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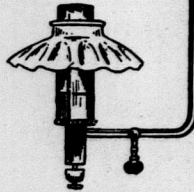
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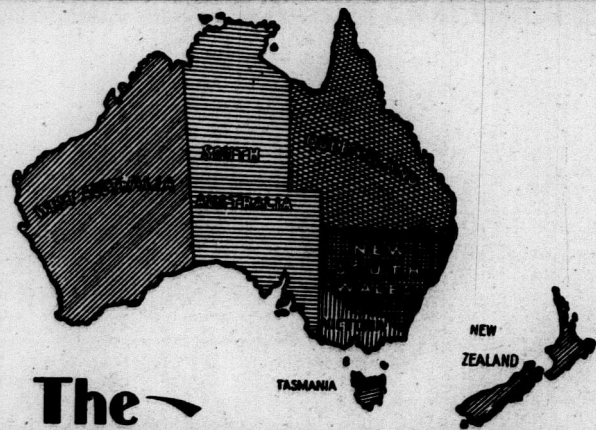
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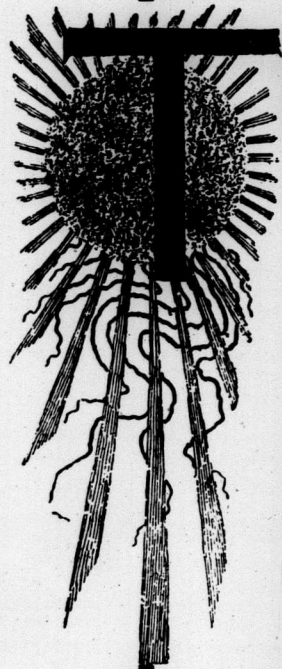
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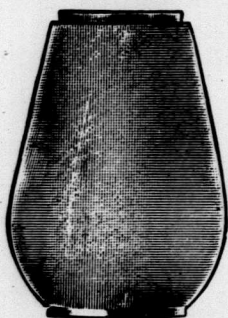
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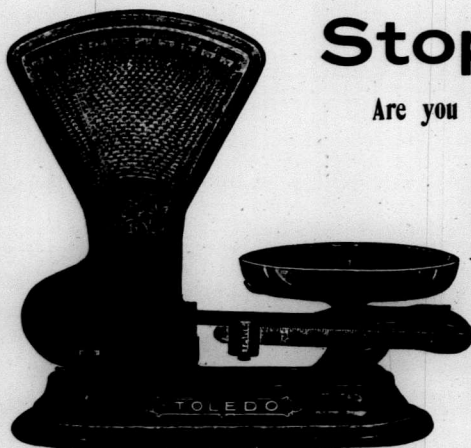
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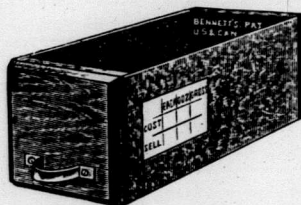
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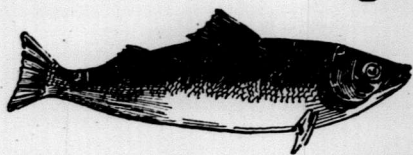
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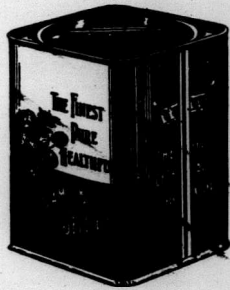
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is **Cold Water** **STARCH**
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TRAVELLERS
THE PRICE

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

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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.

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MHS

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for tew things--"**

One iz the krow that iz in him, and the other iz the spurs that air on him to bak up his krow with."—JOHN BILLINGS.

We feel justified in crowing over the SPURS the quality of

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is winning with all dealers who know a good article.

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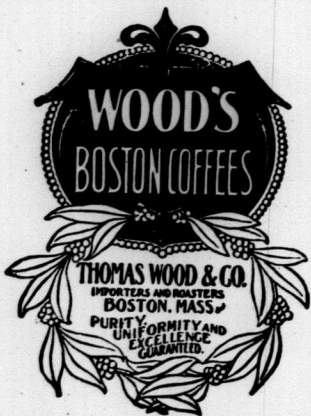
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grow have their days of bloom and fragrance also, and their flowers, like the apple blossoms, are white and full of nectar.

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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,
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... SOLICITED.

THE TELEPHONE QUESTION BEFORE PARLIAMENT

BY ZED.

House of Commons,
Ottawa, May 2, 1903.

WHILE the budget still holds the stage on the floor of the House, it by no means follows that everything else in the way of parliamentary activity is meantime suspended, nor is such the case. Much excellent work is being done in the various standing and sub-committees, where, after all, the chief part of the really effectual labor is put in, the House being reserved, to a large extent, for spectacular displays, for announcements of policy on the one side or the other, and for the discussion of the financial items when the House resolves itself into Committee of the Whole.

* * *

By far the most interesting matter to all those engaged in business is the proposed legislation with regard to telephones, as embodied in Bills Nos. 2 and 5, both standing in the name of W. F. Maclean, M.P. The latter is a one-clause Act, in amendment to the Railway Act, which proposes to enact that "Every company which grants any facilities to any incorporated telephone company or person shall grant equal facilities on equal terms and conditions to any incorporated telephone company or person which demands such facilities."

As already fully explained in the columns of the daily press this is an attempt to avoid the monopoly created by the agreement made by The Bell Telephone Company with the C.P.R. and other roads by which no telephones but those of the Bell Company will be admitted to the places of business of the railway company. At first sight this would appear to be a very simple matter, but like all such legislation there are many points which certainly give food for thought.

* * *

The Bill, with Bill No. 2, has been referred by the Railway Committee to a special sub-committee, which held its first meeting on April 28, and at the sitting many arguments were introduced which are worth consideration. For instance, suppose this Bill became law, and that a dozen independent companies installed 'phones in a railway station of moderate size, slimly manned, who, ask the opponents of the Bill, will look after all these

various instruments? "You can drive a horse to the water, but you can't make him drink," and while Parliament can enact the proposed measure, it most certainly would be powerless to enforce prompt, or for that matter any, attendance on the 'phones of those companies not acceptable to the railways.

Again, even if the railways had no wish whatever to discriminate against any company, it is claimed that it would seriously interfere with the management of an office, if a large number of instruments were installed. At present the agent has a 'phone on his desk, to which he can attend with little or no inconvenience, but he could not very well have half a dozen there, and if they had to be placed in other parts of the office, he would continually be forced to jump up and leave his work. Railwaying is already sufficiently demanding on its servants, and to still further increase the duties, might quite conceivably increase the number of accidents which overwork and distraction already cause in too great number. It may be said, let the railway employ more hands—but who would pay for them? Not the railway, surely, deriving no benefit whatever from the new arrangement, and if not the railway, then, once more—who?

* * *

So much for the argument advanced by the opponents of the Bill. In answer to this it is urged that the present creates a monopoly so great as to be almost complete. What business man would be willing to contract for his telephone service with a company which is shut out of all communication with the railways? And as no man would willingly deal with two companies, that means he would be forced to deal with the favored company, or, in other words, extinction for the new comer, and a continuance of the monopoly to the old line. The fact is that this whole thing comes to the point not so much of municipal ownership, as to State ownership, with the organization and economy which that means.

Whether Canada is at present ready to add this service, now a great commercial necessity, to the Post Office service, is a point which we shall not attempt to argue now, but we feel sure that a very large majority would, for the time at least, reply in the negative.

* * *

Coming now to the much more lengthy and elaborate Bill, we will consider its

various more important clauses with some detail, nor do we apologize for dwelling thus at length on this telephone legislation, knowing that a telephone is no longer a luxury, but a necessity, to almost every business man in Canada, a statement sustained by the fact that The Bell Company alone claims to have between 50,000 and 60,000 subscribers.

We may state generally, that the main objects sought by the promoters of the Bill are: (1) To secure to the various municipalities complete control of their streets; (2) To regulate and control the rates, preventing not only excessive charges, but discrimination; (3) To force the traffic of one company over the lines of another as a forwarder on terms as to division of receipts to be agreed upon; (4) To provide for temporary or final appropriation of telephone lines by the Government, and (5) To force companies to supply service to those demanding instruments, under certain conditions as to distance of applicant from existing lines.

* * *

So far as the municipalities are concerned, while they seem to agree pretty generally with the terms of the Bill, their most earnest fight is being put up to regain their lost control of the highways within their limits. The counsel for the companies argue that the municipalities are creations of the Provincial Government (undoubtedly true), and that, therefore, the promoters of the Bill are before the wrong tribunal. They say, further, so far, at least, as The Bell Telephone Company is concerned, that though incorporated under a Dominion Act, they have taken the precaution to get the right from the Ontario House to use the various streets they require, and that in this way they are within their rights, where the Dominion Parliament would be powerless to interfere. Be this as it may, and possibly at some future date the Privy Council will have to settle the question, the fact remains that the telephone companies have, to a large extent, been themselves to blame for the present agitation by the high-handed way in which they have set up their poles in the various towns and cities throughout Canada. The placing of an unsightly pole in front of either residence or place of business in which the occupant has taken a pride is in itself an unpleasant necessity, but when this is done, as it fre-

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STOVE POLISH
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CAKES **IN TINS**
WELL KNOWN AND RELIABLE **DURABLE** **3000 TONS SOLD YEARLY** **DUSTLESS, LABOR SAVING, BEST IN THE WORLD.** **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.

quently is, with complete disregard to the surrounding appearance, where it might, in other words, have been equally well placed in a less conspicuous spot, public indignation is aroused, and sooner or later public indignation must be settled with. The vexatious cutting of the branches of beautiful shade trees is a yet more annoying feature of telephone operation in many places, and for all these indiscretions and petty tyrannies of their minor servants, the telephone companies are now paying the penalty in the hard fight which is upon them.

Clause 5 of the Act, which provides that no company shall have the right to run wires through a municipality without its consent, would seem, in any case (we mean leaving out of the point of law as to the right of the Dominion Government to legislate as to the use of streets in municipalities) to require modification.

What, if some petty municipality refused without rhyme or reason to allow a telephone long distance line to be run through its boundaries? Would the public at large have to be deprived of this great utility because of such action? Even if the municipalities are to be given back their ancient rights, it must be with conditions attached as to the rights of the general public which will render impossible such a disaster as that just supposed.

* * *

With the second object as above given there will, we believe, be general sympathy. The Bill proposes to allow companies to fix their own tolls; but the tariff is not to go into force until approved by the Governor-in-Council, and absolutely no discrimination in favor of any person is to be permitted. We know how hard and long a fight our American cousins had to abolish that discrimination in railway rates given by roads to certain favored individuals and localities, discriminations which meant ruin to those against whom they were framed. While the present case is not so great in magnitude, it is on all-fours in point of

reasoning, and the Bill does well to provide against the possibility of such a wrong. The argument of the companies on this point that the clause is unfair, because an unwarrantable interference with trade, because in dealing with large users special contracts should be permitted on the "wholesale" principle, and last (Oh heart-wounded philanthropists), because it takes away the right of giving free 'phones to charitable institutions, strikes one as lamentably, almost laughably, weak. No one asks that special rates shall not be allowed to large users, at least no reasonable person would, but let all users of the same amount of service, so to speak, pay exactly the same amount. Let the firm requiring 12 'phones pay for them exactly what another firm requiring a dozen pays, and so on, class by class. As for an unwarrantable interference with trade, what is an unwarrantable interference? Is it an unwarrantable interference with the tobacco trade for the Government to prohibit the sale of cigarettes, as it is going to do? To impose a license for the privilege of selling whiskey? To lay an import duty or an excise duty on this, that, or the other? The rights and convenience of the public must be the touchstone, and the greatest good of the greatest number the rule, by which to determine this rather mixed question. As for the right to give service free to charities, we believe the promoters of the Bill might be induced, if sufficiently pressed, to amend the section in this respect, and leave this great boon to the otherwise sorrowing corporations.

* * *

The third object in view, compulsory traffic of one line over another, is much better met by the companies. They point out their obligations to their particular customers, liable to interference by the cutting in of the customers of other companies, that their lines are already, in many cases, fully loaded, and so unable to bear the extra traffic extra trade would entail, a trade insufficient to make

the necessary increased outlay for more accommodation profitable, that their plant and property would be at the mercy of employes of other companies over which they would have no control or discipline, that the satisfactory transmission of a message requires perfect instruments at both ends, and perfect connections and wires between, for part of which only could one company make assurance through its own work and management.

Suppose, say they, that a small rural telephone company, ten miles long, badly equipped and badly managed, makes compulsory connection with one of the old and perfectly managed concerns for the transmission of a long-distance message to Toronto, 90 miles further on. The message turns out to be a failure, the man in Toronto unable to hear sufficiently well owing to the defective instrument of the smaller company—result, no pay collected, loss of time and revenue, 90 per cent. of which would fall on the large company through whose fault no trouble whatever had occurred.

Truly, regulation of rates seems feasible, but compulsory connection is by no means a clear case. The arguments of the company advanced the other day may, it is true, be met at a later sitting, but meantime the majority of the members of the committee seem to have serious doubts as to the workability of this part of the Act.

* * *

As for the expropriation clauses, that would be fair if the Government took over the whole line of any given company, paying its market value as a going concern. But while the Bill itself is silent at present on this point, there are many from the municipalities who are pressing for an amendment giving to each of them the right of expropriating that part of the line of any company operated within their jurisdiction. This would, in many cases, be taking from the companies the meat and leaving them the bone, and would be pretty sure, moreover,

What does it all mean ?

Simply that we have made some good "buys" and are giving you the benefit of it. Don't fail to see our values in Teas, Molasses, Canned Goods, etc., before buying. It will pay you.

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

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

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

We want to close out balance of stock of Canned Goods before opening Factory for this year's pack. We offer at close prices :

50 Cases 2-lb. Peaches	800 Cases 3-lb. Pumpkins
50 " 2-lb. Pears	300 " 3-lb. Apples
500 " 2 and 3-lb. Plums	2,000 " Gallon Apples

PRICES AND QUALITY RIGHT.

Pork and Beans, 1's and 3's, in any quantity.

Best quality put up in America.

Standard Canning Co., Hamilton, Ont.

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

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

First Spring Arrivals

IN STORE,

CAR

Rowat's

Pickles

in fine shape.

Cases half Chow, half Mixed,	10 oz.,	each 6 dozen.
Cases Assorted,	- - 10 oz.,	each 6 dozen.
Cases Assorted,	- - 16 oz.,	each 4 dozen.
Cases Cruets (with Glass Stoppers),		
Fancy Pickles, Assorted,		each 3 dozen.
Cases Cruets (with Glass Stoppers),		
Assorted,		each 3 dozen.

(18 of Mixed, 12 of Chow, and 6 of White Onion).

Rowat's Pickles are A1, made from Selected Vegetables, and Pure Malt Vinegar. Cruet-shaped bottles when empty are very handy for Jellies, etc. The Cruets in Fancy Pickles are beyond a doubt the best Pickles shipped from England or Scotland.

JAMES TURNER & CO., Wholesale Grocers, **Hamilton**

FRESH ARRIVALS.

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

Tablets, 200 Cakes to the box.

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IN ORDER

to retain the customers you have it is necessary that you keep the best of everything.

MacLaren's Imperial, Canada Cream, and MacLaren's Roquefort Cheese



These are the best of Cheeses.

Are standards of perfection, recognized by both the public and the grocer.

A. F. MacLaren Imperial Cheese Co.

MANUFACTURERS AND AGENTS,

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to lead in the end to the direst of confusion. Let the Government expropriate when the proper time comes, but give to the municipalities sparingly, not only in the interests of the general public, but in their own.

The city of Glasgow is ever in the mouths of these enthusiastic gentlemen who advocate so strenuously a system of municipal management, but they say nothing of the hundreds of failures which heavily weigh down the other beam of the scale. Private management, properly controlled and supervised by the Government, will "hold the fort" until we are a good deal nearer the millennium than at present.

And, lastly, a very few words as to the clause which, if enacted, will force companies to supply service to those seeking it, where the distance from a line already part of the general service of the village or town is limited to a certain number of feet (the Bill is left blank as to the number, for the consideration of the committee). To this the companies put some pertinent inquiries. What is a company to do if it has no capital with which to make the necessary extension? What, if the line is already fully loaded? What, if rates have been fixed which would mean that the new service would be an actual loss? But these arguments are more apparent than real. Companies are not, as a usual thing, either so short of power or money as to be in the positions suggested by interrogatories one and two, and the rate question could be fixed by some clause in the tariff providing for just such cases as these, leaving the amount, in case of difference, to be fixed by arbitration, or, even, say, by the county judge.

Not to have some such clause as this leaves a man going into business for the first time, or even one in an established business, who has not hitherto had a telephone, liable to discrimination far more disastrous than merely a slightly larger toll than some business rival is paying for it leaves him actually deprived of the very service itself.

From all this one may say, in conclusion, that there seems to be a good deal still to do before the Bill will be ready to report to the General Committee on Railways, Canals and Telegraph Lines whose offspring the sub-committee is.

FOREST CITY GOSSIP.

Office of "The Canadian Grocer."

WHOLESALE grocers in this city are not complaining about too much business. Travellers have during last week been booking a fair number of orders, but nothing beyond the normal trade at this season is being done. There were no changes worthy of note during last week in wholesale circles.

Retail city grocery trade is rather quiet. The reason given a week or two ago for quietness among the retail men has been corroborated by more than one merchant, viz.: that the dry goods men are at this season having the best of it—the cash and the selling—and the grocer must await his turn.

The Saturday market here was very satisfactory, and a large amount of money changed hands during the day. There is nothing so helpful to the storekeepers of London as a crowded market, because much of the cash received by farmers and their wives and daughters, is left in London for groceries, millinery, boots and shoes, and hardware of every description. And wagons that were brought into the city laden with the products of the farm, are taken homeward laden with the requirements and comforts essential to agricultural life.

In London farmers are still receiving good prices for almost everything they offer. Fowls are now 75c. to \$1 per pair. Turkeys, although considered now out of season, are 15 to 16c. per lb. Butter and eggs are plentifully supplied, and prices are steady and the demand good. Rolls, 17 to 19c.; crocks, 15 to 18c.; creamery pounds, 22 to 24c. Eggs, 12 to 12½c. per dozen. Hay is \$7.50 to \$9, as to quality; straw, \$5 to \$5.50 per ton. Dressed hogs are steady at \$8.50 to \$8.75 per cwt., while \$6.10 is the highest market figure for select live hogs. Abundance of greenstuff and other vegetables can be had at reasonable prices, either on the market or from all of the numerous grocers' shops over the city. Cereals remain unchanged in price since last week.

McCormack & Sons, the old-established retail grocers, on Richmond street, have had the front of their store remodelled, and the windows, and the dressing of the same, are now up to date.

Wall & Guppy, mentioned in a former letter, as being about to open a branch of their Windsor business in London, are now in full swing at 94 Carling street, with Mr. Fuller as manager. Mr. George Haines is their city traveller. Wall & Guppy are doing a provision and fruit jobbing trade, and are authorized agents for the Erie Tobacco Company, of Windsor; The McAlpine Consumers' Co., of Toronto and Leamington; Walkerville Match Co., and the Ingersoll Packing Co.

W. Hayes, grocer, of Adelaide street, and one of the veterans of the Fenian Raid, left this week for the Rainy River District to pick out his grant of land.

J. E. Wyley, of Wyley & Stanley, Ingersoll, has returned here with his family, where he will enter business again.

Lieut.-Col. and Mrs. Little have returned from a month's trip through the Northwest, having gone as far as Edmonton.

McRae's general store, at Iderton, 16 miles from London, was burnt out along with the post office and some other shops on Saturday morning early.

W. H. L.

INTERESTED IN A COAL MINE.

F. E. Tobias, formerly on the travelling staff of Lucas, Steele & Bristol, Hamilton, is now connected with the Cassiar Coal Developing Co. This coal property is situated on the Bulkley River, about 85 miles from Port Simpson, B.C., the prospective terminus of both the Grand Trunk Pacific Railway and the Trans-Canadian Railway Co. Mr. Tobias has in his possession some samples of the Cassiar coal, and if the bulk of the coal is anything like the sample, the property ought to be a valuable one. Workmen have been engaged in opening up the mines since 1901, and, according to an analysis of the coal by Prof. Coleman, it is equal in quality to anything in British Columbia. Prof. Poudier, of the British Columbia Government, has also made an exceedingly good report in regard to the quality of the coal.

We Offer

SUBJECT TO BEING
UNSOLD

550 cases

**Canned
Corn
50c.**

Dozen

For Prompt Buyers.

THE
DAVIDSON & HAY

LIMITED

Wholesale Grocers, TORONTO

UPTON'S Jams, Jellies and Marmalades

leave that longing, lingering taste behind which prompts your customer to send in repeat orders.

• We have cheaper and poorer Jam if you want it.

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

—SELLING AGENTS—



DAIRY PRODUCE AND PROVISIONS

and Cold Storage News.

ST. JOHN SLAUGHTER HOUSES.

THE Slaughter House Commissioners of St. John, N.B., held their regular meeting on May 1. Commissioner Shaw was in the chair, and there were present Commissioners Frink, Gallagher, O'Neil and Drake.

The report of Inspector Simon for the month past showed that the slaughter houses were in the same filthy condition; the premises of J. Collins were, however, in the best condition of any, having been fully repaired.

Applications for licenses were presented from P. C. O'Connor, M. J. Collins, John McCarthy, Kane & McGrath, John Dameny, C. Fred Black and C. Miller.

Full licenses were granted to O'Connor, Collins, McCarthy, Black and Miller, and a license was reserved for F. B. Dunn. However, it was decided to allow Kane & McGrath and John Dameny licenses for only three months, because they had failed to comply with the conditions named by the commission; and these licenses were granted on condition that satisfactory improvements would be made in their slaughter houses.

Commissioner O'Neil, for the delegation to Fredericton to oppose the N. B. Abattoir Bill, told of the work done by the delegates. The opposition to the clause providing for a forty-year license was overruled on the ground that the commission could revoke the license at any time. The clause requiring the endorsement of the common council for the actions of the commission was also passed, although the Premier and Messrs. Dunn, McKeown and Lantalum seemed to favor the contention of the delegates. This part of the bill was the same as the act passed in 1900.

