAKING POWDER.

Cases	Sizes	Per doz.
4 doz.	5c	\$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2 1/2-lb.	4 10
1 "	5 "	7 50
2 "	12-oz.	6 "
1 "	16 "	\$4 55

Jersey Cream Baking Powder	Per case
Size, 5 doz. in case	\$0 40
" 4 "	0 75
" 3 "	1 25
" 2 "	2 25



Ocean Mills	Per doz.
Ocean Baking Powder, 1/2 lb., 4 doz. in a case	\$ 45
Ocean Baking Powder, 1/2 lb., 5 doz. in a case	90
Ocean Baking Powder, 1 lb., 3 doz. in a case	1 25
Ocean Borax, 1/2-lb. packages, 4 doz. in a case	40
Ocean Cornstarch, 40 pks. in a case	78

Freight paid, 5 p.c. 30 days.

Blacking.

Henri Jonas & Co.	Per gross
Jonas	\$9 00
Fronents	7 50
Military dressing	24 00

Blue.

Keen's Oxford, per lb.	\$0 17
In 10-box lots or case	0 16
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16
Gillett's Mammoth, boxes, 1 gross	9 00
Nixey's "Cervus," in squares, per lb.	0 16
" " in bags, per gross	1 25
" " in pepper boxes, according to size	0 02 0 10

Black Lead.

Reckitt's, per box	\$1 15
Box contains either 1 gross, 1 oz. size; 1 gross, 2 oz.; or 1 gross, 4 oz.	
Nixey's Refined, per 9-lb. box of 12 1/2-oz. chip boxes	1 50
Nixey's, as supplied the King, per 9-lb. box of 12 doz. block	1 50
Nixey's Silver Moonlight Stove Polish, in blocks 13-3 and 6 oz. size.	

Full price list on application.

Boeckh's Corn Brooms.

United Factories, Limited	doz. net.
Bamboo Handles, A, 4 strings	\$4 35
" " B, 4 "	4 10
" " C, 3 "	3 85
" " D, 3 "	3 60
" " F, 3 "	3 35
" " G, 3 "	3 10
" " I, 3 "	2 85

Biscuits.

Carr & Co., Limited
Frank Magor & Co., Agents.

Cafe Noir	\$0 15
Ensign	0 12 1/2
Metropolitan, mixed	0 09

Canned Goods.

Henri Jonas & Co.

Mushrooms, Rionel	\$15 50
" 1st choice Duthell	18 50
" " Lenoir	19 50
" extra Lenoir	22 00

Per case, 100 tins.

French Peas, Delory's	
Moyen's No. 2	\$9 00
" No. 1	10 50
1/2 Fins	12 50
Fins	14 00
Tres fins	15 00
Extra fins	16 50
Sur extra fins	18 00

French Sardines	
1/2 Rolland	9 50 10 00
1/2 Delory	10 50
1/2 Club Alps	2 50

Cereals.

Wheat OS, 2-lb. pkgs., per pkg.	0 08
" " 7-lb. cotton bags, per bag.	0 18 1/2
Quaker Oats, 2-lb. pkgs., per case	3 00
Tillson's Oats, 2-lb. pkgs., per case	3 00

Chocolates and Coconas.

The Cowan Co., Limited.

Cocoa	
Hygienic, 1-lb. tins	per doz. \$6 75
" " 1-lb. tins	3 50
" " 1-lb. tins	2 00
" " fancy tins	0 85
" " 5-lb. tins, for soda water fountains, restaurants, etc., per lb.	0 50
Perfection, 1-lb. tins, per doz.	2 40
Cocoa Essence, sweet, 1-lb. tins, per doz.	1 80

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

Fry's.

Chocolate	per lb.
Caracas, 1/2s, 6-lb. boxes	\$0 42
Vanilla, 1/2s	0 42
"Gold Medal," sweet, 1/2s, 6-lb. boxes	0 29
Pure, unsweetened, 1/2s, 6-lb. boxes	0 42
Fry's "Diamond," 1/2s, 14-lb. boxes	0 24
Fry's "Monogram," 1/2s, 14-lb. boxes	0 24

Cocoa	Per doz.
Concentrated, 1/2s, 1 doz. in box	2 40
" " 1-lb. "	4 50
" " 1-lb. "	8 25
Homoeopathic, 1/2s, 14-lb. boxes	
" " 1/2s, 12-lb. boxes	
Epp's Cocoa, case of 14 lb., per lb.	0 35
Smaller quantities	0 37 1/2

John P. Mott & Co.'s.

