

PUBLISHED EVERY
FRIDAY



THE



CIRCULATES IN
EVERY PROVINCE

CANADIAN GROCER



QUALITY..

When a salesman talks price to you
Ask him about **QUALITY**

When he talks quantity . . .
Ask him about **QUALITY**

When he talks merit to you . . .
Ask him about **QUALITY**

That's the _____
STRONG POINT
in
Colman's Mustard



We're "Oaten" Optimists

and you wouldn't wonder if you could see the orders piling in for "Oaten" Biscuits.

Our belief is that this biscuit—already one of our best selling lines—will soon rank with our "Sodas" in steady and unfailing sales.

Why not stock now instead of later on?

You're sure to want 'em you know, and you may just as well have them while they are novelties.

Christie, Brown & Co., Limited, TORONTO and MONTREAL.

If your customers desire a really
fine, pure Table Salt,
give them

Rice's Pure SALT.

It gives Universal Satisfaction.

R. & J. RANSFORD,

Established
1886

Clinton, Ont.

F. P. SCUDDER
President

ADOLPHE E. SMYLIÉ
Vice-Pres't and Sec'y

H. W. PETHERBRIDGE
Treasurer

National Licorice Co.

Successors to

YOUNG & SMYLIÉ
BROOKLYN, N. Y.

S. V. & F. P. SCUDDER
BROOKLYN, N. Y.

MELLOR & RITTENHOUSE CO.,
CAMDEN, N. J.

H. W. PETHERBRIDGE
BROOKLYN, N. Y.

DOMINION LICORICE & NOVELTY CO.
TORONTO, CAN.

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

MAIN OFFICE:
375-385 Lorimer St., Brooklyn, N.Y.

Where all communications, orders and remittances should be sent.

"GLOBE" METAL POLISH



INSIST ON HAVING IT

Write for a supply of show cards and advertising novelties.

RAIMES & CO., 164 Duane St., NEW YORK.

The Auer Gas Lamp

"Turns night-time
into day-time."

New Models. Lower Prices.

Would you buy a lamp which
doesn't smell or smoke?

Would you buy a lamp which
will save you
half your ex-
pense for
coal oil?

Would you buy
a lamp which
shows your
goods in day-
light colors?



Would you buy a lamp which you can return, for full price,
if you don't like it?

That's the kind of a lamp we make.

EVERY LAMP GUARANTEED

Write for our Catalogue and Discounts.

AUER LIGHT CO., 1682 NOTRE DAME ST., MONTREAL.



Stower's

"Old friends are the best ones." Thirsty days and Stower's Lime Juice are inseparable—going to renew the acquaintance this summer? The concentrated strength of real West Indian Limes makes a delicious, healthful and refreshing drink. **20 per cent. stronger because concentrated—no musty flavor.** The Lime Juice Cordial needs nothing but a little water—it is all ready to use.

Lime Juice—Lime Juice Cordial.

Maypole Soap Dyes.

Think just a moment—90 per cent. of your customers are women. Please them and you strengthen their inclination to buy at your store.

A woman likes to economize, and she CAN with those clean, brilliant, fadeless, quick, sure Home Dyes, Maypole Soap Dyes. And the mess and trouble of Powder Dyes is all done away with.

All colors in Maypole Soap Dyes—they dye to any shade and they won't "streak" or crock.

"Griffin" Dried Fruits.

The "Griffin" Brand of Seedless Raisins, Prunes, Dried Apricots, Peaches and Pears is not only the highest quality in Dried Fruits, but represents the biggest business of its kind on the Pacific Coast.

The "Griffin" Brand is always the same—it never varies.

It is not shipped in bulk and then repacked—it reaches you in the original package.

Sold by leading grocers throughout the Dominion.

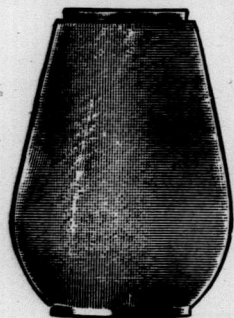
Agents: A. P. TIPPET & CO.,

8 Place Royale, Montreal.

20½ Front St. East, Toronto.

THE CANADIAN GROCER

ARE YOU USING OUR



Cold Blast
or Jubilee
Globes

Aetna or
Quaker Flint
Chimneys?

Give them a Trial.

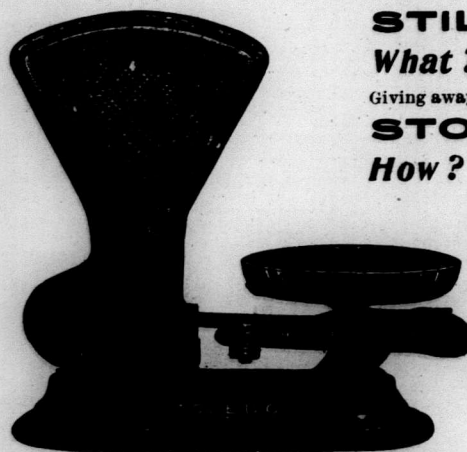
THE SYDENHAM GLASS CO.,
of WALLACEBURG, Limited.



For Sale Everywhere.

ASK FOR

MOTT'S.



STILL AT IT

What?

Giving away your profits by down-weight and over-weight.

STOP IT

How?

By using a **TOLEDO SPRINGLESS, AUTOMATIC COMPUTING SCALE**, which is the only Scale that gives 16 ozs. to the lb.—no more, no less, and there is absolutely no such thing as down-weight on the Toledo Scale. No springs, no weights to lift on and off, no poises to shift, no human aid necessary.

MADE IN CANADA.

For Descriptive Catalogue and all information write to

DEAN & McLEOD, Canadian Agents,
The Toledo Computing Scale Co.,
HAMILTON, ONT.

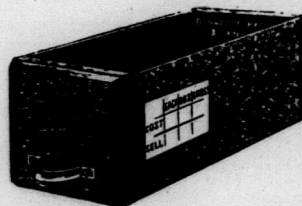
...THE...

Bennett Manufacturing Co.

(Successors to J. S. Bennett)

Bennett's Patent Shelf Box and Cabinets, for

Hardware,
Grocery,
Seed and
Drug Trades.



15 Marion Street, Toronto.

SEND FOR PRICE LISTS.

REFRIGERATORS.



Fit up your store with a Eureka Refrigerator and you will have a refrigerator that will dry wet matches.

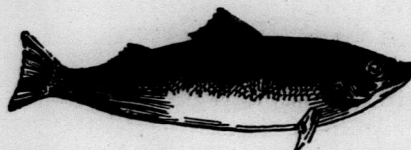
Write for our catalogue, guarantee test and testimonials which are free.

Eureka Refrigerator Co.,

Wilbert Hooy, Manager.
54 Noble St., TORONTO.
Phone Park 513.

This cut represents No. 13.

British Columbia Salmon



We have on hand the following reliable brands :

Red Sockeyes

"Nimpkish" "Griffin"
"Sunset"

Cohoos

"Golden Net" "Empress"
"Harlock"

The British Columbia Packers' Association

VANCOUVER, B.C.

The "Perfection" Canister



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

This Package is a Guarantee of Quality.

For _____

JAMS
JELLIES
SYRUPS
STARCH

TEAS
COFFEES
SPICES
BAKING POWDER

The Dominion Canister Company, Limited

DUNDAS, ONTARIO, CANADA.

"Sterling" Brand Catsups

Lead in Quality

These are the catsups that catch trade and keep it too. Quality is the aim in their manufacture and they always please. Grocers will do well to stock up with this brand for the spring trade. Put up in an attractive form.

T. A. LYTLE & CO.

Manufacturers of high-class Pickles, Catsups and Relishes.

124-128 Richmond St., West, TORONTO.

NO SENTIMENT

When we talk of "Made in Canada" by Canadians, it is not a whine to patronize a long Established Canadian Industry simply because it is Canadian.

If Canadian brains and energy cannot compete with anything in the world—let it go to the wall, we say.

But **TILLSON'S PAN-DRIED OATS** more than compete.

They set the pace.

They make the standard.

They are the leaders on the market to-day.

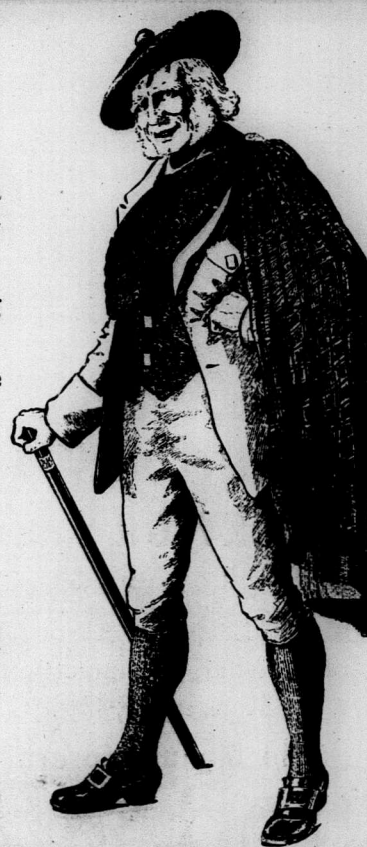
They are sold on their merits.

Not on wishy-washy Sentiment.

And yet you would be surprised, to learn how much real appreciation there is of a "Good thing" well advertised.

THE TILLSON COMPANY, Limited,

Tillsonburg, Ont.

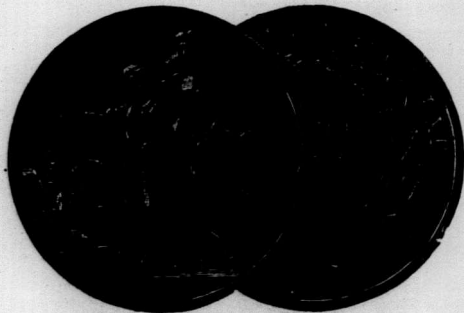


Registered

Excel All Others.

No tea imported into Canada can compete with Japan Tea in FLAVOR and STRENGTH. Other teas can only imitate style and color, but cannot produce the quality of Japan Tea, as it is the fertile soil in Japan that gives it this pure, rich and wholesome flavor.

JAPAN TEA.



HIGHEST AWARD, LONDON, 1893.

STRETTON'S

(PRIZE MEDAL)

Worcestershire SAUCE

Pure, Delicious, Best.

STRETTON'S IMPERIAL RELISH—A splendid selling line.

STRETTON'S MUSHROOM KETCHUP—The best on the market.

CANADIAN AGENTS:

Messrs. S. H. Ewing & Sons, Montreal.
Mr. John Fisher, Manufacturers' Agent, Toronto.
Mr. A. N. Mackerrow, Ottawa.

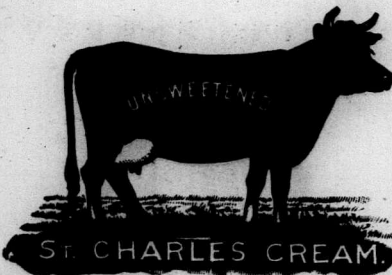
Messrs. Clawson & Co., St. John, N.B.
Messrs. Wm. Tuffts & Son, Vancouver, B.C.
Mr. H. H. Stimpson, Halifax, N.S.

Sole Manufacturers

Stretton & Co., Limited, **WORCESTER,**
ENGLAND.

THE CANADIAN GROCER

Has stood
the test
of every
climate.



Purest
and best
for all
purposes.

The **ST. CHARLES CONDENSING CO.**, producers of the famous GOLD COW BRAND OF UNSWEETENED EVAPORATED CREAM, also SILVER COW, PURITY and GOOD LUCK BRANDS SWEETENED MILK.

Is prepared at all times to quote prices, and execute prompt shipment and delivery.

Home Office and Address:

St. CHARLES, ILL., U.S.A.

Correspondence and trade orders solicited.

FACTORIES: Ingersoll, Ontario, Canada, and St. Charles, Ill.



QUALITY FIRST

Schepp's Cocoa Nut.

Packages and Bulk
The best of its kind.

L. SCHEPP CO.,

CANADIAN FACTORY: **TORONTO, CAN.**
NEW YORK.

LONDON, ENG.: Saml. Hanson, Son & Barter, Agents.



Arrowroot Biscuits

have been a long time on the market, and are always favorites. If you have not tried ours you don't know what an Arrowroot Biscuit should be.

THE CANADA BISCUIT CO., LIMITED

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

King and Bathurst Streets, TORONTO.

"Best in the World."

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

PURE ENGLISH

MALT VINEGAR

Delicate in Flavor and Aroma.
Splendid keeping properties.

ROBERT WATERS' QUININE WINE

Quinine in a palatable form—50 years' reputation.

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

CEYLON TEA

Black and Green.

Uusurpassed for Excellence.

No other land produces Tea to equal that grown on the plantations of the "Sunny Isle."

No other gardens preserve in such perfection the "essentials" of the fragrant leaf in their process of preparation.

Grocers !!!

Buy only **CEYLON TEA,**

The **perfect-selling** Tea, and satisfy your customers.

Sell only **CEYLON TEA,**

The **perfect-drinking** Tea, and satisfy yourself.

To **please** your customer is to **profit** yourself.



THE
HEIGHT
OF
MAPLE SYRUP
EXCELLENCE

IS FOUND IN EVERY TIN OF
"IMPERIAL BRAND"

THAT'S WHY IT SELLS SO WELL.

ROSE & LAFLAMME, Agents, MONTREAL.

YOU WILL FIND IT

IN THE LAUNDRY EVERYWHERE.

Ivory Gloss Starch

is the POPULAR BRAND because we have made it our primary aim to PLEASE THE CUSTOMER You can recommend it with perfect safety and it will prove a money-maker.

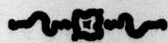
Brands also manufactured for kitchen purposes.

THE ST. LAWRENCE STARCH CO.,
LIMITED
PORT CREDIT, ONT.

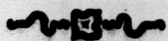
Green Coffees

Bourbon Santos, - 10c. per lb.

Cucuta Maracaibo, 11 $\frac{1}{2}$ c. per lb.



THESE ARE VALUE.
BOTH EXCELLENT ROASTERS.



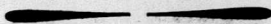
WARREN BROS & CO.
Toronto.

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.

DELICIOUS **New Marmalade**

FIRST ON THE MARKET.

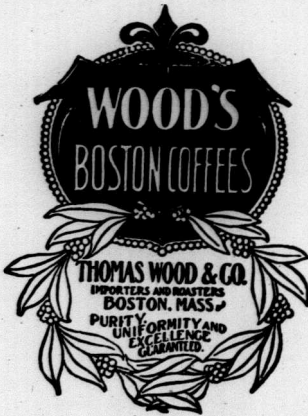
"AYLMER" BRAND—Made from nothing but the finest grade bitter oranges and granulated sugar—and made just right.

1-lb. glass, at 95c. per doz. 5-lb. tins and 7-lb. wooden pails, 6 in crate, at 6c. per lb.

Your customers will be looking for something tasty just now. How about Marmalade? The Brand "Aylmer" stands for the highest quality. 10-crate lots shipped with fruit allowance of 25c. per 100 lbs.

We have some extra choice tap figs, and splendid selected raisins. Prices right. Write us for particulars.

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



Permanent Popularity

vs.

Passing Popularity

It takes years to establish a line of coffees in the affections of the public so as to make it a sure and profitable investment for the Grocer. That is just where our

WOOD'S COFFEES

stand to-day. The public have never been deceived by them. They are carefully selected and carefully roasted Coffees of uniform, excellent quality; enjoying a **PERMANENT POPULARITY.**

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

You can **CREATE ENTHUSIASM** by selling

OUR "UNITY AND QUALITY" BLENDS OF COFFEE

THE VERY BEST VALUES OBTAINABLE.



18c.



22c.



25c.



25c.



33c.

TERMS: 10 DAYS, USUAL DISCOUNTS.

100 lb, lots delivered.

These Coffees are bought green from first hands, roasted weekly, stored in tin-lined, air-tight bins, and are guaranteed to be unrivalled in quality at their respective prices.

Your Grains and Our Blends Will Together Form an Irresistible Combination.



REGISTERED.

Grocers' Wholesale Company, Limited, Hamilton.

CORRESPONDENCE SOLICITED.

COMMENT ON CURRENT TOPICS

WHETHER Hon. Israel Tarte was economically right or wrong in the doctrines he held regarding the tariff, he was wrong in giving expression to them while holding a portfolio in a Government at least professedly adhering to doctrines of a contrary character. His duty was first to have resigned. Then he would have been free to say and do as he pleased. Had he done this, the number of his admirers would have been undiminished, and his opponents would have had less reason to suspect him of dramatic effect at the expense of breaking with Cabinet custom.

* * *

We are again told that King Edward wears a tired and worn look. But is it not a dictum that "Uneasy lies the head that wears a crown?"

* * *

The Morning Post of London, England, says that political morality is almost non-existent in Canada. What has for some time been gradually dawning on many right-thinking men in this country, is evidently beginning to attract the attention of newspapers in Great Britain. It may, perhaps, touch our pride to have these unpleasant things proclaimed by the British press, but it is better to confess that we are far from being what we ought to be politically, than to shelter ourselves behind the Pharisaical plea that we are not as bad in this respect as other men—and especially as those American politicians, at whom we sometimes look askance. But public opinion is waking up. When it is wide awake we may expect the day of reckoning to be near at hand.

* * *

At a meeting of the British Women's Emigration Association in London the other day Lady Frances Balfour declared that the aim in sending women to Canada was to get them husbands. As four

will not divide 1903, this cannot be leap year. But it is to be hoped, however, the young men in the wild and woolly Canadian West will not look upon the proposal as unladylike, but will surrender their heart, and of course, their will.

* * *

If American people and American capital keep flocking into Canada in the years to come at the same rate as at present, how long will it be before the northern, and not the southern, half of the continent is the predominating power?

* * *

There are people in this country as well as in Great Britain who have not approved of all that the Right Honorable Joseph Chamberlain has done during the last three years in regard to South Africa. But even his strongest opponents can scarcely fail to approve of his decision to visit that part of the British domain and investigate for himself the condition of affairs as they are to-day. The "wounds of the war" are deep, and are still a long way from being healed, and the Colonial Office will be in a better position to intellectually prescribe for the patient, now that its head has personally diagnosed the case. If there is one quality that Mr. Chamberlain possesses in a greater degree than any other it is the quality of business. It was this that led him to South Africa; and it is to be hoped it will not forsake him and his colleagues in the delicate task of reconstruction to which they have with much zeal set themselves.

* * *

Lord Avebury said in London a few days ago that he was proud of the colonies. Canada, as one of the colonies, thanks him, but was he not rather damning with faint praise when in almost the next breath he declared that "at present the colonies are a burden to the Motherland?" Some of the colonies no doubt

are, but the charge does not apply to all; and certainly not to Canada and Australia, which are the premier "dominions beyond the seas."

* * *

Hon. Geo. E. Foster is trying to figure out why he was defeated in the North Ontario election. But, like most defeated candidates, he does not appear to be basing his calculations on true mathematical principles.

* * *

Canada is to-day a part of the British Empire, not because of any great efforts that the British statesmen and British governments in years gone by have put forth either to help her in her adversity or to retain her affections in times of prosperity. When our territory was invaded by armed forces it was the militia that repulsed the invaders. When the boundaries of the country have been in dispute and when treaties have been under consideration the representatives of the British Government have not by any means always been zealous for the interests of Canada. The late Sir John Macdonald has left on record in no ambiguous language his experience with the British Commissioners at Washington. Even such Imperialists as Lord Beaconsfield considered Canada a millstone about the neck of the Empire. And Gladstone, we know, was once prepared to barter Canada away to the United States.

* * *

But "a better day is coming;" in fact, its dawn is already here. The coldness and indifference of the past is vanishing. The Mother Country is recognizing that in reducing the tariff on her products, and in sending our sons to South Africa, we are lending her substantial aid. It is only when memory lapses that some of her statesmen charge us with being burdens.

RISING SUN
IN
CAKES
WELL KNOWN AND RELIABLE

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

DURABLE
3000 TONS SOLD

STOVE POLISH
DUSTLESS, LABOR SAVING,
BEST IN THE WORLD

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

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

MORSE BROS., Proprietors, Canton, Mass.

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

BUSINESS CHANGES.

INCORPORATIONS AND CHANGES.

JOHN W. CRAM, grocer, of Carleton Place, Ontario, is retiring from business.

J. G. James, grocer, of Comtright, Ont., has removed to Port Dover.

J. Gustave Vinet, Montreal, has been registered as a grocer.

Foley, Lock & Larsen, grocers, Winnipeg, have been incorporated.

John Pittaway, grocer, Ottawa, has been succeeded by J. H. Dowdall.

Mackenzie, Kenneth & Co., grocers, of Winnipeg, have been incorporated.

Thomas Barrow, coffees, spices, etc., of Montreal, has removed to Shrewsbury.

James McCool has succeeded C. L. McCool, general merchant, of Fort William, Ont.

E. Riley & Co., Limited, millers, of St. John, N.B., are applying for incorporation.

A. Desjardins & Co., butchers, St. Leonard, Port Maurice, Que., have been registered.

The Meaford Canning Company, Limited, of Meaford, Ont., have obtained a charter.

A. W. Poole, general merchant, of Prospect, Ont., has been succeeded by J. H. Sanders.

J. H. St. Arnauld, general merchant, St. Genevieve de Batiscan, Que., has been registered.

A. & F. Decarie, grain merchants, of St. Henri de Montreal, Que., have been registered.

The British American Brewing Company, Limited, Windsor, Ont., have obtained a charter.

W. A. Hunter & Son, general merchants, of Pembroke and Cobden, Ont., are closing the Cobden branch.

SALES MADE AND PENDING.

George Oliver, grocer, Toronto, has sold out to D. B. Pearson.

Joseph Messier, Montreal, has sold his restaurant to A. Roncari.

F. Nicoletti, confectioner, of Toronto, is offering his business for sale.

H. C. Armstrong, grocer, Toronto, is advertising his business for sale.

J. C. Gibson, general merchant, Paisley, Ont., is selling out by auction.

Helson Milling Co., flour and feed, Toronto, have sold out to M. Fairles.

Julia Cornell, confectionery dealer, of Toronto, is offering her business for sale.

The assets of the crockery business of Deguire & Mercille, Montreal, have been sold.

The assets of the general business of Kennedy & Co., Brome, Que., have been sold.

The general stock of the estate of M. J. Wigle & Co., Essex, Ont., has been sold.

R. H. Staples, Carman, Man., has sold his general business to W. L. Campbell & Co.

Chas. A. Cannon, grocer and shoe merchant, Elgin, Que., has sold out to Omer Brown.

Isaac Abram, general merchant, of Carlisle, Ont., has sold out to G. M. Shipley.

The assets of the grocery business of B. W. Granger, Ottawa, were sold on March 24.

Dexter Squire, general merchant, of Alinda, Ont., has sold out to H. A. Setterington.

The assets of the crockery business of P. F. Pinonnault, Three Rivers, Que., have been sold.

The assets of the general business of J. Bruyere & Fils, Ottawa and Embrun, have been sold.

F. X. Duval, general merchant, of Angers, Que., has disposed of his business to Wm. Chartrand.

Robt. McNair, of The City Grocery Co., Vancouver, B.C., has sold his interest to the remaining partners.