DEPRIVATION OF FREEDOM.

At a special meeting of the Montreal Produce Merchants' Association held last Saturday, the following resolution was adopted:

Whereas, the present strike of the longshoremen in the port of Montreal, while affecting all lines of business directly or indirectly, is felt most severely by the dairying interest in all its branches from producer to exporter, the loss to the large number of Canadians interested in this industry having already been great and becoming more severely felt each day the strike lasts, and

Whereas, the dispute at present going on between the shipping companies and the longshoremen appears to be not so much the result of dissatisfaction with existing conditions on the part of the men, but rather the desire on their part for recognition of the Longshoremen's Union, which is affiliated with and under the control of a foreign organization, and

Whereas, such a recognition would mean the deprivation of the freedom and liberty of our labor market (which has hitherto been the boast of Canada, "open to all,") and thereby seriously affecting the best interests of our port and of Canada generally;

Therefore resolved, that the Montreal Produce Merchants' Association is in entire sympathy with the shipping interest in declining to recognize the Longshoremen's Union or any other union that is affiliated with or under the control of any foreign organization.

VISIBLE STOCKS OF LARD.

The N. K. Fairbank Co., Chicago, advise THE CANADIAN GROCER as follows: Our cable advices give the following estimates of the stocks of lard held in Europe and afloat, on May 1, to which we add estimates of former years, and stocks in cities named:

	1903. May 1.	1903. Apr. 1.	1902. May 1.	1901. May 1.	1900. May 1.	1899. May 1.
Liverpool and Manchester	12,000	11,000	14,700	9,500	24,000	45,000
Other British ports	4,500	2,500	3,000	5,500	7,000	10,000
Hamburg	15,000	12,000	13,000	7,000	11,500	8,000
Bremen	1,500	1,000	1,500	1,000	3,000	3,000
Berlin	2,500	1,500	2,500	1,500	3,000	3,000
Baltic ports	14,500	13,000	9,500	6,500	5,000	9,000
Amsterdam	1,200	1,500	2,500	1,500	1,000	3,000
Rotterdam						
Mannheim	6,000	7,000	1,500	2,500	2,500	6,000
Antwerp	1,000	1,100	2,200	4,000	4,000	7,000
French ports	500	500	1,000	1,000	1,000	1,000
Italian and Spanish ports						
Total in Europe	58,700	51,100	51,400	40,000	62,000	95,000
Afloat for Europe	40,000	40,000	50,000	48,000	66,000	75,000
Total in Europe and afloat	98,700	91,100	101,400	88,000	128,000	170,000
Chicago prime steam	19,720	11,108	43,378	32,214	84,252	144,201
Chicago other kinds	9,456	10,800	4,614	8,369	10,123	6,201
East St. Louis	130	125	130	2,350	7,000	15,000
Kansas City	6,275	3,709	7,186	7,871	3,484	22,066
Omaha	4,197	2,842	8,587	3,773	3,944	5,595
New York	4,452	6,136	7,169	7,530	11,294	16,667
Milwaukee	1,202	903	528	1,377	6,778	9,751
Cedar Rapids	(*)	(*)	1,200	1,604	2,230	1,586
South St. Joseph	2,535	1,508	2,304	4,116	1,578	265
Total tierces	146,667	128,231	176,496	157,204	260,683	391,332

(*) Not available.

N. B. ABATTOIR CO.

The St. John Sun says that the provisional directors of the New Brunswick Abattoir Co. report themselves satisfied with the act which recently passed the

Local House giving them power to erect an up-to-date abattoir. A meeting was held on April 29 to consider the plan of building, but they decline to give any particulars, except that no time will be lost in commencing work on the structure. It is understood that the plans have already been prepared.

BRANCH IN SYDNEY.

THE pork packing establishment of Park, Blackwell Co., Limited, of Toronto, one of the largest firms of this kind in Canada, have decided, says the Sydney Post of the 23rd inst., to establish a branch in Sydney, and with this in view recently purchased a site for their cold storage plant at the railway crossing on Prince street. The lot has a frontage on Prince street of 50 feet and extends back along the railway for 120 feet. The building to be erected, the plans of which are now being prepared in Toronto, will cover the entire lot and will be equipped with all modern improvements and appliances. The refrigerator in the

building will have a capacity of five cars of beef, this being a line upon which the firm will place special emphasis in catering to the market at Sydney. There will also be ample space in the refrigerator to hold large quantities of any other products that

MAGIC
TRADE MARK
SODA
OR SALERATUS
IS THE BEST.
E. W. GILLETT COMPANY LIMITED
TORONTO, ONT.

See cut book 9 Page 55

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	Bolognas
Shoulders	Frankfurts
Short Rolls	Fresh Sausage
Long Rolls	H. T. & C. Sausage
Breakfast Bacon	Brawn
Back "	Cooked Hams
Long Clear "	Blood Pudding
Short Cut Pork	Liver
Mess "	C. C. Beef
Pigs Feet	Onions
" Tongues	White Beans
Lard	Lima "
Lard Compound	Honey
Large Cheese	Creamery-Butter
Twin Cheese	Dairy "
Stilton Cheese	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.

may need such storing. There will be a large ham room, and rooms for lard, butter, cheese and such products in other parts of the building. A large concrete basement that can be cooled as a refrigerator will also be a feature of the plant.

The firm of Park, Blackwell Company have a continental reputation and are extensive exporters to the British and European markets. The branch which they are to open in Sydney will be the first they will have established in eastern Canada, though later they propose opening branches at Halifax and St. John.

They intend making Sydney a distributing centre for eastern Nova Scotia, so that the products they manufacture—beef, ham, bacon, lard, butter, cheese, etc., etc.—can be bought here in large or small quantities almost as cheaply as they can in Toronto.

The business at Sydney will be under the management of McCoubrey & Bulman, who will conduct it in connection with their present commission business on the Esplanade. It was wholly through the instrumentality and representations of this firm that the Park, Blackwell Company were induced to come to Sydney.

The building will be ready for occupation about the middle of June, and by the end of that month the business will be in full operation.

THE PROVISION MARKETS.

TORONTO.

There has been very little change in this market since last week. Long clear bacon is slightly firmer, having advanced ¼c. per lb. The fresh meat market is still active. We quote,

Long clear bacon, per lb.	\$0 10½	\$0 10½
Smoked breakfast bacon, per lb.	0 13½	0 14½
Roll bacon, per lb.	0 11½	0 12
Medium hams, per lb.	0 13	0 13½
Large hams, per lb.	0 12	0 12½
Shoulder hams, per lb.	0 11	0 11½
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 10½
" tubs	0 11	0 11½
" pails	0 11½	0 12
" compounds, per lb.	0 08½	0 09½
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 09	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.

Owing to firmer and higher cable advices there has been an improved demand for hams and bacon for export account; in consequence the market for these lines has been more active. A steady trade is passing in lard, but the demand for pork is

slow. Prices generally were steady. We quote:

Heavy Canadian short cut mess pork	22 50	23 00
Light Canadian short cut clear pork	23 00	23 50
Canadian short cut back pork	23 00	23 50
American short cut clear pork	23 50	24 00
American fat back pork	0 13½	16
Hams, per lb.	0 11½	16
Bacon, per lb.	14 50	15 00
Extra plate beef, per bbl.		0 11½
Pure Canadian lard, in tubs, per lb.	0 12½	0 12
" " " pails, per lb.	0 12½	0 12½
" " " cases, per lb.	0 12½	0 12½
Fairbank's "Boar's Head" lard compound, 8½c. tierce basis, with extras as follows:		
60-lb. tubs, over tierce	0 00½	
20-lb. wood pails, " "	0 00½	
10-lb. tins, " "	0 00½	
5-lb. tins, " "	0 00½	
3-lb. tins, " "	0 01	

ST. JOHN, N.B.

In barrelled meats, prices keep high, and sales are not large. In pork, chiefly local, packed goods are used; they are preferred. Lard is unchanged, with a steady sale. Quite full stocks are held. In fresh meats a good business is reported. Beef is unchanged in price. Veal is freely sold, and is rather lower. Mutton is rather higher; supply is not large. Pork is in rather better supply, but the market is not quite as firm. Little lamb is offered, and prices are high. We quote:

Mess pork, per bbl.	\$21 50	\$23 50
Clear pork " "	22 50	26 00
Plate beef " "	15 00	16 00
Mess beef " "	12 50	13 00
Domestic beef, per lb.	0 06	0 07½
Western beef " "	0 08	0 09
Mutton " "	0 08	0 09
Veal " "	7½	0 08
Pork " "	0 07½	0 08
Lard, pure, tubs " "	0 11½	0 11½
" pails " "	0 11½	0 12
" compound, tubs, per lb.		0 09½
" pails " "		0 09½
" Fairbank's refined, tubs, per lb.	0 10	0 10½
" pails " "	0 10½	0 10½

American canners are making particular efforts this spring to sell in this market, and in some lines have sold quite freely.

DAIRY PRODUCE.

TORONTO.

BUTTER—There has been a further decline on all grades during the past week. There is practically no export demand, and consequently stocks are accumulating quickly. Creamery is coming in quite freely, as also is dairy. Since quoted in last issue creamery prints have dropped 2c. per lb., and also solids, fresh. The fall in dairy butter has been as sharp, and dealers expect that there will be a still greater depression very soon. We quote:

	Per lb.	
Creamery prints	0 21	0 22
" solids, fresh		0 20
Dairy rolls, large	17	0 17½
" prints	0 17	0 18

CHEESE—This market has weakened considerably during the past week, and dealers are looking for a continuation in the depression. Prices are declining in Liverpool as well as here. The market continues bare, nor is there any prospect of stocks accumulating. Considerable fodder goods are being made. There is very little old cheese now on the market, and the price holds steady at from 14½c. to 15c. per lb., both for large and large. Good old cheese easily brings 15c. Large

shipments are still being sent to Great Britain, but not so freely as a week ago. We quote:

	Per lb.	
Cheese, large, old	0 14½	0 15
" twins, old	0 14½	0 15
" twins, new	0 13	0 13½
" large, new	0 12½	0 13

EGGS—This market is unsettled at present, and the dealers look for an early decline, the price being too high for picklers, and the increasing production is tending to the weakening of market. There is a very slight decline in the price since last week. We quote:

New laid, per doz.	0 12½	0 13
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MONTREAL.

BUTTER—There continues to be an easy feeling in the butter market owing to increased supplies and the lack in the export demand, which to some extent is due to the labor troubles on the docks, but there is no actual change in prices to note as compared with a week ago. The trade passing is chiefly of a quiet, jobbing nature. At the wharf Monday morning 300 packages of creamery were sold at 18½c.

CHEESE—This market is in a disturbed and unsettled condition on account of the continued labor troubles on the wharf, the action of the teamsters on Monday in refusing to draw goods to the docks being a further complication. The result is, that buyers are indifferent to operate, and this fact, coupled with the increased offerings, tends to depress prices, and the market has an easy tone. At the wharf on Monday morning 700 boxes of cheese were offered, which sold at 11½c., showing a decline of ½ to ¾c. per lb., as compared with the prices realized a week ago.

PROVISION NOTES.

THE question of establishing a large pork packing factory in Carberry, Man., is being discussed by the local business men. The promoters of the scheme are Messrs. N. Boyd, M.P., Walter, Harrison, Barrett, Stickle, Hunt and other well-known citizens.

T. James Tyler, butcher, Toronto, is dead.

N. W. Arksey, butcher, Toronto, is out of business.

Nazaire Dufort, pork butcher, Montreal, has assigned.

Brown & Hill, butchers, Ottawa, are out of business.

W. A. Nevard, Chilliwack, is building a new butcher shop.

The immense packing houses of The Pacific Meat Co., in Tacoma, Wash., have

No Politics



The following is taken from the
TORONTO GLOBE of April 11th, 1903,
but there are no politics in it:—

“Carl Frederic Heebner, Ph. G., Phm. B.,
“Dean of the Ontario College of Pharmacy, was
“born at Lee, Massachusetts. He studied at
“the public and high schools of his native town
“and at Williams College. Afterwards, in pur-
“suance of his love for Chemistry, he entered
“the employ of a druggist, and after 4 years in
“that position he matriculated at the New York

“College of Pharmacy. He was next appointed assistant in the Laboratory of one of the largest wholesale druggists of New
“York, rising to the position of chief clerk. In 1884 he was appointed to the teaching staff of the New York College of
“Pharmacy, later being promoted to the professoriate. In 1887 he published a ‘Manual of Pharmacy.’ He has also
“published other works, including ‘A Synopsis of British Pharmacopeia.’ In 1891 he was appointed professor of pharmacy
“at the Ontario College of Pharmacy, and in 1892 the Deanship of the college was added. The same year the University
“of Toronto conferred on him the Degree of Bachelor of Pharmacy, honoris causa. In 1893 the University of Toronto
“appointed him lecturer and demonstrator in materia medica and elementary therapeutics, and in 1897 he was made
“associate-professor of pharmacology and therapeutics. He has been a member of the Senate of the University of Toronto
“since 1893. His ability and success as a teacher are well known, and an English writer who visited Canada and the
“United States to enquire into the systems of pharmaceutical education, referring to the Ontario College of Pharmacy, said :
“‘The new system now existing in Ontario is vastly superior to our own, in fact, it is an ideal system.’”

This is the man who states that

St. Lawrence Extra Granulated

is the best Granulated procurable, and that it is the only Granulated he uses
in delicate experiments requiring entire purity of ingredients.

The St. Lawrence Sugar Refining Co., Limited
Montreal

been destroyed by fire; the loss is estimated to be \$200,000.

A. J. Nichols, butcher, Toronto, is dead.

J. P. Lafleur & Cie, fish merchants, Montreal, have been registered.

Nazaire Dufort, butcher, Montreal, has made an assignment.

Tetrault & Frere, butchers, Granby, Que., have dissolved partnership.

S. Kenyon, produce merchant, Ladysmith, B.C., is giving up business.

Herman Cleaver, meat merchant, New Denver, B.C., has sustained a loss by fire.

Geo. Campbell has been appointed inspector of the cheese factories of Mr. Ross, Lachute.

J. W. McLeod, Wetaskiwin, shipped seven carloads of prime cattle to Burns & Co., recently.

Some very good catches of lobsters have been made on the north shore, Prince Edward Island.

Parker Bros., bankers, Stirling, Ont., have sold their business to the Sovereign Bank of Canada.

Blanchard Brenton, Truro, N.S., is shipping large quantities of veal, beef, poultry, pork, etc., to Sydney.

Two thousand, one hundred and thirty-five dollars worth of fine hogs were shipped from Dundas, Ont., by local dealers, on April 27.

The dairymen of Woodstock are considering the question of raising the price of milk to the consumers from 5 to 6c. per quart, on account of the high price of cheese.

H. E. Maycock, a well-known resident of Melita, formerly in the fruit and confectionery business, has purchased the butcher business of W. Dunford & Son, and has already taken possession.

Gilbert H. Tait, Bowmanville, Ont., who has been employed with Messrs. Cawker & Tait, grocers and provision merchants, has obtained a situation in Edmonton, N.W.T., in a similar business.

Milligan & Knight, butchers and cattle dealers, Georgetown, have dissolved partnership. They will be succeeded by Milligan & Coxen. Mr. Knight is going to remain in Georgetown, and will probably go into some other business.

The Dominion Packing Co., which carries on such extensive operations in Prince Edward Island, purpose, it is said, to open a branch at Sydney. They are endeavoring to secure a water-front property, but are having some difficulty in getting one to suit.

The property of the Nova Scotia Produce and Supply Company was sold by the sheriff at the court house, Kentville, on Saturday. A large number of stockholders and others were present. Hon. Mr. Drysdale, of Halifax, stated that the sale would be subject to the mortgage, which amounted to \$85,000. He made a bid of \$85,001 for the property. Sir Frederick Borden advanced the bid \$1, and the property was knocked down to him for that sum, \$85,002.

LONDON, ENG., MARKET.

The London, Eng., market, as reported by Thomas Nesbitt & Co., is as follows:

Weather fine and spring-like. Business fairly good.

Butter—Meets with a better demand.

Bacon—Market firm for all descriptions at our advanced quotations.

Hams—In steady demand.

Lard—Is generally quiet.

Eggs—Market steady; some descriptions rather dearer.

Cheese—Market firm and unchanged.

SOFT CORN IN BEEF MAKING.

THERE is still a lingering doubt, says the National Provisioner, as to whether soft or mature corn gives the best results at the lowest cost for beef production. The results of the experiment conducted by the Animal Husbandry Section of the Iowa Experiment Station with soft corn, gave good results. This experiment was not accepted absolutely by beef men.

During the past year there has been much difference of opinion among stock men concerning the feeding value of soft corn, caused by the early September frost of 1902. Early last October, Professors Kennedy and Holden, of the Iowa Agricultural College, issued a report, showing the chemical analysis of soft corn, and discussing the feeding value of the same. They claimed that on a dry matter basis it was equal to mature corn for feeding purposes. On account of the large amount of moisture present, more would have to be fed to get good results. At that time the Animal Husbandry Department commenced a practical feeding experiment to test the same. Sixteen steers of uniform breeding and quality were divided into two lots of eight each. One was fed on mature corn grown in 1900, and the other on soft corn of 1902. These steers were fed six months, and marketed on April 16th, in Chicago. Each lot was sold separately, but the buyers could not see any difference, thus they both brought the same price,

\$5.25, within 15 cents of the top of a dull, slow market. The results of the slaughter test showed the soft corn lot to kill out 60.8 per cent. dressed meat. The mature corn lot, 60 per cent. dressed meat. The gains made by the lots were practically the same, and the number of pounds of corn required to produce one pound of gain was almost the same, being slightly in favor of mature corn. Valuing the mature corn at 55 cents per bushel, and the soft corn at 30 cents per bushel, there was a difference of almost 3 cents per pound in the cost of producing one pound of gain in favor of the cattle fed on soft corn.

A QUESTION OF PROFITS.

T. F. B. SOTHAM, the famous Hereford cattle owner, makes the following statement: "There are cattle that a feeder cannot pay too much for, if he keeps within the bounds of reason; and there are other cattle that cannot be bought low enough to make money. The first are well bred, well-developed calves, and are scarce; the others are scrubs, or stunted low grades, and are plentiful. The majority of American feeders make no money feeding cattle, and they come out ahead only when they rear their own hogs to fatten on the offal of cattle, or when the corn they feed is of their own raising. If the average feeder who has his own corn were to ascertain accurately what it netted him per bushel when marketed through cattle, not counting the hogs that follow, he would find that in most cases it does not exceed 15c. By feeding well-bred calves, cattle feeding alone will yield a profit on the grain consumed, and the hogs get as fat after the calves; while their gains will be clear profit. It has been demonstrated that a bushel of grain will make a greater gain on a calf than on a yearling; a greater gain on a yearling than on a two-year-old, etc. To illustrate: If a bushel of corn makes five pounds of gain on an aged steer, a calf of the same quality will gain ten pounds on the same quantity, or double, and often more than double. There lies the profit in calf feeding.

"I can take three calves and make them increase two pounds a day on the same feed needed to make one mature steer gain two pounds. That is six pounds gain on calves against one on the steer. Double the money can be made feeding calves that can be made on two-year-olds. A man must feed stock with good blood, and he will not be in financial trouble. It is a far better system than putting two and three-year-olds into the feed lot."

THE CANADIAN GROCER

THE OLD RELIABLE

ROYAL



**BAKING
POWDER**
Absolutely Pure.

***No Grocer can afford to be without a
full stock of ROYAL BAKING POWDER***

THERE IS NO SUBSTITUTE

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.

BE BRIEF.

TO give every advertisement the careful thought it ought to have—to eliminate all superfluous words, shunning the "gushy" style of advertising—this should be the desire of every retailer who writes his own advertisements.

Cut your story down to a talk which will require but a few minutes of the reader's time. If you want to advertise several articles and the "details" of each little talk happen to be comparatively lengthy, confine yourself to as few articles as possible, and prune your arguments till every sentence—yes, every word—is made to count.

Merely "hot air" inflation isn't the thing. Every line ought to be interesting out of the ordinary—and at the same time as full of business as an egg is full of meat. Keep the reader well reined up to the subject under discussion.

The advertisement which appeals best, speaks in frank, unequivocal words about reliable goods; in fact, presents in the briefest and most interesting way many logical arguments for the purchase of the goods in question. This kind of advertising will pay well for the little extra attention it requires.

Study the selling points of each article you are going to advertise. Reason it out something like this: "What is there about this article that ought to make it sell?" "Why would people buy this —?" "In what way is it better than any other — on the market?" and so on. The answer to such questions, arranged in local sequence and told in concise, explanatory and convincing arguments will make good advertisements.

ADVERTISING WITH BLOTTERS.

A popular form of advertising, one that is largely used and with a value peculiarly its own, is the blotter. It is used especially where not much is to be said, and is intended more to keep the name of the user

in constant prominence before the public than for any direct results it might obtain.

To accomplish anything, blotter advertising should have the same attention as any other form of advertising. The most effective method is to make up a list of customers or prospective customers and distribute them a new blotter every month, or at stated intervals. The text should be short—somewhat general in nature—yet as interesting as the writer can make it.

The blotter offers a good medium for the use of "catchy" sayings—humorous cuts—and "smart" advertising, so much appreciated by many of the smaller advertisers. It is best to confine the text, or subject matter, to one article or idea. Drive home one point at a time.

In distributing, send one or more of the blotters by mail to every person on your list; or, if delivered, put them in envelopes with addresses as though sent by mail. In this way there will be no "waste circulation."

There are two kinds of blotting paper; that enamelled or coated on one side, and the plain blotting surface on both sides. If you use a fine cut, or wish to have any kind of a color effect, the enamelled stock is preferable.

If the text is brief, and large, plain type is used, the plain blotting paper will be best, as many bookkeepers have an aversion to blotters that will blot only one side. It is desirable to use good stock in either case.

TOO MUCH FAITH.

Not so very long ago I asked a merchant if he ever realized any returns from the advertising he was doing in the daily papers.