R. S. McIndoe, Agent, Toronto.

Mott's Broma	per lb. \$0 30
Mott's Prepared Cocoa, 1/2s and 1/4s boxes	0 28
Mott's Breakfast Cocoa, 1/2s in boxes	0 40
Mott's No. 1 Chocolate	0 30
Mott's Breakfast Chocolate	0 28
Mott's Caracas Chocolate	0 40
Mott's Diamond Chocolate	0 23
Mott's Navy Chocolate, 1/2s in boxes	0 27
Mott's Cocoa Nibs	0 35
Mott's Cocoa Shells	0 05
Vanilla Sticks, per gross	1 00
Mott's Confectionery Chocolate	0 21 0 32
Mott's Sweet Chocolate Liquors	0 20 0 36

Cadbury's.

Frank Magor & Co., Agents	Per doz.
Cocoa essence, 3-oz. packages	\$1 65
Mexican Chocolate, 1/2 and 1/4-lb. pkgs.	0 40
Rock Chocolate, loose	0 40
" " 1-lb. tins	0 42
Nibs, 11-lb. tins	0 35 1/2

STARCH PRICES

If you are offered STARCH at seemingly attractive prices, be sure and ask **WHAT BRAND?**

There are **Starches** and **Starches**. Don't be persuaded that another is **Just as good**.

Ask for **EDWARDSBURG** or **BENSON'S**

and **INSIST** upon getting it

NOTE OUR PRICES.

The **EDWARDSBURG STARCH CO'Y, Limited**
ESTABLISHED 1858

63 Front St. East,
TORONTO, ONT.

Works:
CARDINAL, ONT.

164 St. James St.,
MONTREAL, QUE.

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, 12-lb. boxes	\$0 38
Vanilla chocolate, 6-lb. boxes	0 47
German sweet, 6-lb. boxes	0 27
Breakfast cocoa, 1/4, 1 and 5-lb. tins	0 43
Cracked cocoa, 1/4-lb. pkgs., 12-lb. boxes	0 35
Caracas sweet chocolate, 6-lb. boxes	0 37
Caracas tablets, 100 bundles, tied 5's, per box	3 00
Soluble chocolate (hot or cold soda) 1-lb. cans	0 42
Vanilla chocolate wafers, 48 to box, per box	1 65

Cocoanut.

	Per lb.
L. SCHEPP & CO.	
1-lb. packages, 15 and 30-lb. cases	\$0 26
1-lb. " " "	0 27
1-lb. " " "	0 28
1/2 and 1-lb. packages, assorted, 15 and 30-lb. cases	0 26 1/2
1/4 and 1/2-lb. packages assorted, 15 and 30-lb. cases	0 27 1/2
5c. packages, 4 doz. in case, per doz.	0 45

Condensed Milk.

Anchor brand, cases 4 doz., per case	\$5 00
evap. cream, cp. 4d.	4 65



Borden's Condensed Milk Co.

"Eagle" brand	\$1 65
"Gold Seal" brand	1 30
"Peerless" brand evaporated cream	1 02

Coffee.

	Per lb.
THE EBY, BLAIN CO., LIMITED.	
In bulk -	
Club House	0 32
Royal Java	0 31

Royal Java and Mocha	0 31
Nectar	0 30
Empress	0 28
Duchess	0 26
Ambrosia	0 25
Fancy Bourbon	0 20

High Grade package goods

Gold Medal, 2-lb. tins	0 30
Gold Medal, 1-lb. tins	0 31
Kin Hee, 1-lb. tins	0 30
Cafe Des Gourmets, ground only, 1-lb. glass jars	0 30
English Breakfast, ground only 1-lb. tins	0 18

JAMES TURNER & CO. Per lb.