The assets of the general business of Alphonse Audet, St. Pierre des Becquets, Que., were sold on March 26.

The stock of fruit and confectionery of the estate of J. Vianese, Winnipeg, has been sold to Folis & Constantine.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

Duncan M. McDonald, Ripley, Ont., has assigned to Allan McLean.

Leeder & Parsons, general merchants, Quyon, Que., have assigned.

Ober A. Hamm, general merchant, of Mahone Bay, N.S., has assigned.

A demand of assignment has been made on L. J. Giroux, grocer, Berthier, Que.

The proposition of G. Gagnon, general

merchant, Thurso, Que., has been accepted.

A. Therrien & Co., general merchants, St. Remi, Que., have obtained an extension.

Wilfrid Bousquet, grocer, Maisonneuve, Que., has compromised at 30c. on the dollar.

Kent & Turcotte are curators for E. Laferriere, general merchant, Ste. Julienne, Que.

The grocery stock of John Rowan, of Nanaimo, B.C., is to be closed out by the assignee.

H. C. Killens, grocer and dry goods merchant, of Dunnville, Ont., is asking for an extension.

Page & Storey, grocers, Ottawa, have assigned, and a meeting of their creditors was held on March 24.

Moise Daignault, general merchant, of St. Etienne de Beauharnois, Que., has assigned to Kent & Turcotte.

Henry Lennis, general merchant, Stone-wall, has sold out and is offering to compromise at 75c. on the dollar.

The North Bay Supply Co., departmental store, North Bay, Ont., have assigned to James P. Langley, Toronto.

Morris & Steed, general merchants, of Revelstoke, B.C., have assigned, and a meeting of their creditors was held on March 23.

PARTNERSHIPS FORMED AND DISSOLVED.

J. Jaslow & Co., traders, of Montreal, have dissolved.

Healey & Stanley, grocers, Winnipeg, have dissolved partnership.

Rochon & Lafrance, provisioners, Montreal, have dissolved partnership.

Lantagne & Provencher, general merchants, Plessisville, Que., have dissolved partnership.

FIRES.

W. J. Eastcott, grocer, Ottawa, had his premises slightly damaged by fire; insured.

The Excelsior Vinegar Co., Limited, St. John, N.B., have sustained damage of \$3,000; insurance, \$1,000.

DEATHS.

James Lindsay, general merchant, Fire Valley, B.C., is dead.

W. J. Hasking, grocer and provisioner, Port Arthur, Ont., is dead.

THE CANADIAN GROCER

LENT IS HERE.

We have plenty of **FISH** and want to sell it

LUCAS, STEELE & BRISTOL, Wholesale Grocers, **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.

Merchants Tell us Jams are Not Selling.

BUY
588

STANDARD

Jams, Jellies and
Marmalade

and they will sell, as they are pure fruit and equal to the best imported goods.

Write us or place your order with our travellers.

LUMSDEN BROS.

TORONTO and HAMILTON

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.

Home-made preserves are exhausted. Green apples are done. The good housewife is looking for something to meet the demand for these necessities of the table.

GOODWILLIE'S

GOODWILLIE'S

Preserved Fruits Fill the Bill.

Absolutely pure. Made only of Redpath's Extra Standard Granulated Sugar and the choicest fruits produced in the famous Niagara Peninsula. Not half-decayed before being boiled. Packed in the gardens where grown. Put up in Sealed Pint Jars, one dozen per case.

WE HAVE THEM :

Red Raspberries, Red Cherries, Green Gage Plums,
Lombard Plums, Pears, Gooseberries.

ORDER PROMPTLY AND SECURE BEST ASSORTMENT.

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

We are Sole Agents for—

"Crown"

EXTRACTS—Any flavor.
BAKING POWDER—Tins, 1-lb., $\frac{1}{2}$ -lb., $\frac{1}{4}$ -lb.
TEA—Packages, 25c., 40c., 50c.
COFFEE—Tins, X, XX, XXX.
SYRUP—Bbbs., Half-Bbbs., Kegs, 2 and 3-gal. Pails.



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



ONTARIO.

THE Owen Sound Fruit Packing Co. has shipped since last fall 5,000 barrels of Georgian Bay apples from the new warehouses erected last summer. Most of the fruit goes to London, Eng., and the prices are very satisfactory, considering the unusual heavy crop last season.

The Imperial Biscuit Co., Limited, of Guelph, Ont., has been incorporated with a capital of \$75,000.

Norman Runions, a grocer on Princess street, Kingston, Ont., fell dead in his store a few days ago, while working. He had been in business for 35 years.

William Bremner, of The Grocers' Wholesale Co., Hamilton, Ont., was among the injured in the recent railway accident near Elora. He is suffering from internal injuries, but the doctors think that he will soon be out again.

QUEBEC.

Patrick Moss, wholesale fruit dealer, of Quebec, is dangerously ill as a result of supposed accidental poisoning.

On Monday night fire broke out in the grocery store of Theodule Bergeron, 1522 St. Catherine street, Montreal, and some hundreds of dollars worth of stock was damaged. The prompt arrival of the firemen prevented the flames from spreading further than the basement, although hard work was necessary.

MANITOBA.

The Central Grocery Store of J. L. Munro, Morden, Man., was completely destroyed by fire on March 17.

A. Elbourne, formerly of The Gault Bros. & Co., has secured a position as traveller for the wholesale grocery and fruit house of Foley, Lock & Larsen, of Winnipeg.

Work has been started on the new warehouse which is being erected in Winnipeg by Stobart, Sons & Co. The building will cover a space of 132 by 124 ft., and will have five storeys. It will cost in the neighborhood of \$75,000.

NEW BRUNSWICK.

Daniel Wilson, of Indiantown, traveller for The Maritime Spice Co., who underwent an operation in the Homeopathic Hospital, Boston, last fall, is again sick with his old trouble. His condition is rather serious, but the hope is expressed that it is only temporary.

NORTHWEST TERRITORIES.

The Regina Trading Company will this year make great improvements in their establishment, which will cost about \$22,000.

C. R. McAdam, a well-known commercial traveller, of Winnipeg, who had been in the Regina Hospital for a couple of weeks, has recovered and will return to Winnipeg.

WHERE THE UNITED STATES HAVE FAILED.

It is not a little strange that the two sections of the world in which exports from the United States do not make satisfactory growth are South America and India. In each of these cases the United States imports large and constantly-growing quantities of the products of the countries in question, but makes no perceptible gain in its exports to them. The imports into the United States from South America have grown from £18,000,000 in 1890 to £24,000,000 in 1902, while the exports to South America from the United States in 1890 were £7,700,000, and in 1902 £7,600,000. From India and Ceylon the imports into the United States were in 1890 £4,000,000, and in 1902 £10,000,000, while the exports from the United States to the British East Indies were in 1890 £930,000, and in 1902 only £920,000.—Commercial Intelligence.



SALES

of any line of goods cannot be too large to suit the grocer. **AND** so it behooves him to handle those lines which bring forth best results. By stocking **MacLAREN'S IMPERIAL CHEESE** he very materially increases his

PROFITS.

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

Early Orders Get Best Prices.

Now is the time to buy **Canned Meats**. Those grocers who leave it till later in the season know that they always get caught on higher prices.

We are prepared to quote exceptionally good rates on **Canned Meats for early buyers, and on orders for 5-case lots will pay all freight.**

OUR TRAVELLERS WILL BE PLEASED TO QUOTE YOU PRICES.

THE DAVIDSON & HAY, LIMITED

Wholesale Grocers. TORONTO.

WHAT THE GARDENERS WANT.

The deputation from the Market Gardeners' Protective Association of Quebec and Ontario, which waited upon the Minister of Finance on March 17, asking for a higher protection against American products, submitted the following amendments to the tariff: On asparagus, 3 cents per lb.; cabbage, 3 cents per head; cauliflower, 3 cents per head; vegetables, salted for pickling, 1 cent per lb.; celery, 25 cents per dozen; beans, green, 50 cents per bushel; cucumbers, green, 20 cents per dozen; onions, 40c. per bushel of 56 lbs.; potatoes, 25 cents per bushel; tomatoes, 5 cents per bushel; melons, water, 5 cents each; melons, musk, 3 cents each; spinach, 25 cents per bushel; vegetables not otherwise enumerated and green corn, 25 per cent.

They pointed out that a higher tariff would lessen the outside competition on early produce; and in the above changes they tried as far as possible to equalize the American tariff.

REPRESENTING ANOTHER FIRM.

L. Chaput, Fils & Cie, owing to a rapidly increasing business all over the Dominion, have found it necessary to add three new men to their travelling staff.

Accordingly, they have secured the services of G. Legge, W. L. Hunter and B. Dixon, all well known in their respective routes. Mr. Legge and Mr. Dixon, will call on the Ontario trade and Mr. Hunter's route will be in the Northwest and British Columbia.

DEATH OF A CITY TRAVELLER.

Russell Atkinson, formerly city traveller for Lucas, Steele & Bristol, Hamilton, died a few days ago. He left the employ of Lucas, Steele & Bristol last fall, on account of ill health, and went north in the hope of recuperating. Shortly after the beginning of the year, however, he returned to Hamilton, but without any improvement in health. After his return he gradually grew worse.

Deceased started in a grocery business in Stratford, and subsequently he was with Mr. McEwen and T. J. Doake, of Barnsdale, and later still was head clerk with Fitzgerald & Scandrett, of London. He was universally liked and respected, and a great favorite with everyone. That he had a great many friends in Hamilton was proved last fall, when a handsome presentation was made to him by the grocers and city travellers. A wife and three children are left to mourn the loss of deceased.

GROW TEA TO CHEW IT.

TEA trees grow spontaneously in Siam and on large areas in most of the higher valleys of the chain that divides the waters of the Meping and the Me-Lao and Woung, as well as between these rivers and the Me-Ing and the Me-kong, says Tea and Coffee. These forests of tea trees, known as "Va-Mieng," are cropped principally between the Me-Ing and the Me-Lao. But everywhere the natives crop only a small quantity, for which they pay a slight due, by no means legal, to the village chiefs.

The croppers content themselves with taking off the leaf stalks without any cultivation or attempt at multiplication. Four times a year they harvest the leaves, the first being the best; the green leaves piled up in small packets and first of all boiled with steam, are left aside during two months and, after this maceration, sold under the name of "Mieng," for chewing. The natives do not know that this same "Mieng," sold at a low price, is nothing else than tea. Even were they told this, they would not know how to prepare it. But it is certain the rational cultivation of these large groups of trees by an experienced colonist, with the help of head coolies imported from China or Ceylon, would give excellent results in a region so highly favored by nature.



UPTON'S . . .

Jams, Jellies and Marmalades

are not simply carried in stock by the prosperous grocer—they are **SOLD**. Hence his prosperity.

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

DAIRY PRODUCE AND PROVISIONS

and Cold Storage News.

EASTERN TOWNSHIPS DAIRYMEN.

ON March 17 the Eastern Townships Dairymen's Association opened their convention at Cowansville, Que. Considering the state of the roads a very fair attendance was noted. Professors Ruddick and Robertson delivered two very practical addresses. The former dealt with the question of the coloring of cheese. He proved that in England, where the best Cheddar cheese was made, the average temperature varied but little from 60 deg. In Canada this was impossible to obtain on account of climatic conditions, so it was necessary to procure this artificially, and at the four experimental curing stations established last season by the Government, the temperature was held between 55 and 60 deg. They also proved that ice was the cheapest system for the Canadian farmers to adopt. By the use of a thermograph an automatic and accurate record of the temperature at the different stations had been obtained, and the season's work showed that the cool curing of all the cheese made in Canada would pay the Canadian farmers handsomely; in fact, if they wanted to keep their present position in the English market, they would have to adopt it universally.

The results for last season at the four stations, which were submitted to the convention by the professor, contained some speaking figures. They were as follows:

	Boxes.	Lbs.	Shrink- age.	Sav- ing.	Value.
Woodstock...	11,657	906,560	1.58	14,327	\$1,424
Brockville...	6,644	526,950	1.52	8,050	814
Cowansville.	6,266	494,296	1.34	6,640	662
St Hyacinthe	1,964	143,100	1.66	2,386	238
Totals...	26,531	2,070,906	1.51	31,403	\$3,130

These figures of savings for the season beginning in May, would have equalled \$4,500 on the factories served, instead of as above, which was only during the warm months, or an amount equal to a capital outlay of \$2,000, on each of the factories served, figured at an increase of 6 per cent. This direct benefit should appeal to even the most miserly factory-men. But the direct benefit was not the only advantage, for the average quality of cheese cured in a low temperature was higher than if treated otherwise.

Some figures of results obtained under the two processes were submitted which showed the advantage of curing at a low temperature. The saving on the first lot reaching from August 9 to September 8, was eight ounces in favor of the cool curing room; on the second lot from September 12 to October 11, 1 lb. 1 oz., and on the third lot, from September 13 to October 1, 1 lb. 10 oz. per cheese, of the weight above specified; quite a large difference. Treating the cheese with a coating of paraffine wax was the next matter attended to, and the professor submitted a table which gave results of cheese so treated in a cold curing room

and in an uncontrolled room, and other lots not treated.

The figures were as follows:

Date.	COOL CURING ROOM.		UNCONTROLLED ROOM.	
	Lbs.	Oz.	Lbs.	Oz.
Sept. 12.....	81	0	81	12
Oct. 11.....	80	12	80	4
Shrinkage.....	0	4	1	0
Sept. 13.....	86	0	85	4
Oct. 11.....	85	14	83	8
Shrinkage.....	0	2	1	12
	UNCONTROLLED ROOM.			
	Lbs.	Oz.	Lbs.	Oz.
Sept. 12.....	81	12	82	0
Oct. 11.....	79	0	78	12
Shrinkage.....	2	12	3	4
Sept. 13.....	85	12	83	4
Oct. 11.....	83	6	79	14
Shrinkage.....	2	6	3	6

These results were in favor of the paraffining of cheese when cured at a low temperature, but when not done, they were the reverse. The professor's experience went to show that when the temperature was not controlled, it was not a good thing to coat the cheese with paraffine, as it scaled off and did not look nice. Cured at a low temperature, however, he claimed that paraffining had its advantages, though the statement might be disputed; because as with all new departures, some bad result had been experienced.

Last year's letters from Hodgson Bros., of Montreal, which the professor read, of two different lots, heated under the two processes, held up his statement. In the one case, when the cheese had been coated they realized 6 1-6th per cent., and in the other only 6 per cent., or a difference of 1-6th per cent, and Messrs. Hodgson added that if the market had not then been in a very healthy state when they sold, the second lot would not have fetched the price they did, as quite a lot of fault was to be found with them. He warned the factory-men that although cool curing rooms were in use, dirty milk or very lax methods would still be felt. These would show up, no matter what process was adopted.

When business was resumed Wednesday, W. Eager spoke of the care that should be taken with the milk. This had not been done, and it was proved that in the case of a factory of 40 patrons, receiving 10,000 lb. of milk per day, the milk of five patrons, 500-1000 lb. of it, when bad or greasy, had tainted all the rest; 10 lb. of good milk would produce a pound of cheese, where, on account of the taint, 11 lb. had to be used. This meant that the 35 cleanly patrons were at a loss of one pound of milk per pound of cheese, on account of the laziness and dirt of the five patrons. The experience of the industry last season when the climatic conditions were favorable to the proper condition of milk, was a striking object lesson in this connection. They had realized millions of dollars more money because the quality of the Canadian cheese shipped to England was better. Prof. Ruddick next spoke of proper methods to be used in the making of

first-class creamery butter. He urged that yards and places where the dairy herds were milked should be paid proper attention. On account of the heavy rainfall last year, not so much dust had been seen in these places; this prevented the dissemination of bad flavors in the milk; for when cows were milked in a dusty, dirty yard, the milk could not help absorbing impurities, which affected the flavor of the butter, and also went against its market value.

The flooring of stables and factories was another subject, and he believed that the time would come when no farmer would be satisfied with anything except a cement floor. Proper packing and the right packages were an absolute necessity. Makers of the boxes, had gone beyond the limit of safety in trying to reduce the weight, and the prevalence of bad packages had injured the market standing of Canadian butter. A better parchment paper lining was also necessary. The professor pointed out that New Zealand was away ahead of Canada in this matter. Mould on butter he thought could be prevented by washing the creamery and cooling rooms in a solution of bichloride of mercury of the proportion of 1 to 1,000. It was also necessary to keep a record of the temperature in the factory. Where it fluctuated widely there was some defect in its construction, and a high grade of butter could never be made there. The meeting concluded with the re-election of Mr. Sewell Foster as president, and the old board of directors, and the adoption of the following resolution, which was proposed by Mr. E. E. Spencer, and seconded by Mr. N. P. Emerson:

As the question of gaining and maintaining a uniform standard of excellence in the markets for the production of our butter and cheese factories is the most important consideration that can possibly engage the attention of the dairymen of this Province, the time has now arrived when Government assistance should be asked, in order to protect the interests of this business and of those who have devoted study, time and capital to the development and manufacture of gilt-edge butter and fancy cheese, and to put it on a basis that will gain uniform standard qualities and insure to the patrons, men, qualified by knowledge and training, to handle their milk; to the accomplishment of this end, it is moved, that in the opinion of this meeting of the members and friends of the District of Bedford Dairymen's Association, the Provincial Government should be asked to consider the appointment, with authority, of a qualified commissioner who, upon investigation, will grant licenses to butter and cheese makers to operate factories and manufacture on standard lines, for the joint protection of patrons and makers, and the promotion of the dairy interests of the Province of Quebec.


CHEESEMEN ORGANIZE.

A meeting was held in Bancroft, B.C., on March 13, in order to form a syndicate and engage an instructor. Eleven cheese factories were represented at the meeting.


Before proceeding to the actual business, the cheese board was reorganized and the following officers were elected: President,

RETURNED
JUN 12 1903
*See cut book 9
Page 55*

ROYAL



ROYAL DRY HOP YEAST CAKES



BEST YEAST IN THE WORLD

E. W. GILLETT COMPANY LIMITED
TORONTO, ONT.

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 :

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

<p><i>Hams</i></p> <p><i>Breakfast Bacon</i></p> <p><i>Roll Bacon</i></p> <p><i>Long Clear Bacon</i></p> <p><i>Bologna Sausage</i></p> <p><i>Pork Sausage</i></p>	<p><i>Pure Lard</i></p> <p><i>Full Cream Cheese</i></p> <p><i>Stilton Cheese</i></p> <p><i>English Brawn</i></p> <p><i>Boiled Hams</i></p> <p><i>Boiled Roll Bacon</i></p>
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RELIABLE GOODS AT RIGHT PRICES.

Write or wire for special quotations on car lots.

The Park, Blackwell Co.,

PORK PACKERS,

LIMITED

TORONTO, ONT.

R. Dixon; 1st vice-president, Jas. Har-
yett; 2nd vice-president, Geo. A. Hannah;
secretary-treasurer, D. H. Morrison.

On motion, it was decided to organize
a syndicate and guarantee the instruc-
tor's salary of \$450. After considerable
discussion it was decided that this sum
be raised by a levy on the cheese manu-
factured by each factory, and that the
make of 1902 be taken as a basis.

The factories represented in the syndi-
cate at present are: Hybla, Greenview,
McClure, Lakeview, Beechmount, Bronson,
Egan Creek, Mayo and Carlow, Mc-
Arthur's Mills, Carlow, and it is expected
that at least half a dozen others will
come in before the season opens.

THE MILLION-DOLLAR CORPORATION.

The Dominion Packing Company, of
Montreal, have been organized with a
capital of \$1,000,000. The erecting of the
beef packing plants, which will, it is
claimed, be equal in every respect to
those of The Armour Co., of Chicago,
will be commenced very soon.

The officers of the new company are:
C. Shields, Sydney, president; J. M.
Wiley, Chicago, vice-president and gen-
eral manager; W. M. Doull, Montreal,
secretary; T. S. Kennedy and R. J. Pear-
son, Halifax; and Wm. Hanson, Mont-
real, directors.

One plant will likely be on Prince Ed-
ward Island and the other somewhere in
Nova Scotia. Cold storage warehouses
will be established in Halifax, St. John,
N.B., St. John's, Nfld., Sydney, C.B.,
and probably Montreal and Quebec.

DAIRY PRODUCE.
TORONTO.

BUTTER—The quantity coming to hand
is by no means large, and some difficulty
is experienced in meeting demands in the
higher grades. Creamery butter is especi-
ally scarce, and higher prices are anti-
cipated. Many of the factories, which until
recently were making butter, are now in
full swing making cheese, attracted by the
high prices ruling in that industry. It
must be several weeks yet before the sum-
mer creameries open up, and until then
light supplies must be looked for. We
quote:

	Per lb.	
Creamery prints.....	0 21	0 23
solids, fresh.....	0 20	0 22
old.....	0 18	0 19
Dairy rolls, large.....	0 17	0 18
prints.....	0 18	0 19
tubs, selected.....	0 16	0 18
medium.....	0 15	0 16
common.....	0 12	0 14

CHEESE—Stocks of cheese are in very
small compass and very high prices are
being maintained, the result being that
the consumption has been somewhat cur-
tailed. It is, however, anticipated that
there must be a difficulty in lengthening
stocks to meet the demand pending, new
stocks being available. We quote:

	Per lb.	
Cheese, large.....	0 13 1/2	0 13 3/4
twins.....	0 13 1/2	0 14

MONTREAL.

BUTTER—Fresh made creamery is in
good demand, and the quantity coming
forward is hardly sufficient to supply the
trade. It is expected the make will in-
crease in a couple of weeks' time, when
lower prices will doubtless prevail. Large
dairy rolls have been coming forward
more freely, and there is a tendency to
accumulate stock; prices are a little easier

in consequence. Fresh creamery is 1/2c.
higher, and large dairy rolls 1c. lower.
We quote:

	Per lb.	
Fresh creamery.....	0 22	0 22 1/2
Large dairy rolls.....	0 17	0 17 1/2
Solids.....	0 21	0 22
Held.....	0 18	0 20
Prints.....	0 18	0 18 1/2

CHEESE—The market for fall cheese con-
tinues firm. In England the market is
steady, and if anything is a little firmer.
Dealers report some factories are making
new cheese, and also state that the output
of fodder cheese this year will be about
double that of any previous year, from
present appearances. We quote:

Fine September, per lb.....	0 13	0 13 1/2
Fodder cheese.....	0 12 1/2	0 13

WINNIPEG.

BUTTER—A more unsatisfactory butter
market it would be hard to find. Quite
large consignments are coming in, but a
very small percentage is fit for table use.
Jobbers are offering 16 to 17c., Winnipeg,
for first-class table butter and are not get-
ting enough to supply their customers.
From this the price runs down to 10c.

CHEESE—The holdings in the city are
small and jobbers are now quoting 14c.

THE PROVISION MARKETS.

TORONTO.