"Oh, we have no doubt it pays us," said he. "We have been advertising for a good many years, and while we have never had any direct evidence that our advertising brought any results still we

have faith in its value, and feel that it does us some good."

There was a man who had too much faith. He felt satisfied that the advertising he was doing was beneficial to his business, and when he didn't get any direct results from his ads, it didn't trouble him much—he didn't worry about it as some do.

Advertising that doesn't bring results is not good advertising. If you cannot see that you are getting direct returns from the advertising that you are doing, you had better look for the reason and change your methods. I have never yet seen a retail business that would not quickly respond to intelligent advertising. There is no retail business anywhere that is not susceptible to the influence of advertising.

The merchant who is not getting direct returns is not getting what he is entitled to. His "faith" only serves to blind him to the faults in his methods. It is all very well to have confidence in the efficacy of advertising in bringing increased business, but it is advisable to look for results—see to it that your advertising pays you a profit. If you don't get the results you should, seek a reason, remedy it, and keep constantly changing your tactics until you are satisfied that you receive the full benefit of your advertising expenditure.

Many men start in advertising as if they did not expect it to pay. Like the general who starts into a battle expecting to be whipped, they are usually not disappointed. The merchant who rents a store, buys a stock of merchandise and opens for business, doubtful of success, is reasonably certain to fail. The man who advertises without expecting any results usually does not realize any.

Have faith, expect to win, determine to succeed. But "be sure you're right—then go ahead." Be sure the methods you adopt are successful when applied to your case. See that you get all that you pay for in advertising. Then go ahead with the confidence born of success, and the extent of your business will only be limited by the effort you put into it.

Don't have too much faith; don't have too little.

Important to all Buyers

Don't pay 90c. for Western Corn—you are making a big mistake.
We can offer you

5,000 Cases

AYLMER

LITTLE CHIEF

BEST

BELLEVILLE

BRANDS

BOULTER

LOG CABIN

at a very low and attractive price.

You Know The Quality

Buy from us, we can save you money "EVERY TIME."

We carry one of the largest and best assorted stocks of Groceries,
Teas, Wines and Liquors in the Dominion.

OUR PRICES ARE RIGHT

Write

Wire

Telephone

L. CHAPUT, FILS & CIE.

Wholesale Grocers

— MONTREAL.

Sole Agents for "DUBONNET," the French Tonic Wine.

Mr. Borden and the Budget

BY ZED.

House of Commons,
Ottawa, April 30, 1903.

IN writing of Mr. Fielding's budget speech, we promised on a future occasion, to review at some length the reply of the Leader of the Opposition, Mr. Borden. As a general criticism, we may say that he spoke extremely well from the standpoint of his party, making what was generally conceded to be the best effort of his parliamentary career. Never purposely unfair to his opponents, with a very nice gift of pleasant rather than biting sarcasm, he furnishes a model for parliamentary debate which many, on both sides of the House, would do well to study and follow.

Mr. Borden called the attention of the House to the large increase in expenditure since the advent of the Liberals to power, but, unlike some of those who have since spoken on his side of the House, he was most moderate in his criticism under this head. "We all admit," said he, "the necessity of a liberal public expenditure in Canada," and, after furnishing a table of increases by various services, he even went so far as to urge further and larger expenditures in the matter of lighthouse and coast service and government of the Northwest Territories. It would be too much to expect, human nature being what it is, that the Leader of the Opposition should set out actually to justify the expenditure of the Government, but Mr. Borden certainly refrained from any cheeseparing criticism, and spoke in a way that gained for him a reputation for fairness and proved that he is not after the cheap reputation that fiery denunciation without reason brings to those who are masters of that style of clap-trap.

As a matter of fact, Mr. Borden, in common with other big men in Canada, plainly sees that this is no time for parsimony in the Dominion. That what we require is an expenditure in aid of improved transportation and public works in general keeping with the immense expansion of trade and business of all kinds now obtaining. And he is too good a Canadian to even attempt to check what appears to be in the general interests of the country for a mere party advantage.

A very considerable portion of his speech was devoted to a discussion of the British Preference, and he quoted with apparent relish from the speech delivered by the Hon. Jos. Chamberlain at the Colonial Conference, in which that gentleman frankly confessed that while, as an evidence of good feeling, the preference was indeed admirable, it, after all, was of very little value to England financially. Of course, if this be true, it must follow that Canadian manufacturers are not suffering from the Preference as they have claimed to be, but the Canadian Ministers put up a very strong argument against the contention of Mr. Chamber-

lain which would tend to restore the balance in the case of the agrieved Canadian manufacturers.

Throughout the budget debate, the British Preference has received very considerable attention, and hopes there were many that, with the growing influence of Mr. Chamberlain, a preference in favor of the food supplies of the colonies might at last be given in Britain. All these hopes have been rudely dashed to the ground by the delivery of the British budget speech, which, abolishing the impost on corn, has thus completely swept away the foundation on which such a preference might have been built. With a duty on corn from all countries, a change admitting colonial grain free would have meant a preference to the colonies, and at the same time a remission of taxes to the English consumer. With the duty entirely removed, a re-imposition on the grain from foreign countries, leaving the colonies free, would to that extent be an increase of taxation on the "staff of life," for which the British voter would never stand. And so, good day for the present to our fond hopes of a measure that would not only have peopled our lands with greater rapidity than ever, but which would undoubtedly have largely settled the question of Britain's food supply in time of war, and have done more to cement the Empire than any other conceivable trade measure.

Coming to the matter of the Intercolonial Railway Mr. Borden's criticism of the "alleged surplus" (as he called it), claimed by the Government, was undoubtedly a strong one. In a word, it was this, that any Government could show a surplus by charging various large outlays to capital account which should properly have been taken out of earnings and that in charging up \$1,626,841 to capital, Mr. Blair had achieved nothing either remarkable or praiseworthy in producing by such a method of bookkeeping the small so-called surplus of \$57,898.

In justice to the Minister of Railways it must, however, be stated that his methods were similarly attacked last year, and that in a very vigorous speech he defended himself stoutly and utterly refused to surrender to the enemy. This is but another case of political as distinct from business bookkeeping, another case of a Government surplus, when a Government has actually spent more than its receipts, but claims the contrary by the ingenious method of charging all permanent improvements to capital account. It is the fault of neither party, but must be traced back to the first ingenious gentleman who devised the method to show a better result than he was entitled to claim credit for, and having been followed ever since will no doubt continue till the end of the chapter, as any succeeding Minister must, to get a fair comparison with the record of his predecessor, pursue the same lines.

As a matter of fact, the Intercolonial cannot be worked as an ordinary business concern. It is a "political" railroad, in the sense of having been built as a means of binding together the confederated provinces. It is said by the Maritime Canadians to have been the price of Confederation, and following out this idea they claim that it should be administered not to pay dividends, but to give facilities and conveniences to the people, with or without loss. Some day, no doubt, the road will cease to be a drain on Canada, and that day will be when the country through which it runs becomes thickly enough settled to provide a heavy local traffic. With the eyes of the world, including Older Canada, fixed on the cheap and rich lands of the West, this cannot be for many years to come, and we might just as well look upon the matter with complacency as one which is unavoidable.

Coming to the German surtax the Leader of the Opposition seemed to approve of it, though he did not speak in very enthusiastic terms, taking the ground, however, that it had been far too long in coming. He quoted the case of the weak and diminutive curate who received very rough treatment at the hands of the irate old Indian Nabob in whose employ he was unlucky enough to be, and who, after being buffeted all over the room, finally plucked up courage to say, "Now, look heah, if you do that agin, I'll get weal cwiss with you."

Coming to the matter of increased protection Mr. Borden mentioned as suffering industries the woollen, the cotton, the lead, and one or two more, and urged an immediate revision of the tariff in favor of these and of all others which, on inquiry, might be found to be in trouble. He expressed the conviction that the farmers of the West would feel the necessity of local markets, which could not very well be created for them unless our present industries were fostered and new ones brought into existence. For the farmers, too, he has protection in store, if given the reins of Government. He points to the fact that last year we imported from the United States \$28,000,000 worth of agricultural and animal products, all of which, or nearly all of which, might have been grown by the farmers of Canada.

Mr. Borden wound up by moving in amendment that "This House, regarding the operation of the present tariff as unsatisfactory, is of the opinion that this country requires a declared policy of such adequate protection to its labor, agricultural products, manufactures and industries as will at all times secure the Canadian market for Canadians. And that the financial policy of the Government should include a measure for the thorough and judicious readjustment of the tariff at the present session."

Mr. Borden was followed by Sir Richard Cartwright in one of his immensely powerful speeches.

THE CANADIAN GROCER

HINTS TO BUYERS.

Contributors are requested to send news only, not puff 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.

Lucas, Steele & Bristol offer Patterson's home-made preserves, peaches, raspberries, etc., in glass packed one doz. cases; very cheap.

Benham's jellycon and clam chowder are in stock with Lucas, Steele & Bristol; also Burnett's coffee clearer.

Sun-dried Ceylon teas in matted half chests are offered by Lucas, Steele & Bristol.

The 5c. packet of James' dome lead is now in store with Grocers Wholesale Co., Limited.

White & Co. received a car of Port Limon bananas this week, jumbo bunches, and they report trade brisk in the fruit.

The first full car of Florida tomatoes to come to Toronto was received by White & Co. this week. The quality is good, being fancy pack and selling rapidly.

Albert and other first-class sardines can be had from Grocers' Wholesale Co., Limited.

The Montreal branch of "Salada" report an exceedingly active demand for "Salada" natural Ceylon greens. It took some little time to introduce these teas to Japan tea consumers, but trial infusions invariably lead to converts.

The Eby, Blain Co., Limited, are in receipt of several new shipments of colored green Ceylon teas, which show excellent values at their present quotations.

Half-pound lobsters, new pack, are expected by Lucas, Steele & Bristol next week.

Grocers' Wholesale Co., Limited, cannot accept further orders for imported castile soap for prompt delivery before June. Special quotations to arrive.

Buyers of New Orleans molasses would do well to communicate with the Eby, Blain Co., Limited, who have just received a car, comprising low grades, choice and fancy table molasses.

H. P. Eckardt & Co. are selling Santa Clara prunes at low prices.

The Eby, Blain Co., Limited, are making a run on all kinds of California evaporated fruits and prunes.

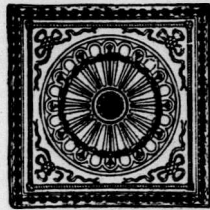
It is worth asking for vinegar quotations from Grocers' Wholesale Co., Limited.

Buyers of green Rio coffee should communicate with H. P. Eckardt & Co.

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.

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—Good on bread and cakes; state wages expected, with board. Apply Fraser's, 323 King east, Hamilton. f

WANTED—Man must be well up to the business, state experience; salary required. Box 24, CANADIAN GROCER. (191) f

BAKER WANTED—First-class on cakes and pastry; second baker kept; references required; state wages. E. Maycock, 193 Brunswick street, Halifax, Nova Scotia. f

WANTED—Boy to drive butcher cart. 237 College street, Toronto. f

BAKER WANTED—Second hand; state wages and experience. Apply Davis Luttrell, Bowmanville. f

BAKER WANTED—To take charge; good all-round man; state wages and experience. Apply at once to H. E. Mann, Sutton West, Ont. f

CAKE BAKER wanted, must have references. Apply 298 Queen St. E. f

SITUATION WANTED.

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

FOR SALE.

GOOD general store business for sale in booming town New Ontario; good chance. Box 6, Bind River, Ont. f

FOR SALE—First class baking business. Address Box 244, Dresden, Ont. f

FOR SALE—Confectionery store, 1205 Queen St. West, with all the fittings, showcases, etc. Apply Hotel Gladstone. f

OLD-ESTABLISHED grocery business, good dwelling, conveniences, desirable location. A. Hudgin, 9½ Adelaide East. f

GENERAL country store one-quarter mile from C.P.R. station, stock \$2,000, can be reduced to suit purchaser; postoffice in connection, rent low. Particulars apply Box 53, Nashville. f

LARGE ice cream parlour and confectionery store, good soda fountain for sale, cheap, at 365 Yonge St. Apply 250 Yonge St. f

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)

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

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

NOW WE HAVE IT

An advance of **6c.** per lb. over last year's prices,
on 1st crop Japan Teas.

Don't you think you should invest in a little of what is on hand, if you can get it at a fair price?

That is what I can do for you, give you choice Japan Teas at prices below what you can buy in Japan, or anywhere else.

From **17½** to **40c.** I can show you the largest stock and best assortment in this Canadian market of ours.

Don't think because I talk strongly of Japan Teas that I have no others. I have full lines of all kinds, at all prices and of all qualities. **ASK FOR MY SAMPLES, IT PAYS.**

SPECIAL---JUST IN.

- 50 Half Chests, 55-lb. net, fancy finished leaf Hyson Ceylon Green, choicest liquor, at **17½c.**
- 50 Half Chests, 55-lb. net, fancy finished leaf Hyson No. 1, Ceylon Green, choicest liquor, at **20c.**
- These two Ceylon Greens are the closest imitation of Japan seen yet.
- 35 Chests choicest pure Assam or Pekoe Black Tea, especially fine flavor, from one of the best gardens in Assam, India, at..... **30c.**

A SNAP AND NO MISTAKE.

- 42 Half Chests fine liquoring, clean, even leaf Sow Me Points Young Hyson, at **21½c.**
- My Western friends should ask for samples and find out about this line. It is worth investigating.
- 65 Boxes—30-lb. each—Condor XXX Japan, choice early, bright liquor, at **23c.**
- 60 Boxes—30-lb. each—Condor XX Japan, fine strong bright liquor, at **21c.**

SPECIALTY OF HIGH-CLASS GOODS IN TEAS,
COFFEES, SPICES AND VINEGARS.

E. D. MARCEAU

281-285 St. Paul Street,
MONTREAL.

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

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

HEADQUARTERS FOR TEA

WE ARE SHOWING PARTICULARLY FINE VALUES IN

NATURAL and COLORED GREEN CEYLONS

THESE ARE TEAS THAT ARE CROWDING JAPANS OUT OF THE MARKET. OUR REPEAT ORDERS DEMONSTRATE THIS. THEY ARE FULLY 5 TO 8 CENTS PER POUND BETTER VALUE IN DRAW. THEY WILL INCREASE YOUR TRADE.

WRITE FOR SAMPLES OR SEE OUR TRAVELLERS.

THE EBY, BLAIN CO., LIMITED
WHOLESALE ONLY. TORONTO.
PACKERS OF THE FAMOUS "KOLONA" PURE CEYLON TEA.

A NEW INDUSTRY.

The Trilby shoe polish lines are now being manufactured in Canada, the makers, the Goodrich Polish Co., of Campbell, Mass., having recently built a plant on St. Genevieve street, Montreal. This polish is one of the best known in the United States, and on account of the continued increase in the demand from Canada, it was found necessary to manufacture here. The new factory is of the most modern of its kind, fully equipped to turn out a large quantity of this favorite polish.

Mr. Goodrich spent a month or so in Montreal superintending the installation of the plant, and he is confident of a great development in his Canadian trade.

HE FINDS BUSINESS GOOD.

F. A. Miller, Burford, Ont., who bought out the general store business so long conducted by Ludlow & Sons in that village, reports business good since he took possession about April 1. Mr. Miller carries a good stock of groceries, hardware, dry goods, clothing and boots and shoes.

INTO THEIR NEW PREMISES.

The Armstrong-Dickson Manufacturing Co. are now situated in their new quarters at 144 Inspector street, Montreal, where they will manufacture biscuits and confectionery in all its branches. The plant for the manufacture of the above lines is now being installed by Robert Gardner & Son. Six travellers will be employed on the road continuously. About the second week in May they will be ready for business.

Crysler & Stratton, general merchants at Delhi, Ont., have dissolved partnership. It is expected that Henry Stratton will continue the business.

We are Cereal Food Specialists.
Our Foods are all that Science
and Skill can make them.

SWISS FOOD, our noted specialty, is perfection. Rich in gluten. Specially prepared by a process which preserves in its native purity all the nutritive elements of the grain, and renders it easy of assimilation. It feeds both brain and body alike.

Give it **FIRST** place in your store.
It will **PLEASE** your customer
and **PROFIT** yourselves.

P. McIntosh & Son, CEREAL MILLERS, Toronto.

Temper and Profits.

"A penny wise is a pound foolish"—sometimes. Better lose a penny or two of your profits than to lose a customer. When you're trying to stimulate a woman's interest it doesn't pay to irritate her temper. Let her find the articles you sell exactly as you represent them.

Windsor Salt

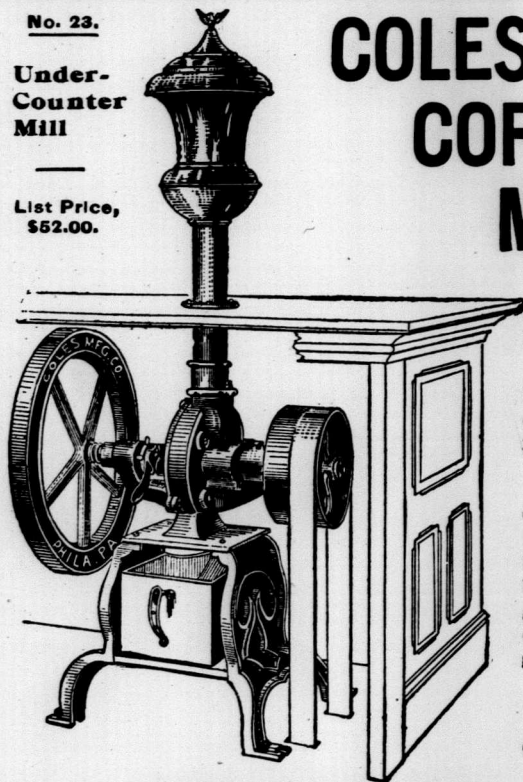
shows you a good profit, but the high quality of the Salt itself is not sacrificed to enable you to *make* that profit. A woman won't lose her temper when she buys Windsor Salt and opens the package at home, because the salt won't cake—there is no impurity in it—each separate crystal is a salt crystal pure and simple. *It is all salt!* Leading wholesalers sell it.

THE CANADIAN SALT CO., Limited,
Windsor, Ont.

No. 23.

Under-Counter Mill

List Price, \$52.00.



COLES COFFEE MILLS

None better for Granulating or Pulverizing.

Our mills will Pulverize without heating Coffee.

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.
GORMAN, ECKERT & CO., London, Ont.

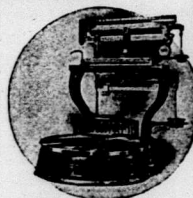
COLES MANUFACTURING CO., PHILADELPHIA, PENN'A.



Why Put a Guard over your Cash Drawer?

AND NOT OVER YOUR BULK GOODS?

Can you tell us why some merchants employ a Cashier, buy a \$300.00 cash register and an expensive safe to protect their cash, and then refuse to guard their bins and barrels that hold this money in another form? Just realize this point. The bulk goods in your store were cash yesterday and will be to-morrow. Your success depends on the difference between these two amounts; what you had and what you can get. Now don't you need protection right at this point more than after it is all over and the profit is either lost or made?



Ask Dept. M. for Catalogue.

A Dayton Money-weight Scale is the link that fits in right here; it gets all the profit so that your register, your cashier and your safe may have something to hold. It will **Save those Pennies.** A post card brings our 1903 catalogue.

THE COMPUTING SCALE CO., Dayton, Ohio, Makers.
THE MONEYWEIGHT SCALE CO., Chicago, Ill., Distributors.



President:
JOHN BAYNE MacLEAN,
Montreal.
The MacLean Publishing Co.
Limited

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, North-West Territories, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

OFFICES,

MONTREAL - - - 232 McGill Street.
Telephone 1255.
TORONTO - - - 10 Front Street East.
Telephones 2701 and 2702.
LONDON, ENG. - - 109 Fleet Street, E.C.
W. H. Miln.
MANCHESTER, ENG. - 18 St. Ann Street.
H. S. Ashburner.
LONDON, ONT. - - - Hiscox Building.
Walter H. Lindsay.
ST. JOHN, N.B. - - No. 3 Market Wharf.
J. Hunter White.
NEW YORK - Room 1241 New York Life Bldg.
W. T. Robson.
WINNIPEG, MAN. - 377 Cumberland Ave.
D. J. Benham.

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LOUNGING IN GROCERY STORES.

IT is a very noticeable fact that grocery, general and hardware stores, are, in small towns and country places, very often lounging places, where the current topics of the day are discussed and pipes full of tobacco are smoked. This is particularly to be noticed in the winter time.

Now this should not be, especially in a grocery store. Perhaps the smoking is the most objectionable feature, for in a very short time the smoke—sometimes far from being of a very sweet odor—permeates the whole store, and leaves its mark—or, to be more literal, smell—on all the goods. Besides, who is going to make purchases in a store where the only thing that makes any impression on the mind is tobacco smoke?

Lounging and business do not go well together, and when lounging is present business is generally absent. At least that is what people will think, and grocers cannot afford to disregard public opinion. Public opinion is the mainstay or ruination of a grocery business, according as to which way it tends.

That style of grocery store was all right for twenty-five or so years ago, because people expected nothing better; now, however, something better is expected and is supplied. Consequently, a grocer, in order to keep up with the times, must discard old customs and have everything up to date. If he doesn't, his competitor, who is up to date, will swamp him.

Of course, it is very hard to do away with old-time customs, especially in business life. If the grocer should notify the loungers that they can lounge no more, in all probability there would be great indignation, and the grocer would be almost certain to lose their trade, and perhaps that of some of their friends. No cure of any deeply-rooted disease is ever effected without medicine, sometimes very bitter; so, to cure this disease in his business methods, the merchant would have to take his share of medicine, which would in this case be the slight loss of trade—for a time only.

NO AGREEMENT YET AS TO TERMS.

At the meeting of the Wholesale Grocers' Association of Montreal on the 1st inst., the question of making changes in the selling terms was again discussed at length, but no decision was arrived at.

Several important objections were raised by the members and different plans proposed, but to no purpose. The question, however, will stand over, and may be brought up at a later meeting.

A COMPREHENSIVE TAXATION BILL.