Mecca	\$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12 1/2

E. D. MARCEAU, Montreal. Per lb.

"Old Crow" Java	\$0 25
"Mocha	0 25
"Condor" Java	0 30
Mocha	0 30
15-year-old Mandehing Java and hand-picked Mocha	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case	0 20
Madam Huot's coffee, 1-lb. tins	0 31
" " 2-lb. tins	0 30
100 lb. delivered in Ontario and Quebec.	

Cheese.

Imperial—Large size jars	per doz. \$8 25
Medium size jars	4 50
Small size jars	2 40
Individual size jars	1 00
Imperial holder—Large size	18 00
Medium size	15 00
Small size	12 00
Roquefort—Large size	2 40
Small size	1 40

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co., Limited, Toronto. C. O. Beauchemin & Fils, Montreal.	
\$1, \$2, \$3, \$5, \$10 and \$20 books.	

Un- Covers and num Coupons bered. numbered.

In lots of less than 100 books, 1 kind assorted.	4c.	4 1/2c.
100 to 500 books	3 1/2c.	4c.
100 to 1,000 books	3c.	3 1/2c.

Allison's Coupon Pass Book.

\$1 00 to 3 00 books	3 cents each
5 00 books	4 " "
10 00 " "	5 1/2 " "
15 00 " "	6 1/2 " "
20 00 " "	7 1/2 " "
25 00 " "	8 " "
50 00 " "	12 " "

Cane's Clothes Pins.

UNITED FACTORIES, LIMITED.

Clothes pins (full count), 5 gross in case, per case	\$0 60
4 doz. packages (12 to a case)	0 75
6 doz. packages (12 to a case)	0 95

Extracts.

HENRI JONAS & CO. Per gross.

8-oz. London extracts	\$ 6 00
2-oz. " " (no corkscrews)	5 50
2-oz. " " "	9 00
2-oz. Spruce essence	6 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. flat	9 00
2-oz. flat bottle extracts	18 00
2-oz. square bottle " "	21 00
4-oz. " " (corked)	36 00
8-oz. " " "	72 00
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

Ginger Ale and Soda Water.

	Per doz.
Cantrell & Cochrane's imported ginger ale and club soda water	\$ 1 40

Jams and Jellies.

SOUTHWELL'S GOODS. Per doz.

Frank Magor & Co., Agents.	
Orange marmalade	\$1 50
Clear jelly marmalade	1 80
Strawberry W. F. jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant " "	1 85
Other jams	\$1 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	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	1 50
5 and 7-lb. tin pails, per lb.	0 09
7, 14 and 30-lb. wood pails	0 09

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper	per lb. \$0 40
Fancy boxes (36 or 50 sticks)	per box 1 25
"Ringed" 5-lb. boxes	per lb. 0 40
"Acme" pellets, 5-lb. cans	per can 2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans	per can 2 00
Licorice lozenges, 5-lb. glass jars	1 75
" " 20 5-lb. cans	1 50
"Purity" licorice 10 sticks	1 45
" " 100 sticks	0 73
Dulce large cent sticks, 100 in box	

THE CANADIAN GROCER

Lye (Concentrated).

GILLET'S PERFUMED.

1 case of 4 doz.	Per case	\$ 3 60
3 cases		3 50
5 cases		3 40

Mince Meat

Wetley'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.

Pony size	Per gross	\$ 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	per lb.	\$ 0
1-lb. tins		0 35
1-lb. tins		0 32 1/2
4-lb. jars	per jar	1 20
1-lb. jars		0 35
"Old Crow", 12-lb. boxes	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.

Barton & Guestier's quarts	Per case	\$ 8 00
pints		8 00

Orange Marmalade.

THE EBY, BLAIN CO., LIMITED.

"Anchor" brand, 1-lb. glass	\$1 50
quart gem jars	3 40

T. UPTON & CO.

1-lb. glass jars, 2 doz. case	per doz.	\$ 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

CLEMES BROS.

Pure fruit stock		
10-oz. glass jars, 2 doz. case	per doz.	\$1 00
16-oz. glass jars, 2 doz. case		1 50
Quart gems, 1 doz. case		3 35
In 5-lb. tins	per lb.	0 09


Pickles.

STEPHENS.

A. P. Tippet & Co., Agents.		
cement stoppers (pints)	per doz.	\$ 2 30
Corked		1 90

Soda.

COW BRAND.