The provision market continues firm;
there has been a slight further advance in
dressed hogs, the quantity coming in
being barely sufficient to meet butchers'
demand. There are still inquiries from
across the border for live hogs, which has
the effect to strengthen prices. Lard has
still an upward tendency, and prices gen-
erally maintain a firm character. We
quote:

Long clear bacon, per lb.....	\$0 10	\$0 10 1/2
Smoked breakfast bacon, per lb.....	0 13 1/2	0 14
Roll bacon, per lb.....	0 11 1/2	0 12
Medium hams, per lb.....	0 13	0 13 1/2
Large hams, per lb.....	0 12	0 12 1/2
Rolls, per lb.....	0 11 1/2	0 12
Shoulder hams, per lb.....	0 11	0 11 1/2
Backs, per lb.....	0 14	0 15
Heavy mess pork, per bbl.....	21 00	21 25
Short cut, per bbl.....	23 00	23 25
Shoulder mess pork, per bbl.....	19 00	
Lard, tierces, per lb.....	0 10 1/2	
" tubs.....	0 11	0 11 1/2
" pails.....	0 11	0 11 1/2
" compounds, per lb.....	0 08 1/2	0 09 1/2
Plate beef, per 200-lb. bbl.....	15 00	
Dressed hogs, carlots, per cwt.....	\$7 50	\$7 65
Small butchers' hogs.....	8 00	8 25
Beef, hind quarters.....	7 00	8 00
" front quarters.....	5 00	6 00
" choice carcasses.....	6 00	7 25
" medium.....	5 50	6 00
" common.....	5 00	5 50
Mutton.....	7 00	8 00
Lamb.....	8 50	9 50
Veal.....	8 00	10 00

MONTREAL.

The market for all lines remains firm, in
sympathy with the steady upward tendency
of prices for live hogs. Trade is more
active in hams and bacon, owing to the
near approach of Easter, and a number of
orders have come forward from both local
and country buyers. Pork is moving
fairly well, and the demand for lard is
good. Fairbank's compound lard in tin
pails is now 1/2c. lower than in wooden
pails, instead of 1/4c. lower as formerly.
At present the price in tin pails is the same
as the tierce basis, 8 3/4c., making the
price of 20-lb. tins \$1.77 1/2. It is well to
remember that while tin pails are 20 lb.
gross, wooden pails are 20 lb. net. We
quote:

Heavy Canadian short cut mess pork.....	\$24 00	
Light Canadian short cut clear pork.....	22 50	23 00
Canadian short cut back pork.....	23 00	23 50
American short cut clear pork.....	24 00	
American fat back pork.....	24 50	
Hams, per lb.....	12	14
Bacon, per lb.....	14	15
Extra plate beef, per bbl.....	14 50	15 00
Pure Canadian lard, in tubs, per lb.....	0 10 1/2	
" " pails, per lb.....	0 11	
" " cases, per lb.....	11 1/2	0 11 1/2
Fairbank's "Bear's Head" lard compound, 8 1/2c. tierce basis, with extras as follows:		
60-lb. tubs, over tierce.....	0 00 1/2	
20-lb. wood pails, ".....	0 00 1/2	
10-lb. tins, ".....	0 00 1/2	
5-lb. tins, ".....	0 00 1/2	
3-lb. tins, ".....	0 01	
Snow White and Globe compound, per pail.....	\$1 80	\$1 90
Cottolene pails for 60-lb. tubs.....	0 11 1/2	
20-lb. for tubs, for Que. and Ont.	0 11 1/2	

The tone of the market for dressed hogs
was strong, owing to the scarcity, and
prices have advanced 25c. per 100 lb.
From butchers the demand was good, but
trade was checked on account of the small
offerings. Country dressed sold at \$9.25
to \$9.50, and abattoir \$9 to \$9.75, and in
some cases \$10 was realized.

There was nothing new to note in the
dressed meat market. A good demand
was noted for most lines. Beef is 1c.
lower, fore quarters 1c., lower grade hind
quarters 1/2c., and lower grade fore quar-
ters 1/2c. We quote:

No. 1 beef, hind quarters, per lb.....	\$0 07	\$0 08
fore quarters.....	0 04	0 05
Lower grades, hind quarters, per lb.....	0 05 1/2	0 06
fore quarters.....	0 03 1/2	0 04

ST. JOHN, N.B.

In barrelled pork the firm market con-
tinues. The outlook is for high prices
just a fair business is being done. Beef
is firmer, but prices are not out of the
way. In lard the market is again rather
higher, after the somewhat lower prices.
Market is well supplied. Refined is un-
changed. In fresh beef, some nice do-
mestic is offered, and this helps the price.
Western continues at the rather lower
figures. Veal is quite plentiful and the
price unchanged. Pork is quite firm.
Mutton sells freely. 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 07 1/2
Western beef.....	0 08	0 08 1/2
Mutton.....	0 08	0 08 1/2
Veal.....	0 08	0 08 1/2
Pork.....	0 08	0 08 1/2
Lard, pure, tubs.....	0 11	0 11 1/2
" pails.....	0 11 1/2	0 12
" compound, tubs, per lb.....	0 08 1/2	
" pails.....	0 08 1/2	
" Fairbank's refined, tubs, per lb.....	0 10 1/2	
" pails.....	0 10 1/2	

J. W. Wiley, of The Dominion Packing
Co., Charlottetown, called on the trade
this week with the local representative C.
E. Harding.

WINNIPEG.

BEEF—The best grade of city dressed
brings 7 1/2c., and from that price runs
down all the way to 6c. The offerings of
the week have been light.

MUTTON—Stocks of frozen mutton are
about exhausted, and there is a good de-
mand for fresh killed. Offerings are small
and prices high. The best fresh killed
brings 11c., and lambs (when any offer),
11 1/2 to 11 3/4c.

HOGS—The offerings of dressed hogs
are falling off. As long as packers can
get a fairly adequate supply of live hogs
they do not want dressed, and this con-
fines the demand to the city trade, which,
as spring advances, is never quite so active.
Best dressed hogs are worth 7 to 7 1/4c.

CURED MEATS—Market is slightly lower
on nearly all lines. The demand at present

is rather quiet. Hams, 13½c.; shoulders, 10¾c.; breakfast bacon bellies, 14¾c.; backs, 14½c.; long rolls, 12¾c.; short rolls, 12c.; long clear, 10¼c.; dry salt backs, 12c.

LARD—There has also been a slight decline in lard. Tierces are now 11½c., 50-lb. tubs, \$5.70; 20-lb. pails, \$2.35; 10-lb. pails, \$7.15; 5-lb. pails, \$7.20; 3-lb. pails, \$7.30.

POULTRY—Receipts are confined to a few irregular lots. Frozen stock is pretty well cleaned up. As usual the demand for well dressed marketable stock is far in excess of the supply. Dealers offer from 11 to 12½c. for chickens dressed.

PROVISION NOTES.

A company has been formed and will soon establish in Kansas City a plant for the packing of goat meat in cans for export. In addition, dressed goats will be offered to Kansas City butchers for sale to the public.

Canada sold England \$25,000,000 in butter and cheese last year.

Mr. George Mahon, London, Ont., has been engaged to manage the Leitch's cheese factory, at Caradoc, during the coming season.

The Murray Harbor South Dairying Co., Murray Harbor, P.E.I., have secured the services of George Hicken, Charlottetown, as manager of their factory.

The annual meeting of The Economy and Bass River Butter and Cheese and Manufacturing Co., New Glasgow, N.S., was recently held. The yearly report showed a satisfactory amount of business done.

The annual meeting of The Marland Union Cheese Factory was held on March 20 in Brockville, and it was well attended. Scott & Son, of the Hillbrook Creamery, made an offer to purchase the factory.

A new and expensive machine for pasteurizing all cream will likely be installed by Mr. Barry, of Grand Valley, Ont., in his butter factory. This improvement will give the product of the factory a more even quality and higher standard.

The wholesale butchers of London, Ont., have organized a local union known as the Forest City Butchers' Union, in order to protect the market against The Toronto Abattoir Co., who are trying to sell meat of all descriptions to retailers in London.

At an adjourned meeting of the Lindsay, Ont., council held recently, the town butchers prevented a proposed by-law in which there was a chance to prevent grocers from selling fresh pork and sausages. The council considered that the proposal was unreasonable, and therefore refused to consider the by-law.

Ontario stock breeders will exhibit animals at an exhibition to be held at Woodstock, New Brunswick, on March 27. Among the well-known breeders who will exhibit are:—A. W. Smith, Maple Lodge; John Howden, Whitby; W. M. Young, Young Bros., Whitby; John Bright, Myrtle; Wm. Bright, Myrtle; Thos. Duff, Myrtle; Robert Holtby, Manchester; Chas. Calder, Brooklin; James Leask, Greenbank.

The partnership which has existed between Wm. Smith and Alex. G. Smith, produce dealers, of Sault Ste. Marie, Port Arthur and Fort William, Ont., has

been dissolved. W. Smith will retain the business at Sault Ste. Marie, while A. G. Smith assumes ownership of the business in the two towns. This business, a wholesale one, by the way, was established several years ago by Smith Bros., and was a successful venture from the first.

An informal meeting was held recently between the directors of The Palmerston Pork Packing Co. and members of the town council. Mr. White, who proposes to buy the factory, stated as his conditions that \$12,000 of the \$22,000 bonds guaranteed by the town should be remitted, and that certain other terms in the agreement between the town and company should be modified, especially that providing for an audit of the company's books by auditors appointed by the council. The council would be willing to modify the agreement in minor particulars, but will not agree to remit the debt, which would amount to giving a bonus of \$12,000.

TRADE NOTES.

O. & E. Colletta, Montreal, have been registered as butchers.

Geo. A. Bowes, butcher, Winnipeg, Man., has sold out to L. Westmorland.

Burchill & Howey, butchers, Brandon, Man., have sustained slight loss by fire.

Rochon & Lafrance, provision merchants, Montreal, have dissolved partnership.

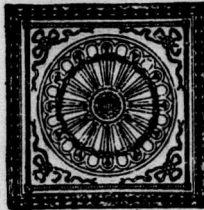
Francis Girardot, tobacco merchant, of Windsor, Ont., has sold out to E. C. Janisse.

Joseph and Alex. Lefebvre, butter and cheese manufacturers, St. Justin, Que., have been registered.

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.

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.

FOR SALE.

FISH—LAKE SUPERIOR SALT TROUT for sale by H. T. Hurdon, Kincardine. (14)

AN OLD ESTABLISHED BUSINESS IN the Annapolis Valley—fancy and staple groceries, flour, feed, coal, etc. Stock about \$5,000. Good family trade. Apply box 13, CANADIAN GROCER, City. 14

FOR SALE—GROCERY DOING GOOD business; good location. Also house and double lot. Easy terms or snap for cash. Wm. H. Anderson, grocer, Cornwall, Ont. (13)

FOR SALE—FIRST-CLASS CONFECTIONERY, bakery and ice cream business; doing first-class trade; good reasons for selling; a snap if taken at once. Apply Box 631, Globe.

SITUATIONS VACANT.

WANTED—EXPERIENCED CLERK FOR grocery, must understand Window Dressing. Steady employment. Box 17 CANADIAN GROCER (13)

BAKER—UP TO DATE ON CAKES, pastry and fancy bread; also young man with one or two years, experience on bread; day work. Apply D. J. Gibson, Orillia. F

BAKER WANTED—SECOND HAND. Apply, stating experience and wages expected to Walter Smith, Strathroy. F

SALESMAN FOR GENERAL STORE MUST be first-class man, with good references. Apply at office, Gordon, Mackay and Co., Limited. F

BAKER WANTED—FIRST CLASS ON bread and cakes; state wage and experience. Apply to H. E. Mann, Sutton West, Ont. F

BAKER WANTED—A GOOD MAN ON bread and cakes; to take second place; three men in shop. Apply to Joseph Farr, St. Mary's, Ont. F

SITUATION WANTED.

A TRAVELLER WITH GOOD CONNECTION in Toronto and Western Ontario is open for situation; hustler. Box 16 CANADIAN GROCER.

AS CLERK IN STORE—FIVE YEARS' experience; best of references; thoroughly understands the business. E. J. Mills, Parry Harbor, Ont. F

BAKER WANTED—FIRST-CLASS ON bread and cake. Apply at once, stating salary, to W. H. McCullough, Box 292, Georgetown, Ont. F

WANTED.

SMALL GENERAL STORE WANTED—at once; in country; must be good stand; state full particulars. Box 216 Globe.

FOR RENT.

FIRST CLASS BAKERY FOR RENT AT 202 Carlton St.; splendid locality; rent twenty-five dollars per month. Apply to James Lumbers, 67 Front St. east, Toronto. F

DEPARTMENT OF ADVERTISING SUGGESTION AND CRITICISM

Edited by
W. ARTHUR
LYDIATT,
Advertising
Specialist,
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.

It is our intention to make this department a regular feature of THE CANADIAN GROCER. To make it the more interesting to our individual subscribers we invite them to write Mr. Lydiatt telling of their situation, the difficulties they have met with in getting adequate results from their advertising, and sending samples of their ads. to receive his impartial criticism. If you want to know how your advertising can be improved, ask.—THE EDITOR.

WEXTRA!! Wuxtra!! Git th'
night Sun, World er Journal!!
Papore!!!

Paper, sir?—want a paper?—and, with a rush, several newsboys waylaid me, quickly surrounded me, and almost demanded that I should buy a paper.

It was at the entrance to the Brooklyn Bridge, about six o'clock one evening last fall, a time of day when thousands of people converge at this point, homeward bound.

I had unconsciously put my hand in my pocket—possibly to see if I had a nickel in change to get my elevated ticket—yet the action was noticed by these newsboys, who evidently took this as a sign that I wanted a paper and was reaching for the penny. I have often noticed how quick these uneducated boys are to “follow-up” any kind of a clue to possible business. It is certainly commendable.

I had occasion to stand at the bridge entrance for a few moments, when my attention was drawn to the methods employed by the different boys in selling their papers.

I saw, in perspective, a miniature world of business, where one fought the competition of others by much the same methods as we do in our larger business life.

There were boys with large stocks, including all the local evening papers. Others carried a more limited supply, confining their efforts to disposing of those most in demand. Still, others sold only one, or perhaps two, different papers, because of limited capital, or, more likely on account of their inability to get rid of a larger supply.

Some sold papers as fast as they could hand them out and take in the money—others did a “fair trade,” and some boys seemed to be always “just behind” some other fellow in reaching a customer.

Typical of his class, one boy stood by one of the immense pillars that support the stairway with his bundle of papers under his arm, waiting for the customers that seldom came. He took it for granted, I suppose, that people took his presence there to mean that he had papers for sale, and that those who felt the need of an evening paper, would approach him

and purchase—“when they wanted anything in his line.” Occasionally he would push a paper under the nose of a passer-by, muttering, “Paper, sir.” I didn't have much trouble keeping track of his sales—they were noticeable, principally because of their small number.

“How like some retailers,” I thought. Open-up shop—hang out their sign—and wait for the trade to come to them. They need lots of patience at first—later on they need money.

Among the more enterprising boys, competition was keen. Each one of the thousands that were continually crowding towards the Bridge, was a possible customer.

A great many of the boys appeared to have “stands,” where the crowds passed thickest, and they didn't fail to let people know that they were there, and what papers they had to sell. I observed that the more aggressive passed through the crowds, constantly repeating their accustomed cry, picking up a “sale” wherever they could. Like the boys who accosted me, they were always on the lookout for any sign that might indicate a possible customer.

I was not surprised that the boys who cried oftenest and loudest, and who kept at it, sold the most papers.

Are not their methods and the results with which they meet, characteristic of the conditions prevailing in ordinary mercantile life?

We find the exact counterpart of each of these classes of boys, among the merchants of any good-sized town. We find that the merchants who ask for trade oftenest and most intelligibly, get the lion's share of the trade, while the man who sits in his store all day and confines his advertising effort to his tongue and the appearance of his store—we generally find “looking” for business.

Such merchants might change things if they would secure space in the local papers and commence to blow their own horns a little. Nearly every merchant thinks his store is better than his nearest competitor's, and he generally has good reason for thinking so. The more

he explains these reasons to the general public the more chances he has of increasing his business.

When the newspapers publish “Extras” you hear the newsboy yell—they realize the selling power of that word in their business—and usually add a few particulars to create a desire on the part of the public for their papers. The more they yell the more they sell. The merchant who proclaims his “Extras”—and every merchant has some—sells more by the same principle.

This advertising is simply asking people—as many as you can possibly reach—to patronize you in preference to others, and if you can give them any good reasons why they should—chances are a large proportion of those you ask, will accept your invitation.

The traveller who calls at your store oftenest, explains the merits of his goods and the methods of his “house” the most interestingly, as a rule, gets the most of your orders in his line—if his goods and arguments possess merit. The proposition you have to deal with in retailing these goods to the public is much the same as that of the traveller who sells the goods to you. You want to know what you are buying—you discriminate—compare quality and price—all the time. The general public do the same, and it's up to you to hustle—“ask and ye shall receive.”

Since it is a recognized fact that the more we ask for business, the more business we get—and since advertising is simply asking for business in different ways, using every argument we can think of to impress people with the desirability of buying in our stores—it seems the solution of the ever-vexing problem “How to get more business” is found in one word—“advertise.”

And every merchant in Canada who wants to hold his own—and get his share of the local trade, with as much more as his enterprise and merchandizing ability shall merit—those who are in business for the purpose of doing business and making money—will find the ways and means open as they begin to “talk shop” at



NEW SEASON'S MARMALADE

EXPERT SKILL IN THE MANUFACTURE COMBINED WITH THE FINEST SEVILLE ORANGES AND THE BEST GRANULATED SUGAR HAVE PRODUCED THE NOW FAMOUS

"ANCHOR" MARMALADE.

GLASS JARS—1-LB. NET.
GEM JARS—WINE QTS.

ITS DELICIOUS FLAVOR SATISFIES THE MOST CRITICAL EPICURE.

IT IS RAPIDLY REPLACING MANY BRANDS OF IMPORTED MARMALADES, BEING UNEQUALLED FOR QUALITY, FLAVOR AND STYLE.

OUR TRAVELLERS WILL QUOTE AND SHOW YOU SAMPLES.

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

every opportunity, to every possible customer.

But, "How shall I advertise?"—that's the question that worries not a few, and it is the question we are going to try and answer, in different ways, in this department each week. There are hundreds of "Hows," each applicable to some individual case, and there is a "Why" for every "How."

The best way to bring out into open discussion those "Hows" with their respective "Whys," that most interest the readers of "The Canadian Grocer" is

for these same readers to ask questions; to ask for information that will be of special value to them—and to send in samples of their newspaper ads. and other advertising matter, for review. Too many cannot come.

Who'll be first?

A NEW TRAVELLER.

W. C. Murray, of Montreal, has joined the travelling staff of E. W. Gillett Company Limited, Toronto, and leaves for the Maritime Provinces this week. Mr. Mur-

ray is an experienced traveller and thoroughly familiar with the trade down by the sea, having represented some of the most prominent manufacturers of Western Canada in that part of the Dominion. The territory covered by Mr. Murray embraces New Brunswick, Nova Scotia, P. E. Island and Newfoundland. It is his intention to reside in his territory, and he will most likely make his headquarters in one of the larger centres. Mr. Murray succeeds T. T. Cartwright, the former eastern representative of this company.

Olive Oil The Best Imported into Canada.

PURE TUSCAN, FINEST CREAM OLIVE OIL.

"Virgin" and "Choicest" Brands

1 gallon tins. Write us for prices before placing any orders, it will pay you to do so.

W. P. Downey, Direct Importer, 20 St. Peter Street, Montreal.

EMPHAZISE to your customers that Quaker Ceylon Tea is grown in Ceylon—

Packed in Ceylon and Sealed in Ceylon into the package in which it is offered for consumption—

This explains its superior fragrance.



QUAKER "CEYLON" TEA

J. A. Mathewson & Co.
MONTREAL

Agents for Canada and Newfoundland.

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

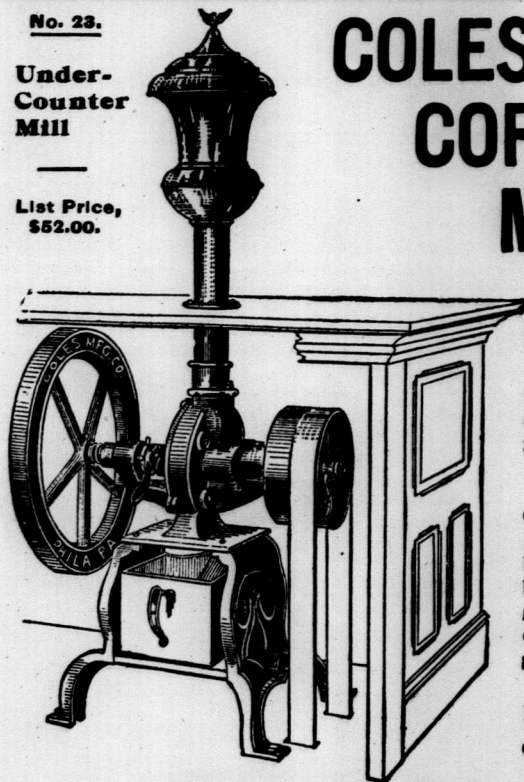
shows you a good profit, but the high quality of the Salt itself is not sacrificed to enable you to *make* that profit. A woman won't lose her temper when she buys Windsor Salt and opens the package at home, because the salt won't cake—there is no impurity in it—each separate crystal is a salt crystal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

Are you open for a profitable deal?
If so, we would like you to buy

PATERSON'S Worcestershire SAUCE.

You can make money with it. It gives you more profit for less labor than any other similar article.

ROSE & LAFLAMME,
Agents, Montreal.

EDITORIAL

The
Canadian Grocer

POSTAL RATES FROM BRITAIN TO CANADA.

WRITING recently from Vancouver, the United States consul there points out to his department at Washington that matter mailed to Canada only carries the same rate of postage as if mailed to any point within the confines of the United States. He goes on to say that the reason he refers to the matter in his report is that he is regularly in receipt of newspapers, etc., on which a 5c. stamp has been placed, when a 2c. would suffice.

This report of the consul should bring home to the people of Great Britain the peculiar disadvantages under which they labor, in comparison with the United States, in sending newspapers and periodicals to Canada.

As our readers are well aware, the Canadian Postmaster-General some weeks ago succeeded in inducing the British Government to allow us to send newspapers and periodicals to points within Great Britain at the same rate as if mailed to points within the Dominion.

In a letter the other day to the Montreal Board of Trade, Sir William Mulock said that it was four years since he first made application to the Imperial Government for permission to do this, so that it has taken all that time to move the postal authorities from their position. While they have, however, conceded this one point, they have so far refused to allow newspapers and periodicals to be mailed to Canada at the same rate which obtains at home.

The newspapers and the magazines, outside those of our own country, which are to be seen in the bookstores and newsstands of Canada are nearly all from the United States. It is a rare thing indeed to see an English newspaper or periodical offered for sale. We should think it no exaggeration to say that for every English publication received in Canada, there are ninety-nine American. The excessive rates on newspapers and periodicals from Great Britain to Canada is not entirely traceable to this fact, but it has, no doubt, materially assisted in bringing about the present condition of affairs.