THE Act Respecting Municipal Taxation, which was before the Ontario Legislature on Tuesday for its second reading, promises to create a new epoch in the history of taxation in the Province of Ontario. Amendments by the score have from time to time been before the Legislature of that province, but this bill, introduced by the Premier, is a Government measure, and is a heroic attempt to deal with the whole question of taxation.

To business men the most interesting question of taxation is that relating to the tax on business. As explained by the Premier, any person engaged in carrying on any trade, manufacture, financial or

commercial business shall be assessed for the amount of the annual value of the land occupied. The tax is to be 7 per cent. of the actual value of the property. The object of this tax is, of course, to avoid the anomalies of the personal and income tax, and thus allow the merchant to escape taxation on any part of his stock on the plea that it is not paid for.

Another prominent feature of the bill is that incomes up to \$1,000 are to be exempt from taxation. Heretofore, the limit was \$700.

Section 15 provides for a house tax, which is a decidedly new feature in taxation in Ontario. The bill in this respect provides that every dwelling shall be taxed against its occupant or occupants in addition to the ordinary municipal tax for which the owner of the property is taxed. The tax, however, will not apply to the occupant of any dwelling assessed for less than \$3,500. On corporations there is to be a special tax, the idea evidently being to compel large concerns to pay a more equitable share of the taxes than they have in the past.

The personal tax is to be abolished altogether, and as it has been a source of a great deal of unfairness and irritation no one is likely to regret its departure.

When the bill was submitted on Tuesday, several members of the House suggested that its final adoption be left over until next session, in order that its provisions might be thoroughly digested by the different interests concerned. No doubt Mr. Ross is anxious to push the bill through as rapidly as possible, but it seems to us that the suggestion is a good one, as a measure so comprehensive should be carefully considered before it finally becomes law.

A CORRECTION.

In last week's issue our Winnipeg correspondent had an item to the effect that M. T. Hicks, Winnipeg, grocer, who had assigned was at one time a member of Hicks Bros. & Co., wholesale grocers, Winnipeg. This is incorrect. M. T. Hicks is not nor never was in any way connected with Hicks Bros. & Co. We regret exceedingly the mistake.

EFFECTS OF THE MONTREAL STRIKE ON BUSINESS.

SERIOUS results have followed upon the strike of the 'longshoremen and teamsters in Montreal, the effects of which have reached beyond that city to business houses in western cities and towns.

The strike of the 'longshoremen alone did not directly cause great inconvenience to any except the shippers, and the unloading of cargoes proceeded with a greater degree of regularity and celerity than might have been expected. But when the teamsters also struck, deliveries to the warehouses and from them to the railway stations came almost to a standstill, and the trade of Montreal received a severe set-back.

Except in the case of the lighter goods and small packages, the wholesale houses were dependent upon the forwarding companies, and when these failed them they were unable either to bring up their goods from the docks or to make deliveries. Nor were business houses in the west in a better position, the Canadian Pacific Railway and Grand Trunk Railway teamsters being out on strike with the others.

Indirectly the strike has also placed some Montreal business houses at a disadvantage. When the militia were called out several employers had to allow a number of their men to leave their work, and many employers lost one or two men for a time. To their credit be it said that until the situation became such as to warrant the belief that the strike would be prolonged for some time, not a single complaint was heard. When day after day passed, however, and no signs of an agreement appeared, the arrival of regular soldiers to take the place of the militia men was anxiously looked forward to by employers.

Since the 'longshoremen are striking, not for higher wages or better working conditions, but merely to have the shipping men recognize their union, a union which insists that the incompetent working man shall receive the same wages as the competent and that none but members of that union shall be employed, and since "sympathy" with the 'longshoremen (and an absolute lack of it with their own em-

ployers) was the sole cause of the teamsters' strike, the business men of the city are almost to a man on the side of the shipping men and forwarding companies. This is shown by various resolutions in favor of the employers passed by commercial bodies in Montreal, among them the Council of the Board of Trade. This body called a special meeting for the purpose of discussing the strike situation, and their resolutions were as follows:

Whereas, the serious difficulty presently existing between the shipping trade and the 'longshoremen, unless settled at an early date, bids fair to work irreparable injury to the shipping trade of the port of Montreal, if, indeed, it does not ruin it completely, and

Whereas, it would appear from the information already made public with reference to the dispute that the strike of the 'longshoremen is not so much the result of dissatisfaction with existing conditions on the part of the men, as of the intervention of foreign professional agitators, whose aims are antagonistic to the best interests of this city and country, and

Whereas, the 'Longshoremen's Union is affiliated with and under the control of a foreign organization, which latter is interfering in an unwarrantable manner with the freedom of labor, therefore

Resolved, That the Council of the Montreal Board of Trade is of opinion that while working men may be warranted in combining to protect their mutual interests, such combinations should be purely local in composition, and should be so organized as to be amenable to civil law, and

Further Resolved, That the Council expresses its sympathy with the shipping interests in their struggle to maintain a free and open labor market in this port, believing that the peculiar conditions of our navigation, and the future of the St. Lawrence route, upon which the welfare of the Dominion of Canada so much depend, demand that no obstacle be placed in the way of the port securing free labor, and considers that merchants and citizens generally should heartily support the shipping trade in the position they have taken in the present dispute.

Meanwhile, those who have goods on the wharves have been not a little fearful as to their safety. One importer states that he managed to insure his goods against fire; another that he was unable to obtain insurance on them, the latter being the case with most others.

Another feature of the case is the action taken by a steamship agency in Montreal, which cabled the head office in England not to accept any more freight for the port of Montreal, but to send the ships out in ballast, and take on grain here for their return trips.

It is believed by all Montreal business men that the trade which is now being lost to that port will not for a long time, if ever, return. They have not forgotten the experience of Quebec.

Knowledge acquired at school and college is not well seasoned until the possessor of it has had years of experience in practical life.

CHEESE SITUATION.

A VERY noticeable feature of the dairy market at the present time is the firmness in the price of cheese. On the Toronto market old cheese ranges from 14½ to 15c. per lb.; new cheese, large, are selling at from 13½ to 14c. per lb., and twins are going at from 14 to 14½c. per lb. The prices on the Montreal market range about the same, although as far as old cheese is concerned the market is practically cleared out, and has been so for fully a month.

The reason for the good prices is, of course, the large demand on the British market. It is said that there has not been such a high range of prices on the British market for 20 years as there has been during the last few weeks.

There are several reasons for this increased demand for Canadian cheese. On account of the drought in Australia cheese from that country has made less impression on the British market than usual. Besides it is claimed that the production of cheese in England is decreasing annually. One of the chief causes is, however, the increase in the consumption of cheese in the Old Country.

The stimuli of this increased consumption are, firstly, high prices of other food products; secondly, the better and milder quality of Canadian cheese, and thirdly, the better state of trade generally.

Mr. A. A. Ayer, of the firm of A. A. Ayer & Co., cheese and butter exporters, Montreal, says that if prices do not decline early and rapidly there will surely be trouble ahead, and that the Canadian farmers will indirectly suffer as they did on a similar occasion some years ago.

BUSINESS TOPICS FROM BRITISH COLUMBIA.

Office of "The Canadian Grocer,"

Vancouver, B.C., April 24, 1903.

SHIPMENTS of goods for the Yukon trade have begun already in anticipation of the early opening of the river. The C. P. N. ss. Princess May, which sailed last night for Skagway, had on board large consignments of merchandise, which will go forward to White Horse, whence they will be transported over the ice on Lake Labarge to the head of navigation on the Yukon. From there the goods will be taken on scows down the river, which will break up earlier than the lake. While it is not yet assured that the opening of navigation will be early, the winter trail is badly broken up. Some assert that the ice in Lake Labarge is very thick this year, which will, of course, delay the starting of navigation down from White Horse.

Nearly all the goods sent in have been staples of food supplies, lines that have run short in the winter stocks of the Dawson merchants. Some luxuries, such as fruits, that the Klondike is debarred from largely in the winter, are also forwarded. These early shipments are designed to catch a bare market, and correspondingly high prices are anticipated. Some of the wholesale houses here have their representatives in Dawson for several weeks, looking up good lines, and these advance orders are a result of private wires from the men on the ground.

* * *

Some improvement in trade with the Kootenays is noted this week. The conditions in the Rossland and boundary mining districts are becoming better since the coal mine strike in the Crow's Nest mines has been settled. Visitors to the coast from Rossland predict a good season. All the mines are shipping steadily, and with all labor troubles there settled as they are now for a period of three years, some degree of prosperity is reasonably expected.

* * *

In local market conditions there is little new to note. Stocks are fairly well maintained, no shortages in any leading lines being noted.

* * *

It may be interesting to record receipts of goods direct from the markets of the Old Country, by sailing ship. Of course, this market is by degrees becoming a larger direct importer from England. Ships come in regularly, and two lines of freighting steamers, the Blue Funnel Line and the China Mutual, are now making Vancouver a port of call with direct freight via the Suez Canal and the Orient. This week a sailing vessel, the Glenalvon, arrived in port with large

consignments of merchandise. To show the character of goods so imported direct, the following partial list from the ship's manifest may be quoted: 36,825 sacks salt; 200 cases clay pipes; 5 kegs saltpetre; 10 bbls. sulphur; 18 casks vinegar; 10 casks pickles; 30 cases pickles; 35 cases olives, camphor, raspberry vinegar, pea flour, mustard, rice flour, epsom salts, hair oil, knife polish bath bricks, chicory, bloaters, haddock, champignons, petit pois, lime juice, sauce, borax, oxalic acid, caustic soda, etc.

Possibly it may seem a rather heterogeneous list of articles, but it tends to show the miscellaneous character of the merchandise which is imported direct. The only factor against such imports is the length of time ahead which orders have to be sent. That is, in large measure, offset by the cheaper rates by water all the way, instead of by the long rail haul across the continent.

* * *

The wholesale trade of British Columbia cities is just now very much interested in the refusal of the C.P.R. Co. to accede to the request to put them on the same freight rate basis respecting Alberta trade as the city of Winnipeg. They claim if that were done it would be no more than fair. At present rates from Vancouver to Calgary are higher than from Winnipeg, though the latter is the longer haul. The C.P.R. freight department some time ago discussed the matter with the British Columbia Wholesale Grocers' Exchange, and F. W. Peters, general freight agent, has given his final answer. He says that eastern centres would be sure to follow the concession of any favors to the British Columbia houses with demands for concessions, which, if granted, would put things back to the same basis as at present.

* * *

In the wholesale grocery trade it is, of course, well known that the supply of canned goods, especially tomatoes, has been so light from the east, that other supply centres have been drawn from. For some time past eastern houses have not been quoting canned tomatoes. As a consequence, the supply is coming from California altogether, the price being very high, as the United States is short of this staple also. Movement at the present time is light and stocks are in very small compass. Two other staples are also being obtained from California entirely—white beans and evaporated apples. Formerly the white beans consumed in this province were all brought from Ontario and the east, but the price has gone up so that the houses here are buying altogether in California. This is an

article of large consumption in British Columbia.

Evaporated apples, too, have had the same experience. None are being brought forward from the east now. California having that trade entirely. The price of the eastern goods is much higher than that of the Californian supply. In other dried fruits, such as prunes, apricots, nectarines, peaches, pears and plums, the market is normal, prices being steady and the supply ample. There have been some fairly large importations from California within the past few weeks, but these were largely to bring stocks up to requirements.

* * *

An object lesson for Canadian producers could have been learned recently in viewing the arrival at Vancouver of a 60-car consignment of barrelled pork from the great packing house of Swift & Co., of Chicago. In their own cars, and with a special agent sent here to look after its shipment by the Empress of Japan the big lot arrived. It was unique, in being the first consignment direct to Vladivostok, Siberia. Ever since the trans-Siberian railway has been completed the American packing houses have been on the ground looking for an opening in trade. This big consignment marks their success.

The object lesson is not hard to see. If a Canadian railway can bring to a Canadian port for shipment in a Canadian steamship an initial lot of goods like that for supplying a new field of trade, there is nothing in the world to prevent the goods so shipped being Canadian also. But the possibility of this particular line, cured meats, being gone into by the Canadian producers, seems to be very remote.

When one considers that all the great Canadian Yukon trade is supplied by American products in cured meats; that even our British Columbia trade is in large measure supplied from the same source, and that the Canadian Northwest does not produce and cure sufficient for its own requirements, it is apparent that a radical change in existing conditions must be brought about before the vast markets of the far east, now but opening up to western methods and trade development, will be filled from Canadian sources.

GEO. S. B. PERRY.

That big event for grocery travellers, the grocers' picnic, will be celebrated this season on June 17 at the King's Royal Park, Owen Sound, Ont. Little bronze medallions are being left by grocery travellers all over Western Ontario, on which is the inscription "You will have good luck if you take in the grocers' picnic at Owen Sound, June 17."

"SALADA" Ceylon Tea

Unquestionably the packet Tea that originated every modern idea and feature in selling Ceylon Teas, and established for itself a demand and reputation unprecedented.

As "Salada" Ceylon Black Teas displaced China Congous,
SO IS "Salada" Natural Green Displacing Japans.

SAMPLES CHEERFULLY
FURNISHED

Address, "**SALADA**," Toronto or Montreal.

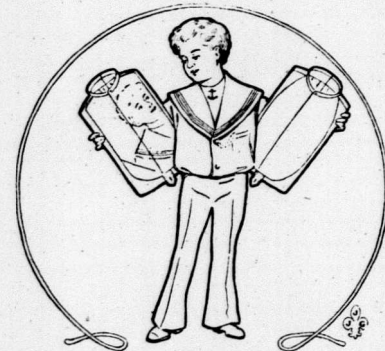
American Branches: New York, Chicago, Boston, Detroit, Buffalo, Pittsburgh, Washington, Philadelphia.



HORSE SHOE BRAND OF SALMON

For over twenty years this has been the leading Brand on the Canadian Market. The greatest care is taken to pack "Freshly Caught Salmon;" the latest Improved Machinery is used and every attention paid to Cleanliness. Quality is unexcelled, every tin being guaranteed.

For sale by all leading Grocers
throughout the Dominion.



This Celluloid Sailor Lad is going all over the country telling thrifty housewives of the goodness and economy of **CELLULOID STARCH**. He has an interesting story to tell and he tells it well. He is creating, in the minds of many, a desire to try this starch that requires no cooking and never sticks. Is your stock ready to meet this demand? Look it over now.

THE BRANTFORD STARCH WORKS,
Limited, BRANTFORD, CANADA.

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

HIDE BUYERS WANTED.

We wish to arrange with some one in every Canadian Village to pick up Hides, Skins, Pelts, Tallow and Bones for us. We pay the freight. We furnish the money. Address,

C. S. PAGE, Hyde Park, Vermont.

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
**DAWSON Commission
Co., Limited**

**FRUIT, PRODUCE AND
COMMISSION MERCHANTS.**

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

CLEMES BROS.

37 to 41 Church St., **TORONTO.**

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

per box. Valencias are also somewhat stronger, quotations being 25 to 50c. higher than last week. Mexicans are disappearing from the market, and some dealers are altogether out of them. The pineapple market has weakened considerably during the last two weeks, the price having dropped \$1 to \$1.25 per case. Sweet potatoes are off the market now. Spanish onions have also disappeared. Imported cabbage is coming in more freely now. Canadian asparagus is now coming in, and the market is weaker, a drop of 25 to 50c. per dozen bunches having taken place. The Bermuda onion market has weakened considerably. We quote:

Californian navel oranges, per box	3 50	4 00
Mexicans	2 50	2 50
Valencias, 7 1/4's	5 50	6 00
420's, large	6 00	6 50
420's, small	5 25	5 50
Tangerines, per half box	2 00	2 25
Seville	2 50	2 75
Pineapples, per case	3 00	3 50
Grape fruit, per box	3 50	4 00
Malaga grapes, per bbl.	6 00	7 00
Jersey cranberries, per bbl.	10 50	10 50
Bananas, per bunch for ordinary	1 35	1 75
large bunches	1 75	2 50
Asparagus, per doz.	1 00	1 50
Californian lemons, per box	2 75	3 25
Messina	2 35	3 00
Cabbage, per case	3 00	3 25
New potatoes, Bermuda, per bbl.	5 50	5 50
Cucumbers, Baltimore stock, per doz.	0 60	0 60
Strawberries, per qt.	0 15	0 18
Tomatoes, per crate	4 50	5 00
Canadian apples, in bbls.	1 75	2 50
Bermuda onions, per case	2 00	2 25
Egyptian onions, per 100-lb. sacks	3 00	3 00
Dutch set onions, per lb.	0 75	0 75
in 100-lb. lots, per lb.	0 70	0 70

VEGETABLES.

This market shows no change since last week. The demand is fairly good, and the prices remain the same. We quote:

Cabbage, per doz.	0 40
Cabbage (red), per doz.	0 50
Carrots, per bag	0 40
Parsnips	0 50
Turnips	0 30
Onions	0 60
Beets	0 50
Lettuce, per doz.	0 35
Mint and parsley, per doz.	0 20
Artichokes, per peck	0 25
Fresh onions, per doz. bunches	0 10
Rhubarb	1 00
Radishes, per doz. bunch	0 40
Mushrooms, per lb.	0 60

FISH.

The fish market remains very much the same as last week; it is active and nearly all prices hold firm at last week's quotations. British Columbia salmon is coming in a little more freely, but not enough to affect the market value. Perch are still arriving somewhat slowly. The whitefish market is a little easier, very little being sold for more than 10c. We quote:

Whitefish, fresh, per lb.	0 10
Trout, fresh, per lb.	0 08
Herrings, fresh, per lb.	0 05
British-Columbian salmon, per lb.	0 20
Halibut, per lb.	0 15
Perch, per lb.	0 05

GRAIN, FLOUR AND BREAKFAST FOODS.

GRAIN.—This market shows a little firmer this week. There is a better demand both local and export. The prices of red and white wheat have stiffened 1c. per bushel. Barley remains firm at last week's quotation. Oats have stiffened 1/2c. per bushel. Peas are, however, considerably weaker this week, the price having dropped 3c. per bushel. The price of buckwheat has also dropped. Rye remains firm at 55c. We quote:

Red wheat, per bushel, on track Toronto	0 75
White wheat	0 75
Barley	0 45
Oats	0 33 1/2
Peas	0 34
Buckwheat	0 72
Rye, per bushel	0 55

FLOUR.—The flour market shows no change this week; prices remain firm at

The
Canadian Grocer

CANADIAN MEATS

CHEESE and BUTTER.

Consignments handled in—

London, Liverpool, Glasgow,

or sold cost freight and insurance.

WHITELEY, MUIR & CO.,

Head Office, 15 Victoria Street,

LIVERPOOL, - ENGLAND.

SEND YOUR NAME if you have, or will get,



the unequalled cleaner. People who once use it, want it, and we will do some sampling for you. 34 Yonge St., Toronto. All wholesalers sell it.

H. J. ASH

**WHOLESALE FRUIT and PRODUCE
COMMISSION MERCHANT.**

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

66 Colborne Street, - TORONTO.

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

DRIED, GREEN, EVAPORATED APPLES.

WE HAVE THE BEST MARKET IN CANADA TO GET YOU GOOD PRICES. GIVE US A TRIAL SHIPMENT.

Quick Returns. **Capital Fruit & Produce Co.,**
Cor. O'Connor and Albert Sts., OTTAWA.

Winnipeg Brokers.

M. B. STEELE

**Wholesale Commission Merchant
and Broker.**

Correspondence and Agencies Solicited.

P.O. Box 731. - - WINNIPEG, CANADA.

E. NICHOLSON

Wholesale

Commission Merchant

and Broker.

Correspondence Solicited from
Manufacturers and Shippers.

WINNIPEG, MAN.

STRIKES

The longshoremen and the railway companies' teamsters' strikes in Montreal do not affect our business operations in any way. Our own carting system, with its adequate equipment overcomes the difficulty. We are equal to the situation. Our shipments do not suffer any delay.

Goodwillie's Renowned Preserved Fruits and Pure Fruit Jams in Glass.

Acknowledged by all to whom known as superior to any of the best Canadian, American and English makes, BAR NONE, and 25 to 50 per cent. lower in price.

We own and offer, subject to being unsold on receipt of orders, the entire small balance of the 1902 put-up of these attractive goods and consisting of 750 cases, of the following assortment:

GOODWILLIE'S PRESERVED FRUITS.

"Lightning" Pint Jars, Patent Stoppers, - cases 1 doz.
 "Lightning" Old Style Pint Jars, Patent Stoppers, cases 1 doz.
 Straight Jars, Screw Tops, - - - cases 2 doz.

GOODWILLIE'S PURE FRUIT JAMS.

Victor Jars, - - - cases 1 doz.
 1-lb. Jars, Screw Tops, - cases 2 doz.
 12-oz. Jars, Screw Tops - cases 2 doz.

HUDON, HEBERT & CIE,

Importing Wholesale Grocers and Wine Merchants,

MONTREAL.

ONE OF THE MOST LIBERALLY MANAGED FIRMS IN CANADA.

MALAGA RAISINS.

London Layers	1 75	1 90
Commoisseur Clusters	2 15	2 50
Royal Buckingham Clusters, 1-boxes	1 15	1 45
Excelsior Windsor Clusters	4 50	4 60
18	1 30	1 40

CALIFORNIAN RAISINS.

Loose muscatels, per lb.	0 07	0 08
seeded, in 1-lb. packages	0 09	0 10
in 12-oz. packages	0 08	0 08

PRUNES.

Per lb.	Per lb.
30-40s	0 10
40-50s	0 08
50-60s	0 08
60-70s	0 07
70-80s	0 07
80-90s	0 06
90-100s	0 06
Oregon Prunes (Italian style) 40-50s	0 07
50-60s	0 07
Oregon prunes (French style) 60-70s	0 06
50-100s	0 04
100-120s	0 04

NUTS.

A fair business is passing at steady prices. A cable from Manaus quoted the market for Brazil nuts stronger at 6 1/4 c. f.o.b. The total shipments of new crop Brazil nuts to all parts of the world up to April 1 are given in latest advices from Para at 20,000 hectolitres, of which 20,000 went to Europe and 10,000 to the United States. Advices from Spain say that owing to the extremely cold and unseasonable weather, the growing crop of Tarragona almonds promises to turn out smaller than usual, and prices for limited quantity of old crop remaining there have advanced 1c. per lb. Bordeaux cable advices state that stocks of walnuts are entirely exhausted except grenobles. 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	0 27
Filberts per lb.	0 09	0 09
Pecans	0 15	0 15
Brazil nuts, per lb.	0 11	0 12
Peanuts, roasted, according to the brand, per lb.	0 07	0 11

GREEN FRUITS.