	Case of 1-lb. containing 60 pkgs., per box, \$3 00.
	Case of 1-lb. (containing 120 pkgs. per box, \$3 00).
	Case of 1-lb. and 1-lb. (containing 30 1-lb. and 60 1-lb. pkgs.) per box, \$3 00.
	Case of 5c. pkgs. (containing 96 pkgs.), per box, \$3 00.

EMPIRE

"EMPIRE" BRAND.

Brunner, Mond & Co.

Case 120 1-lb. pkts. (60 lb.), per case,	\$2 70.
--	---------

Case 96 10-oz. pkts. (60 lb.), per case,	\$2 80.
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"MAGIC" BRAND.

No. 1, cases, 60 1-lb. packages	Per case	\$ 2 75
No. 2, " 120 1-lb. "		2 75
No. 3, " 60 1-lb. "		2 75

Soap.

A. P. TIPPET & CO., Agents

Maple soap, colors	per gross	\$10 20
Orion soap, black		15 50
Gloriola soap		12 00
Straw hat polish		10 20

Starch.

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—	per lb.	
No. 1 White or blue, 4-lb. carton	\$ 0 06	
No. 1 " " 3-lb. "	0 06	
Canada laundry	0 05	
Silver gloss, 6-lb. draw-lid boxes	0 07 1/2	
Silver gloss, 6-lb. tin canisters	0 07 1/2	
Edward's silver gloss, 1-lb. pkg.	0 07 1/2	
Kegs silver gloss, large crystal	0 06 1/2	
Benson's satin, 1-lb. cartons	0 07 1/2	
No. 1 white, bbls. and kegs	0 05 1/2	
Benson's enamel	per box 1 25 to 2 50	
Culinary Starch		
Benson & Co.'s Prepared Corn	0 06 1/2	
Canada Pure Corn	0 05 1/2	
Rice Starch		
Edwardsburg No. 1 white, 1-lb. car.	0 10	
Edwardsburg No. 1 white or blue, 4-lb. lumps	0 08 1/2	

BEE STARCH.

Cases, 64 packages, 48's	5 00
1/2-Cases, 32 packages, 24's	2 50
Package 10c. each	

BRANTFORD STARCH WORKS, LIMITED

Ontario and Quebec.

Laundry Star hes

Canada Laundry, boxes of 40-lb. \$0 05

Acme Gloss Starch

1-lb. cartons, boxes of 40 lb. 0 05 1/2

Finest Quality White Laundry

3-lb. Canisters, cases of 48 lb. 0 06

Barrels, 200 lb. 0 05 1/2

Kegs, 100 lb. 0 05 1/2

Lily White Gloss

1-lb. fancy cartons, cases 30 lb. 0 07 1/2

6-lb. toy trunks, 8 in case. 0 07 1/2

6-lb. enameled tin canisters, 8 in case 0 07 1/2

Kegs, ex. crystals, 100 lb. 0 06 1/2

Brantford Gloss

1-lb. fancy boxes, cases 36 lb. \$0 07 1/2

Canadian Electric Starch

Boxes of 40 fancy pkgs., per case 2 50

Celluloid Starch—

Boxes of 45 cartons, per case. 3 40

Culinary Starches—

Challenge Prepared Corn

1-lb. packages, boxes 40 lb. 0 05 1/2

No. 1 Brantford Prepared Corn—

1-lb. packages, boxes 40 lb. 0 06 1/2

Crystal Maise Corn Starch

1-lb. packages, boxes 40 lb. 0 06 1/2

ST. LAWRENCE STARCH CO., LIMITED.

Ontario and Quebec.

Culinary Starches

St. Lawrence corn starch, 40 lb. 0 06 1/2

Durham corn starch, 40 lb. 0 05 1/2

Laundry Starches

No. 1 White, 4-lb. cartons, 48 lb. 0 06

" 3-lb. cartons, 36 lb. 0 06

" 200-lb. bbl. 0 05 1/2

" 100-lb. kegs. 0 05 1/2

Canada Laundry, 40 to 46 lb. 0 05

Ivory Gloss, 3-4 family pkgs., 48 lb. 0 07 1/2

1-lb. fancy, 30 lb. 0 07 1/2

large humps, 100-lb. kegs 0 06 1/2

Patent starch, 1-lb. fancy, 28 lb. 0 07 1/2

Akron Gloss, 1-lb. packages, 40-lb. 0 05 1/2

OCEAN MILLS.