Politically, the dissemination of Ameri-

can literature is not to the advantage of Great Britain, for in spite of the cordial relations between the two countries, the magazines and newspapers printed in the United States contain much that reflects on British customs and prestige; but there is another phase of the matter, which is not always taken into consideration, and that is in regard to its effect on commerce. British magazines and newspapers contain a great many announcements in regard to the products of the home factories. Naturally Canada is desirous of retaining as much of her home trade as possible, but if the advertisements of other countries are to circulate among our people, they naturally prefer that it should be those of the Mother Country rather than those of the United States, our greatest competitor. This is a point which should influence the British business men and force the Imperial postal authorities to discontinue their shortsighted policy.

MERCHANTS AND BETTER ROADS.

THIS should be a good time to promote the cause of good roads. From all over Canada come reports of quiet trade at country points on account of the bad condition of the roads.

This is nothing new. It is the experience of every spring. That, however, at the same time is no excuse why efforts should not be made to minimize the evil.

With trade almost at a standstill in many parts of the country, the loss must be very large indeed every spring to both business men and the farmers. By putting the roads in proper condition the interruption with traffic at this time of the year would be very much reduced. It will cost money to do this; but where an intelligent effort has been made to improve country roads, the results obtained have more than warranted the expenditure.

If the business men in country places would actively preach the subject of good roads, and impress upon the farmers in their respective localities the financial advantages which would accrue therefrom, vehicular communication between the farm and the store would become less interrupted, business would be more regular and payments prompter.



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.
WINNIPEG - - - Western Canada Block.
J. J. Roberts.
LONDON, ONT. - - - Hiscox Building.
Walter H. Lindsay.
ST. JOHN, N.B. - - No. 3 Market Wharf.
J. Hunter White.
NEW YORK - Room 802 New York Life Bldg.
W. T. Robson.

Subscription, Canada and United States, \$2.00.
Great Britain and elsewhere - 12s.

Published every Friday.

Cable Address | Adscript, London.
| Adscript, Canada.

CANADA'S FOREIGN TRADE.

THE remarkable proportions of Canada's foreign trade when compared with the population of the country has aroused considerable comment from time to time. In the year ending June 30, 1901 (the year the census was taken), our population was 5,338,083, and our total exports and imports, \$386,903,157, showing a trade of over \$72 per capita. Last year the total trade was \$423,910,444, and our estimated population 5,500,000. Thus our foreign trade aggregated at least \$77. Our foreign trade this year, if the growth shown in the past seven months be continued, will be over \$460,000,000, which would show a foreign trade of over \$80 for every man, woman and child in the Dominion.

We hear so much of the "industrial supremacy" of the United States that it is interesting to point out that the total foreign trade of the United States last year was \$2,330,022,888, less than \$30 per capita. And what is still more significant is that Canada's foreign trade is much larger than that of the United States in 1850, when that country had a population of 23,191,876. Canada may not have a large population, but it is a factor in the world's commerce.

AN ERA OF EXPANSION.

MUCH has been said and written regarding the wonderful developments—industrial, commercial, national—which have taken place in Canada during the past few years, and of the more wonderful expansion prophesied in the immediate years to come. Yet too much has not been said.

The phase of the question, however, that interests the retail merchants is what this development is likely to mean to his business. There is no doubt but that the past six or seven years have added materially to the volume of business done by the average retailer. In many cases the retailers have been enabled to put their business on such a sound basis that the question to-day is, what should be the next step of progress?

Some may reason that their business has about reached its limits, that they can well afford to use some of their capital for enterprises entirely outside and apart from their regular business. This opens up new dangers, and dangers which may lead to unexpected difficulties. No matter how successful a man may be in one line, he handicaps himself when he divides his interests, when he devotes time and thought to matters quite foreign to his retail business. He may not be able to concentrate enough thought on either to make it pay as well as that which has hitherto received his undivided attention.

Andrew Carnegie's advice, "Put all your eggs in one basket," was given by a man whose judgment is recognized as sound.

Then, if a retailer has reached what seems to be the limit of his business, yet has some surplus capital to invest, what is he to do? Extend his own business into lines which he can sell to his present customers.

BARBADOS MOLASSES FIRM.

A letter received from Barbados, under date of March 16, stated that the crop of molasses is exceedingly short, the opinion being that it will not exceed 25,000 puncheons.

So far it is estimated that 7,500 puncheons have been sold, the delivery for

the bulk of which extends into May, and which has not yet dripped from the sugar. Orders on hand not yet bought amount to 2,500 puncheons.

According to this letter, then, 10,000 puncheons have been sold; and this has been more than confirmed by a cable received on Wednesday, March 25, which states that half the crop has been marketed.

There seems to be no doubt but that the position of Barbados molasses is very strong, and that prices may go as high as 40c. is the opinion of more than one operator.

DOING ONE'S BEST.

NOTHING is lost by putting one's best effort into one's work. Customers, employers or the public may at times be tardy in recognizing worth, either in services rendered or in quality of goods offered for sale, but to do things thoroughly is the only highway to success.

Success is not merely obtaining applause to-day, or finding a market for to-day. Success is permanency. In manufacturing goods or in selling them; in laboring for himself or for someone else, it is the spirit that should actuate all men.

There are some who pretend at least to be doing their best where the single object is to courting praise. When impelled by such motives no man can really do his best. He may try to persuade himself that he is doing his best. But while he may deceive some people part of the time, he cannot deceive them all the time.

The best is only done when the aim is perfection, whatever the possibilities of reward or recognition may be. In other words, in the manufacturing of goods or in the selling of them; in the performance of any duty either important or unimportant, there must be the same spirit that stimulates the artist in the painting of a picture or in carving a thing of beauty from a cumbrous block of stone. In the artist we call this quality love of art. In the merchant we call it love of business, and in the manufacturer love for the particular class of goods which he makes; in the employe, love for excelling in the performance of duties.

But, however intense a man's desire may be to do a thing well, he can only do this when he has mastered his business, his profession or the details of his vocation, whatever it may be. He has, therefore,

to be diligent in learning before he can do well that which is appertaining to his vocation.

WILL IT SETTLE IRELAND'S WOES?

The Bill introduced on Wednesday, March 25, in the British House of Commons to provide for the purchase of Irish estates by the tenants makes a free gift of \$60,000,000 for the purpose, and furthermore, the borrowing of \$500,000,000 to be loaned to the tenants of 3¼ per cent. interest.

The sums involved are enormous, and, no doubt, exceed the imagination of nearly everyone who had attempted to guess the amount that the Government would be prepared to devote to the land purchase scheme. At the same time, large and all as it is, if it will only remove the factors which have been disturbing Ireland for 1,000 years, no one will scarcely begrudge it.

Great Britain owes Ireland much, but there seems to be evidently a strong disposition to liquidate the liability, and with interest.

THE SEIZURE OF WAGES.

A BILL is before the Quebec Legislature providing that no seizure can be made by creditors on wages less than \$10 per week, and it is not surprising that the Montreal grocers are preparing to put up a strong opposition to its becoming law. They should be supported by all other retail associations in the Province.

If such a Bill were to become law it would be a strong inducement to many whose salary was under the above amount to deal dishonestly with the merchants from whom they bought goods. Unscrupulous persons could use such a law to protect them from paying debts that they were easily able to pay; and such persons would, no doubt, run up bills trusting to the convenience of this law to relieve them of the responsibility of the debt.

Under the present law one-fifth of the wages can be seized, and this gives some protection to the merchants. With a law allowing of no seizure whatever, the merchant would have no protection and would be saddled with bad debts no matter how leniently he may have felt towards a customer, or how generously he may have been prepared to deal with him who could not pay. The merchant, true, might make it a point to inquire into the wages of certain customers and their ability to meet their bills, but it would very probably result in his giving deep offence to many of those who had asked for "trust" and who were quite worthy of it.

COUNTRY ROAD SYSTEMS.

By A. M. CAMPBELL, Commissioner of Highways.

ONE of the most important developments of the good roads movement in Ontario has been the appropriation of \$1,000,000 by the Legislature to aid in the improvement of country roads. The motive for this step has, very largely, been to encourage county councils to assume the management of the most heavily-travelled roads in each county, thereby forming them into one class, in the construction and maintenance of which the most efficient superintendence, plans, methods and machinery can be employed. One third of the cost of constructing or reconstructing the roads assumed under a county system will be paid by the Provincial Government, and the Act is so framed as to give county councils the first opportunity to accept this aid. Should any counties fail in this, a proper proportion will be given to townships fulfilling certain prescribed conditions. A sufficient period has not yet elapsed to permit an estimate of the extent to which the Act will perform its mission, but at the present time county councils are everywhere interesting themselves in the matter.

By-laws under this Act have passed all stages in Wentworth, Simcoe and Lanark; the Wentworth by-law including the purchase of all toll roads within the county. Hastings and Wellington already have systems of county roads which they propose to bring under the Act. Action towards systems of county roads has also been taken in the counties of Carleton, Elgin, Oxford, Frontenac, Prince Edward, Lennox and Addington, Huron, Middlesex, Victoria, Essex and Brant.

In Simcoe, one of the largest counties of the Province, the by-law provides for establishing a system of 400 miles of leading roads. This having failed to receive the assent of over two-thirds of the municipal councils, as required by the Act, it was submitted to a vote of the rate-payers and carried by 1,457 majority. The Wentworth by-law was the first to be fully adopted. This provides for the purchase of 38 miles of toll roads at a cost of \$71,000, and the improvement of 62 miles of other roads at a cost of \$48,000. The Lanark by-law provides for a total system of 90 miles, upon which they propose to expend \$100,000, including the Government grant of \$35,000. Of this about 17 miles are now toll roads, which, it is anticipated, can be purchased at a cost of \$17,000. The county of Carleton proposes to expend \$300,000 on 300 miles of leading roads, including \$30,000 granted by the Govern-

ment, this system to include also the toll roads of the county.

The two counties in the Province which now have well-defined county systems are Wellington and Hastings. The Wellington system comprises 144 miles, to which it is proposed to add 26 miles, and to make a sufficient expenditure in the improvement of these roads extending several years, to avail themselves of a Government grant of \$32,000.

The county roads of Hastings are frequently referred to as a practical example of a county road system, they having been maintained by the county for 40 years. The management is vested in a road committee of from five to seven members, appointed at the beginning of each year, by the county council, this committee electing a chairman. The county has a permanent superintendent of roads, whose duty it is to meet, report to and consult with the road committee from time to time, as may be necessary. The superintendent organizes gangs of five to seven men, each under a foreman, for the purpose of constructing roads and keeping them in repair.

Each foreman reports to the superintendent, the superintendent reports to the road committee, and the committee reports to the council. The foremen and men are appointed by the committee, with the advice of the superintendent. The men are given continuous employment for most of the year, dependent on their rendering good service.

Each gang is moved from point to point where work may be needed, and work is done where it is needed the most, with no inducement to slight it. At the same time every ratepayer becomes a road supervisor, for if he finds a man or foreman shirking his work, he at once notifies the council for the division and the matter is attended to without delay.

Under this system the men become skilled in their work and the foreman becomes expert. The superintendent knows all details. The committee becomes conversant with the progress and character of the work done, and with the work needed to be done. Through the committee, the council becomes equally well informed.

Under this system the good roads of Hastings have been extended from year to year. Of first-class gravel roads under the county council there are now over 400 miles, while the influence of these roads on township road improvement has been very great. Every neighborhood has its cheese and butter factory, and good roads are constructed from the main lines to

these by the townships. The townships have been relieved of the cost of caring for the main lines of travel, and are in many ways encouraged to perfect their own roads. As soon as the snow is off the ground in this county, the means of communication are as good as in midsummer. The cost of maintaining these roads is about \$12,000 annually, or \$30 per mile. Bridges are very numerous on the county roads, there being about 100, and \$3,000 is raised annually for maintaining these and for extending the county road system. The county has a full outfit of roadmaking machinery, including a grader, a rock crusher, a traction engine and roller, these alone enabling the county to do much more finished and economical work than can individual townships.

The people of Hastings have every faith in their system of road management, and have no thought of giving up their county roads. These good roads, and the increase of comfort and convenience they have produced, have largely advanced the value of property all over the county. The difference between five and 10 miles to a market has become a matter of little consequence. The agent of The Canada Company states that he values land at the rear end of the county at double the price of almost adjoining lands in the counties of Addington and Peterboro'.

CANNED GOODS SYNDICATE.

It is officially announced that a joint stock company, under the name of the Canadian Cannery Consolidation Companies, has been incorporated with a capital of \$2,500,000; it is a consolidation of the interests of the leading fruit and vegetable packers in the Dominion.

The provisional directors include among others: David Marshall, of The Aylmer Canning Co., Aylmer and Hamilton; W. P. Innes, of The Simcoe Canning Co., of Simcoe and Hamilton; W. A. Ferguson, of The Delhi Canning Co., Delhi; A. W. Hepburn, of A. C. Miller & Co., Picton; Hugh Malcolmson, of The Kent Canning Co., Chatham; Russell Bowlby, of Bowlby Bros., Waterford; F. R. Lalor, of The Dunnville Canning Co., Dunnville; H. I. Matthews, of The Lakeport Preserving Co., Lakeport; W. Boulter, of W. Boulter & Sons (packers of the celebrated Lion brand of canned goods), Picton; and Samuel Nesbit, capitalist, of Brighton.

PERSONAL MENTION.

Mr. A. B. Hogarth, Tilsonburg, was in Toronto most of last week attending the meetings of the A.O.U.W.



"The Four Corners of the Earth"—show not the equal of

"SALADA"

**Ceylon
Teas.**

THEY ARE SURELY "THE WORLD'S PREFERENCE."

THEIR PURITY, FLAVOR, AND ALL ROUND DELICIOUSNESS HAS MADE THEM ACCEPTABLE TO THE MOST CRITICAL OF TASTES.

 THERE ARE OTHER TEAS,  BUT NONE LIKE THESE.

THE SALE NOW EQUALS 21 PACKETS FOR EVERY MINUTE OF OUR LIVES, OR EQUIVALENT TO 11 MILLION PACKETS PER ANNUM.

BLACK OR
NATURAL GREEN

TO PRESERVE THEIR GOODNESS
SOLD IN SEALED PACKETS ONLY.

25, 30, 40, 50 and 60c.

"Salada" Toronto, Montreal, Chicago and New York.



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.



As Popular as Ever!
Lily White Gloss Starch
in Toy Trunks.

Handsome and Useful Package Carrying Goods of
Highest Quality

Brantford Starch Works, Limited
Brantford, Ont.

MARKET AND MARKET NEWS

ONTARIO MARKETS.

GROCERIES.

Toronto, March 26, 1903.

HERE has been little activity in the home markets during the past week, there being little inclination to do other than meet absolute immediate requirements. Undoubtedly the difficulty of transit at this season is a great factor to be reckoned with, and there is a general feeling that with the opening of navigation, better trade will follow. Still, in addition, it would appear that jobbers are disposed to reduce stocks materially. There has been little to remark in canned goods. Coffee markets are generally inactive with prices slackening to a fall. Nuts remain firm in price, owing probably, to the moderate stocks held, and to the steady, though small, demand. Rice is reported as maintaining prices well. The sugar market has not been marked by great activity, and there is a slight tendency of weakness regarding price.

Both home and foreign markets report slowness regarding spices, but prices remain steady. The demand for syrups continues good and previous quotations remain. In molasses there has been a temporary stoppage of field operations which had a firming influence upon the New York market. There has been little movement in the tea market since last week. On the street particularly, business is slow. In addition to the Ceylon green mentioned in our last report there have been transactions in both China and Japan greens with Chicago and New York. Practically the whole of last year's Indian crop has now been shipped. The London market reports prices of good teas as being maintained at fully up quotations. In foreign dried fruits trade has been slow, having had to give way to the still large stocks of apples on hand.

CANNED GOODS.

There has been little movement in these goods since our last issue, the demand having been of an ordinary character. Sardines, notably the higher brands, are getting increasingly scarce. The French sardine fisheries are practically at a standstill and in a state of destitution, owing to the scarcity of fish. The Portuguese sardines are coming forward very large and coarse. The prospects, therefore, as regards the higher brands, are of a distinctly unsatisfactory character. We quote:

Apples, 3's.....	0 90	1 00
" gallons.....	2 20	2 25
Asparagus.....	2 75	3 00
Beets.....	0 60	0 95
Blackberries, 2's.....	1 50	1 70
Blueberries, 2's.....	1 00	1 25
Beans, 2's.....	0 90	0 85
Corn, 2's.....	2 00	2 10
Cherries, red, pitted, 2's.....	2 30	2 50
" white.....	0 95	1 00
Peas, 2's.....	1 00	1 10
" sifted.....	1 25	1 30
" extra sifted.....	1 00	1 50
Pears, 2's.....	1 75	2 00
3's.....	1 50	1 60
Pineapples, 1 1/2's.....	1 30	2 00
2's.....	2 25	2 40
3's.....	1 55	1 65
Peaches, 2's.....	2 50	2 75
3's.....	1 10	1 25
Plums, green gages, 2's.....	1 00	1 10
" Lombard.....	1 00	1 10
" Damsen, blue.....	0 95	1 00
Pumpkins, 3's.....	2 65	2 85
gallon.....	2 10	2 25
Rhubarb.....	1 40	1 65
Raspberries, 2's.....	1 50	1 75
Strawberries, 2's.....	0 85	1 00
Succotash, 2's.....	1 50	1 65
Tomatoes, 3's.....	3 35	3 70
Lobster, talls.....	1 75	1 85
" 1-lb. flats.....	1 00	1 25
" 1/2-lb. flats.....	1 50	1 80
Mackerel.....	1 35	1 40
Salmon, sockeye, Fraser.....	1 55	1 60
" Northern.....	1 05	1 15
" Horseshoe.....	0 95	1 00
" Cohoes.....	0 13	0 14
Chums.....	0 19	0 20
Sardines, Albert, 1's.....	0 14	0 22 1/2
" Sportsman 1's.....	0 08	0 10
" Portugese 1's.....	0 25	0 27
" P. & C., 1's.....	0 35	0 38
" F. & C., 1's.....	0 03 1/2	0 04
" Domestic, 1's.....	0 09	0 11
" Mustard, 1 size, cases 50 tins, per 100.....	8 00	9 00
Haddies.....	1 00	1 10
Kipperd herrings.....	1 00	1 55
Herrings in tomato sauce.....	1 00	1 70

CANNED MEATS.

Comp. corn beef, 1-lb. cans.....	1 50	1 65
" 2-lb. ".....	2 65	2 75
" 6-lb. ".....	8 00	8 25
" 14-lb. ".....	18 50	
Lunch tongue, 1-lb. ".....	3 00	
2-lb. ".....	6 00	
English brawn, 1-lb. ".....	1 50	1 60
English brawn, 2-lb. ".....	2 75	2 85
Camp sausage, 1-lb. ".....	1 50	1 65
2-lb. ".....	2 65	3 00
Soups, assorted, 1-lb. ".....	1 00	1 50
2-lb. ".....	2 20	
Soups and Boull, 2-lb. ".....	1 80	
6-lb. ".....	4 50	
Sliced smoked beef, 1/2's.....	1 50	1 70
1's.....	2 65	2 80

COFFEES.

The market here has been indifferent. Except in green coffee no progress is reported. The New York market reports coffee as flat, with prices tending to decline. The European advices also report quiet markets with the same inclination regarding prices. The movement of the Brazil crop continued large for the season of the year, and it was upon this fact, together with the excessive supplies in sight and reports of a large Brazil crop to be marketed during the season of 1903-4, that the present decline is based.

We quote:

	Per lb.
Green Blos, No. 7.....	0 07
" " No. 5.....	0 07 1/2
" " No. 4.....	0 08
" " No. 3.....	0 08 1/2
Mocha.....	0 09 1/2
Old Government Java.....	0 23
Santos.....	0 23
Plantation Ceylon.....	0 22
Porto Rico.....	0 26
Guatemala.....	0 22
Jamaica.....	0 22
Maracaibo.....	0 15
	0 13

NUTS.

Although the season for nuts is now practically over there still continues a

limited but firm trade. The stocks being low, prices are maintained. The New York market reports a firm trade and prices strong. We quote:

	Per lb.
Brazil.....	0 15
Valencia shelled almonds.....	0 30
Tarragona almonds.....	0 12
Californian almonds.....	0 19
soft shell walnuts.....	0 13
Fornegetta almonds.....	0 49
Jordan shelled almonds.....	0 09
Peanuts (roasted).....	0 08
(green).....	0 08
Cocoanuts, persack.....	3 75
per doz.....	0 60
Grenoble walnuts.....	0 13
Marbot walnuts.....	0 11 1/2
Bordeaux walnuts.....	0 11 1/2
Sicily filberts.....	0 11
Napies filberts.....	0 09 1/2
Shelled walnuts.....	0 27

SUGAR.

There is nothing of particular interest to note since our last issue. The weakness of raws noted in our last report developed further, and sales of centrifugals have been made in New York on the basis of 2c., cost and freight, New York, showing a further decline of 1-32c., making in all a decline of 3-32c. from recent highest point, 88 per cent. Beet sugar has declined 1/2c. for the week, it is now quoted at 8.3 basis, f.o.b. Hamburg, for prompt shipment. This is equal to the parity of 4c. 96 per cent. centrifugals on New York, duty paid basis, while the quotation for centrifugals noted above is the equal of 3.69, duty paid, from which it will be seen that there is still a difference of 30c. per 100 lb. in favor of cane sugar. The tone of the market is quiet at the moment with buyers indifferent to offerings of nearby sugars, though probably lots for distant delivery would interest refiners on current basis of values. The refined market is without feature, and the demand, both in Canada and the United States, is slow at present time. The outlook, however, for good trade in the near future is bright, and buyers seem only to be waiting for a more settled state of affairs in the raw market, which, coinciding with the near approach of the season of large consumption, would greatly stimulate buying. Meltings in United States three ports for week ending March 18, remain at former figure of 30,000 tons, while receipts for same period last year were 37,453 tons. Combined stocks of United States and Cuba were 457,457 tons, against 455,541 tons at same time last year, the increase being barely 2,000 tons, while total stocks of Europe and America at latest uneven dates show a decrease of about 240,000 tons.

On Thursday, March 19, the United States Senate by a vote of 50 to 16 ratified the Cuban Reciprocity Treaty with the amendment of the Foreign Relations Committee noted in our last issue, which means that the Treaty will not become operative until passed by both Houses of Congress, and it is possible that an extra session of Congress will be called early in the fall for this purpose. If not, the matter will, of necessity, be deferred until the regular meeting of Congress next December. We quote domestic refined as follows:

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**

McGregor's Home-Made

MARMALADE

The best thing on the market.

Strictly Clean and Absolutely Pure.

PACKED IN

Quart Gems—16-oz. Glass—10-oz. Glass.

Try sample shipment. Write for prices.

CLEMES BROS.,

TORONTO.

THE MARKETS

VEGETABLES.

There is no change in the vegetable market this week. Trade is fairly good. This is the season of the year when there is exceedingly little variation in the market; when the field-grown vegetables come in there will be a greater fluctuation in the prices. We quote:

Cabbage, per doz.	0 40
Cabbage (red), per doz.	0 50
Carrots, per bag.	0 40
Parsnips	0 50
Turnips	0 50
Onions	0 75
Beets	0 50
Lettuce, per doz.	0 35 0 40
Mint and parsley, per doz.	0 20
Artichokes, per peck	0 25
Fresh onions, per doz. bunches	0 10 0 15
Rhubarb	1 00
Radishes, per doz. bunch	0 40 0 50
Mushrooms, per lb.	0 60

COUNTRY PRODUCE.