Although the weather has been somewhat unseasonable for fruit, yet a fairly active trade has been done in most lines. The receipts of strawberries have been more liberal, and as they have been landing in poor shape the tone of the market has been weaker and prices from 3 to 5c. per quart lower. Pineapples are also plentiful and prices have declined 10 to 25c. per crate. We quote:

Bitter oranges, per box	3 00
California navels, per box	3 50
Valencias, 714s	5 50
420s	4 75
Valencias, 420s, Jumbo	6 00
Messina lemons	2 50
New Californian lemons	3 00
Cocoanuts, per bag of 100	3 25
Bananas, per bunch	1 25
Canadian apples, in bids	3 50
Malaga grapes, per keg	5 50
Almeria grapes, fancy heavy weights, per keg	6 50
choice	6 25
ordinary, per keg	5 75
Cranberries, Cape Cod, per bbl.	15 00
Nova Scotia	12 50
Pineapples, 24 to the case	2 65
Tangerines, 1-boxes	3 00
Jamaica grape fruit	3 25
Californian grape fruit	3 75
Strawberries, per box	0 17

VEGETABLES.

The demand for all lines of vegetables has been good, but as supplies are steadily increasing as the season advances, the tone of the market is easy and prices generally have a lower tendency with a few exceptions. A further decline in cucumbers of 25c. per dozen has taken place, and new cabbage, 25 to 50c. per crate, while Spanish onions have dropped 75c. per case. We quote:

New cabbage, in crates	2 75
Sweet potatoes, per bbl.	6 90
per basket, about 50 lb.	2 50
Spanish onions, per crate	0 40
per case	1 25
Yellow and red onions, per bbl.	1 25
Cucumbers, per doz.	1 25
Asparagus, per doz. bunch	5 0

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
Radishes, per doz	0 40

FISH.

The market continues quiet, the demand being very limited for all lines and prices show no actual change. We quote:

Haddies	0 06	0 07
Smoked herring, per box	0 15	0 15
Fresh haddock and cod, per lb.	0 04	0 04
Dore, per lb.	0 08	0 08
Pike	0 06	0 06
Halibut, per lb.	0 08	0 08
Salmon	0 08	0 08
No. 1 Herring, Nova-Scotian, per bbl.	5 00	5 50
half bbl.	2 80	3 00
No. 1 Holland herring, per half bbl.	6 50	6 50
No. 1 Scotch herring	6 50	6 50
per keg	0 95	0 95
Holland herring, per keg	0 70	0 80
No. 1 green codfish, per bbl.	5 00	5 00
No. 1 large green codfish, per bbl.	5 50	5 50
Bonless cod, 1 and 2-lb. blocks, per lb.	0 06	0 06
Loose bonless cod, per lb. in 40-lb. boxes	0 05	0 05
Dried codfish, per 100-lb. bundles	4 00	4 00
Alaska salmon, per bbl.	14 00	14 00
Standard bulk oysters, per gal.	1 40	1 40
Marshall's kippered herring, per doz.	1 45	1 45
Canadian kippered, per doz.	0 90	0 90
Canadian sardines, per 100	3 50	3 75
Canned oysters, No. 1 size, per doz.	1 30	1 30
Canned oysters, No. 2 size, per doz.	2 20	2 20

COUNTRY PRODUCE.

EGGS—There has been no change in the egg market to note. The demand continues good, and trade is fairly active, with prices steady at 12 1/2 c. for No. 1; 11 to 11 1/2 c. for No. 2 per doz. in fair-sized lots, and for single cases an advance of 1/2 c. is paid on these figures.

POTATOES—The demand continues good, and as supplies are not excessive, prices rule steady. We quote:

Choice stock, per bag	0 95
Ordinary, per bag	1 10
Jobbing lots, per bag	1 10

BEANS—There is no change in beans, for which the demand is limited. We quote:

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

HONEY—The market for honey continues dull and featureless. 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—A fair trade is progressing in maple product at unchanged prices. We quote:

New syrup, in wood, per lb.	0 06	0 06
New syrup, in large tins	0 75	0 80
New syrup, in small tins	0 55	0 60
New sugar, per lb.	0 07	0 08

ASHES—The market is quiet and firm owing to small offerings. We quote:

First pots	5 60
Seconds	4 50
Pearls, per 100 lb.	6 25

FLOUR AND GRAIN.

FLOUR—Considerable business has been done in spring wheat grades for export account, and the local demand is steady with no change in prices. We quote:

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

GRAIN—Business generally was quiet, and the market is without any special feature. We quote:

Rye, ex store	0 57
Peas	0 73
Corn	0 49
Buckwheat	0 50
Barley	0 47
Oats	0 37

FEED—A good trade for the season is passing in feed and prices rule steady. We quote:

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

BALED HAY—The demand for hay is fairly good from local and American buyers, but the export trade to Europe is somewhat tied up owing to the labor troubles. We quote:

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

RAW FURS.

The market is exceedingly quiet with no changes in values to note.

	Large	Medi'm	Small	Kitts	Fall Beaver \$2.00 to \$2.50 per pound.	Spring Beaver \$3.00 to \$3.25 per pound.	Cubs Year's \$2.00 to \$8.00
BEAVER —Labrador and choice Eastern Territory Rocky Mountains and Western	\$6.00	\$5.00	\$2.75	\$1-1.50			
Strictly Prime, or, No. 1	6.00	4.00	2.00	.50-.75			
Partly Prime, or, No. 2	4.00	3.00	2.00	.50			
Unprime, or, No. 3	3.00	2.00	.75	.40			
Flat, weak, or poor, or, No. 4	2.50	.50	.25	.25			
BEAR —Black—Choice only	15.00	10.00	7.50	6.00	3.00	.50	1.00 to 5.00
Brown	12.00	7.00	5.00				
BADGER —Of all sections	1	2	3	4			
	.50	.25	.10	.05			
FISHER —Eastern and far North-Eastern Territory and Western	Dark 6.50	Brown 5.00	Pale 5.00	2 3.00	3 1.75	4 .50	
	6.50	5.00	3.50	2.00	1.00	.50	
FOX —Red—North-Eastern and similar fine bright red kinds	Large 4.00	Small 2.75		3 .75	4 .20		
Territory and Western	4.00	2.75	1.40	.50	.20		
	Dark 10.00	Fair 7.00	Pale 4.00	2 2.50	3 1.50	4 .50	
Cross—Value principally as to beauty, also size & richness	75.00	50.00	25.00	20.00	9.00	4.50	
Silver—Eastern and far Northern	50.00-60	35.00	20.00	15.00	5.00	2.50	
Pacific Coast, Territory and Western	Large 4.00-5.00	Medi'm 3.00 to 3.50	Small 2.25	2 2.00	3 .75	4 .20	
LYNX —Far North-Eastern Territory and Western	4.00-5.00	2.25	2.00	2 2.00	3 .60	4 .20	
	Dark 7.00	Brown 5.00	Pale 2.50	2 1.75	3 1.00	4 .25	
MARTEN —British Columbia, Northern Pacific and similar	3.50	2.25	1.50	1.00	.60	.20	
Territory and Western	3.00-3.50	2.25-3.00	2 to 2.25	1.00	.50	.25	
Quebec and Ontario	Large 4.00	Medi'm 3.25	Small 2.50	2 2.25	3 1.50	4 .40	.25
MINK —Halifax, far North-Eastern and choice	1.50-2.00	1.50	1.00	.75	.25	.15-25	
Territory and Western	Spring 10 to 13	Winter 8 to 10	Fall 2 to 5	Kitts 2 to 4			
MUSKRAT —Eastern, best large	5 to 10	07	2 to 4				
Territory and Western	Large \$10-\$14	Small 7.00-10	2 5.00	3 2.50	4 2.00	Cubs \$1.00 to \$2.00	
Labrador and far North-Eastern	6.00	4.50	3.50	2.25	.50	.25 to .50	
Territory and Western	Large 75-1.25	Small .60-75	33-50	25	15		
RACCOON —Black—Value according to darkness, size and beauty	2.25	2.00	1.00	.50	.25		
	Black 75-1.25	Sh't .75	St .40-50	Long .05-15	White .05-15		
SKUNK	Dark 5.00	Brown 4.00	Pale 2.50	1.50	.75		
WOLVERINE —Value according to darkness, size and beauty	5.00	4.00	2.50	1.50	.75		
CASTOREUM	\$5.00 to \$6.00 per pound.						

street. Gandy & Allison, salt merchants, move into the store he leaves.

Geo. S. deForest & Sons are offering Trinidad molasses, in casks and barrels.

A. S. Bowman, broker, is moving into fine offices in the new building of The Lake of the Woods Milling Co.

The Lake of the Woods Milling Company are moving their office into their new building. Their offices are perhaps the handsomest in the city.

Mr. Prior, of Frame & Co., New York, was in the city the past week, and, with the local representative, J. Hunter White, called on several of the trade. Mr. Prior was particularly interested in getting consignments for his firm's Trinidad branch, managed by Watson, Boyd & Company.

NOVA SCOTIA MARKETS.

HALIFAX, May 4, 1903.

THE condition of the grocery trade, both wholesale and retail, continues in a most healthy condition, and the volume done by the former during the last week has kept up the same high average attained during the last few weeks. Everything betokens a very healthy condition of trade throughout the province, and the prospects ahead for a good summer's business are very bright. The retail trade has been good and done under most favorable conditions. The laboring classes are all very busy, wages are good and are being paid regularly, and grocery, provision and other bills are paid promptly week by week.

* * *

Sugar and molasses are articles in which a great deal of interest now centres. Sugar is firm and liable to advance still further. Molasses is firm, and it is the opinion of some in the trade that Porto Rico will be quoted at 40c. before the end of the season.

* * *

Hay is not moving very freely just now, and there is no considerable quantity stored here although there is yet a large quantity in the country. The bad state of the country roads has retarded business in this line. The quotation still stands at \$10 to \$10.50, according to quality. Oats are quoted at 41c. to 43c., but may be somewhat higher. Two months ago the quotation in Prince Edward Island was 34c., but this has now been advanced to 40c., bags extra. Potatoes are very scarce, and the price has advanced to 65c. per bush.

* * *

Butter is very firm, and one to two cents higher all round than usual at this season of the year. Western rolls are being imported largely, and are found to be a fairly good article which sells readily to the laboring classes. Fine creamery is in good demand, but is coming in slowly. The first lots of Ontario fodder cheese have reached this market, and sold in a jobbing way at 14½c. This is abnormally high for this season of the year.

* * *

Breadstuffs remain practically unchanged. The quotations are: Ogilvie's Hungarian, in car lots, \$4.60 to \$4.70; 75 per

cent. patents, \$3.95 to \$4.05; other grades run all the way down to \$3.45 to \$3.50. Cornmeal is in good demand at \$2.75. Rolled oats are quoted at \$4.20 to \$4.25. Considerable Manitoba rolled oats have lately been imported, in bags, and gave good satisfaction in the market. Middlings, bran, and feed flours are in good demand and are firm.

* * *

Native beef is still very scarce and is quoted at \$8 to \$9; prime Ontario beef can be imported to advantage, and were it not for this the markets would be very bare. Eggs also have been very scarce, and the provision markets have been very dull during the week. Spring lamb is coming in in small numbers. The market is almost bare of poultry of any kind. Mutton is scarce and is quoted at 8c.

* * *

The lobster fishermen are doing fairly well, and quite a number of cases of live lobsters have been shipped to the United States.

R. C. H.

OTTAWA TRADE GOSSIP.

BUSINESS is becoming more active every week since Easter among retailers. The wholesale trade report business brisk, also that they are having a good demand for staples. Prices in some lines are becoming very firm. Corn is now worth 95c. Molasses is very stiff at 38 to 40c. in puncheons, and 33c. in barrels. All grades of fine salt advanced 10 per cent yesterday. Laundry starch advanced ¼c. a few days ago. The sugar market remains the same: Granulated, \$1.02; yellow, \$3.37; Woodside granulated, \$3.97.

* * *

Butter is becoming very plentiful. Choice dairy is now 18 to 19c.; creamery solids, 21c.; creamery blocks, 22c. Eggs are not coming in as fast as would be expected, and dealers find no trouble in cleaning up their stock daily at 12½ to 13c.

* * *

There has been a great scarcity of potatoes for the past two weeks owing to the farmers in this section being so busy. Prices advanced to \$1.20 a bag from 80c., and to-day saw a bountiful supply on the market, the result being a drop to \$1, with a likelihood of them going to the old figure.

* * *

At the Fruit Exchange strawberries made their first appearance, a lot of 60 crates being offered. Prices ranged from 12 to 14c. Apples are pretty well cleared up; spies advanced this week from 83.25 to \$1.25 a bbl. for No. 1 variety. Oranges also advanced 75c. to \$1 a box.

* * *

Great changes are taking place these days in the establishment of The F. J. Castle Co., Limited. They have moved into their new building on Queen street, where they are going into the wholesale business more fully than heretofore. Carloads of sugar, rice, tobacco, salt, etc., are arriving daily. They intend to be one of the main houses in this section. Several new men have been appointed to represent this house in different parts of Ontario and the West.

The advance of ¼c. a lb. on all sweet biscuits manufactured, is causing no little comment among retailers here, as it just simply means that much more out of the retailer's profits, which are small enough. The notice received, which showed the advance, did not give any reason for doing so, and merchants here think it is the effect of a combine.

* * *

The by-law regulating purchasing on the market is causing great dissatisfaction among grocers. It is impossible to buy anything before nine o'clock without running the risk of a fine. The Retail Grocers' Association are taking the matter up, but, so far, are not getting the support they should get from the members of the trade, so as to have a new by-law framed which would suit all parties better.

* * *

S. J. Major, who has been very ill for some time, is improving in health a great deal.

* * *

The next regular meeting of the Ottawa Retail Grocers' Association, will be held on Monday, May 11, in their room on Nicholas street.

* * *

The first meeting this season of the Ottawa Cheese Board will be held on Friday.

* * *

Provost & Allard have just received a carload of peanuts from Missouri, which they are offering to the trade this week.

* * *

Gerald FitzGerald, who has been with H. N. Bate & Sons for the past 17 years, has severed his connection with that firm, and is now representing the F. J. Castle Co., in this city.

BOUGHT THE BUILDING.

ALX. D. FRASER, proprietor of the large retail grocery business of Fraser, Viger & Co., Montreal, has now become owner of the Nordheimer building in which the firm has been installed since 1894. The price paid was about \$190,000.

The firm occupy one-half of the lower portions of the buildings, and no change will be made for the present. A number of improvements, however, will be made, including a new elevator of the most im-

The firm of Fraser, Viger & Co., which is one of the largest retail groceries in Canada, was founded in 1885 by A. D. Fraser and the late Hornis Jas Viger, both of whom had been clerks in the employ of Alex. McGibbon. The business was started in a building where now are the Canada Life offices in St. James street, and it was not till the year following Mr. Viger's death, which occurred in 1893, that Mr. Fraser removed to his present stand.

Grocery specialties and wines and liquors have always been chief features of this store. A large business is done, too, in preparing supplies for sportsmen, and the staff is now busy packing orders for different parts of the country for Canadian and American goods.

BUY CLUB COFFEE !!

And you will give your customers entire **SATISFACTION.**

It's a great trade-winner, and **REPEAT** orders are coming in fast.

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

S. H. EWING & SONS

96 KING ST., MONTREAL.

Telephone Bell Main 65
Merchants 522.

Toronto Branch, 29 CHURCH ST.

TELEPHONE MAIN 686.

Telephone orders receive prompt attention.



Stock with **HIRES' 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,

26 St. Peter St.,

SOLE AGENT FOR CANADA.

MONTREAL.

Why are we Refining and Bottling more LIME JUICE than any other Canadian House ?

THERE ARE SEVERAL REASONS.

First—Quality.

It has always been our first care to see that nothing but the best Lime Juice is labeled under our Sovereign Brand.

Second—Uniformity.

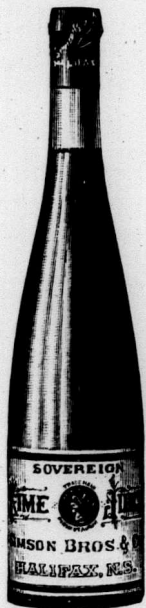
We refine and bottle under the Sovereign Brand Lime Juice, the product of one plantation, which ensures uniformity in taste, strength and appearance.

Third—Strength.

Our Sovereign Lime Juice being prepared with the greatest care by the planter from whom we procure it, and as we have been taught by long experience the best method of handling, it does not lose any of its strength in natural Fruit Acid, which makes it such a delicious and wholesome summer drink.

Fourth—Flavour.

At no time during the processes of pressing and refining, does our Sovereign Lime Juice come in contact with iron, (the presses used being of granite), and as our filters and containers are thoroughly sterilized, Sovereign Lime Juice reaches the consumer free from mustiness, and that disagreeable metallic flavour so often found in other brands.



SOLD BY JOBBERS THROUGHOUT THE DOMINION.

SIMSON BROS. CO., Limited

Wholesale Druggists,

HALIFAX, N.S.

FINANCE AND INSURANCE

DETERMINED and praiseworthy efforts are being made in several cities to drive the bucket shops out of existence. In Halifax true bills have been found against the proprietors, and the New Orleans Cotton Exchange is about to take drastic measures for the suppression of the evil in that city. Colonel Hester, the secretary of the Exchange, says:

The difficulty is always to prove absence of bona fide intention of delivery when it comes to prosecution of bucket shops, but with New York and New Orleans in control of the quotations, we can command the situation. The other cotton exchanges of the country do not handle future quotations, so New York and New Orleans control the figures. It has been established in the matter of grain and provision quotations that they are the property of the exchanges, not of the telegraph companies, and, with both the New Orleans and the New York cotton exchanges withholding future quotations from all except those of whom we are sure, it is certain that a severe blow will be struck at bucket shops and a long step taken towards their extermination.

This is a move in the right direction. In Canada we think the evil strongly calls for Government interference.

Time money in Toronto has recently reached the lowest price for a long while, six months' loans having been negotiated at the end of April at $1\frac{1}{2}$ per cent. Referring to this, Aemilius Jarvis & Co., stock brokers, say that hitherto financial commitments extending to next Fall have not been thought of by banking institutions, and no six months' money has been going at anything like a reasonable rate for many months. How much greater must be the feeling of confidence when banks will tie their funds up at such a rate for a period, carrying them right on past the harvest season to that time which was a year ago a veritable Waterloo to many unfortunate speculators, owing to the extreme tightness of the money market. The situation on its face has a better look than for the past few weeks, and it is well known that the bank statements do not do anything like justice to the money situation at present.

The manager of a prominent financial institution doing business in Toronto was recently importuned for an advertisement by the representative of a certain Canadian newspaper. The solicitor was cour-

teously informed that the company were not desirous of increasing their advertising at the moment. It has since been intimated to the company that by their refusal to advertise they have incurred the severe displeasure of the journal in question, and following this intimation came a marked copy of a paper to the manager indicating the style of adverse criticism which his company might expect in the future. Methods of this description are simply disgraceful, and in calling attention to the matter it is gratifying to know that instances of this nature in Canadian journalism are not common, and when they do occur are generally estimated by the public at the value they deserve.

The now famous Morgan syndicate, which underwrote the United States Steel Corporation, having completed its duties, has been dissolved. Mr. Morgan and his fellow members of the syndicate, no doubt regret that their duties have been finished, for they have been most remunerative. During the eight months of the syndicate's existence, no less than \$46,000,000 was divided among them.

The weekly letter of Aemilius Jarvis & Co., Toronto, has the following: "Steel has taken a few spurts, chiefly, we understand, on the basis that some plan will be submitted by Mr. Ross at the meetings of the Dominion Coal and Steel Companies, shortly to be held, which will have a beneficial effect upon the securities of the Steel Company. We feel satisfied that no plan will be seriously considered which will not commend itself to the minority of the shareholders of both companies. Too much public attention has been directed to these concerns to allow controlling interests to dictate a policy unreasonable or unjust for the minority. Mr. Ross has just returned from England.

The operation of the law of action and reaction cannot always be measured in figures at the Stock Exchange, says a contemporary. It is, in fact, often modified by the actual conditions of monetary affairs or speculative exigencies. Nevertheless, in travelling over a long period of time, the market generally reacts from any extreme or rapid advance and rallies after prices have been carried consider-

ably below the previously prevailing level. A great shrinkage in quotations carries with it important liquidation that tends to benefit the speculative position and put speculators who have sold out at a higher level in financial condition to better undertake operations for a rise or a rally at least. Low prices also work to bring into closer conjunction the return in dividends on the investment and the yield of money loaned on securities or invested in mercantile business.

ANNUAL MEETING OF MANITOBA MORTGAGE AND INVESTMENT COMPANY.

THE 22nd annual general meeting of The Manitoba Mortgage and Investment Company, Limited, was recently held in London, England.

The shareholders are to be congratulated on the very much improved condition of the company, whose affairs are in a much better shape than they have been for years. The chairman, in moving the adoption of the report, stated that previous reports had showed a large debit on the profit and loss account, and things, generally, looked very black. There was always before them, however, the hope of ultimate success; and they were buoyed with the belief—the unchanging belief—that the country was a great and good one and that at last it might come to their rescue. They were able now to state that their confident predictions were beginning to be realized; that a change was coming over the scene, and that they had in sight a revenue which would pay all current expenses, thus increasing the assets year by year, instead of letting them be depleted by having to pay more interest and expenses than they had received as income.

The balance sheet submitted showed that they had at last practically the whole of their property brought back into a revenue producing position and earning an income which exceeded the interest on their debentures and the expenses of managing the company. It was a very gratifying feature that land in Manitoba was now being purchased for settlement instead of speculation. Comment was made upon the low figure at which the directors' fees stood in the accounts, and the chairman having stated in reply to a question, that whereas the board were only receiving £200 per annum, the articles of association allowed them a maximum of £1,000, a resolution was passed

THE
Canada Permanent and Western Canada
MORTGAGE CORPORATION

Toronto Street, . . . TORONTO.