Chinese starch, per case of 4 doz. \$4. less 5 per cent.

Stove Polish.

Rising Sun, 6 oz. cakes, 1-gross boxes	Per gross	\$8 50
Rising Sun, 3-oz. cakes, gross boxes		4 50
Sun Paste, 10c. size, 1-gross boxes		10 00
Sun Paste, 5c. size, 1-gross boxes		5 00

Syrup.

"CROWN" BRAND PERFECTION SYRUP.

Enamelled tins, 2 doz. in case	\$2 40
Plain tins, with label	
2 lb. tins, 2 doz. in case	1 90
5 " " " " " " " " " " " "	2 35
10 " " " " " " " " " " " "	2 25
20 " " " " " " " " " " " "	2 10
(10 and 20 lb. tins have wire handles.)	

SALADA CEYLON. Wholesale. Retail.

Brown Label, 1's	\$0 20	\$0 25
1's and 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's	0 44	0 60

Ceylon Tea, in 1 and 1/2-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c.	\$0 19
1-lb.	0 20
Blue Label, retail at 30c.	0 22
Green Label	0 28
Red Label	0 35
Orange Label	0 42
Gold Label	0 55

Cases, each 60 1-lb.	\$0 35
" 60 1-lb. "	0 35
" 30 1-lb. "	0 36
" 120 1-lb. "	0 36

LUDELLA CEYLON, 1'S AND 1/2'S Pkgs.

Blue Label, 1's	\$0 18 1/2	\$0 25
Blue Label, 1/2's	0 19	0 25
Orange Label, 1's and 1/2's	0 21	0 30
Brown Label, 1's and 1/2's	0 28	0 40
Brown Label, 1's and 1/2's	0 30	0 40
Green Label, 1's and 1/2's	0 35	0 50
Red Label, 1's	0 40	0 60

TETLEY'S INDIAN AND CEYLON TEAS.

"Elephant" Brand.

Blacks—	Wholesale.	Retail.
Tetley's Extra quality	\$0 65	\$1 00
" No. 1	0 50	0 70
" Special	0 42	0 60
" No. 2	0 35	0 50
" No. 3	0 30	0 40
" 30c.	0 22	0 30
" No. 4	0 20	0 25

These teas are packed in cases containing either 60 1-lb. packets, or 120 1/2-lb. packets, or assorted. No. 3 is also packed in cases containing 240 1/2-lb. packets.

Ceylon Greens—

No. 1	\$0 35	\$0 50
No. 2	0 30	0 40
No. 3	0 25	0 35
Packed same as blacks.		

"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" II 80-lb. boxes	\$0 37 1/2
III 80-lb. "	0 35
IV 80-lb. "	0 30
V 80-lb. "	0 30
XXXXX 80-lb. boxes	0 25
XXX 80-lb. "	0 26
XXX 80-lb. "	0 23 1/2
XXX 80-lb. "	0 24 1/2
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)	0 30

Black Teas "Nectar" in lead packets—	
Green Label	retails 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 1/2
" Blue, 1-lb.	0 42 1/2
" Maroon, 1-lb.	0 50
" Maroon, 1-lb.	1 50

"Condor" Ceylon black tea in lead packets—

Green Label, 1/2's, 1/4's and 1/8's	0 25 at 0 20
Grey Label, 1/2's, 1/4's and 1/8's	0 30 at 0 23
Yellow Label, 1/2's and 1/4's	0 35 at 0 36
Blue Label, 1/2's, 1/4's and 1/8's	0 40 at 0 30
50-lb. cases	0 50 at 0 34
White Label, 1/2's, 1/4's and 1/8's	0 60 at 0 40
50-lb. cases	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 1/2

LIPTON'S TEA (in packages). Per lb.