EGGS.—The trade in eggs has made rapid advancement. The supply coming to hand has been very plentiful and enabled dealers to meet all demands. The prices have dropped so rapidly that in some cases country shippers have sold at a loss, and the feeling is that prices have about reached bottom and that a steady market will ensue. It is generally accepted amongst exporters that if a profitable foreign trade is to be done this coming season, eggs must be bought at much lower rates than last year, the trading last year having resulted in heavy losses, not alone in Canada but also in the United States and British markets. We quote:

New laid.	Per doz.	0 13
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BEANS.—There is little trade doing in beans, and prices have fallen in consequence. We quote:

Handpicked.	Per bush.	2 00 2 25
Prime.	Per bush.	1 50 2 00

DRIED AND EVAPORATED APPLES.—The demand for these has fallen considerably in sympathy with the large stocks on hand of green apples. We quote:

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

HONEY.—Trade in honey continues slow, attributed generally to the incoming of syrups. Prices remain at the previous quotations. We quote:

Extracted clover, per lb.	0 08½ 0 09
Comb, per doz.	1 50 1 75

POTATOES.—The potato market cannot be considered to be very good at the present time, but prospects are brightening, and it is thought that there will be an exceedingly good market before the season ends. Shipments from Ontario have not been coming in as fast as they should, but that deficiency is made up by the increased number from Quebec. There is not much change in the city trade. We quote:

Eastern stock, on track, per bag.	1 00
Best Ontario stock, on track, per bag.	1 05 1 10

FISH.

Fish show little change this week. The stock of frozen fish is about done. Within 10 or 12 days it is expected that shipments of fresh fish will come in, and the market will be influenced considerably. Extra smelts are no longer on the market. We quote:

Trout, per lb.	0 08
Pike	0 04½ 0 05
British-Columbian salmon, per lb.	0 05 0 10
White fish, per lb.	0 07 0 08
Mackerel	0 15 0 20
Halibut	0 09 0 10
Live lobsters	0 25

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,

H AND H
TRADE MARK

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.**

WILLARD & CO.

Wholesale Produce and Commission Merchants.

Consignments Solicited of

BUTTER, EGGS, POULTRY

and all kinds of Produce. Prompt returns.

86 Front St. E., - **TORONTO.**

Winnipeg Brokers.

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Wholesale Commission Merchant and Broker.

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

E. NICHOLSON

Wholesale

Commission Merchant

and Broker.

Correspondence Solicited from
Manufacturers and Shippers.

WINNIPEG, MAN.

THE MARKETS

QUEBEC MARKETS.

GROCERIES.

Montreal, March 26, 1903.

Oysters, standard, in small pails	3 75
" " large	6 25
" " selects " small	4 65
Smoked ciscoes, per basket	1 25
Digby herring, per bundle	0 75
Finnan haddies, in 15 lb. boxes	0 07 0 08
Pure boneless cod	0 06 1 07
" " 2 doz. box	1 80
Quail on toast, per lb. in boxes	0 05 1 04
Boneless cod	0 04 1 00
Kipperd herring, per box of 5 doz.	1 00
Labrador herring, in 1/2-bbls.	3 00
Lake herring, in 100-lb. kegs	4 00
Salt sea salmon, per 100 lb.	8 00 10 00
" " mackerel, per kit	2 00
Sea " " per 100	1 50 1 60
Bloaters, Yarmouth, per box	1 10 1 25

GRAIN, FLOUR AND BREAKFAST FOODS.

GRAIN.—The grain market this week is very dull. All dealers are holding back shipments until the opening up of navigation, and, therefore, there is very little doing. Navigation will, it is expected, open within a week or ten days, when things may be expected to liven up very considerably. The price of red wheat has come down 1c. and of oats, 2c. per ton. The markets remain otherwise unchanged. We quote:

Red wheat, per bushel, on track Toronto	Per bbl. 0 73
White wheat " " " "	0 74
Barley " " " "	0 40 0 45
Oats " " " "	0 33
Peas " " " "	0 76
Buckwheat " " " "	0 54
Rye, per bushel, " " " "	0 53

FLOUR.—Much the same can be said about the flour as about the grain market. It is very dull, but it will certainly pick up when navigation opens. Prices remain unchanged. We quote:

Ontario patents, in bags	3 35 3 71
Hungarian patents	4 19 4 20
Manitoba bakers	3 75 3 90
Straight roller, per bbl.	3 40 3 50

BREAKFAST FOODS.—The market in these lines is fairly good. The prices remain unchanged with the exception of rolled oats, which have dropped considerably. In bags there is 20c. reduction and a corresponding fall in other forms. We quote:

Oatmeal, standard and granulated, carlots, on track	4 10
Roller oats, standard, carlots, per bbl., in bags	3 60
" " " " " " " " in wood	3 75
" " " " " " " " for broken lots	3 75
Roller wheat, per 100-lb. bbl.	2 25
Cornmeal	3 40
Split peas	4 75
Pot barley in bags	4 00
" " in wood	4 15
Swiss food, per case	2 88
Aunt Sally's Pancake Flour, per case	2 00

SEEDS.

The seed market remains much the same. The demand is fairly good in all lines. The prices remain unchanged. We now quote:

Red clover, ex warehouse here	6 30 8 00
Alsike " " " "	5 25 8 50
Timothy " " " "	2 00 2 75

HIDES, SKINS AND WOOL.

WOOL.—The market remains the same as last week. The demand for calfskins is still good. The hide and wool markets remain weak. There is no change in the prices.

HIDES.—We quote:

No. 1 green, per lb.	0 07 1/2
" " 2 " " " "	0 06 1/2
" " 1 " steers, per lb.	0 08
" " 2 " " " " "	0 07
Cured, per lb.	0 07 1/2 0 08 1/2

CALF SKINS.—We quote:

Veal skins, No. 1, 6 to 14 lb. inclusive	0 10
" " " 2 " " " "	0 08
" " " 1 15 to 20 lb " "	0 09
" " " 2 " " " "	0 07
Deacons (dairies), each	0 60 0 70
Sheepskins	0 90 1 00

WOOL.—We quote:

Unwashed wool, per lb.	0 08 1/2 0 09 1/2
Fleeced wool	0 15 0 16
Pulled wools, super, per lb.	0 15 0 17
" " " extra " " " "	0 18 0 20
Tallow, per lb.	0 06 0 06 1/2

BUSINESS during the week has been fairly active in staple groceries, and orders continue to arrive freely to be filled after navigation opens. Vinegar is now in good demand, and all orders taken during the winter at old prices will be filled on the opening of navigation. Among the changes of the week are dried apples, which are 1/2c. per lb. lower, now selling in barrels at 5c. per lb. The privilege of selling Eddy's matches in 100-case lots at the list price, less a trade discount of 7 1/2 per cent., has been withdrawn, and the lowest price these matches are sold to-day in any quantity is at the price of a 5-case lot. The Empire Tobacco Co., in order to push the sales of their "Bobs" chewing tobacco, are giving a bonus of 1 lb. free with boxes and caddies, and 1/2 lb. free with 1/2 boxes and 1/2 caddies. Evaporated apples of good quality are considered cheap now at 6 1/2c. Some goods are reported to be offered at less than this price, but buyers should first make sure of the quality. "G" rosin has advanced and is now being quoted at \$3.50 per 280 lb. Canary seed is again higher, the latest advance being one of 1/2c. over last week. This makes the price 6 to 6 1/2c. French truffles have advanced in France from 12 to 15 per cent. on some of the sizes.

SUGAR.

The demand for sugar has been fair during the week, and no feature of importance has developed on this market. The price is unchanged, business being done on basis of \$3.90 for granulated and \$3.25 for No. 1 yellow. The New York market remains quiet at \$4.80 for granulated. Our quotations are:

Granulated, bbls. and bags	\$3 90
" " 1/2-bbls.	4 05
Paris lump, boxes and bbls.	4 45
" " 1/2 boxes and 1/2-bbls.	4 55
Extra ground, bbls.	4 30
" " 50-lb. boxes	4 50
" " 25-lb. boxes	4 60
Powdered, bbls.	4 10
" " 50 lb. boxes	4 30
Domino lumps, boxes and bbls.	4 35
" " 1/2 boxes and 1/2-bbls.	4 45
Phoenix	3 89
Cream	3 65
Bright coffee	3 60
" " yellow	3 60
No. 3 yellow	3 55
No. 2 " "	3 35
No. 1 " "	3 25

TEAS.

There has been no change in the price of teas on the local market. Japan teas of medium grade run from 17 1/2 to 18 1/2c., and 23 to 24c. for finest qualities. Ceylon blacks are worth 12 to 14c. for medium and 22c. for finer. The demand is not large for any sort. China greens are moving moderately well. Pingsuey gun-powders are steadily held at 15c. for common grades and 26 to 28c. for finest.

SYRUPS AND MOLASSES.

Barbados molasses is the all-absorbing topic on this market at present. Syrups and other molasses than Barbados are slow and unchanged in price. It is expected now that the crop of Barbados will not exceed 27,000 puncheons, being from 10,000 to 15,000 puncheons short of an average crop. The first cost now is 16c., and 21c. is quoted f.o.b., Barbados, which means 34c. here. There is little old Barbados left on this market, not enough to affect the price of the new crop, and there seems no good reason to

doubt an importers views that 40c. will yet be quoted. The price locally is 2c. higher than last week, and a further advance is not at all unlikely. We now quote:

Barbados, in puncheons	0 32
" " in barrels	0 34 1/2
" " in half-barrels	0 35 1/2
New Orleans	0 16 1/2 0 17 1/2
Antigua	0 24
Porto Rico	0 38
Corn syrups, bbls.	0 02 1/2
" " 1-bbls.	0 02 1/2
" " 1/2-bbls.	0 03
" " 38-lb. pails	1 30
" " 25-lb. pails	0 90

SPICES.

There is nothing of importance to report as regards this market. Locally the trade doing is of small volume and prices are unchanged. Speaking generally, however, the tone of the market is firm, especially in the case of nutmegs and peppers. Quotations are as follows:

Nutmegs, per lb., as to size	0 35 0 50
Penang mace, per lb., as to quality	0 60 0 70
Pimento, ground	0 15 0 18
Cloves	0 18 0 22
Pepper, ground, black (according to grade)	0 17 0 22
" " white	0 25 0 27
Ginger, whole Cochin	0 17 0 19
" " Japan	0 13 0 14
" " Jamaica	0 18 0 20
" " Afghan	0 12 0 13
" " ground Japan	0 15
" " Cochin	0 19 0 20
" " Jamaica	0 18 0 20
" " Afghan	0 13 0 14

RICE AND TAPIOCA.

The demand for these staples has kept up well during the spring season. No particular change has occurred except in medium pearl tapioca, which is quoted from 2 1/2c. up, instead of from 2 1/2c. This is not a reduction, the price being quoted according to quantity. Rice is unchanged. We quote:

B rice, in bags	3 15
" " 1/2-bags	3 20
" " 1-bags	2 25
" " pockets	3 30
In 10-lb bag lots an allowance of 10c. is made.	
CC rice, in bags	3 05
" " 1-bags	3 10
" " 1/2-bags	3 15
" " pockets	3 20
Imported Patna rice	4 25
In the open territory prices are about 10c. less.	

"MOUNT ROYAL" FANCY RICES.

Mandarin Patna	4 25
Japan Glace	4 50
Imp. Glace Patna	4 50
Crystal Japan	4 75
Polished Patna	3 87 1/2
Indian Bright	3 50
Java Caroline	3 50
Laure	3 75
Snow Japan	4 87 1/2
Japan Ice Drops	5 25
Tapioca, medium pearl	0 02 1/2 0 03
" " seed pearl	0 03 0 03 1/2
" " flake	0 04 1/2 0 05

CANNED GOODS.

Gallon apples are a little easier, and quotations are down to \$1.75, a reduction of 10c. since last week. Corn is still occupying the thoughts of dealers. Indications are that the prices of the new pack will be very high. Stocks in both jobbers and canners' hands of old corn, however, are reported to be fairly large. We quote:

Tomatoes	1 50
Corn	0 90
Peas	0 95 1 20
String beans	0 80 0 82
Strawberries	1 35
Succotash	0 85
Blueberries	1 10
Raspberries	1 45 1 60
Gooseberries	1 45
Pears, 2s	1 60 1 70
" " 3s	2 10 2 15
Peaches, 2s	1 65 1 70
" " 3s	2 50 2 75
3-lb. apples	0 85 0 90
Gallon apples	1 75
2-lb sliced pineapples	2 20 2 30
Grated pineapples	2 50
Pumpkins, per doz.	0 90
Spinach	1 50
Sugar beets	0 95 1 00
Salmon, pink	0 92 0 95
" " spring	1 25
" " Rivers Inlet red sockeye	1 30
" " Fraser River red sockeye	1 50

THE MARKETS

The
Canadian Grocer

FOREIGN DRIED FRUITS.

The demand for some dried fruits has been good. Figs and dates are slow, and there is little movement in Sultana raisins. Currants and Valencia and Californian raisins, however, have gone fairly well, and prunes are in good demand. Evaporated fruits are also freely inquired for. Quotations are:

CURRENTS.	
Fine Filiatras, per lb. in cases	0 04
" " cleaned	0 05
" " in 1-lb. cartons	0 06
Finest Vostizzas "	0 06 1/2
Amalias "	0 07
SULTANA RAISINS.	
Sultana raisins, per lb.	0 09 1/2
VALENCIA RAISINS.	
Finest off-stalk, per lb.	0 07 1/2
Selected, per lb.	0 07 1/2
Layers	0 08 1/2
FIGS.	
Comadres, per tapnet	1 20
Elemes, per lb.	0 10 1/2
DATES.	
Dates, Halloweys, per lb.	0 04 1/2
CALIFORNIAN EVAPORATED FRUITS.	
Apricots, per lb.	0 11
Peaches "	0 09 1/2
Pears "	0 12
MALAGA RAISINS.	
London Layers	1 75 1 90
" " Connoisseur Clusters	2 15 2 50
" " Royal Buckingham Clusters, 1-boxes	1 15
" " Excelsior Windsor Clusters, 1-boxes	4 50 4 60
" " " "	1 30 1 40
CALIFORNIAN RAISINS.	
Loose muscatels, per lb.	0 07 1/2
" " seeded, in 1-lb. packages	0 09 1/2
" " in 12-oz. packages	0 08 1/2
PRUNES.	
30-40s.	Per lb. Per lb.
40-50s.	0 10
50-60s.	0 08 1/2
60-70s.	0 08
70-80s.	0 07 1/2
80-90s.	0 07 1/2
90-100s.	0 06 1/2
Oregon Prunes (Italian style) 40-50s.	0 07 1/2
" " " " 50-60s.	0 07
Oregon prunes (French style) 60-70s.	0 07 1/2
" " " " 90-100s.	0 04 1/2
" " " " 100-120s.	0 04 1/2
NUTS.	

There is no quotable change on the local market. A decline of 2c. is reported in the new crop of Brazil nuts, but on this market prices have not been affected. The demand is light all round. We quote:

Walnuts, per lb.	0 12 1/2	0 13
Tarragon almonds, per lb.	0 12	0 13
Shelled walnuts,	9 25	0 26
Shelled almonds,	0 27	
Filberts, per lb.	0 09 1/2	
Pecans,	0 15	
Brazil nuts, per lb.	0 14 1/2	0 15 1/2
Peanuts, roasted, according to the brand, per lb.	0 07 1/2	0 11

GREEN FRUITS.

The market during the past week has been quite active on most lines. New cucumbers have arrived in limited quantities on this market and are quoted at \$2.50 per dozen. Spinach is being offered at \$3.25 per barrel and asparagus at 90c. per bunch. Some Boston lettuce is on the market at \$1.20 per dozen. Pineapples have advanced about \$1, and Californian celery is also higher. We quote as follows:

Florida oranges, per box	6 25
Jamaica " per barrel	3 00
California navels, per box	5 00 5 50
Valencias, 714s,	3 50
" 420s,	5 00
Messina lemons,	4 00 4 25
New Californian lemons	2 50 2 75
Cocoanuts, per bag of 100	3 75
Bananas, per bunch	3 50
Canadian cabbage, per box	2 00
Potatoes, per bbl.	0 25 0 40
Canadian apples, in bbls.	1 15 1 30
Spanish onions, per crate	1 75 3 50
" " per case	0 40
Sweet potatoes, per bbl.	2 00
Malaga grapes, per keg	5 50
Cranberries, per bbl.	5 50 7 00
Yellow and red onions, per bbl.	11 00 15 00
Pineapples 25 to the case	1 50

Almeria grapes, fancy heavy weights, per keg	7 25
" " choice	7 00
" " ordinary, per keg	6 50
Californian celery, per case	6 00
Grape fruit	3 75 4 50
Tomatoes, 6 baskets to the crate	6 00
Californian cauliflower, per crate	3 25
Tangerines, 1-boxes	3 25
Cucumbers, per doz.	2 50
Asparagus, per bunch	0 90
Boston lettuce, per doz.	1 20

FISH.

Business in frozen fish is practically done for the season. There is not much on the market and prices are very irregular. Some frozen dore is still left and is nominally quoted at 6c., with fresh at 7c. Alaska salmon is being quoted at \$14 per barrel. There is no British Columbian salmon on the market. Fresh sea fish is arriving in fairly good quantities and the price is low. There is no fresh lake fish in, but arrivals are expected shortly. The season is almost over for Malpeque shell oysters, and really sound goods are hard to obtain. The trade are looking forward to the spring fishing. We quote:

Haddies	0 06	0 06 1/2
Smoked herring, per box	0 15	
Fresh haddock and cod, per lb.	0 04	
Dore, per lb.	0 07	
Pike,	0 04 1/2	
Halibut, per lb.	0 08	
Salmon,	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	
No. 1 Scotch herring,	6 50	
" " per keg	0 95	
Holland herring, per keg	0 70	0 80
No. 1 green codfish, per bbl.	4 50	
No. 1 large green codfish, per bbl.	5 50	
Boneless cod, 1 and 2-lb. blocks, per lb.	0 06	
Loose boneless cod, per lb. in 40-lb. boxes	0 05	
Dried codfish, per 100-lb. bundles	4 00	
Alaska salmon, per bbl.	14 00	
Standard bulk oysters, per gal.	1 40	
Marshall's kippered herring, per doz.	1 45	
Canadian kippered, per doz.	0 90	
Canadian sardines, per 100	3 50 3 75	
Canned oysters, No. 1 size, per doz.	1 31	
Canned oysters, No. 2 size, per doz.	2 29	
Malpeque shell oysters, per bbl.	6 00 7 50	

COUNTRY PRODUCE.

EGGS.—The market has declined considerably since our last report owing to increased receipts. With the quantity of eggs that are coming forward dealers do not expect there will be any reaction in price. Complaints are being received of some lots supposed to be new laid, being mixed with a considerable sprinkling of old eggs. This was expected, as quite a lot of old stock is still held in the West. Prices have steadily declined since our last report, for new laid, from 17c. to 13c. We quote:

New laid, per doz.	0 13
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POULTRY.—Poultry is scarce, but for whatever stock is on the market, prices remain unchanged. We quote:

Choice turkeys	Per lb.	Ducks	Per lb.
Choice chickens	0 14 1/2	0 12	0 13
Fowls	0 11 1/2	0 10	0 11
	0 09	0 10	

POTATOES.—The market is firm, as supplies are not excessive, and the demand in a jobbing way continues fairly good. We quote:

Choice Stock, per bag	1 00
Ordinary, per bag	0 95
Jobbing lots, per bag	1 10 1 15

BEANS.—The demand for beans is limited. Choice primes in small lots are 10c. lower, and primes in carlots 10c. Dealers expect prices to go still lower in a few weeks. We quote:

Primes, in small lots	1 90 1 15
Primes, in carlots	1 80 1 85

HONEY.—No improvement in the demand for honey has been experienced, and the market is dull. Dealers say this is because some new maple syrup is now on the market. We quote:

White clover, in comb.	0 12 1/2	0 13 1/2
White strained, in 60 to 70-lb. tins	0 08 1/2	0 09
Buckwheat strained, per lb.	0 06 1/2	0 07

MAPLE PRODUCTS.—A fair trade is being done in maple products. Owing to the mild weather the make this year is small and supplies are slow coming forward. We quote:

New syrup, in wood, per lb.	0 07
Old syrup, in large tins	0 70 0 80
Old syrup, in small tins	0 50 0 60
Syrups, wood, per lb.	0 05 0 05 1/2
Sugar, per lb.	0 10

ASHES.—The market for ashes remains quiet with no change in prices to note. We quote:

First pots	4 60 4 70
Seconds	4 00 4 10
Pearls, per 100 lb.	6 25

FLOUR AND GRAIN.

FLOUR.—There was nothing new to note in the flour situation. Business remains quiet, and dealers say this is accounted for by the roads. In Manitoba grades millers report business up to the average for the season, but Ontario dealers say that trade is extremely quiet, as buyers have ample supplies on hand at present. Regarding the export trade it is understood that quite a good amount of Manitoba flour has been sold for shipment from this port in May. We quote:

Choice Manitoba spring patents	4 10
Seconds	3 90
Strong bakers	3 50
Straight rollers	3 50 3 60
Winter wheat patents	3 75 4 00

Dried Apples

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

The W. A. Gibb Co.
7 Market St., Hamilton



READ THIS

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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Established 1860.

Geo. Wells & Matthews

Commission Merchants,
Live Stock, Grain and Produce Salesmen,
SYDNEY, N.S.W., AUSTRALIA.

We are prepared to act as Canadian agents for shippers of flour and all lines of produce. Communications invited, consignments received, and information supplied as to market value here.

Head Office:
Corporation Buildings, Sussex St.,
Cable address: "Wells" } **SYDNEY, N.S.W.**
Code: A. B. C. }

THE MARKETS

GRAIN.—The tone of the private cables on all lines of coarse grains continues of a very discouraging nature, as they describe the market as being very gloomy, with little prospects for any improvement in the near future. No change was noted in the local condition, business being dull, and, in the absence of any important transactions, prices are nominally unchanged. Peas are ¼c. lower. We quote:

Rye, east.....	0 51
Peas.....	0 69½
Corn, new.....	0 38 0 38½
Barley, east.....	0 48½ 0 49
Barley, west.....	0 44
Oats, ex-store.....	0 36½ 0 37

FEED.—The tone of the market for millfeed was steady under a fair demand. We quote as follows:

Manitoba bran, in bags.....	19 00 20 00
shorts.....	22 00
Ontario bran.....	19 00
shorts.....	20 00
Meal, as to quality.....	23 00 28 00

ROLLED OATS.—Business in oats remains quiet and chiefly of a jobbing nature. Prices have declined quite a little since last report. Rolled oats in carlots, per bbl., are 20c. lower; per bag, 10c., and jobbing lots per bag, 15c. We quote:

Rolled oats, in carlots, per bbl.....	3 65 3 85
" per bag.....	1 75 1 85
" per bbl. in jobbing lots.....	4 25
" per bag.....	1 85

BALED HAY.—A fair trade was done in baled hay, but the demand for export is slow, owing no doubt to the bad state of the market abroad. We quote:

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

RAW FURS.