Paid up Capital, - \$6,000,000	ABSOLUTE SECURITY
Reserve Fund, - 1,600,000	
Invested Funds, - 23,600,000	

YOUR SAVINGS SAFE

President: GEORGE GOODERHAM
1st Vice-President and Managing Director: J. HERBERT MASON
2nd Vice-Pres.: W. H. BEATTY

"CANADA'S PREMIER COMPANY"

The Bank of Toronto.

(Incorporated 1855.)

Head Office: - TORONTO, ONTARIO.

Paid-up Capital, \$ 2,500,000.
Reserve Fund, \$ 2,600,000.
Total Assets, \$24,000,000.

Business Accounts opened on favorable terms.
Savings Accounts { for your spare money. Interest paid on these compounded twice a year.
Drafts Sold for use anywhere in North America or Europe.
Letters of Credit Issued { Cash Credits for convenience of Travel-ers in Europe. Time Credits for Importer

SEND FOR OUR BLUE BOOK ON "BANKING."

At any of our Offices you will receive courteous treatment and our best services.

The accounts of **Merchants and Manufacturers** are cordially invited.

— BONDS —

PROTECTION We protect you and also save the employee from being under obligation to anyone.
PROGRESS Because we always lead and never follow
PROSPERITY On account of fair dealings with its patrons, so as to secure a continuance of their business.

The above refers to **THE DOMINION OF CANADA GUARANTEE AND ACCIDENT INSURANCE CO.**

Bonds issued on persons holding positions of trust. For rates and full particulars, apply.

J. E. ROBERTS, General Manager,
Cor. King and Yonge Sts., - TORONTO.

THE TIME TO INSURE IS NOW

While you are **WELL, STRONG and INSURABLE.**

THE

Confederation Life

ASSOCIATION issues policies on all approved plans of Insurance, and is a prosperous and progressive Canadian Company.

**PROTECTION FOR YOUR FAMILY.
PROFITABLE INVESTMENT FOR YOURSELF.**

Pamphlets and full information sent on application.

W. H. Beatty, Esq.,
PRESIDENT.

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VICE-PRESIDENTS.

W. C. MACDONALD,
ACTUARY.

J. K. MACDONALD,
MANAGING DIRECTOR.

HEAD OFFICE, - TORONTO.

WESTERN Incorporated 1851 ASSURANCE COMPANY. FIRE AND MARINE

Head Office
Toronto, Ont. Capital - \$2,000,000.00
Assets, over - 3,333,000.00
Annual Income - 3,536,000.00

HON. GEO. A. COX, President.

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

C. C. FOSTER, Secretary.

The Selection of an Executor

of proven integrity, ability and experience is the paramount duty of every man possessing property of any description.

To choose an executor on grounds of personal friendship only is to jeopardize the estate and the welfare of those dependant thereon. Such a person may have no capacity for the duties of the office, may not live to perform them or may become a defaulter.

A corporate trustee offers ability, security and experience in the discharge of these important duties at a minimum cost.

THE TORONTO GENERAL TRUSTS CORPORATION,
59 YONGE STREET, TORONTO.

Special Advertising Rates have been arranged for Space in "Finance and Insurance," and will be gladly quoted on request.

unanimously requesting the directors now to take fees at the rate of £500 per annum.

COMPANY UNDERWRITING IN ENGLAND.

THE annual return of the Registrar of Joint Stock Companies, under the new act in Great Britain, contains much that is interesting. The total number of companies registered was 3,365, with a nominal capital of £141,760,333 and a paid up capital of £21,247,327. The total number of companies registered without nominal capital, including those limited by guarantee, was 68. But possibly the most interesting feature of the report was the information in regard to the amount received for underwriting the companies. The diversity of the consideration paid for those underwriting was almost as wide as the poles are asunder, being from practically nil to 100 per cent., although in the latter, of course, the consideration consisted to some extent in the shape of shares. The following may be taken as an example of the amounts paid for the underwriting of some of the principal companies:

COMPANY.	MODE OF PAYMENT FOR UNDERWRITING.
Bristol District Super-Aeration Company	10 per cent.
Capillitas Copper Company, Limited	49 per cent. in ord. shares and 60 per cent. in def. shares.
Chindras Gold Mines, Limited	25 per cent. in shares.
Drake and Gorham, Limited	10 per cent.
Klerksdorp Gold and Diamond Co., Limited	£5,000 and to the allottees 3s. 9d. per share for each share allotted.
Lagos Proprietary Syndicate, Limited	50 per cent. of amount subscribed.
New Bera Petroleum Company, Limited	£2,875 and a commission to each subscriber of 3s. 6d. per share.
Peck, Frean & Co., Limited	£9,700, which includes commission on £200,000 debenture stock.
Subil Gold Mines, Limited	25 per cent. in fully-paid shares.
Yorkshire Iron and Coal Company, Limited	11 per cent. on pref. shares; 12 per cent. on ord. shares.

THE LATE WM. McCABE.

The death of Wm. McCabe, managing director of the North American Life Insurance Company, took place at his residence, Toronto, on April 23. The late Mr. McCabe was born in Picton in 1841, and graduated from Trinity in 1863. Prior to his connection with the North American Life he was for some years general manager of the Confederation Life Association.

A CANADA PERMANENT ACQUISITION.

The most important local financial deal of recent years has just been closed. By it the business of the Metropolitan Loan and Savings Company of Ottawa is taken over by the Canada Permanent and Western Canada Mortgage Corporation Company of Toronto, better known as the Canada Permanent Company. The financial consideration is in the neighborhood of \$300,000. According to the terms of the deal the local office of the Metropolitan Company will be kept open for busi-

ness until July 1. After that date the affairs of the Metropolitan Company will be managed from the head office of the Canada Permanent Company in Toronto. The Metropolitan Loan and Savings Company was established 32 years ago. Its field of operation is Ottawa and the immediate vicinity.

A NEW INSURANCE COMPANY.

The Mount Royal Assurance Company, incorporated with a capital of a million dollars, recently commenced business in Montreal. The directorate is a most responsible one, and the institution will undoubtedly receive a large amount of local support.

FINANCIAL NOTES.

The Sovereign Bank is opening a branch at Harrow.

The Bank of London is applying for incorporation at Ottawa.

The Bank of Ottawa has decided to open branches at Carp and Finch.

The annual meeting of the Sovereign Bank will be held at their head office in Toronto on June 9.

nearing completion, and will be ready for occupancy during the coming Summer.

Harry Symonds, vice-president of the Union Life Assurance Company, has given notice at Ottawa of an application for a new trust company to be established with its headquarters at Toronto.

Hamilton Cassels, Angus MacMurchy and C. E. Clarke, of Toronto, recently visited Ottawa and interviewed the Finance Department in regard to a bill to be introduced this session to incorporate penny banks.

A new bank to be known as the Crown is to be established in Toronto. The capital is placed at \$2,000,000. It is understood that Edward Gurney will be president, and R. Y. Ellis, vice-president of the new institution.

Application will be made at the next session of the Canadian Parliament for an act to incorporate a bank to be called the Mount Royal Savings Bank of Canada. Montreal is named as the head office of the new bank.

The present capital and reserve of the Royal Bank of Canada now amounts to \$5,841,000, and it is applying for the right to increase its capital by yet another million dollars. The bank has now 43 branches in Canada, the United States and Cuba.

The Bank of Commerce recently established a branch at Sydney, where the works of the Dominion Iron and Steel and Dominion Coal Companies are situated, and purpose opening several additional branches at important points in the Maritime Provinces.

In accordance with the terms of their letter to the shareholders of April 1, the Bank of Toronto allotted to their shareholders 5,000 shares of new stock (\$500,000) at a premium of 200 per cent. At the market rates for the stock this allotment netted a handsome bonus to the stockholders.

The west-end branch of the Bank of Toronto have moved into their new quarters, corner of King and Bathurst streets. In connection with their office, which is handsomely finished in mahogany and equipped with every convenience, they have a writing room specially devoted to the use of the lady customers of the bank.

AUCTION POSTPONED.

Owing to the longshoremen's strike in Montreal it is not expected that the sale of the Fremont's fruit cargo will take place before Monday, May 11. It was advertised for May 8. The unloading of the cargo went on steadily, but the teamsters' strike interfered with the transportation operations.

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.



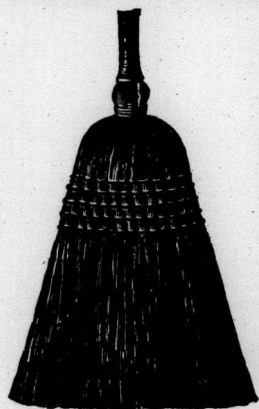
There is no substitute for Tea equal to Tea _____
and there is no substitute for Quaker Tea equal to Quaker Tea.

IN LEAD PACKETS, BLACK OR GREEN, POUNDS OR HALVES

J. A. Mathewson & Co., - Montreal,

AGENTS FOR CANADA AND NEWFOUNDLAND

BERLIN BRUSH CO.



WATERLOO.
Manufacturers of
**Fine Whisks,
Brooms, and
Brushes**

We want your trade
and if your name is
not on our travellers,
list, let us know and
we will send our quota-
tions or have a man
call at earliest oppor-
tunity.



Plain or Bamboo
Handles.

If in want of _____

**CORN BROOMS
or WHISKS**

The "EMPIRE" Brand is the
right one to buy.

BEST OF MATERIAL and WORKMANSHIP

MANUFACTURED BY

MEAKINS & SONS,

MONTREAL,
59 St. Henry St.

TORONTO,
103 Church St.

HAMILTON,
King and West Ave.

THE CANADIAN GROCER

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

D. G. GAUVIN & CO., general merchants, Rexton, N.B., are offering to compromise at 50c. on the dollar.

Archibald McLellan, grocer, Kemptville, Ont., has assigned to John G. Pelton.

L. J. Dubord, general merchant, Champlain, Que., has assigned to Gagnon & Caron.

J. E. Maranda & Co., general merchants, St. Ours, Que., have assigned to Lamarche & Benoit.

The East India Tea Co., grocers, etc., Winnipeg, have assigned to C. H. Newton, and are advertising their stock for sale by auction on May 29.

INCORPORATIONS AND CHANGES.

Z. A. Lapierre, trader, Montreal, has been registered.

D. McCusker, hay and grain merchant, Hull, Que., is retiring from business.

A. Robitaille & Co., grocers and liquor dealers, Montreal, have been registered.

P. H. Curry, general merchant, Carberry, Man., has removed to Saskatoon.

Bodrug & Co., millers, Sifton, Man., have been succeeded by Kennedy & Barrie.

W. J. Wallace, general merchant, of Souris, Man., has removed to New Hope.

Parent & Cie., grocers, Quebec, have been registered.

Paquet, Ely & Co., grocers, Quebec, have been registered.

A. L. Reeves, grocer, Hamilton, Ont., is giving up business.

The Canada Supply Co., traders, Montreal, have been registered.

Mrs. Tremper, fish dealer, Ladysmith, B.C., is giving up business.

The Harris Confectionery Co., Limited, Toronto, have obtained a charter.

Dwyer & Leary, grocers and liquor dealers, Montreal, have been registered.

Louis Belanger, grocer and liquor dealer, Montreal, has been registered.

W. Grenier & Cie., oyster and fruit dealers, Montreal, have been registered.

Howard Lusk, general merchant, Heyworth, Que., has removed to Aylmer, Que.

E. H. Boone, grocer, Fredericton, N.B., has been succeeded by Dykeman & Vanwart.

John Gardiner & Co., general merchants, Wabigoon, Ont., are giving up business.

L. N. Bergeron, grocer and liquor dealer, Quebec, has been succeeded by J. A. Voivin.

Louis Charbonneau, general merchant and cheese manufacturer, Plantagenet, Ont., has disposed of his general store and business.

J. B. McManus, Limited, general merchants, Memramcook, N.B., have been incorporated.

John Chappell, confectionery dealer, New Westminster, B.C., has been succeeded by Margaret Timlick.

Ross Bros., hardware and general merchants, Edmonton, N.W.T., have been succeeded by Ross Bros., Limited.

The firm name of The J. W. McAlary Co., Limited, grocers and hardware mer-

**The Wholesaler,
The Retailer,
The Consumer—Everybody!**

Everybody who has examined

Clark's Pork and Beans in Chili Sauce

pronounces it the **Very Best** line of the kind before the Trade.

**LEES & LANGLEY'S
L & L
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.**



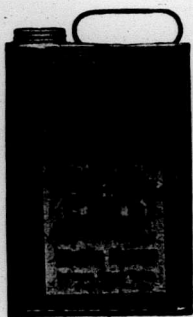
**THE BELLEVILLE BUSINESS COLLEGE, LIMITED
BELLEVILLE, ONTARIO.**

Send for handsome Catalogue fully describing all Courses taught.

o J. Frith Jeffers, M.A., Principal.

"An attractive package and a dependable article."

The words a well-known grocer used in describing Imperial Brand Maple Syrup.



Agents, ROSE & LAFLAMME, MONTREAL.

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.

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.

Time has passed for one Soap for every purpose

TIP TOP SOAP CHIPS

is the **Ideal** Soap for **Household** purposes.

Telephone Main 1618.

It is a Soap to preserve your reputation. First for Quality. First for Economy. First for Profit.

THE CANADIAN GROCER

chants, St. John, N.B., has been changed to P. Nase & Son, Limited.

The Canadian Gum and Confectionery Co., Limited, Toronto, have been succeeded by The Harris Confectionery Co., Limited, Toronto.

The style of The Mitchell Mercantile Co., general merchants, Mitchell, has been changed to Midale Mercantile Co., and the firm has located at Havrit, N. W. T.

The notice which appeared in "The Grocer" of a recent date saying that Robinson & Co., Blenheim, Ont., were going to open a general store in Paris, Ont., is incorrect.

SALES MADE AND PENDING.

A. Guitard, grocer, Hull, Que., has sold out.

Alice McKay, baker, Atwood, Ont., has sold out to C. Ballantyne.

B. McMurray, baker, Belmont, Ont., has sold out to Chas. Laton.

E. G. Gauthier, general merchant, of Papineauville, Que., has sold out.

August Schlender, grocer, Strathcona, N.W.T., has sold out to John Bogel.

E. C. Price & Co., general merchants, Ponoka, have sold out to F. J. Purdy.

E. J. Bawlf, flour and feed merchant, Winnipeg, has sold out to Jos. Franklin.

The assets of the grocery business of U. C. Josselin, Orleans, Ont., have been sold.

The assets of the general business of L. J. Bourget, Lauzon, Que., are to be sold on May 6.

J. Kavanaugh & Co., grocers and liquor dealers, Ottawa, have disposed of their grocery stock.

The stock of the general business of T. & E. Mosseau, Campbell's Bay, Que., has been sold at 40c. on the dollar.

The stock of the general business of Mrs. P. Cloutier, St. Eugene, Que., has been sold at 52½c. on the dollar.

The stock of the grocer, hardware and dry goods business of Misener Bros., of Brantford, Ont., is advertised for sale by auction on May 12.

The general stock of the estate of Young & Morrison, Thamesford, Ont., has been sold to Morrison & Coleridge, at 70c. on the dollar.

PARTNERSHIPS FORMED AND DISSOLVED.

I. Lafleche & Son, grocers, Hull, Que., have dissolved; I. Lafleche continues.

McDonald & Son, general merchants, of King City, Ont., have dissolved partnership.

Smith & Miller, general merchants, of Duhamel, have dissolved; George P. Smith continues.

J. C. Callander & Co., general merchants, Hartney, Man., have dissolved; J. C. Callander continues.

S. Bouchard & Cie., traders, Quebec, have dissolved, and a new firm will be registered under the same style.

A co-partnership has been registered for George A. Mitchell, general merchant, of Mill Village, N.S., to do business as J. P. Mitchell & Co.

FIRES.

Marshall & McLeod, grocers, Sault Ste. Marie, Ont., were burned out; insured.

Hart Bros., departmental store, Sault Ste. Marie, Ont., were burned out; insured.

J. B. Smith & Co., general merchants, New Denver, B.C., have sustained a loss by fire.

DEATHS.

W. N. Barrie, of the firm of Barrie & Brownlee, general merchants, Lemieux, Ont., is dead.

W. Masters, of the general business of J. H. Hickman & Co., Dorchester, N.B., is dead.

PREPARING FOR THE PICNIC.

A meeting of the Picnic Committee of the Retail Grocers' Association of Hamilton was held in the Board of Trade rooms April 30 for general organization. C. H. Peebles was chosen chairman, and M. R. Hill secretary.

The committees appointed were: Transportation, J. Kirkpatrick, chairman; printing, A. G. Bain, chairman; refreshment, Geo. Powell, chairman; games, J. Forth, chairman; music, J. Ronan, chairman; finance, Charles Bremner, chairman.

Considerable discussion took place as to whether the picnic should be held at Queen Victoria Park or on the American side of the Niagara River.

The Brantford grocers were extended an invitation to join the Hamilton grocers, the same as last year.

The Refreshment Committee was instructed to find what four or five boilers of the latest improvement could be secured for to prepare tea and coffee.

The committee will meet the first and third Tuesday of each month until the great demonstration is over.

A PROSPEROUS BUSINESS.

It is a matter for congratulation among stockholders in E. W. Gillett Co. Limited, that they have already received three dividends on their stock. The last dividend was paid on April 15, and the total amount in less than a year paid to stockholders is \$18,000. The plan of interesting the trade in an industrial company of this kind has proved to be a good one.

INQUIRIES ABOUT CANADIAN GOODS.

Among inquiries received by the Canadian Section of the Imperial Institute were the following:

1. A Manchester house possessing a connection among flannel manufacturers asks for addresses of Canadian shippers of wool.
2. A company manufacturing hair belting for driving purposes is prepared to appoint Canadian resident agent possessing the necessary connection.
3. A firm manufacturing asbestos, India rubber and engine packing in all varieties seeks responsible resident agent.
4. A company manufacturing machinery and engineers' tools, etc., wishes to be placed in communication with a few Canadian importers.

Ammonia Carbonate—in Casks and Kegs; also Cases of 5 and 10lb. Cans.

Harvey's Household Ammonia—Clear, Cloudy and Perfumed Toilet; in Drums, Carboys, Quarts, Pints and Flats.

Harvey's Dry Household Ammonia—1lb. Packets; in Cases of 1, 2 and 3 doz. each. A strong well made article at a low price.

John G. Harvey,

Manufacturing Chemist, TODMORDEN.

CANNED GOODS

ALL : KINDS : WANTED

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

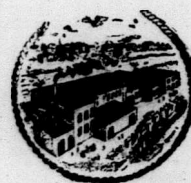
by the undersigned, who is in a position to place big quantities amongst the largest wholesale buyers in England.

HIGHEST REFERENCES

Alex. S. Duffus, Jr.,

27 LEADENHALL ST.,

LONDON, E. C., : : ENGLAND.



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.

ASSIGNEE'S SALE BY AUCTION.

There will be sold by public auction "en bloc" on the premises, 415 Colborne street, Brantford, on Tuesday, May 12th, at 3 p.m., the stock belonging to the Estate of Misener Bros., consisting of:

Groceries	\$1,419.87
Dry Goods	748.07
Hardware	679.22
Fancy Goods	68.87
Shop Fixtures	772.70
Delivery Wagons, etc.....	339.30

\$4,027.83

Also at the same time Real Estate, consisting of the store premises, 415 and 417 Colborne street. This is an exceptionally well-fitted-up store and situated in a most favorable locality for a grocery and meat business.

TERMS—Cash preferred, but would accept ¼ cash (10 per cent, at time of sale), balance, one, three and six months, bearing 6 per cent. interest and satisfactorily secured.

Stock and Real Estate may be inspected and inventory examined on application at the office of George Fuster & Sons, 143 Colborne St., Brantford.

A. G. OLIVE,

Assignee.

MOLASSES

We would ask all intending purchasers of **MOLASSES** to send for samples of our goods before buying elsewhere and receive the best reply to adverse criticisms made by those who cannot offer such

FINE QUALITY

The Dominion Molasses Co.,
 Limited
HALIFAX - - - NOVA SCOTIA.

WHITEMORE'S POLISHES.

THE WORLD'S STANDARD.
 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.

BUY PUSH SELL

Brillant Buhler's Cleaning Powder, Paste and Liquid.

They are a line of goods that are certain to meet with highest favor from all who try them. No grocer should miss this opportunity of offering his customer articles that are certain to be appreciated at this time of the year.



Brillant Buhler's Splendor IN STICKS

The most convenient form of Brass Polish on the market.

Brillant Buhler's Powder

For cleaning and polishing Silverware, Gold, and all kinds of Metal. Is not injurious. Prices:

Size 1.....\$ 9 00 per gross.
 Size 2..... 18 00
 Size 3..... 36 00

Brillant Buhler's Paste

For all kinds of Metal. Prices:

Size 0.....\$18 00 per gross.
 Size 1..... 22 00
 Size 2..... 29 00
 Size 3..... 44 00

Brillant Buhler's Liquid

For cleaning Brass. Prices:

Pints.....\$18 00 per gross.
 Quarts..... 27 00
 Litres..... 36 00

SPECIAL DISCOUNTS TO WHOLESALE TRADE ON APPLICATION TO SOLE SELLING AGENTS.

HENRI JONAS & CO., MONTREAL.

Tobaccos, Cigars, and Smokers' Accessories

A DEPARTMENT FOR
RETAIL MERCHANTS.

A PROFITABLE FIELD.

MANY of our retail friends continue to tell "The Grocer" of the good results they are obtaining from its suggestions as to tobacco and cigars.

A prominent grocer mentioned the other day that apart from the increased profit he was deriving from the handling of the goods, he was now coming into contact with and making the acquaintance of men he had never met before, but whose families had been customers for years. The little display that he had made in this department had attracted their attention and now, dropping in for an occasional cigar, the new connection not only yielded him a profit, but he felt that he was receiving considerable indirect benefit besides. He also feels that the better manner in which he is able to keep his goods and the attractive way in which he is able to present them, more than compensates him for the small expense he has incurred in the purchase of a showcase and one or two small additional fittings.