No. 1, cases 50 lb., (50 1-lb. packages)	\$0 35
(25 1-lb. "	0 34
No. 1, cases 50 lb., in 5-lb. tins	0 35
(50 1-lb. packages)	0 29
No. 2, cases 50 lb., (25 1-lb. "	0 28
No. 1, cases 50 lb., in 5-lb. tins	0 29
(50 1-lb. packages)	0 23
No. 3, cases 50 lb., (25 1-lb. "	0 22
No. 3, cases 50 lb., in 5-lb. tins	0 23
(50 1-lb. packages)	0 35
Green Ceylon, No. 1, (25 1-lb. "	0 34
(50 1-lb. packages)	0 29
Green Ceylon, No. 2, (25 1-lb. "	0 28

Tobacco.

FLAVOR DIFFERENCE.

Pan-roasting is where most miller save time.
Their oats are rush-milled—for the profit's sake.
Quaker Oats are milled with patience—for the quality's sake.
But slow and costly as it is, there is profit in it—profit of quality, not the profit of cheapness.
The patient Quaker pan-roasting brings out the nut oil of the oats and toasts it to that rich, "different" flavor, by which you know **QUAKER OATS—best roasted.**

MILLING DIFFERENCE.

After we buy the best, each grain is cleaned and judged separately by machinery.
The machine leaves nothing to chance.
Thin, woody, flat and flavorless, are thrown out.
Here is a difference of time, care and thoroughness.
The groat that is good enough to pass this test is indeed different from other grain.
It begins to have a right to the name of **QUAKER OATS—best of the best.**

GRAIN DIFFERENCE.

The Quaker quality of grain is not easy to find.
To supply the needs of the Quaker mills we must search the country far and wide.
We watch where the good oats grow. For even as it grows the difference begins.
Sun may shrivel—or too much rain spoil the crop. But where the crop is best, we are there to choose the best of the best.
There is that much difference in the Quaker grain—before it starts from the Mill.
This is only the first difference in **QUAKER OATS—best grain.**

This is the proof of Quaker quality that newspapers all over Canada are carrying to your customers.

The customer who buys quality is your star customer.

That customer wants Quaker Oats.

Don't risk the loss of his trade.

Have Quaker Oats ready when he asks.

**Case of 36 packages
\$3.00**

Delivered at your station in lots of five cases or more, freight prepaid. This applies to all Ontario and to Quebec as far east as the City of Quebec.



PACKING DIFFERENCE

Hot and fragrant from the rolls, Quaker Oats go straight into the package—shut tight, sealed safe—hermetically.

The Quaker carton costs about half as much again as the box that gives the paste-board flavor to most cereals.

After spending so much care on the quality and purity of Quaker Oats, we could not let our work be spoiled for the sake of cheap packing.

The costly Quaker packing makes another difference in

**Quaker
OATS**

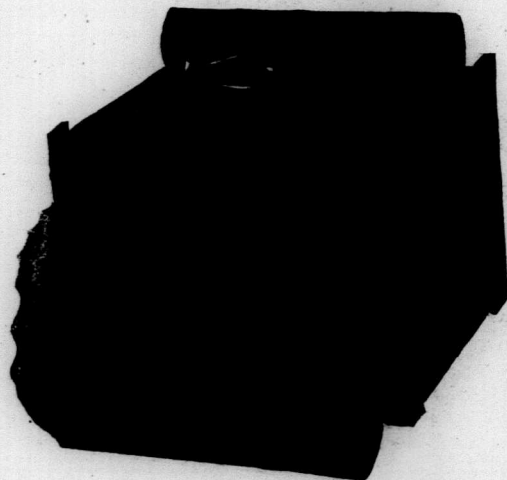
Best Packing.

Costs you no more than oats which are not as wholesome, and which have not been milled as carefully. Quaker Oats are just as easy to buy. You have only to say "Quaker" distinctly.

**SEEK A COUPON IN EVERY
PACKAGE**

We Sell Lamp Chimneys in
"Climax" Cartons

The saving in breakage in transit
more than covers cost over
Chimneys in Day.



You Save in Space, Weight, Freight and Breakage.

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Wethey's Mince Meat



We make our Mince Meat of the choicest fresh meats and fruits, spiced to the right taste. People tell us that pies made from our Mince Meat are toothsome, delicious, appetite gratifying and all sorts of

nice things. If you want to sell the best and most convenient Mince Meat on the market advise your customers to buy "Wethey's."

Convenient, Absolutely clean. Put up in attractive "brick" packages.

Prepared only by
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