The March sales commenced this week in London. Reports have not been received yet as to the changes in prices, but these will be known next week. Offerings during the season have been fairly good, and dealers do not look for any marked advance in prices. They, however, refuse to admit that prices are to be lower. Quotations are fairly high at present, though, and a big reduction would surprise no one. We quote:

MONTREAL NOTES.

Barbados molasses is again higher. This time 2c. per gal.

When evaporated apples are offered below 6½c., look out for the quality.

The Empire Tobacco Co. are giving a pound of "Bobs" chewing free with each box or caddie. For a 24-lb. box you only pay for 23 lb.

NOVA SCOTIA MARKETS.

Halifax, March 23, 1903.

THE wholesale grocery trade, though fair, has not made the improvement which was expected during the last week. This is partially accounted for by the fact that the state of the roads throughout the country is very bad, and business is in consequence retarded. Another week will see much improvement in this respect and the regular rush of spring trade will be over. On the whole, the prosperous conditions of trade make up to a large extent for any shortage in the volume of goods moving. Payments are being well met, and there seems to be plenty of money in circulation throughout the country, and the general prospects are good for a heavy business during the next three or four months.

The price of staple articles is almost unchanged. Flour is steady and settled down to a basis of prices prevailing before the recent advance, Manitobas being freely quoted at \$4.80 to \$4.90. There has not been so great a demand as was expected, but causes already mentioned, tended to this effect. Cornmeal is firm, and for reasons given previously, is scarce; price unchanged. The millers

here hope to be in a better position with regard to procuring corn very shortly. Rolled oats and oatmeal are in good demand and unchanged in price.

The produce markets during the last two weeks have been extremely dull, and very little more than a local business has been done. Beef is coming in more freely now and is much easier, with a slight decline in price. Eggs also are coming in more freely, and the wholesale quotation is given at 15c., a reduction of 3c. since a week ago. Butter is easier, but there is only a limited quantity of fresh creamery coming in—hardly enough to supply the local demand. Hay is moving quite freely at about \$10.50 for best. Oats are firm at recent quotations. It is expected now that the Island steamers are free of the ice, and many of the harbours in the Island open to navigation, there will be a large quantity of oats thrown on this market, and spring prices may be easier.

A new and unusual market has opened up this season in Newfoundland for farm produce, and considerable quantities are going forward by steamer. Hay is quoted there at \$20 to \$24, according to quantity and quality; oats are quoted at 60c.; potatoes at \$2.40 per bbl. These prices give quite a margin of profit to exporters. The market is, however, not large, and with heavy shipments will decline to more normal prices.

The sugar market locally is unchanged, but the article is firm and may be subject to advance. Molasses are firm, as stocks are running very low. Reports were received last week from Barbados and Antigua that there was an advance of 1 to 2c., and wholesalers who have been holding off for the market to settle from the opening prices of the season, may have to pay more than if they had bought a month ago. Some small lots from St. Kitts, Antigua and Demerara arrived last week by the steamer Dahome for Halifax parties. This is the first spring importation.

There is about the usual amount of business being done in fish, shipments going forward by every steamer, but the Southern markets are not greatly improved. Considerable fresh fish is coming in, and there is a good demand on the local market, which will keep up until the termination of Lent.

The Dominion Packing Company is preparing for a heavy summer's work, and will go largely into the fresh meat supply. The company is now arranging for a cold-storage plant at Sydney, and may eventually build one in Halifax. They have been giving such fair prices for hogs that it is said the farmers will this season supply their milk to the butter factories rather than the cheese factories, as the buttermilk is better for feeding hogs than whey. Many of the farmers there will go into raising bacon hogs on an extensive scale.

R. C. H.

BEAVER—Labrador and choice Eastern.....	Large \$6.00	Medim \$5.00	Small \$2.75	Kitts \$1.15	50-75	3	4	5	6
Territory Rocky Mountains and Western.....	6.00	4.00	2.00	50-75	3	4	5	6	7
Strictly Prime, or, No. 1.....	4.00	3.00	2.00	50	3	4	5	6	7
Partly Prime, or, No. 2.....	3.00	2.00	1.50	40	3	4	5	6	7
Uprime, or, No. 3.....	2.50	1.50	1.25	25	3	4	5	6	7
Flat, weak, or poor, or, No. 4.....	15.00	10.00	7.50	6.00	3.00	2.50	2.00	1.50	1.00
BEAR—Black—Choice only.....	12.00	7.00	5.00	2	3	4	5	6	7
Brown.....	1	2	3	4	5	6	7	8	9
BADGER—Of all sections.....	.50	.25	.10	.05	3	4	5	6	7
FISHER—Eastern and far North-Eastern.....	6.50	5.00	3.00	2.00	1.75	1.50	1.00	.50	.50
Territory and Western.....	6.50	5.00	3.50	2.00	1.00	.50			
FOX—Red—North-Eastern and similar fine bright red kinds.....	4.00	2.75	1.25	.75	.20				
Territory and Western.....	4.00	2.75	1.40	.50	.20				
Dark Fair Pale.....	2	3	4	5	6	7	8	9	10
Cross—Value principally as to beauty, also size & richness.....	10.00	7.00	4.00	2.50	1.50	1.50	1.00	.50	.50
Silver—Eastern and far Northern.....	75.00	50.00	25.00	20.00	9.00	4.50			
Pacific Coast, Territory and Western.....	50.00-60	35.00	20.00	15.00	5.00	2.50			
LYNX—Far North-Eastern.....	4.00-5.00	2 to 3.50	2.25	2.00	.75	.25			
Territory and Western.....	4.00-5.00	2 to 3.50	2.25	2.00	.60	.20			
MARTEN—British Columbia, Northern Pacific and similar.....	7.00	5.00	2.50	1.75	1.00	.25			
Territory and Western.....	3.50	2.25	1.50	1.00	.60	.20			
Quebec and Ontario.....	3.00-3.50	2.25-3.00	2 to 2.25	1.00	.50	.25			
MINK—Halifax, far North-Eastern and choice.....	4.00	3.25	2.50	2.25	1.50	.30			
Territory and Western.....	1.50-2.00	1.50	1.00	.75	.25	.15-25			
MUSKRAT—Eastern, best large.....	10 to 13	8 to 10	2 to 5						
Territory and Western.....	5 to 10	.07	2 to 4						
OTTER—Labrador and far North-Eastern.....	Large \$10-\$14	Small 7.00-10	5.00	2.50	2.00	1.00 to \$2.00			
Territory and Western.....	6.00	4.50	3.50	2.25	.50	.25 to .50			
RACCOON.....	Large 75-1.25	Small .60-75	.33-50	.25	.15				
Black—Value according to darkness, size and beauty.....	2.25	2.00	1.00	.50	.25				
SKUNK.....	Black 75-1.25	Sh rt 75	St 40-50	Long 05-15	White				
WOLVERINE—Value according to darkness, size and beauty.....	Dark 5.00	Brown 4.00	Pale 2.50	1.50	.75	.25			
CASTOREUM.....	\$5.00 to \$8.00 per pound.								

THE MARKETS

The
Canadian Grocer

NEW BRUNSWICK MARKETS.

St. John, N.B., March 23, 1903.

BUSINESS continues to show improvement. In one line, winter port business, the season is nearly over. It has been our most successful season. While we have a regular service to London all the year, we have no direct steamer to Liverpool during the summer. These we greatly need. We hope with its new line the C.P.R. will supply this. This is a matter which should have the attention of the Government, and that is communication with Prince Edward Island. The disgraceful conditions of the past season ought not to be allowed to be repeated. In markets, there are few changes. Beans are easier and molasses tends higher. In cream of tartar, the high prices continue.

OIL.—While trade is rather quieter than last year, there is still a large movement, and the high prices hold. Lubricating oils are beginning to move. Sales have been large and the market is a firm one. Paint oils are also moving. Linseed is low, but are firmly held. Turpentine continues firm at the high price. We quote:

American Water White	0 22	1 00
Best Canadian	0 21	1 00
Prime	0 20	1 00
Linseed oil, raw	0 64	1 00
" " boiled	0 67	1 00
Turpentine	0 95	0 96
Cod Oil	0 29	0 31

SALT.—In Liverpool coarse salt full prices are asked. The tendency is toward rather higher prices. Wise buyers are getting their orders in for shipment before the last of the regular Liverpool steamers arrive, as by securing shipment from ship's side, they save landing and storage charges. In fine salt, particularly Canadian, there is an improved sale. We quote:

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

CANNED GOODS.—There is an improved business. Corn and peas are firmly held, because of an improved demand. Tomatoes are too high to sell as freely as formerly. There is quite a large stock of corn. Fruits have an improved sale. Gallon apples have more inquiry. Some are still selling at low figures. There is some inquiry for blueberries from outside points. Stocks are not large. Meats have more attention. There is quite an effort to push American goods by the packers, but they have to go to the retail trade. Salmon have a fair inquiry, but the market seems easy. Domestic fish are quite firm. We quote:

Tomatoes, 2's	\$1 25	1 40
" 3's	1 60	1 75
Corn	0 90	1 10
Peas	0 95	1 10
String beans	0 85	0 85
Strawberries	1 65	1 75
Blueberries	1 25	1 25
Raspberries	1 60	1 70
Pears, 2's	1 60	1 75
" 3's	2 10	2 25
Peaches, 2's	1 65	1 75
" 3's	2 50	2 75
3-lb. apples	0 95	1 00
Gallon apples	2 00	2 10
2-lb. sliced pineapples	2 00	2 30
Grated	2 00	2 50
Pumpkins, per doz.	1 10	1 10
Sugar beets	0 95	1 00
Salmon, pink	0 95	1 05
" spring	1 15	1 25
" Rivers Inlet, red sockeye	1 25	1 30
" Fraser River	1 50	1 50
Domestic sardines, oils, 4	3 00	3 25
mustards, 1	2 85	3 00
Kipper herring	3 25	3 50
Finnan haddies	3 25	3 50

GREEN FRUITS.—Oranges are large sellers, chiefly Valencia's. Prices are rather higher. Some Mediterranean are offered, but it is early. Jamaica's are about out of the market. Californians have but a small sale. In lemons, quite large stocks are held. Rather firmer prices rule. Bananas, while moving more freely, are not yet taking their large place. Apples are unchanged. The cheap grades are lower, but best stock brings good prices. Ontario apples continue to be received. They have held the market this season as perhaps never before. We quote:

Californian navels, per box	3 00	3 75
Valencia's, 71's	5 00	5 50
" 42's	4 00	4 50
Messina lemons	3 00	3 50
Cocoanuts, per bag of 100	3 50	3 50
Bananas, per bunch	2 00	2 00
Potatoes, per bbl.	1 75	2 00
Canadian apples, in bbls.	1 75	3 50
Sweet potatoes, per bbl.	5 50	5 50
Malaga grapes, per keg	5 50	7 00

DRIED FRUITS.—A car of Californian goods, chiefly seeded raisins, was received this week. In raisins, our market is well stocked, and since these stocks were bought, prices have largely advanced. Dealers find it difficult to get full prices. In prunes, prices are still low. Dates are firmly held. Currants are low. New York supplies our market. Cleaned goods, in cartons, have the demand. Evaporated apples are rather firmer, but they are still low. Onions sell at any price. Egyptian are quoted and will soon be on the market. Opening price is rather lower than last year. We quote:

CURRANTS.	
Fine Filiatras, per lb. in cases	0 04
" " cleaned	0 06
" " in 1-lb. cartons	0 06
VALENCIA RAISINS.	
Finest off-stalk, per lb.	0 07 0 07½
Selected, per lb.	0 07½ 0 08
Layers	0 08 0 08½

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

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

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

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

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

PRUNES.	
Per lb.	Per lb.
30-40s	0 08½ 70-80s
40-50s	0 08 80-90s
50-60s	0 07½ 90-100s
60-70s	0 07

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

ONIONS.	
Yellow and red onions, per bbl	1 75 2 00

DAIRY PRODUCE.—In butter, the market is overstocked with poor grades, and for this grade prices are lower. In best stock, the supply is light and full prices are quickly obtained. Eggs are rather easier. There is a good supply and the sale is large. Cheese is high and scarce. We quote:

Butter, creamery prints, per lb.	0 22	0 23
" " creamery solids (fresh made), per lb.	0 22	0 24
" " dairy rolls, large	0 18	0 20
" " prints, per lb.	0 20	0 22
" " tubs, selected, per lb.	0 18	0 20
Eggs, new laid, per doz	0 16	0 18
case stock, per doz	0 15	0 16
Cheese, per lb.	0 14	0 15

SUGAR.—Dealers continue to hold large stocks. The market is a firm one and

higher prices, it is felt, must come soon. There is a fair sale. We quote:

Paris lumps, in 50-lb. boxes	5 00
100-lb. "	5 00
Redpath's granulated	4 10
St. Lawrence	4 10
Acadia	4 05
Bright yellow	3 75
No. 3	3 75
No. 2	3 45
No. 1	3 45

MOLASSES.—The price in Barbados continues to advance. Present figures are high. As steamers are not bringing any Barbados, it will be late arriving. A cargo of Porto Rico here is held at full figures. It was sometime before the holders would name prices. There is a fair stock of old still held. We quote:

Barbadoes	0 25	0 28
Porto Rico	0 33	0 35
New Orleans	0 28	0 30

FISH.—The sale is for fresh fish, chiefly cod and haddock. Receipts are quite good and prices rather easier. Finnan haddies are also easier. In dry cod and pollock, there is no change and a fair business is being done. Smoked herring are still high. Pickled are getting scarce, but the season of sale is about over. We quote:

Haddies, per lb.	0 05	0 05½
Smoked herring, per lb.	0 11	0 12
Fresh haddock and cod	0 02	0 02½
Boneless fish	0 04	0 05
Pollock, per 100 lb.	1 75	2 00
Pickled herring, per half-bbl.	2 00	2 15
Dry cod	3 50	3 65
Pickled shad, half-bbl	6 00	6 00
Halibut	0 12	0 13

FLOUR, FEED AND MEAL.—Prices in flour and meal are at least no higher. There is improved business. Beans are rather lower. There is a fair sale. Barley and split peas are in fair demand. Peas continue very high. There is, among the wholesale men, quite an interest in seeds. Orders have been placed and goods are shortly expected. Much business has been done by Western houses with the larger retail trade direct. We quote:

Manitoba flour	84 80	4 90
Best Ontario	4 15	4 20
Medium	3 95	4 00
Oatmeal	4 50	4 60
Corncorn	2 85	2 90
Middlings, in small lots	26 00	28 00
Oats	0 40	0 44
Hand-picked beans	2 30	2 40
Prime	2 20	2 30
Yellow eye	3 00	3 25
Split peas	5 25	5 50
Barley	4 25	4 40
Hay	9 00	10 00
American timothy	2 00	2 15
Canadian	2 70	3 15
Red clover	0 11½	0 15
Mammoth clover	0 15	0 15½
Alsike	0 13	0 15

NOTES.

P. A. Thomson, representing Heintz pickles in the Maritime Provinces, was in the city this week.

The Maritime Spice and Coffee Company have received a direct shipment of Jamaica cocoanuts.

A. L. Goodwin has received another car of Ontario apples. This is likely to be the last car of the season.

F. R. Tippet distributed to the trade this week a car of Californian dried fruit shipped by Griffen & Skelly.

Ganong Bros., while greatly crippled by their fire, are still offering some lines, and within a short time expect to be again fully in line.

Jones & Schofield have had a large season's business in cheese. They give special attention to this line. They have still a few on hand.

NEW OFFICES.

We call the attention of our customers to the New Address of our Toronto Branch. We are now located at 29 Church Street, corner Colborne Street.

Mail orders receive prompt attention.

Samples furnished on application.

S. H. EWING & SONS
96 KING ST., MONTREAL.

Toronto Branch, 29 CHURCH ST.
TELEPHONE MAIN 204.

Telephone Bell Main 65
Merchants 522.

Telephone orders receive prompt attention.

OTTAWA TRADE GOSSIP.

THE grocery trade is reported fairly good considering bad weather and poor condition of the country roads. Nothing of great importance has taken place in prices. Most lines remain unchanged. The price of sugar is as last reported, namely, \$2.97 for granulated, and \$3.22 for yellows. The market looks steady at these figures. Molasses has advanced somewhat owing to the opening markets in Barbados going higher. Prices here now are 28 to 29c. for hogsheads and 32 and 33c. in barrels and half barrels.

B rice is firm at \$3.35 a cwt., and \$4.25 to \$4.50 for Patna. Sago and tapioca are still quoted at low figures. Dried fruits are in good demand. The price of primes ranges from 6½c. for 80 to 90's, and ¼c. higher for each larger size. Evaporated apples are worth 6½c. for extra good stock. Eastern orders for hams and bacon are being booked at 12½ to 13c. for hams, and 14 to 15½c. for bacon. The egg market has been dropping gradually, so that no great losses have been made by sudden drops that sometimes happen at this season of the year. Eggs

are quoted to-day at 13½ to 14c. for pickled stock. Good butter is still scarce. Choice dairy is almost impossible to get. Rolls (round lots) are worth 18 to 19c.; creamery, in bulk, 21c.; creamery, prints, 23c.

* * *

At the Fruit Exchange, business in green fruits has been brisk. The apple season is winding up, and Mr. Hurst, the manager, reports a satisfactory season. Prices, he says, have panned out better than was anticipated. A car of Californian oranges will be sold this week which will have more interest attached to it than any which has ever been sold before; the fact being that the oranges are grown by an all-Canadian company who have gone into the business in California and are endeavoring to cater especially to the Canadian trade. The company is known as The Rialto Packing Co. of California. Mr. Hurst says that their oranges are very fine. The banana trade has been very large. So far this season six times as many bananas have been sold in Ottawa as in the past. This is owing to the fruit being shipped direct in large quantities. The prices received have paid well.

The maple syrup season looks as if it is about over. Owing to the mild weather the season has about gone, and the trees will soon commence to bud, if such weather continues. So far very little pure syrup has arrived. A great deal of syrup manufactured a good many miles from a sugar bush is being sold as the pure article at from 80 to 90c. per gal.

* * *

P. O'Connor, who for the past 26 years has been in the grocery and liquor business on Bank street, has recently sold out his property and stock. He is retiring from business altogether, and is one of the men who have made money in Ottawa.

Hudson & Powell, well-known grocers here, have dissolved partnership. The business will be carried on by Mr. Powell, who is very well liked among the trade, and is quite capable of holding the large business already established.

S. J. Major, one of Ottawa's wholesale grocers, has just returned from Montreal, having been under treatment in a hospital there. His many friends are glad to hear him of being somewhat better.

The new building being erected for The F. J. Castle Co. on Queen street is to be finished on April 15. If completed by that time it will be one of the smartest jobs finished in Ottawa for some time.

Provost & Allord have been showing to the trade this week a nice lot of chamois skins at low prices.

Blue Ribbon
Ceylon Tea
HOW IS YOUR STOCK?

GOOD LOOKS COUNT

This holds good both in regard to the success of Men and of Merchandise. It is most important to attract the eye. This particularly applies to articles of food. A poor looking sugar—an off-colored Granulated, is very objectionable to a good housewife.

St. Lawrence Extra Granulated

is simply perfection as regards appearance. There is no Sugar on the Market as absolutely pure white. As to its quality, we need scarcely repeat that it has passed the highest tests ever attained.

Good Appearance and Good Quality are a strong team.

St. Lawrence Yellows, taking one season with another, are conceded to be the best on the Market.

THE
St. Lawrence Sugar Refining Co.

MONTREAL.

Limited

FOREST CITY GOSSIP.

Office of "The Canadian Grocer,"
London, March 23, 1903.

LITTLE more can be noted regarding the wholesale grocery and provision trade than was written you last week. All lines remain the same and business, by travellers and letter orders, is fair. The senior partner of one wholesale firm, who was out in the country during last week, says he never remembers the roads so bad, and it is affecting the business of many towns and villages. Talking of the grocery trade of this city, his opinion is that there are altogether too many stores. Your correspondent can vouch for the numerous grocery stores; and in the outskirts of the city, as well as the more densely populated districts, good, clean, well-stocked shops, occupy the corner premises, within a block or two of each other.

These retail shops, of which there are about 200 over the city, with but few exceptions purchase their requirements from the London wholesale houses. Every wholesale house has one or more lorries, carting goods to the doors of their retail customers free of charge, and every wholesale house has at least one traveller soliciting orders from the city retail dealers.

Wholesale fruit dealers here do quite a volume of business with the local grocers. The exhibit of oranges, bananas, pineapples, etc., in the regular grocery trade is quite attractive, and is a decided acquisition to their turnover. In no town or city known to your correspondent do the grocers so generally stock-up with fruits in profusion as they do here.

Another matter worth telling readers of "The Canadian Grocer" about, regarding the retail shop windows of this city, is the elegantly attractive displays of candies. There's galore of toothsome heaps of everything, but the regular grocers hardly touch these. Candies are most largely sold by the pastry bakers and confectioners, and departmentals; 5 10 and 15c.; and others; but in no branch of business in London does more active competition exist. The range of goods is unlimited, from the grandmother's old-fashioned peppermints, to the popular butterscotch and chocolates, and the more elaborate up-to-date bon-bons of uncertain composition.

Every retail grocery of any pretension, including the corner stores referred to, have a one-horse delivery van which, on regular days is also sent out for orders. Many stores are supplied with vegetables, roots, poultry, butter, eggs, etc., by farmers in the country, who bring in regular supplies once a week, usually on Friday. One old-established grocery, that has been 40 years on Richmond street, send out their special van for orders on Friday mornings, delivering them on the same day, so as to relieve the pressure in the store during Saturday.

Butter and poultry are still keeping at a pretty stiff figure, but fresh eggs are tumbling quick enough to break the shells. Storekeepers bought them by the basket and by the case in the market last Saturday at 10½ and 11c., and are now

ABOUT READY.



ON APRIL 15th we will be in a position to offer the Canadian trade well assorted and carefully selected lines of

COFFEE, BAKING POWDER,
FLAVORING EXTRACTS, CURRY POWDER.

We can recommend all goods under this brand as being of the finest quality and absolutely pure.

LEES & LANGLEY, 53 Colborne St., TORONTO.

EPPS'S

GRATEFUL.
COMFORTING.

IN ¼-LB. LABELLED TINS. 14-LB. BOXES.

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

THE MOST
NUTRITIOUS.

COCOA

FANCY CALIFORNIA, NAVAL, 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.



selling two doz. for 25c. It is said the maple sugar and maple syrup season is already over; lack of frost in early March is given as the reason for an unusually short run of sap.

The Tuckett & Son cigar factory branch from Hamilton, Ont., is now in operation in the buildings formerly occupied by The Olmsted Cigar Company. They are advertising for hands at Hamilton wages to make the famous "Marguerite" cigar.

Frank E. Smythe & Co. are opening out a first-class retail grocery on the corner of Richmond and Hyman streets, in this city. The premises are built of white brick and have just been erected. Mr. Smythe has been in general business in Northern Indiana. He intends carrying a general stock of groceries and fruits. His selection of a location is good and his chances of securing business are of the best.