LABOR TROUBLES IN LONDON, ONT.

It is perfectly safe to conclude that the Forest City will have a general strike of the employes of the cigar factories next Monday. The greatest interest prevails amongst the manufacturers on the subject. The cigarmakers union will, on Wednesday of this week, present an advance scale of prices to the manufacturers, and if their demands are not met in three days, they will go out on strike. Some of the factories are entirely union shops, while the "open" shops employ both union and non-union men and women.

It is plainly asserted that there is no probability that the demands of the union will be granted. The manufacturers kept their factories running steadily last winter, and all have large stocks of cigars on hand, and are not likely to be in any dilemma should the strike be ordered. The employers also state that offers from Montreal firms to make all they require have been received. With the hands that they know will remain at work, and the aid from Montreal, they will be able, they claim, to work along for an indefinite time.

DEATH OF CALVIN P. REID.

Calvin P. Reid, some years ago one of the most prominent wholesale cigar dealers in Canada, died at his residence,

College street, Toronto, on April 24. Mr. Reid had been ailing for some time past, but his condition was not thought serious. On the following Thursday, however, he was taken suddenly ill and died about 24 hours later. Mr. Reid was born near Newmarket, 70 years ago, and commenced business in Toronto about 30 years ago. Some few years later he removed to New York, but returning to Toronto has resided there for the past ten years.

ENACTMENTS AGAINST TOBACCO.

IN the reign of King James I., the use of tobacco having become universal among the common people, a royal "counterblast to tobacco" was published against a custom "loathsome to the eye, hateful to the nose, harmful to the brain, dangerous to the lungs, and in the black, stinking fumes thereof, nearest resembling the horrible Stygian smoke of the pit that is bottomless," says an exchange. The same monarch, King James, proposed as a bouquet for the devil, a loin of pork, and a poll of ling and mustard, with a pipe of tobacco for digestion. He endeavored to abolish its use by a heavy penalty, and enacted that no planter in Virginia should cultivate more than 100 lb. of it; but the advantage derived to his revenue from its im-

portation soon caused the restriction to be abolished. Before King James' time, during the reign of Elizabeth, an edict was published against the use of tobacco, "lest Englishmen should become like the barbarians from whom its use was derived." There is still a legal restriction in Great Britain against its cultivation, except in a physic or university garden, or in any private garden for physic or surgery, where not more than half a pole—two yards and three-quarters—is allowed. But it was not alone in England that war was waged against tobacco, when it came within the means of the peasantry. In 1590 Shah Abbas pro-

The following Brands manufactured by

The AMERICAN TOBACCO CO.
OF CANADA, Limited.

Are sold by all the Leading Wholesale Houses

CUT TOBACCO . . .

OLD OHUM MEERSCHAUM
 OLD VIRGINIA.

CIGARETTES . . .

HIGH ADMIRAL
SWEET CAPORAL DERBY

YILDIZ MAGNUMS
Pure Egyptian Cigarettes.

POPULARITY

is the proof of merit, and no brand has ever achieved popularity so quickly as

"BOBS"

CHEWING TOBACCO

In 5 and 10c. Plugs.

BOBS costs you only 30 cents, and pays a good profit.

BOBS is well advertised.

BOBS is selling well in almost every store from the Atlantic to the Pacific.

BOBS is A BIG PLUG FOR LITTLE MONEY

Made by

THE EMPIRE TOBACCO CO.,
LIMITED
MONTREAL, QUE.

Front!

My cigars have always been right up at the front both in quality and sales. They are second to none and never have been. "Front" is where they belong and where you'll always find them.

I will send you a trial order of a thousand or more and take every penny's worth of risk. Test them in this way—no harm done in any event. It's up to me, you see!

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

hibited its use in Persia, and, as the punishment was penal, many of his subjects fled to the mountains rather than abandon it. Pope Urban VIII. excommunicated all snuff-takers who committed the heinous sin of taking a pinch in the church. In 1653 all the smokers in the Canton of Appenzel were cited before the council and punished. About the same period the peasantry of Russia were forbidden to smoke, under the penalty of having their noses cut off; and Amurah VII. rendered it a capital offence. The animosity of the Russian Government was so great against the use of tobacco that a special tribunal, the *Chambre au Tabac*, was constituted for the punishment of smokers; this was continued until about the middle of the 18th century. At the present time the Russian peasantry are probably the greatest smokers in the world. In Constantinople, every Turk who was found smoking was punished by having a pipe transixed through his nose, and, seated on an ass, with his face towards the tail, conducted in ridicule through the streets.

BARGAINS IN PIPES.

Among the wholesale tobacconists always alive and in the front rank is the firm of W. H. Steele & Co., Scott street, Toronto. In a walk through their fine

TOBACCOS AND CIGARS

warehouse a representative of "The Grocer," saw on one of their tables some pipe bargains that may interest some of the trade. These consist of gross lots of pipes made up of lines that have become too small to be counted as regular stock, and are cleared off in this way to the buyer's profit and the seller's advantage.

A CIGARETTE STORY BY MAX O'RELL.

IN 1893, a singular incident happened in Emporia, in the State of Kansas. On arriving at the hotel, I went to the tobacco stand which is found in all American hotels, and asked for a box of Egyptian cigarettes. I was told that they had cigars, but did not handle cigarettes. On inquiring where the nearest tobacco stand was to be found, I was informed there was one right opposite the hotel, but that I would not find any cigarettes in the town. When one has a uniform temper and is travelling in America, he does not wonder at anything, but amuses himself by going on with his little observations. I went out for information, in order to learn why, in a free country, I could not smoke cigarettes if I felt inclined to.

"This is what had happened:

"The mayor of the town had a little

boy whom his mother caught one day hiding himself and smoking a cigarette. You may be inclined to believe that the urchin was stripped of a part of his wearing apparel, and that his mamma gave him a sound beating—you know where. Not at all; the good dame summoned a meeting of mothers, and it was resolved that they would ask the mayor to pass an edict forbidding the sale of cigarettes in the town. The mayor's wife undertook to present the petition and obtain the edict. Happily for the male inhabitants of E——, this unruly urchin smoked the cigarette only, so that they can still procure cigars for themselves.

"Since there are idiots who use knives to cut their throats with, why not compel the entire human race to eat with their fingers? Since there are wretches who use razors to murder their fellow-creatures with, why allow peace-loving people to shave themselves? Every law is inadequate which shackles the liberty of a crushing majority to reach an insignificant number of idiots or evildoers.

"Man, who is the legislator everywhere, has not always treated woman with justice, but if the day should come to pass when woman has the making of the laws, let us look out and may God



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.

THEY'RE THE BEST!

King's Queen's British

WRITE FOR PRICES. Navy and U & I

And they are not sold by the regular Wholesale Trade. GUESS WHY. If they were not strictly O.K. we wouldn't have them.

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

SMOKE  Security
WHS Co.
S and H
York
CIGARS  Our
Leading
Four
W. H. STEELE CO.,
Limited
40 Scott St., Toronto.

help us, because then we can only pack up and fly.

"Frederick the Great had one good point. Whenever he met a woman by herself in the streets of Berlin, he would say: 'What are you doing there all alone on the street? Go on home, mind the baby and prepare the dinner for your husband.'"

AN EVIDENCE OF BUSINESS.

In answer to a recent inquiry by "The Canadian Grocer" to Horrocks, wholesale tobacconist, as to how he found business, he pointed to an immense shipment of "British Navy," just leaving the premises, with the remark: "You can have some idea when that pile fairly represents our daily output in that line alone."

THE "BIG FOUR" LINES.

Steele & Co. are emphasizing their "Big Four" leaders in cigars. Their newest one in a "10-center" is "Security," a clear Havana filled, which gives the fastidious a most delightful smoke. In 5-cent lines the new brand is named "York," and if it meets with the favor that "S. & H." and "W. H. S. Co." have experienced, it will prove a first-class line. By the way, a very handsome cigar cutter is given with every order of 1,000 assorted of the "Big Four" lines.

TOBACCO PRODUCTION.

The annual production of tobacco in the Island of Cuba, says El Tabaco, in normal times is about 500,000 quintals, four-fifths of which comes from the Provinces of Pinar del Rio and Havana, where the celebrated leaf tobacco known as "vuelta abajo," "semi-vuelta," and "partidos" is grown.

The disposition of these 500,000 quintals is approximately as follows: 125,000 quintals of the better grades of vuelta abajo and partido tobacco are used in the factories at Havana, Santiago, and Bejucal in the manufacture of some 300,000 cigars, which are exported to all parts of the world; 125,000 quintals are employed in the production of cigarettes for foreign consumption; 25,000 quintals are worked up into various

tobacco products consumed in the country, and 225,000 quintals are exported abroad in the form of raw material, and are used in foreign factories as wrappers and fillers. The estimated annual value of the tobacco destined for use in the factories of the island in the manufacture of products for exportation is \$7,500,000; that for consumption in the country, \$625,000, and that of the leaf tobacco exported, \$9,000,000, making the total annual value of the tobacco crop in Cuba, \$17,125,000. The additional value which the raw tobacco used in the Republic acquires after it is made into the various manufactures is \$13,000,000, which amount, added to the \$17,125,000, gives the total value of the annual tobacco production of the island, or \$30,125,000.

THE CIGAR BILL OF THE UNITED STATES.

The cigar bill of the American people last year was \$346,000,000. For the fiscal year ending June 30, 1902, according to the report recently issued by the United States Commissioner of Inland Revenue, 6,905,749,968 were consumed in that country. That was very nearly 19,000,000 cigars for every day in the 365 in the year. This does not include the 2,658,176,130 cigarettes, nor the upwards of 315,000,000 lb. of snuff and tobacco consumed. The revenue collected on all this by the Government is over \$70,000,000, and is on the increase. In fact, the income increases faster than the population itself.

NOTES OF THE TOBACCO TRADE.

THE Imperial Cigarette Co.'s loss in the recent fire at St. John, N.B., has been adjusted at \$11,872.37. Work has been resumed on a limited scale and the factory will soon be in complete running order.

The American Tobacco Co. control the great bulk of the trade in cigarettes.

William Brown has bought the tobacco business of Sidney Fox, Owen Sound, Ont.

Alex. McGregor, at one time well-known in the cigar business, Montreal, died in that city on April 26 last.

Last week the brick building of Mageau & Serre, tobacconists, etc., Sturgeon Falls, Ont., was destroyed by fire.

Isaac Davis, son of Z. Davis, tobacco manufacturer, Montreal, now a partner in a London, Eng., business house, is paying a visit to his native city.

Robert Bickerdike, M.P. for the city of Montreal, who recently moved a resolution in the House of Parliament at Ottawa, condemning the importation and manufacture of cigarettes, is now introducing a bill for the enforcement of legislation in the same direction.

The employees of the two local cigar factories in Galt, Ont., are out on strike. The men are insisting on an increase of \$1 per 1,000, and the employers claim that they cannot advance present rates and carry on business successfully.

Last week 50 cigarmakers stopped work at Stirton & Dyer's cigar factory, London, Ont. This action was caused by the firm throwing out the union label about six weeks ago. The firm took on the label, but when the International Association raised the scale of wages, threw it out again. The action of the cigarmakers is the result of an order from headquarters.

HOW TO JUDGE A GOOD CIGAR.

EACH hour of the day thousands of men are seeking solace in a cigar, but not one in each of these thousands knows how to judge the weed he smokes. Most of them think they know, but only the expert of exceptional ability and long training in the tobacco trade has and can apply this valuable knowledge.

The success of a concern dealing in cigars must necessarily depend largely on the skill of the buyer, and a mistake on his part might possibly involve the firm in a heavy loss. Cigar testing has, in fact, been so perfected by the modern expert that it can almost be classed as an exact science.

A good weed must burn slowly and equally; the cigar that smoulders up one side is of inferior quality. The color of the ash shows little, but if the ash displays a black "lip"—a thin dark line around the edge nearest the mouth—it is positive proof of an inferior weed. The color of the smoke is of no importance whatever, the smoke, however, should be rich and velvety to the public. The slightest suggestion of woodiness, greasiness, or what is known to the trade as "rustiness" of flavor, at once denotes a bad cigar.

"Rustiness" is used to describe a disagreeable combination of mouldiness of taste and grittiness of feeling. In order to obtain the full effect of the aroma and flavor many experts inhale the smoke and exhale it through the nose. Lastly, the ash of a cigar should stand well.

Many smokers think that a wrapper made of a smooth glossy-looking leaf is the distinguishing feature of a good cigar. But this alluring appearance can be given to the most inferior tobacco by judicious stamping and pressure during manufacture.

Cigars marked with small light-colored spots are the only ones that some smokers think they can enjoy. These small marks are the result of simultaneous action of sun and rain and prove nothing. Some suppose the spots to be made by insects which, living in tobacco, think they know a good thing when they see it, and speckled cigars at one time were in great demand. The ever watchful manufacturer, noticing this, made most generous provision for any deficiency in nature's supply of spots.

If there is a doubt as to which place provides the strongest cigars there is none as to the production of the best. All the finest cigars come from Cuba, and from quite a small part of that island. The famous plantations stand on the banks of a river and the soil is such that nowhere else on the earth's surface can leaves of so high a quality be cultivated. Experiments have been carried out and the seed from Havana crops planted in soils of other countries, notably Sumatra and Borneo. But tobacco has this curious property: when it is planted in a strange country it invariably grows up exactly similar to the surrounding tobacco plants.

GOSSIP OF THE GREAT WEST.

THE trade of the week has been rather quiet, owing to the low temperature which came duly as predicted by Mr. Foster. The lull was only temporary, and no doubt the railway companies hailed it as a special providence in their behalf, for they are all hopelessly behind with shipments, and many country merchants complain that goods now reaching them are so far behind as to be unsaleable. This is especially the case with regard to goods ordered for sale to new settlers.

* * *

The railway companies are making a big struggle; but the traffic is enormous, and, in the case of the C.P.R. particularly, they are reaping the whirlwind for allowing men well accustomed to western conditions to go and replacing them with men from the east who have had no practical experience of similar conditions, and promptly lose their heads. Some of the men who left the company three years ago did so largely because their statements as to the need of increasing the rolling stock and double tracking the road were turned down, and now what they foretold has more than been fulfilled. No amount of strenuous effort now will or can make up for the want of foresight, or, more properly speaking, the want of faith on the part of those in authority in the men who were on the spot and knew the conditions. Most unfortunately it is not the railroad that is paying the piper, but the country at large. Some of the newspaper men who have come up from the east, noticeably the man for The Toronto Star, makes a brilliant plea for the C.P.R., and reviles the people of the west for their complaining. Statements like that may go down in the east, but not here. We are so used to be lied about in the east that we get hardened to it, but statements like that appearing at a time when hundreds of cars of freight are weeks behind in delivery make even the patient western jobber indulge in a few private cuss words.

* * *

The Hudson Bay Company have announced a bonus of 10 per cent. on last year's salary to every employee who has been with them for at least a year. The company have always been noted for justice to employees, and this generosity will be much appreciated at a time when the cost of living is so high.

J. A. McKercher, grocer, a couple of evenings ago opened his new block on Main street with an orchestra accompaniment and dainty refreshments for the inner man or woman. The block is 40x70 feet, three stories and basement. Mr. McKercher's store is 30x110, he having a 40-foot one-story addition in the rear for storage purposes. The store is handsomely fitted with all the appliances of a modern grocery, and, when lighted Saturday evening and thronged with visitors and shoppers, presented a very animated scene. At a table, bright with flowers, a pretty girl dispensed the Shirriff jellies with whipped cream. At another table coffee, a special brand on which the house prides itself, was served. The two upper floors are handsomely fitted up as office suites and are all occupied.

* * *

There are no market quotations from the west this week, as there has not been a fraction of a change in any line.

C. E. H.

OPENING OF VOOGT BROS. STORE.

VOOGT BROS. held the opening ceremonies of their large departmental store in Sydney, N.S., on April 22, 23 and 24. The Sydney Post says that it has very few superiors in Canada. The Post representative describes the building as follows:

"The basement is filled with the finest and largest display of crockery, glass and enamelled ware ever seen in Cape Breton. These goods are all imported from England and France, and nothing superior to them can be found anywhere. Here also is the engine room, containing two huge engines and the condensing tank for the hydraulic machine.

The first floor is divided into five departments, shipping room, groceries, gents' furnishings, ladies' department and boots and shoes department. The ladies' department is a fairyland of beautiful creations in silks, millinery, etc., while the other departments, each under the management of a competent person, are filled with everything that one could desire.

The second floor is devoted to gents' ready-to-wear, hats, caps, carpets, rugs, ladies' ready-made and ladies' millinery show-rooms. Here also is the refreshment

room, which, particularly during show days, commands a large share of patronage.

On the third floor everything in the line of house furniture and furnishings are displayed. This department is a huge furniture store in itself, and is filled with a well selected stock of house furniture, rugs, wall paper, etc.

The fourth floor is used as a store-room for surplus stock, which is conveyed there by a huge freight elevator, to which communication can be had only from the rear of the store.

All the floors are connected by telephone, rendering communication from any part of the huge store to another a matter of no difficulty whatever; while the passenger elevator, which is running constantly, makes it not only easy but pleasant to go from one floor to another.

CLERKS' MEETING.

THE Montreal Grocery Clerks' Association held their regular monthly meeting on the 3rd inst. The annual picnic, to be held on July 5 at Magog, was discussed at length, when the ordinary business had been disposed of and several new members' names placed on the roll.

The president and treasurer, Messrs. Desautniers and Poirier, on behalf of the delegation which had been sent to Magog, presented a report of what was done there. They were received by the mayor and civic authorities with the utmost courtesy and given every help in selecting the ground and carrying out the other details. A beautiful spot on the banks of Lake Memphramagog had been secured.

A yacht will be placed at the disposal of the picnickers and a dancing platform erected. Games and races will be included in the programme and several valuable prizes will be offered. The banquet will be held in the Steele Hotel, where covers will be laid for 300.

The association tendered a vote of thanks to the delegation for this work. The various committees were instructed to meet at the president's home on Thursday evening to receive the tickets, which they will immediately distribute.

"SALADA" AT ST. LOUIS.

The "Salada" Tea Co. have secured a prominent position in the Ceylon Court of the World's Fair to be held next year in St. Louis, where they will make a fine exhibit of Ceylon tea, and where they will be much pleased to receive all their friends.

THE CANADIAN GROCER

Established 1845

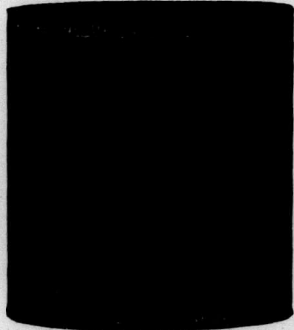
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COFFEE

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.



1 and 2-lb. Tins.

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

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This week we are ready for business
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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.

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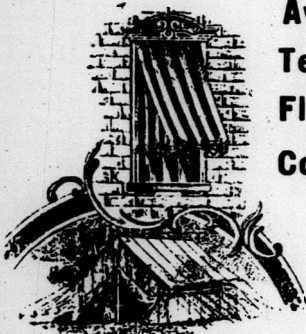


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For 30 days I will mail postpaid my \$1.00 BOOK OF INSTRUCTIONS on Showcard Writing, etc., for 75c., and the 40c. Raised Lettering Instructions for 25c. Write to-day.

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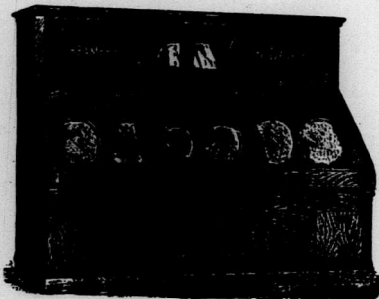
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WRITE FOR QUOTATIONS.

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REFRIGERATORS Useful to every one. 40 different styles. Silver medal, Quebec 1901. Diplomas: Toronto, Ottawa, Montreal.
C. P. FABIEN,
Merchant and Manufacturer,
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Write for Illustrated Catalogue.

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

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SEALED STICKY FLY-PAPER.

Files 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.

THE CANADIAN GROCER

VALUATION FOR STOCK-TAKING.

Editor CANADIAN GROCER.— Will you kindly answer in the columns of your valuable paper the following question :

A certain merchant had in his cellar at stock-taking, a quantity of dried apples for which he paid 5c. per lb., also a quantity of canned tomatoes for which he had paid 90c. per doz. The market price at the time of stock-taking was 4½c. per lb. for dried apples and \$1.50 per doz. for canned tomatoes. How should he enter them in his stock-book?

MERCHANT.

[Remarks : In answer to the foregoing we may say that it is the usual custom to take stock at market value, not at invoice price. Of course, some merchants reckon their stock at the prices paid, but in our opinion that is not so accurate a way as taking stock at market value, since the prime factor of stock-taking is to find out the amount and value of one's goods at the time of stock-taking, not at the time of buying. It would be a very good plan to take stock both at invoice prices and at market value, by which plan the loss or gain on goods, owing to the fluctuation of prices could easily be recorded. This certainly would make considerable more work at stock-taking time, but it would perhaps pay merchants to go to this extra trouble for the detailed analysis of their businesses they would get by doing so.—THE EDITOR.]

FISHING TRAPS IN B.C.

THE fisheries commission, says The Vancouver Province of the 22nd inst., appointed last year to inquire into the operation of fisheries in British Columbia, has presented its report to the Minister of Marine and Fisheries. It is signed by all the commissioners. The objections to the use of traps and the difficulties liable to be encountered in operating them are pointed out, and the report then says :

"From a business point of view it seems reasonable to grant to Canadian canners the most efficient and economical methods of fishing, such as are permitted in adjacent American waters. If traps are favorably considered, there are some details which will require consideration. Thus, it would appear fair that the canners who have vast interests should be placed in the same following with others in regard to the allotment of trap locations. Dissatisfaction and endless trouble would arise if any particular fishermen or parties were given the best locations and other firms with large vested interests were less favorably treated."

It was suggested in evidence before the Commission that the Government might operate traps and supply salmon at its actual cash cost to the canners. It was

also suggested that trap locations should be put up at auction. Both of these courses, the Commissioners decided, are objectionable. They are strongly of the opinion that white labor only should be employed on these traps if allowed, and that Chinese, Japanese and other foreign labor should either be discouraged or altogether prohibited. The Commissioners declare that if this were done, it would create an extra demand for white labor which will go to offset the falling off in the demand for labor of white fishermen in boats, resulting from the introduction of traps. It is designed, in allowing traps, to provide for all white fishermen.

It is recommended that boat pullers' permits be abolished; and that two or three new hatcheries be erected on the Fraser River.

The Commissioners recommend that purse seines be permitted, their use not to be restricted either to canners only or fishermen only.

APPLES IN ENGLAND.

Peter Ball, Canadian agent in the Midlands, Eng., commenting on England's trade in apples with Canada, says that Canadian packers should give up packing apples in barrels for the British market. Apples in England, he says, are considered a luxury, and they would take better on the market if packed in bushel boxes, each apple being wrapped in paper.

THE PEACH CROP.

The Leamington Post says that the outlook for the peach crop this year is exceedingly good. The warm weather in March induced the buds to swell, and considerable fear was felt that the dash of winter during the first week in April had injured them, but a careful examination shows that no damage has been done.

The crop will not be as heavy as before the 1898 frost, but the fruit will be of better quality.

RAISIN INDUSTRY OF CALIFORNIA.

CALIFORNIA has been highly successful, and made wonderful progress in the cultivation of all kinds of fruits, but in none more so than in raisins, most of which are consumed in the United States, where the Californian product supplies almost the whole demand. Were it not for this source of supply raisins would certainly command a considerably higher price if the United States was also in the market as a large buyer. In 1873 the raisin production of California

was only about 120,000 lb.; 20 years ago it was only 2,800,000 lb.; in 1894 it reached 103,000,000 lb., whilst the last four years it has averaged about 80,000,000 lb. During the same period the raisins imported into the United States have fallen from 51,000,000 lb. in 1883 to less than 4,000,000 lb. in 1901.

The present acreage in vines, including table, wine and raisin grapes, is estimated at 213,600 acres, of which 185,000 are situated in Northern California, and 27,000 in Southern California, Fresno county alone containing some 75,700 acres, or more than one-third of the entire acreages. The acreage in raisin grapes is estimated at 84,000 acres, of which 70,000 are in the central or northern part of the State, mostly in the former, all the principal packing houses for raisins being in Fresno city, which is the centre of the industry. The vineyards contain from 300, 500 or 700 acres, and a few as many as 1,000 acres and upwards, but the great majority are under 40 acres, and the number of raisin growers is upwards of 3,000.

The control of the trade is practically in the hands of the Californian Raisin Growers' Association, an institution organized five years ago by the growers to protect their interests by maintaining steady prices at quotations that would give them a fair return on their produce. The vineyardists lease their vineyards to the association for a term of years, formerly three, but now to be extended to five; but the lease is more nominal than real, the owner or tenant remaining in possession and cultivating his vineyards as he pleases, and delivering his raisins to the packing houses controlled or approved by the association. The latter sell the raisins to the packers and distribute the proceeds to the grower, deducting only a small percentage to cover working expenses. In this work the association has been eminently successful, especially during the past season, which has been a prosperous one for all grape growers, as they have not only had a phenomenal crop, but perfect weather in which to cure the raisins. It is estimated that the raisin crop will amount to 84,000,000 lb., and would have been much larger had not many growers sold their crop to the wineries. The sum paid by the association to the raisin growers for the past season will amount to about \$3,500,000. It is not generally known that raisins are made from white grapes, the varieties most used being the Muscat, of Alexandria, the Muscatel Gordo Blanco, the Sultana or seedless Sultana, and another local variety known as Thompson's Seedless.

THE CANADIAN GROCER

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Blue Ribbon Ceylon Tea

They are not only attractively gotten up and look well, but show customers that you are a believer in quality. There is more gained than the mere profit on the tea.



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

ROBERT WATERS' QUININE WINE

Quinine in a palatable form - 50 years' reputation.

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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.

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Samples and full particulars free.

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**QUEEN QUALITY PICKLES, BULK PICKLES,
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The wrapping paper that can be relied upon at all times is the kind to have in your store. The

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Are the standard goods for purity and excellence.

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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

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"ACME"
TABLE SALT

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

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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.

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LONGEST LIFE & BRIGHTEST

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TRASH A cheap mantle gives a fair-light for a few nights, then grows dim and shrinks up to a "wasp-waist" like this:

This is caused by the cheap chemicals which the manufacturer used.



The "Wasp-Waist"
Cheap chemical.

QUALITY A good mantle, which cannot shrink, made of the purest chemicals, is the only kind we put our trade mark **A** on. It guarantees you **A** the best that is made and will satisfy your customers.



The Auer Light Mantle
Pure chemicals.

Lowest prices on mantles, shades, chimneys, globes and sundries.
Write us if you are interested.
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"Empire" Soda

BEST FOR BAKING

A BRITISH PRODUCT

Made by the largest SODA makers in the world

Purest — Strongest — Cheapest
It will yield you more profit and give your customers more satisfaction than any other soda in in the market.

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MONTREAL
Sole Agents for Canada.

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

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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

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might bring inquiries. Better write for rates to
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Grain and Root Baskets,
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In fact, all kinds; besides being very neat in appearance, they are strong and durable. Send your orders to

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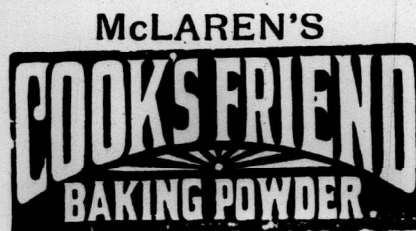
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CANADIAN PRESS CLIPPING BUREAU,

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.

Keen's
Selling
Lines
are
Keen
Selling
Lines.

You know all about the quality of

Keen's Mustard and
Keen's Oxford Blue

Ever handle our

Robinson's Patent Barley?

It is a perfect food for infants and invalids, put up in
1-lb. and 1/2-lb. tins.

You will find it on a par with our other products and
it is rapidly growing in popular favor.

KEEN, ROBINSON & CO., Limited,
LONDON, ENGLAND.

Current Market Quotations for Proprietary Articles

May 7, 1903.

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

Baking Powder.

Brand	Per doz.
Cook's Friend	\$4 40
Size 1, in 2 and 4 doz. boxes	2 10
" 10, in 4 doz. boxes	0 80
" 2, in 6 "	0 70
" 12, in 6 "	0 45
" 3, in 4 "	3 00
Pound tins, 3 doz. in case	2 40
12-oz. tins	14 00
5-lb.	

W. H. GILLARD & CO.

Brand	Per doz.
Diamond	\$2 00
1-lb. tins, 2 doz. in case	1 25
1/2-lb. tins, 3 "	0 75
4-lb. tins, 1 "	

IMPERIAL BAKING POWDER.

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.	16-oz.	4 35
1 doz.	2 1/2-lb.	10 50
1 doz.	2-lb.	10 40
1 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
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2 1/2-lb.	4 10
1 "	2-lb.	4 00
1 "	5-lb.	7 30
2 "	6 "	8 55
1 "	12-oz.	
1 "	16 "	

JERSEY CREAM BAKING POWDER.

Brand	Per doz.
size, 5 doz. in case	\$0 40
size, 4 "	0 75
size, 3 "	1 25
size, 2 "	2 25



OCEAN MILLS. Per doz.

Ocean Baking Powder, 1 lb., 4 doz. in a case	8 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-lb. packages, 4 doz. in a case	40
Ocean Cornstarch, 40 pks. in a case	78
Freight paid, 5 p.c. 30 days.	

Blackening.

HENRI JONAS & CO.

Brand	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;	
1/2 gross, 2 oz.; or 1 gross, 4 oz.	
1 doz. chip boxes	1 50
Nixey's Refined, per 9-lb. box of 12	
1 doz. 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.

Brand	UNITED FACTORIES, LIMITED.	Per doz. net.
Bamboo Handles, A, 4 strings	\$4 35	
" " B, 4 "	4 10	
" " C, 3 "	3 85	
" " D, 3 "	3 60	
" " E, 3 "	3 35	
" " F, 3 "	3 10	
" " 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 Pins	12 50
2 Pins	14 00
3 Pins	15 00
Extra fins	16 50
Sur extra fins	18 00

French Sardines	
1 Rolland	9 50 10 00
1 Delory	10 50
1 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
Tilson's Oats, 2-lb. pkgs., per case	3 00

Chocolates and Cocos.

THE COWAN CO., LIMITED.

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

Chocolate— per lb.

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

FRY'S.

Chocolate— per lb.

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

Cocoa— Per doz.

Concentrated, 1/2 s, 1 doz. in box	2 40
" " 1/2 s	4 50
" " 1/2 s	8 25
Homoeopathic, 1/2 s, 14-lb. boxes	
" " 1/2 s, 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.

Per lb.

Mott's Broma	\$0 30
Mott's Prepared Cocoa, 1/2 s and 1/4 boxes	0 28
Mott's Breakfast Cocoa, 1/2 s in boxes	0 40
Mott's No. 1 Chocolate	0 30
Mott's Breakfast Chocolate	0 28
Mott's Caracas Chocolate	0 40
Mott's Diamond Chocolate	0 23
Mott's Navy Chocolate, 1/2 s in boxes	0 27
Mott's Cocoa 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.

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, 1-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 18 5

53 Front St. East,
TORONTO, ONT.

Works:
CARDINAL, ONT.

164 St. James St.,
MONTREAL, QUE

WALTER BAKER & CO., LIMITED.

Premium No. 1 chocolate, 12-lb. boxes	Per lb.	\$0 38
Vanilla chocolate, 6-lb. boxes		0 47
German sweet, 6-lb. boxes		0 27
Breakfast cocoa, 1, 1 and 5-lb. tins		0 43
Cracked cocoa, 1-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.

L. SCHEPP & CO.

1-lb. packages, 15 and 30-lb. cases	Per lb.	\$0 26
1-lb. " " " "		0 27
1-lb. " " " "		0 28
1 and 1-lb. packages, assorted, 15 and 30-lb. cases		0 26 1/2
1 and 1-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. 4L. " 4 65



Borden's Condensed Milk Co.

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

Coffees.

THE EBY, BLAIN CO., LIMITED.

In bulk—	Per lb.	
Club House		0 32
Royal Java		0 31

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

High Grade package goods

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

JAMES TURNER & CO. 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 Mandheling Java and hand-picked Mocha	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case	0 20
Madam Huot's coffee, 1-lb. tins	0 31
"2-lb. tins	0 30

100 lb. delivered in Ontario and Quebec.

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.

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 85

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

Per doz.

8-oz. " glass stop extracts	\$3 50
2-oz. " " "	7 00
2 1/2-oz. round quint essence extracts	2 00
4-oz. jockey decanters	3 50

Food.

Robinson's patent barley 1-lb. tins	Per doz.	\$1 25
" " " 1-lb. tins		2 25
" " " groats 1-lb. tins		1 25
" " " 1-lb. tins		2 25

Ginger Ale and Soda Water.

Cantrell & Cochrane's imported ginger ale and club soda water	Per doz.	\$1 40
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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	per lb. 0 06
7, 14 and 30-lb. wood pails	" " 0 06

Pure Fruit Jellies—

1-lb. glass jars, 2 doz. in case, per doz.	0 95
7, 14 and 30-lb. wood pails	per lb. 0 06

Home Made Jams

1-lb. glass jars (16-oz. gem.) 1 doz. in case	per doz. 1 50
5 and 7-lb. tin pails	per lb. 0 09
7, 14 and 30-lb. wood pails	" " 0 09

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	

RECKITT'S BLUE and BLACK LEAD

(Always give your Customers Satisfaction.)

THE CANADIAN GROCER

Lye (Concentrated).

GILLET'S PERFUMED.	
1 case of 4 doz.	Per case \$ 3 90
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 KEENS.	
D.S.F., 1-lb. tins	per doz. \$ 1 40
" 1-lb. tins	2 50
" 1-lb. tins	3 00
Durham 4-lb. jar	per jar 0 75
" 1-lb. jar	0 25
F.D., 1-lb. tins	per doz. 0 85
" 1-lb. tins	1 45

HENRI JONAS & CO.

Per gross.	
Pony size	\$ 7 50
Imperial, medium	9 00
Imperial, large	12 00
Tumblers	12 00
Mugs	13 20
Pint jars	18 00
Quart jars	4

E. D. MARCEAU, Montreal.

"Condor," 12 lb. boxes	per lb. \$ 0
1-lb. tins	0 35
1-lb. tins	0 32
1-lb. tins	1 20
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
4-lb. jars	per jar 0 70
1-lb. jars	0 25

Olive Oil.

Per case	
Barton & Guestier's quarts	\$ 8 00
pints	9 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.
"MAGIC" BRAND.	
No. 1, cases, 60 1-lb. packages	per case, \$2 75.
No. 2, " 120 1-lb. "	2 75
No. 3, " 30 1-lb. "	2 75
" 60 1-lb. "	2 75

Soap.

A. P. TIPPET & CO., Agents.	
Maple soap, colors	per gross \$10 20
" black	15 30
Oriole soap	10 20
Gloriola soap	12 00
Straw hat polish	10 20

Starch.

EDWARDSBURG STARCH CO., LIMITED.	
Laundry Starches—	
No. 1 White or blue, 4-lb. carton	\$ 0 06
No. 1 " 3-lb.	0 05
Canada laundry	0 05
Silver gloss, 6-lb. draw-lid boxes	0 07
Silver gloss, 6-lb. tin canisters	0 07
Edward's silver gloss, 1-lb. pkg.	0 07
Kegs silver gloss, large crystal	0 05
Benson's satin, 1-lb. cartons	0 07
No. 1 white, blis. and kegs	0 05
Benson's enamel	per box 1 25 to 2 50
Culinary Starch—	
Benson & Co.'s Prepared Corn	0 06
Canada Pure Corn	0 05
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
Edwardsburg No. 1 white or blue, 4-lb. lumps	0 08

BEE STARCH.

Cases, 64 packages, 48's	5 00
1/2-Cases, 32 packages, 24's	2 50
Package 10c. each.	

BRANTFORD STARCH WORKS, LIMITED

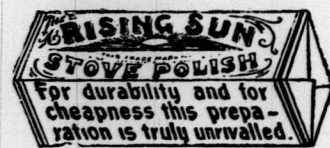
Ontario and Quebec.	
Laundry Starches—	
Canada Laundry, boxes of 40-lb.	\$0 05
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 05
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb.	0 06
Barrels, 200 lb.	0 05
Kegs, 100 lb.	0 05
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 07
6-lb. toy trunks, 8 in case	0 07
6-lb. enameled tin canisters, 8 in case	0 07
Kegs, ex. crystals, 100 lb.	0 06
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	\$0 07
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	2 50
Celluloid Starch—	
Boxes of 45 cartons, per case	3 40
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 05
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 05
Crystal Maize Corn Starch—	
1-lb. packages, boxes 40 lb.	0 05



OCEAN MILLS.

Chinese starch, per case of doz., 84.	
---------------------------------------	--

Stove Polish.



Per gross.	
Rising Sun, 6 oz. cakes, 1/2-gross boxes	\$8 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, 1/2-gross boxes	10 00
Sun Paste, 5c. size, 1/2-gross boxes	5 00



Syrup.

"CROWN" BRAND PERFECTION SYRUP.	
Per case.	
Enamelled tins, 2 doz. in case	\$2 40
Plain tins, with label -	
2 lb. tins, 2 doz. in case	1 90
5 " 1 " " "	2 35
10 " 1 " " "	2 25
20 " 1 " " "	2 10
(10 and 20 lb. tins have wire handles.)	



Teas.

SALADA CEYLON.	
Wholesale. Retail.	
Brown Label, 1's	\$0 20 \$0 25
" 1/2's	0 21 0 26
Green Label, 1's and 1/2's	0 22 0 30
Blue Label, 1's, 1/2's, 1/4's and 1/8's	0 30 0 40
Red Label, 1's and 1/2's	0 36 0 50
Gold Label, 1/2's	0 44 0 60



Ceylon Tea, in 1 and 1/2-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c.	\$0 19
" 1/2-lb.	0 20
Blue Label, retail at 30c.	0 22
Green Label, " 40c.	0 28
Red Label, " 50c.	0 35
Orange Label, " 60c.	0 42
Gold Label, " 80c.	0 55



Cases, each 60 1-lb.	\$0 35
" 60 1/2-lb.	0 35
" 30 1-lb.	0 35
" 120 1-lb.	0 36



LUDELLA CEYLON, 1'S AND 1/2'S PKGS.

Blue Label, 1's	\$0 18 \$0 25
Blue Label, 1/2's	0 19 0 25
Orange Label, 1's and 1/2's	0 21 0 30
Brown Label, 1's and 1/2's	0 28 0 40
Brown Label, 1's	0 30 0 40
Green Label, 1's and 1/2's	0 35 0 50
Red Label, 1/2'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-lb. packets.

Ceylon Greens—	
Wholesale. Retail.	
No. 1	\$0 35 \$0 50
No. 2	0 30 0 40
No. 3	0 20 0 25
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.	\$0 35
" III 80-lb.	0 32
" IV 80-lb.	0 30
" V 80-lb.	0 26
" XXXX 80-lb. boxes	0 25
" XXXX 80-lb.	0 26
" XXX 80-lb.	0 22
" XXX 80-lb.	0 23
" XX 80-lb.	0 20
" LX lead packets	
Assorted cases (1 and 1/2-lb.) to retail at 40c.	0 28

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
" Blue, 1-lb.	0 42
" Maroon, 1-lb.	0 50
" Maroon, 1-lb.	1 50

"Condor" Ceylon black tea in lead packets—	
Green Label, 1/2's and 1's	
60-lb. cases	retail 0 25 at 0 20
Grey Label, 1/2's and 1's	
60-lb. cases	retail 0 30 at 0 23
Yellow Label, 1/2's and 1's	
60-lb. cases	retail 0 35 at 0 36
Blue Label, 1/2's and 1's	
50-lb. cases	retail 0 40 at 0 30
Red Label, 1/2's and 1's	
50-lb. cases	retail 0 50 at 0 34
White Label, 1/2's and 1's	
50-lb. cases	retail 0 60 at 0 40

Black Teas—"Old Crow" blend—	
Bronzed tins of 10, 25, 50 and 80-lb.	
No. 1	per lb. 0 35
No. 2	0 30
No. 3	0 25
No. 4	0 20
No. 5	0 17
LIPTON'S TEA (in packages). Per lb.	
No. 1, cases 50 lb. (50 1-lb. packages)	\$0 35
No. 1, cases 50 lb. (25 1-lb. packages)	0 34
No. 1, cases 50 lb. in 5-lb. tins	0 35
No. 2, cases 50 lb. (50 1-lb. packages)	0 29
No. 2, cases 50 lb. (25 1-lb. packages)	0 28
No. 1, cases 50 lb. in 5-lb. tins	0 29
No. 3, cases 50 lb. (50 1-lb. packages)	0 23
No. 3, cases 50 lb. (25 1-lb. packages)	0 22
No. 3, cases 50 lb. in 5-lb. tins	0 23
Green Ceylon, No. 1 (50 1-lb. packages)	0 35
(25 1-lb. packages)	0 34
Green Ceylon, No. 2 (50 1-lb. packages)	0 29
(25 1-lb. packages)	0 28

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.	
Smoking—Empire, 3/8, 5/8, and 10's	\$0 39
" Amber, 8's, and 3's	0 56
Chewing—Stag, bars, 1/2 oz.	0 38
" Bobs, 5's, and 10's	0 39
" 11 1/2 oz. bars, 5/8's	0 39
" Currency, 13 1/2 oz. bars, 10's	0 42
" 6's, and 10's	0 42
" Old Fox, narrow, 11's	0 42
" Snowshoe, 1 lb. bars, sp'd 6's	0 46
" Pay Roll, 8's	0 47
" Fair Play, 7's, and 12's	0 4

Vinegars.

E. D. MARCEAU, Montreal. Per gal.	
EMD, pure distilled, highest quality	\$0 30
Condor, pure distilled	0 25
Old Crow	0 20
Special prices to buyers of large quantities.	
JOHN HOPE & CO., Montreal.	
Sir Robert Burnett & Co.'s English Malt Vinegar	0 60

Washing Powder.

FAIRBANK'S GOLD DUST.	
Five cases assorted—	
24 25c. packages	\$4 65
100 10c.	7 80
100 5c.	3 50
Freight prepaid.	

Cane's Woodenware.

UNITED FACTORIES, LIMITED.	
Per doz.	
Washboards, Leader Globe	\$1 45
" Improved Globe	1 55
" Standard Globe	1 75
" Solid Back Globe	1 90
" Jubilee (perforated)	1 90
" Crown	1 30
No. 1 2-hoop pails	1 65
" 3	1 80
" 0 tubs	9 00
" 1	7 50
" 2	6 50
" 3	5 75

Yeast.

Royal yeast, 3 doz. 5c. pkgs. in case	\$1 00
Gillett's cream yeast, 3 doz.	1 00
Jersey cream yeast cake, 3 doz. 5c.	1 00
Victoria " 3 doz. 5c.	1 00
" " 3 doz. 10c.	1 80

NIXEY'S REFINED BLACK LEAD

Sole Manufacturer of "Cervus" Square and Bag and Pepperbox Blues, and "Silver Moonlight" Stove Polish.
 W. C. NIXEY, 12 Soho Square, LONDON, ENG. Canadian Representative: MR. H. T. BAKER.

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 great 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 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.



FLAVOR DIFFERENCE

Pan-roasting is where most millers 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.

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.

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PACKAGE**

We Sell Lamp Chimneys in
"Climax" Cartons

The saving in breakage in transit
 more than covers cost over
 Chimneys in Tray.



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GOWANS, KENT & CO., Toronto and Winnipeg.

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 Mince Meat**



Every housekeeper knows what good Mince Meat means and Wethey's Condensed Mince Meat is the kind she'll always ask once she's used it. Carefully prepared of fresh meats and fruits, blended with the finest spices. You can safely recommend it as the best and most convenient.

Convenient, Absolutely clean. Put up in attractive "brick" packages.

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