W. H. L.

DELHI CANNING CO.

The Delhi Canning Co., of Delhi, Ont., are rebuilding their factory which was destroyed by fire in January. The building, when completed, will be as near fire-proof as possible, and will be fitted up with the most modern machinery in use, which will double its former capacity and improve, if possible, the high standard of the company's goods. When completed it will be the most up-to-date canning company in Canada. We are informed that the company expect to be ready to ship catsup and epicure beans by April 1, which their customers are clamoring for now. The Delhi people have always been pushers and they deserve great credit for the pluck and energy they have shown in building up again so quickly after sustaining so heavy a loss.

Why is a Sovereign Worth \$4.86 $\frac{2}{3}$?

Because the value is there. A sovereign is worth that much money anywhere. So

RED ROSE TEA

is worth the price it sells for, just because the **value is there.**

You don't need to advertise extensively in order to sell sovereigns. Neither do we need to advertise extensively to sell "RED ROSE TEA." One customer makes another. Good Tea makes people talk.

The following letter was received to-day :

MARCH 16, 1903.

DEAR SIR,—The farmers are giving your Red Rose Tea a great recommend here, so I want you to send me your price list of different grades, in about 50-lb. boxes. I want to retail it out and want prices before ordering.

Yours truly,

If you are not already selling "Red Rose Tea," is it not worth ordering a Sample Case at once ?

T. H. ESTABROOKS,

Tea Importer and Blender,

Toronto Office, 25 Front St. East.

— St. John, N.B.

THE MARKETS.

MANITOBA MARKETS.

Winnipeg, March 23.

TRADE has been rather quiet during the week, and, so far as groceries are concerned, there has been very little change in the list of prices, the only advance of the week being a slight one in currants.

FLOURS—The domestic trade is exceptionally good and the export trade very fair. All the mills are running full time and some of them are oversold. We quote:

No. 1 patent	82 00
No. 2 patent	1 85
No. 3 patent	1 05

It is understood that the price is likely to advance shortly, the drop being only a temporary one.

CEREALS—Market is steady in all lines, and prices are without change. We quote:

Rolled Oats, 80-lb. sacks	81 75
Standard and granulated oatmeal	2 40
Commeal	1 05
Split peas	2 70
White beans	2 40
Pearl barley	3 30
Pot barley, per sack	2 20
Rolled wheat, per sack	2 25
Wheat granules, per sack	2 00
Cream of wheat, per case	5 50
Malta Vita, per case	4 50
Force, per case	4 50

CANNED GOODS—The market presents the same monotonous story of limited trade and unchanged prices. We quote:

Tomatoes, according to brand and pack	83 50	83 75
Corn	2 10	
Peas, according to brand and size	2 05	2 25
Beans	1 65	

Canned Fruits		
Strawberries, in heavy syrup	3 00	
" preserved	3 30	
Raspberries, in syrup	2 50	
" preserved	3 30	
Black raspberries	2 60	
Pineapples, whole, imported	4 10	
" grated, imported	3 85	
Pitted red cherries	2 40	
Apples, 3s.	1 30	
Apples, gallon	2 25	3 60
Plums, according to brand	4 10	
Apricots, Californian	4 10	
Peaches	4 75	
Pears	4 95	

EVAPORATED AND DRIED FRUITS—All kinds are in normal demand. In evaporated fruits the trade is distinctly good, but no change is reported in prices, with the exception of a slight advance in currants, which is given below. We quote:

Apricots, according to brand	0 08½	0 09½
Peaches, according to brand	0 08½	0 09
Pears	0 09½	0 10
Nectarines	0 08½	
Silver prunes	0 08½	
Black pitted plums	0 08½	
Evaporated apples	0 06½	0 07½

PRUNES—We quote:		
120s	0 03½	
90-100s	0 04½	
80-90s	0 05	0 05½
70-80s	0 06	
60-70s	0 06½	
50-60s	0 07½	
40-50s	0 07½	

RAISINS—We quote:		
Fine off-stalk Valencias	2 35	
Layer	8 50	
Sultanas	0 09½	0 10
2-crown muscatels	0 07½	
3-crown	0 08	
4-crown	0 08½	
Seeded	0 10	0 10½

CURRANTS—We quote:		
Fine Filiatras, in cases	0 05½	0 05½
Cleaned Filiatras	0 06½	

FISH—As usual during Lent, the fish market is well patronized, and this season the supply of both fresh and cured fish is very good. Prices are without change. We quote:

Haddie, per lb.	0 07	0 07½
Scaled herrings, per box	0 16	
Codfish, 100-lb. boxes	5 30	
Bloaters, Yarmouth, 100s	2 00	
Bloaters, St. John, 100s	1 50	

Boneless fish, 1-lb. and 2-lb. blocks, per lb.	0 07½
Labrador herring, ½-bbls.	4 00
Extra select oysters, per gallon	2 25
Standard oysters	2 00
Kipped herring, per case of 4 doz.	4 50
Fresh	4 25

FRESH FISH.	
Whitefish	0 05½
Trout	0 09
B.C. salmon	0 10
Halibut	0 03
Pickarel	0 04
Pike	0 02½
Fresh cod	0 07
Fresh haddock	0 07
Mackerel	0 14
Shad	0 10
Smelts	0 07
Brook trout	0 25
Eels	6 10
Tommy cods	0 06
Flounders	0 06
Fresh lake herring	0 03
Sea herring	0 06

RICE, TAPIOCA AND SAGO—All are in good demand. There has been no further advance in the price of rice, although stiffer figures are anticipated. We quote:

Tapioca	0 03½	
Sago	0 03½	
B rice	0 04	0 04½
Patna	0 05½	0 05½
Japan	0 05½	0 05½

SUGARS—There has been no change of prices since last week, and we quote:

Granulated	84 55
Bright yellows	4 05

GREEN FRUIT—More than any other jobbing line, the fruit dealers have felt the strike. This week they have been able to get out some orders, but the heated car service is completely thrown out of gear. A car for the Manitoba Northwest line that should have left last Saturday, did not get out until Wednesday, and to-day the service was cancelled altogether. Stocks are accumulating in the city, and should the weather turn warm, as it is liable to do, the loss will be serious. We quote:

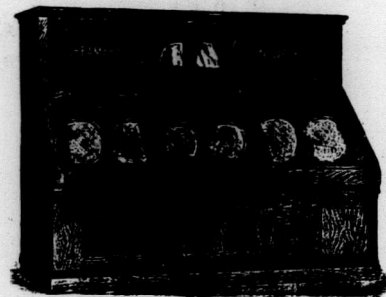
Florida tomatoes, in 6-basket crates, per basket	1 10	
Pineapples, per doz.	4 00	
Californian navel oranges, according to size	3 00	3 75
Californian lemons	4 50	
Ontario apples, per bbl.	3 25	3 75
Bananas, per bunch	3 00	3 50

EGGS—The market appears to be ever in extremes. Supplies have suddenly begun to arrive freely, and prices have dropped from 22c., two weeks ago, to 15c. Winnipeg, and will go lower during the coming week unless some unforeseen cause should stop the hens laying.

INGERSOLL WATCHES.

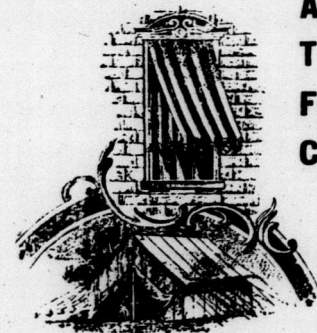
We have great pleasure in introducing to the grocery and general trades of Canada this well-known line of watches, which for price, durability and accuracy cannot be equalled. They are as staple and easy-selling when once introduced as three-inch nails. All that is required to do is to place this line in the window on the free display fixtures furnished by this company and the goods sell themselves. This firm appreciates the merchant's position and gratuitously furnishes attractive advertising matter to assist and promote the sale of their goods, thus making the merchant's work easy. When you consider that this watch is guaranteed for one year and sells at a price usually charged to repair an ordinary watch, one is not astonished at their great demand. It is naturally a great favorite with boys, sportsmen and physicians and all persons who give watches hard usage; 50,000 merchants in the United States are selling these goods and we commend them to all our friends who desire a profitable, easy-selling and satisfactory side-line. This company will be glad to send special circulars, catalogues, etc., to the trade in Canada.

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



REFRIGERATORS Useful to every one. 40 different styles. Silver medal, Quebec 1901. Diplomas: Toronto, Ottawa, Montreal.
C. F. FABIEN,
Merchant and Manufacturer,
3167 to 71 N. Dame St. Montreal, Can.
Write for Illustrated Catalogue.

BUY OF THE MANUFACTURERS . . .



Awnings
Tents
Flags and
Covers.

WRITE FOR QUOTATIONS.

RAYMOND BROS., Windsor, Ont.

WE KEEP ALL CODES.

A.B.C. Code, 4th Edition	85.00
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 some time 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.

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.

SEE OUR NEW LIST

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

Established 1858.

53 Front St. East,
TORONTO, ONT.

Works:
CARDINAL, ONT.

164 St. James St.,
MONTREAL, QUE.

"IT'S DIFFERENT." The Grocer who has not ordered

STRENGTHFUDE

Is losing money, because it pays a good profit.

In this preparation we give you real **STRENGTH FOOD** in its proper proportions, made of

WHEAT, OATS, NUTS,

NO COOKING REQUIRED—ALWAYS READY FOR USE.

We are going to make **STRENGTHFUDE** sell, for it is the finest thing in the market.

That being true, hadn't you better gather in some of the demand for yourself? Be up-to-date. Put in new things. Give **STRENGTHFUDE** a show now while it's new. Get ready for the request you're going to have for it.

Every grocer should order a case at once, as inquiries are coming daily asking at what grocer's they can buy **STRENGTHFUDE**.

Order now. It pays a good profit. Shall we send you some samples.

THE STRENGTH FOOD CO.

105-107 Hudson St., NEW YORK.

For sale by **JOHN SLOAN & CO.,** 45 Front Street East, **TORONTO.**



Tobaccos, Cigars, and Smokers' Accessories

A DEPARTMENT FOR
RETAIL MERCHANTS.

GRADES OF TOBACCO AND CIGARS.

Editor "Canadian Grocer": In your issue of March 20 your article on "What few know about Cigars," is a bit out in some respects.

You say that all cigars are divided into three grades of tobacco, known as dark, medium and light. This is misleading, as there is usually only one grade of tobacco in the same brand of cigars. The difference between dark, medium and light applies only to the outside wrapper, which forms less than 3 per cent. of the whole cigar; that is the filler in the "Pharaoh," for instance, forms about 85 per cent. of the cigar, the binder about 10 per cent and the wrapper less than 5 per cent. The workman makes his bunches, say, 250 in his day's work, all from the same filler. When he comes to roll on his wrapper, perchance it may be a light-colored leaf, and if so, 99 smokers out of 100 will call the cigar mild. If, perchance, he rolled on a dark-colored wrapper, the smoker would say it was strong. If the smoker was able to take the two cigars, unroll the wrappers and exchange them, he would, in his estimation, make a strong cigar out of the mild one, and a mild cigar out of the strong one, simply by making an exchange of less than 5 per cent. of all the tobacco in the cigar. It is quite patent, therefore, that the wrapper has very little to do in giving strength to a cigar except in the smoker's imagination, the majority of whom smoke by the eye instead of the palate, especially as regards the strength. It is the Havana filler that gives the strength or body to a cigar.

When I used to visit Cuba the laws prohibited the importation of cigars, and I believe do so still, so that it is impossible to ship cigars from America (?) to Cuba and re-import them, paying the Customs duty and passing them as Cuban made. The Canadian laws will not permit it, and I don't think the United States will either.

What you might have truthfully said is, that many a box originally imported with Cuban-made cigars is refilled with Canadian-made Havana cigars, and very often often found superior to the original article, as the original cigar was made up of about 6c. duty, 2c. profit and 2c. of tobacco, while the Canadian-made had about 6c. of tobacco. I am speaking of a 10c. cigar. The refilling is, of

course, done by the retailer, no licensed factory being able to use old boxes.

The last paragraph in your article, stating that spots on tobacco indicate the best quality is a popular fallacy.

Some kinds of tobacco are all covered with spots, from the tip leaf to the ground leaf, and can be bought from 6c. per lb. for Canadian leaf to \$6 per lb. for Havana wrappers. It all depends on the quality, the spots being no indication.

Two to five years ago there was a craze for light-colored spotted wrappers in the United States particularly, and some growers did experiment with acid in various ways, but it was not much of a success and as soon as the smoking public learned that spotted tobacco was probably doctored, they commenced calling for plain colors. Spotted Sumatra wrappers that sold during the craze for, say, \$1 per lb. can be bought to-day for 40c. and less. Some people do claim that the mud splashed up by the rain on the ground leaf caused spots, others claim that the drops of dew focused the sun rays and bleached or burned spots, all of which may be true; but in a general way it depends largely on the seed, in the same way that all peas or pansies are not the same color, but new varieties are created by the careful horticulturist.

The ground leaf is far from being the best quality any more than the outside leaves of a cabbage are better than the heart, because the growing plant draws nourishment from the earth and to a certain extent absorbs the virtue from the ground leaf or perhaps rather robs the ground leaf of its substance. It is always the most flimsy leaf on the stalk, and is used by some manufacturers as a

binder because, not having any body of its own it will not detract from the flavor of the Havana, but more often it has an acrid taste, biting to the tongue, so that a manufacturer has to be very careful in his selection, or the virtues of the ground leaf will be more than offset by its vices. The best leaf is generally from about the middle of the stalk. I always prefer it as a binder for the "Pharaoh", when it is well cured and two to four years old, and of Connecticut growth, as it has an affinity for Havana that makes a perfect blend.

This is really where the manufacturer's experience and study enables him to successfully cater to the public's fickle taste, and is the only way of manufacturing cigars successfully.

The manufacturer that judges by spots, flea holes, saltpetre traces, colors, and the salesman's representations will surely get left.

The natural color of a well-cured leaf

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

**"Only
The Best!"**

The best tobacco and best workmanship that money can buy have made my cigars standards of superiority for the price you pay. "Only the best" has always been my guiding star.

And that motto, "Only the best," has kept my trade *permanent*. Send in for a trial order and join the great army of permanent buyers!

J. BRUCE PAYNE,
Agts.,
Granby, Que.

**Cigars
that
Win.**

We are now prepared to ship the trade....

Tonka

Beaver

AND **Apricot**

**McAlpin Consumers
Tobacco Company,**

Head Office: TORONTO.

Limited

Factories: Leamington and Toronto.

**Never leave a good thing behind you
until you know there's a better one in front,**



Or, "when you see a better thing, take it."

A better thing—say—"Marguerite" Cigars.

We know scores of dealers who have dropped other lines after putting "Marguerites" to the test, and it's up to you to take the recommendations of others and make the same experiments.

Just 4,752,575 sold last year.

Sounds big, but it's true.

TUCKETT CIGAR CO., Limited, - HAMILTON.

of tobacco is a mahogany shade or a Colorado.

Sorry to trespass so lengthily on your space, but I know you like to be right.

J. BRUCE PAYNE.

Granby, Que., March 21, 1903.

STILL ON STRIKE.

The trouble existing between The Granda Hermanos y Ca. and their striking Cuban-Spanish employes has not yet been settled. Each side accuses the other of bad faith, and in the present state of feeling there appears to be very little hope of an immediate settlement.

A NEW FACTORY AT ST. JOHN.

The new Imperial Tobacco Factory, of St. John, N.B., commenced operations last month. The establishment is fitted with the latest and most modern appliances and machinery, and employs 100 hands. J. D. Goodwin, the manager, comes from Virginia, and of much of the machinery he is the patentee.

THE TUCKETT BRANCH IN LONDON.

The Olmsted cigar factory on Dundas street west, London, has passed into the hands of the Tuckett Company, of Hamilton, and already the latter are in charge and Tuckett cigars are being turned out.

The Tuckett Company start with 40 to 50 hands, but they expect to increase the number to 75 or 100.

James Dooley, who conducted the Olmsted factory since the retirement of the

TOBACCOS AND CIGARS.

founder, George Olmsted, has been appointed manager. The price paid for the factory by the Tuckett Company is not given.

NOTES OF THE TOBACCO TRADE.

GROTHE & Co. are unable to keep up with their orders for the "Boston," and the popularity of this cigar does not appear to be on the wane.

Jack Hamilton, the western representative of Harris, Harkness & Co., spent Sunday in Toronto.

The formation of a huge protective association under the name of the American Tobacco Growers' Corporation is being agitated by the American tobacco farmers.

The enormous increase in the output of the Marguerite cigar manufactured by the Tuckett Cigar Co. certainly sounds big, as they put it, but is nevertheless a fact; and is a tribute to the determination of this firm to keep up the standard of their goods.

The two lines of popular chewing tobacco, "U & I" and "King's Navy" appear to be gaining daily in public favor. T. J. Horrocks, the tobacco jobber, Wellington street, Toronto, who is the sole wholesale distributor, reports his sales as largely on the increase.

The Dominion Show Case Co., in referring to the greatly increased interest now being exhibited by grocers in the cigar and tobacco business, showed THE GROCER a handsome case with upper and lower compartments and moistener complete, specially

made for the trade, and which, at the price asked, \$25, certainly appeared cheap.

THE GROCER is in receipt of the annual number of The Silent Drummer, issued by The W. H. Steele Co., Scott street, Toronto. It is certainly a comprehensive affair, and should be in the hands of every pipe, cigar and tobacco dealer. The Steele Co. have endeavored to mail a copy to every grocer in Canada. If any have been overlooked, a postal card will rectify the omission.

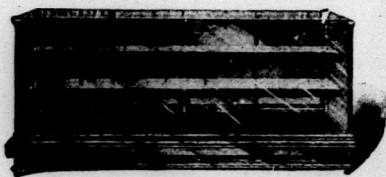
The conquest of the tobacco industry by the American Tobacco Company continues. The enormous rehandling tobacco plant of W. S. Matthews & Son of Louisville, Ky., has been absorbed by the British American Tobacco Co., the English adjunct of the American Tobacco Company. The consideration is said to be \$2,000,000. The business of the New Orleans and other rehandling points will be transferred to Louisville.

BUSINESS CHANGES.

George A. McGowan, cigar manufacturer, Kingston, Ont., sustained a loss by fire; insured.

The Olmstead Cigar Co., London, Ont., have been succeeded by George E. Tuckett & Son Co., Limited.

Smith, May & Co., tobacco merchants, Que., have dissolved, and a new firm has been formed under the style of M. Smith & Co., with Jas. Smith as proprietor.



OUR "CORONATION."

A line of Cigars and Tobaccos well displayed and kept in good condition will materially swell the receipts of the average grocer.

We make all sizes and styles of Cigar Cases and Wall Cases for tobaccos. Send for catalogue.

Second-hand cases in stock.

Dominion Show Case Co.

53 Richmond St. East, TORONTO.

Phone Main 3611.

U&I, King's Navy, Queen's Navy, British Navy

and other brands of UNION-MADE Tobaccos are not sold by the regular wholesale trade. When you require any of these brands, drop a post card to

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

The only wholesale tobacconist in Toronto not controlled by the TRUST.

Write for price list.

All our tobaccos bear the Union Label.

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.

J. M. FORTIER, Limited,

Manufacturers of
all kinds of

CIGARS, Ranging from \$13.00 to \$125.00 per 1,000.

Cigarettes and Cut Tobaccos.

Special Brands a Specialty.

Office: 1982 Notre Dame St.

Factory: 151 to 161 St. Maurice St.

MONTREAL.

THE CANADIAN GROCER

There Is No Reason Why

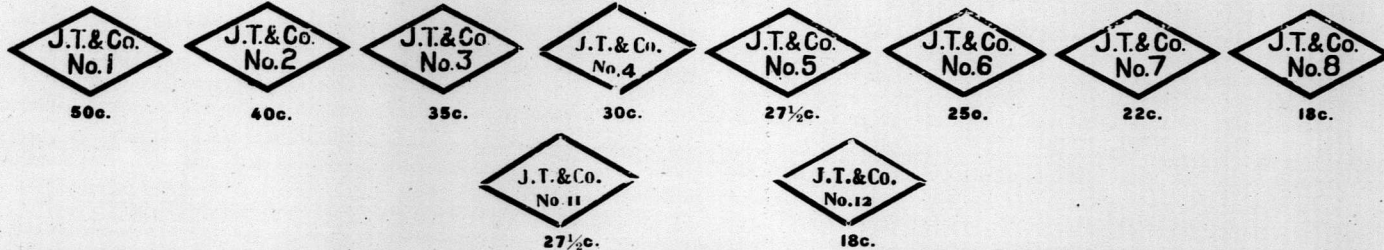
You should not buy a sample order of

TETLEYS BULK BLENDS

These Fragrant Teas are combinations of the finest productions of Indian and Ceylon.

Blended by experts especially for the Canadian Trade, and they are the best goods that unlimited capital and years of knowledge of the Tea business can produce. We solicit a trial order of any or all and we **guarantee satisfaction.**

BRANDED AS FOLLOWS:



HUDSON'S BAY CO., F. W. HUMPHREY, SNOWDON, FORBES & CO.,
WINNIPEG. TORONTO. MONTREAL.

OLIVE OIL.

WE OFFER THE BEST AND PUREST OLIVE OIL.

30	tins,	1 1/4	gallon	each,	"Surfine."
20	"	1 1/4	"	"	(with top), "Surfine"
60	"	3/4	"	"	"Surfine."
0	"	3/4	"	"	"Extra."
30	"	1 1/4	"	"	"Extra."
15	"	3/4	"	"	"Virgin."

Shipped and packed by one of the best firms in Nice; also

25 "Estagons," 1 gallon each "Finest Olive Oil."

Shipped by Messrs. Dandicolle & Gaudin,

All grocers who are anxious to handle the best class of goods should not hesitate to try a small order. Ask for prices. It will bring you new trade.

Sole Agents
for Canada

L. CHAPUT, FILS & CIE,

WHOLESALE
GROCERS

IMPORTERS TEAS, WINES and LIQUORS, MONTREAL

ESTABLISHED 1842

THE STORE ADVERTISING SCHEME.

Editor "Canadian Grocer":—The publicity given by "The Grocer" to the defects of the methods of The Canadian Store Advertising Company, Limited, must have been thoroughly appreciated by your numerous readers, particularly so by those merchants who have not signed away the privileges of their own premises.

The scheme is very cunningly baited, and the old saying, unpolished though truthful, that there "is a sucker born every minute," is endorsed again, as I understand that quite a number of that class of fish have been hooked and are now almost ready to help fill the coffers of the gentlemen manipulating this concern.

I believe it is reported that some 5,000 to 10,000 storekeepers have agreed to give up their stores to The Store Advertising Company. I wonder if it ever struck any of the subscribers what the actual tangible benefit of the scheme will be to them. Allowing, for the sake of argument, that the store will hold about 10 of these special and exclusive ads. (and it is a large store that will hold more) what amount of revenue derived by the merchant will compensate him for the loss sustained by not being able to advertise certain lines of profitable goods, the manufacturers of which do not join this concern? And, again, as remarked by one of your correspondents, a temperance man will have to advertise some special brand of Scotch or other whiskey; a man opposed to the sale of tobaccos will have to continually let his customers (principally the ladies, for they are the real shoppers) know that the only thing for them to chew is "Jim Brown's Juicy Bar," etc.

The claim is made that the customer in such cases can select his ads. If that is the case, the scheme is dishonest to the manufacturer, who pays for his space in the number of stores contracted for. Is that fair? And how is the manufacturer, on the other hand, to know that his cards are in every store? The manufacturer may not have had his goods in a particular store, and may wish the merchant to handle his brands; the merchant, for personal or business reasons, may not think these goods desirable for his trade, but he will have to advertise them, nolens volens.

The scheme, as stated by your New Brunswick correspondent last week, is "much worse from the retailer's standpoint than from the manufacturers', but bad for both." The only parties who will benefit are the gentlemen who are members of the company.

Talk about a franchise, it isn't in it with this scheme. From the manufacturers' standpoint, I think those of that class who do not hand over their shekels

to The Store Advertising Company, will be the gainers in the long run. Allowing the concern will have ultimately (I understand there has been a slight cessation of the scheme, whether due to your efforts or lack of support, is hard to determine), say, 20,000 stores as patrons, and as there are over 100,000 stores in Canada to which the scheme could apply, which do you think will be better for the manufacturer to advertise in, the 20,000 restricted to a 14 x 8 card store, or the 80,000 with fuller advantages?

I have had the privilege lately of inspecting a model store in this city, arranged on the plans of The Store Advertising Company, and while the appearance, on the whole, is not bad, due largely to the fact that the store in question is a model grocery, even without these racks, the benefit to the advertiser is practically nil; the store has a high ceiling and the border runs along the top of the shelves. Now, any shopper who desires to see the beauty of the scheme, will, in a very short time, get a crick in the neck from gazing up at an angle of 90 deg., to note the signs in the rack. And, again, as in every store, shoppers usually (particularly in grocery stores) take up their position in front of the grocery counter; the only ads. they can see (and that with effort) are the five or six immediately in front. The rest are at such an oblique angle and away from the direct light that they are practically unreadable, and as far as the benefit goes to the manufacturer, money thrown away. Oh, but say, you are told that the cards are changed around every three months, so as to give all the advertisers a show. It's pretty dear advertising at the rates charged by the concern to have the goods noted only every three months. Then, again, supposing the card is up in front in January for fluid beef, as it should be, being a winter drink, will the merchant have to have it again in July or August, when he ought to be selling pudding and cooling summer preparations?

The poor grocery clerk will have troubles of his own, trotting his customers around the store and calling their attention to the different lines on the rack, as I believe is one of the leading arguments of the concern. The best salesman is he that knows his goods and can take them off the shelf or counter and show them to the buyer. By the time he has called his customer's attention to the above, she will have forgotten all about what she wanted to buy, and the clerk will have lost valuable time and his employer money.

Mr. Editor, the more one looks into the scheme, the more holes one can find in it;

it is a regular sieve of shortcomings and is not even practicable; is in fact a hindrance to the merchant.

I fear I have taken up too much of your space on this subject, but hope that the points noted will be duly appreciated by your readers, particularly by such as have not signed away their rights. To those who have, I think there is at least one comfort left, that six years isn't a long time after all.

"NORTH TORONTO."
Toronto, March 23, 1903.

M. Carter, grocer, Toronto, is offering his business for sale.

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.

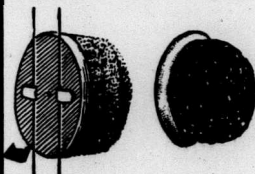


When a
Grocer
Sells his
Customers

**Clark's
Lunch
Tongue**

he gives them the Best
Obtainable and Perfect
Satisfaction.

A SELLING ARTICLE.



We have had an exceptionally large demand for our bird seed of late due to two causes.

1. The low price at which we have been able to sell it notwithstanding the advance. 2. The quality which has always been the same.

Samples and full particulars free.

NICHOLSON & BROCK, TORONTO.

**NONE BETTER THAN THE
Raspberry, Strawberry
and Peach Jam,**

MANUFACTURED BY

**J. Hungerford Smith Co.,
Limited**

15 TO 25, ALICE STREET
12 TO 18, TRINITY SQUARE

Toronto

**SATISFACTORY
WRAPPING
PAPERS.**

Our brown and manilla papers are the right kind for store use. They do not tear easily and are strong, durable and of good weight. It is better to have a reliable paper than a cheap one.

Made in Canada by the

**CANADA PAPER CO., Limited
TORONTO and MONTREAL.**

**BUTTER PARCHMENT
PAPER.**

BUTTER TUBS.

Prompt shipment ex Factory
or Warehouse.

**WALTER WOODS & CO.
HAMILTON and WINNIPEG.**

COWAN'S

**Chocolate, Coffee, Cake
Icings,**

Chocolate Cream Bars, Etc.

are the standard for purity and excellence
and are sold by all grocers.

Manufacturers

THE COWAN CO., Limited

TORONTO.



Maple Syrup

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

**The Canadian Maple Syrup Co., TORONTO,
Canada.**

**"ACME"
TABLE SALT**

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

**TORONTO SALT WORKS, Toronto, Ont.
Agents for the Canadian Salt Co., Windsor, Ont.**

Cultivating Weeds

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



IF A MAN WANTS CREDIT

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

For Sale in Canada by

THE EBY, BLAIN CO., Limited, TORONTO.

C. O. BEAUCHEMIN & FILS, MONTREAL.

**ALLISON COUPON CO., Manufacturers,
Indianapolis, Indiana.**

TRADE WITH ENGLAND

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

"Commercial Intelligence"

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

The cost is only 6c. per week. (Annual subscription, including postage, \$1.80.) Moreover, regular subscribers are allowed to advertise without charge in the paper. See the rules.

Want Ads.

In this paper cost 2 cents per word each insertion, payable strictly cash with order. Many large business deals have been brought about through advertisements of 20 or 30 words. Clerks can be secured, articles sold and exchanged, at small expenditure. Don't forget to send stamps or postal order when sending in copy. When replies come in our care 5 cents additional must be included for forwarding same.

**MacLEAN PUBLISHING CO., Limited;
Montreal and Toronto**

TEA.

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

"COMMISSIONER,"

CANADIAN GROCER,

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

THE CANADIAN GROCER

NEW OATMEAL MILL.

ST. MARYS has good reason to be proud of the new oatmeal mill erected in that town by George Carter, Son & Co. It is a five-storey building and covers an area of 2,400 square feet. It is of very fine building construction stone, and presents a very good appearance; good material and fine workmanship characterize the whole building. The symmetry and order of the inside arrangements are marked. In the basement, which has a cement floor, is the boiler room and also the water pit, in which are two water wheels, a 24-in.

flaked peas, rolled barley, rolled wheat, pot barley and also pearl barley. A full supply of feed will always be kept on hand.

The storage capacity of the mill is 30,000 bushels.

POOR SEASON FOR MAPLE SYRUP.

It is reported that although the outlook was at first bright, the flow of sap being exceptionally good, this season will be a poor one for maple sugar and syrup. The absence of frosty nights and the scarcity of snow in the woods are the chief reasons for the poor output.



W. L. Hunter, Western Traveller for L. Chaput, Fils & Cie.

"Little Grant" and a 42-in. "Economy." The first floor is reserved for packing, and here may be seen the eight-pan drying kiln. On the next floor is to be noticed principally the shafting system. The next floor contains three hulling separators, besides many other machines; the two suction pans, which are on this floor, by keeping the air clear of dust, make it much easier for the men to work. On the top floor are four cyclone dust collectors, which are very useful.

Among the products of the mill will be cut meal, rolled oats, standard oatmeal,

W. L. HUNTER.
REFERENCE was made in these columns two weeks ago to the appointment of W. L. Hunter, who has for some years been with The Eby, Blain Co., Limited, as Northwest traveller for L. Chaput, Fils & Cie. This territory includes Manitoba, the Northwest and British Columbia, and he will begin his duties next week. Mr. Hunter has been identified with the wholesale grocery business for over 23 years, and possesses an all-round knowledge of the trade, acquired in the office, sample-room and on the

road. During this period of 23 years he has only changed houses four times. He has sold goods all over Ontario, and is now about to realize a long-standing wish of performing the pleasing duty in the Great West, which he intends to explore thoroughly from Port Arthur to Vancouver. Besides his long experience, Mr. Hunter is a man of push and energy. He should, therefore, make a success in his new field of labor. THE CANADIAN GROCER wishes him success.

THE BRITISH COLUMBIA MINERS STRIKE

GEORGE H. MacFARLANE, general Western representative of E. W. Gillett Co., Limited, Toronto, reports from Vancouver that the strikes in British Columbia are seriously affecting trade prospects, and, in fact, states that unless something is done by the Government of that Province to preserve law and order, things, commercially, will receive a serious setback. The Kootenay country is practically dead, and worse than that, there is very little hope of resurrection.

The Vancouver strike is a serious one. When writing, he stated that "The announcement was made that Dunsmuir had given instructions to close down his Extension mines on April 1. This throws 1,000 men out and kills the town of Ladysmith. His men were about to join the Federated Union, and he won't stand it. He is worth millions and says he will leave the mines closed for years. Unions are killing this country, and this strike will probably spread."

This state of affairs is deplorable, particularly so as at the present time the West and Far West is receiving so much attention as a desirable field for immigrants, and the continued unrest does not tend to make that part of the Dominion attractive. Eastern capitalists have very largely assisted to develop British Columbia, and it is to be hoped that these strikes will not act as a deterrent to future development. Robert Jaffray, of The Crow's Nest Pass Coal Co., in his report last week of his trip to that country, stating that the miners' pay per diem averages about \$6, leaves the conviction, that in comparison with the wages of laborers in the east, there must be some other than the wage question to cause the dissatisfaction of the miners. What the feature is I am unable to say, but the figure mentioned seems to me rather a good one, and should be satisfactory to any reasonable person.

Patrick O'Connor, grocer and liquor dealer, Ottawa, is retiring from business.

TO THE PUBLIC.

**A TROUBLE SAVER
A LABOR SAVER
A MONEY SAVER**

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.

TO THE GROCER

**A TRADE SAVER
A REPUTATION SAVER
A PROFIT SAVER**

ASK YOUR
JOBBER ABOUT IT.

LAUNDRY BLUE

The best season for Laundry Blue is now commencing . . .

See that you have a good stock of . . .

KEEN'S

OXFORD

BLUE

The delight of the Laundry

KEEN'S Oxford BLUE

KEEN'S Oxford BLUE

KEEN'S Oxford BLUE



Current Market Quotations for Proprietary Articles

March 26, 1903.

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

Baking Powder.

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

W. H. GILLARD & CO.

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

IMPERIAL BAKING POWDER.

Cases	Sizes	Per doz.
4 doz.	10c.	\$0 85
3 doz.	6-oz.	1 75
1 doz.	12-oz.	3 50
2 and 3 doz.	12-oz.	3 40
2 and 3 doz.	16-oz.	4 35
1 doz.	25-lb.	10 50
1 doz.	25-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
2 " "	12 "	1 40
2 " "	12 "	1 45
4 " "	16 "	1 65
2 " "	16 "	1 70
1 " "	25-lb.	4 10
1 " "	5 "	7 30
2 " "	6 "	Per case
1 " "	12 oz.	\$4 55
1 " "	16 "	

JERSEY CREAM BAKING POWDER.

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

VIENNA BAKING POWDER.

1-lb. tins, 4 doz. in box	Per doz.	\$2 25
1-lb. tins, 4 " "	" "	1 25
1-lb. tins, 4 " "	" "	0 75
3-oz. in paper, 4 doz. in box	" "	0 70
5-oz. " " 4 " "	" "	0 35

MOULIN OCEAN.

Ocean Baking Powder	Per doz.
1 lb., 4 doz. in a case	8 45
1 lb., 5 doz. in a case	90
1 lb., 3 doz. in a case	1 25
1 lb., packages, 4 doz. in a case	40
40 pks. in a case	78
Freight paid, 5 p.c. 30 days.	

Blackening.

Henri Jonas & Co.	Per gross
Jonas	\$9 00
Froments	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 1/4 gross, 4 oz.	
Nixey's Refined, per 9-lb. box of 12	1 50
Nixey's, as supplied the King, per 9-lb. box of 12 doz. block	1 50
Nixey's Silver Moonlight Stove Polish, in blocks 13-3 and 6 oz. size.	
Full price list on application.	

Boeckh's Corn Brooms.

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

Biscuits.

CARR & CO., LIMITED

Frank Magor & Co., Agents.

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

Canned Goods.

HENRI JONAS & CO.

Mushrooms, Rionel	\$15 50
1st choice Duthel	18 50
Lenoir	19 50
extra Lenoir	22 00
Per case, 100 tins.	

French Peas, Delory's

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

French Sardines—

1 Rolland	9 50
1 Delory	10 50
1 Club Alps	2 50

Chocolates and Cocos.

THE COWAN CO., LIMITED.

Hygienic, 1-lb. tins	per doz.	\$7 25
1-lb. tins	" "	3 75
1-lb. tins	" "	2 25
fancy tins	" "	0 90
5-lb. tins, for soda water fountains, restaurants, etc.	per lb.	0 55
Perfection, 1/2-lb. tins, per doz.		3 00
Cocoa Essence, sweet, 1/2-lb. tins, per doz.		2 25

Chocolate—

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

FRY'S.

Caracas, 1/2 s, 6-lb. boxes	per lb.	\$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—

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

Mott's Broma	per lb.	\$0 30
Mott's Prepared Cocoa, 1/2 and 1/4 boxes	" "	0 28
Mott's Breakfast Cocoa, 1/2 and 1/4 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 45
Vanilla Sticks, per gross	" "	1 00
Mott's Confectionery Chocolate	" "	0 21 0 32
Mott's Sweet Chocolate Liquors	" "	0 20 0 36

CADBURRY'S.

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

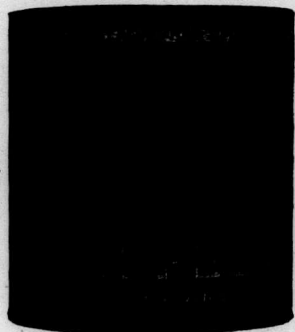
WALTER BAKER & CO., LIMITED.

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, 1/2, 1 and 5-lb. tins	" "	0 43
Cracked cocoa, 1/2-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

THE CANADIAN GROCER

Established 1845

Established 1845



1 and 2-lb. Tins.

COFFEE

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

SPICES

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

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



THE DOMINION BREWERY CO., LIMITED
Brewers and Maltsters
TORONTO
Manufacturers of the Celebrated
WHITE LABEL ALE

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

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

WM. ROSS, Manager.

Cocoanut.

Table with 2 columns: Description and Price. Items include L. Scheff & Co. 1-lb. packages, 15 and 30-lb. cases, etc.

Condensed Milk.



Borden's Condensed Milk Co.

Table listing Borden's Condensed Milk products: Eagle brand, Gold Seal brand, Peerless brand evaporated cream.

Coffee.

Table with 2 columns: Description and Price. Items include James Turner & Co. Mocha, Cairo, Sirdar, Old Dutch Rio; E. D. Marceau, Montreal. Old Crow Java, Mocha, Condor Java, Mocha, 15-year-old Mandheling Java, etc.

Cheese.

Table with 2 columns: Description and Price. Items include Imperial Large size jars, Medium size jars, Small size jars, Individual size jars, etc.

Coupon Books—Allison's.

Table with 2 columns: Description and Price. Items include Allison's Coupon Pass Book in lots of less than 100 books, 100 to 500 books, 100 to 1,000 books.

Cane's Clothes Pins.

Table with 2 columns: Description and Price. Items include United Factories, Limited. Clothes pins (full count), 5 gross in case, 4 doz. packages, 6 doz. packages.

Extracts.

Table with 2 columns: Description and Price. Items include Henri Jonas & Co. Per gross. 8-oz. London extracts, 2-oz. (no corkscrews), 2-oz. Spruce essence, etc.

Table with 2 columns: Description and Price. Items include glass stop extracts, round quint essence extracts, jockey decanters.

Food.

Table with 2 columns: Description and Price. Items include Robinson's patent barley, groats, etc.

Ginger Ale and Soda Water.

Table with 2 columns: Description and Price. Items include Cantrell & Cochrane's imported ginger ale and club soda water.

Jams and Jellies.

Table with 2 columns: Description and Price. Items include Frank Magor & Co., Agents. Orange marmalade, Clear jelly marmalade, Strawberry W. F. Jam, Raspberry, Apricot, Black currant, Other jams, Red currant jelly.

T. Upton & Co.

Table with 2 columns: Description and Price. Items include Pure Fruit Jams, 1-lb. glass jars, 2 doz. in case, 2 1/2-lb. tin pail, 2 doz. in crate, 5 and 7-lb. tin pails, 8 and 9 pails to crate, 7, 14 and 30-lb. wood pails, Pure Fruit Jellies, 1-lb. glass jars, 2 doz. in case, 7, 14 and 30-lb. wood pails, Home Made Jams, 1-lb. glass jars (16-oz. gem.) 1 doz. in case, 5 and 7-lb. tin pails, 7, 14 and 30-lb. wood pails.

Licorice.

Table with 2 columns: Description and Price. Items include Young & Smylie's List. 5-lb. boxes, wood or paper, Fancy boxes (36 or 50 sticks), Ringed 5-lb. boxes, Acme pellets, 5-lb. cans, Tar licorice and Tolu wafers, 5-lb. cans, Licorice lozenges, 5-lb. glass jars, Purity licorice, Dulce large cent sticks.

Lye (Concentrated).

Table with 2 columns: Description and Price. Items include Gillett's Perfumed. 1 case of 4 doz., 3 cases, 5 cases.

Mince Meat.

Table with 2 columns: Description and Price. Items include Wethey's condensed, per gross net, per case of doz. net.

Mustard.

Table with 2 columns: Description and Price. Items include Colman's or Keen's. D.S.F. 1-lb. tins, 1-lb. tins, Durham 4-lb. jar, 1-lb. jar, F.D. 1-lb. tins, 1-lb. tins.

Henri Jonas & Co.

Table with 2 columns: Description and Price. Items include Pony size, Imperial, medium, Imperial, large, Tumblers, Mugs, Pint jars, Quart jars.

E. D. Marceau, Montreal.

Table with 2 columns: Description and Price. Items include Condor, 12-lb. boxes. 1-lb. tins, 1-lb. tins, 1-lb. tins, 4-lb. jars, 1-lb. jars, Old Crow, 12-lb. boxes. 1-lb. tins, 1-lb. tins, 1-lb. tins, 4-lb. jars, 1-lb. jars.

Olive Oil.

Table with 2 columns: Description and Price. Items include Barton & Guestier's quarts, pints.

Orange Marmalade.

Table with 2 columns: Description and Price. Items include T. Upton & Co. 1-lb. glass jars, 2 doz. case, Home-made, in 1-lb. glass jars, In 5 and 7-lb. tins and 7-lb. pails.

RECKITT'S BLUE and BLACK LEAD


(Always give your Customers Satisfaction.)

FRESH VEGETABLES, in tins.
CORN (in the ear), gallon tins.
Beets, 3's ; Spinach, 3's ; Carrots, 3's ; Turnips, 3's ;
Cabbage, 3's, etc.
TOMATO CATSUP, gallon tins.

These are ready sellers. A luxury at small cost.

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

Pickles.
 STEPHENS.
 A. P. Tippet & Co., Agents.
 out stoppers (pints)..... per doz. \$ 2 30
 Corked 1 90

Soda.
 COW BRAND.

 Case of 1-lb. containing 60 pkgs. per box, \$3 00.
 Case of 1/2-lb. (containing 120 pkgs. per box, \$3 00.
 Case of 1-lb. and 1/2-lb. (containing 30 1-lb. and 60 1/2-lb. pkgs. per box, \$3 00.
 Case of 5c. pkgs. (containing 96 pkgs.) per box, \$3 00.

"EMPIRE" BRAND.
 Brunner, Mond & Co.
 Case 120 1/2-lb. pkts. (60 lb.) per case, \$2 70.
 Case 96 10-oz. pkts. (60 lb.) per case, \$2 80.
"MAGIC" BRAND.
 Per case.
 No. 1, cases, 60 1-lb. packages \$ 2 75
 No. 2, " 120 1/2-lb. " 2 75
 No. 3, " 30 1-lb. " 2 75
 " 60 1/2-lb. " 2 75

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..... per lb.
 No. 1 White or blue, 4-lb. carton, \$ 0 06
 No. 1 " " 3-lb. " " 0 06
 Canada laundry..... 0 04 1/2
 Silver gloss, 6-lb. draw-lid boxes, 0 07 1/2
 Silver gloss, 6-lb. tin canisters, 0 07 1/2
 Edward's silver gloss, 1-lb. pkg. 0 07 1/2
 Kegs silver gloss, large crystal, 0 05
 Benson's satin, 1-lb. cartons, 0 07 1/2
 No. 1 white, bbls. and kegs, 0 05
 Benson's enamel..... per box 1 25 to 2 50
 Culinary Starch
 Benson & Co.'s Prepared Corn..... 0 61
 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 1/2
BEE STARCH.
 Cases, 64 packages, 48's..... 5 00
 1/2-Cases, 32 packages, 24's..... 2 50
 Packages 10c. each.
BRANTFORD STARCH WORKS, LIMITED
 Ontario and Quebec.
 Laundry Star hes
 Canada Laundry, boxes of 40-lb. \$0 05 1/2
 Acme Gloss Starch
 1-lb. cartons, boxes of 40 lb. 0 06
 Finest Quality White Laundry
 3-lb. Canisters, cases of 48 lb. 0 06 1/2
 4-lb. " " " " 0 06 1/2
 Barrels, 200 lb. 0 05 1/2
 Kegs, 100 lb. 0 05 1/2
 Lily White Gloss
 1-lb. fancy cartons, cases 30 lb. 0 08
 6-lb. toy trunks, 8 in case, 0 08
 6-lb. enameled tin canisters, 8 in case 0 08
 Kegs, ex. crystals, 100 lb. 0 07


Brantford Gloss
 1-lb. fancy boxes, cases 36 lb. \$0 08 1/2
 Canadian Electric Starch
 Boxes of 40 fancy pkgs. per case 3 00
 Celluloid Starch
 Boxes of 45 cartons, per case..... 3 50
 Culinary Starches
 Challenge Prepared Corn
 1-lb. packages, boxes 40 lb. 0 05 1/2
 No. 1 Brantford Prepared Corn—
 1-lb. packages, boxes 40 lb. 0 07 1/2
 Crystal Maise Corn Starch
 1-lb. packages, boxes 40 lb. 0 07 1/2


Stove Polish.

 For durability and for cheapness this preparation is truly unrivalled.

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.
 Enamelled tins, 2 doz. in case..... Per 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's and 1/2's..... 0 30 0 40
 Red Label, 1's and 1/2's..... 0 35 0 50
 Gold Label, 1/2's..... 0 44 0 60

Teas.

 KOLONA PURE CEYLON TEA
 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

RAM LAL'S PURE INDIAN TEA
 MANUFACTURED ABSOLUTELY PURE IN THE GARDENS OF INDIA.
 Cases, each 60 1-lb. \$0 35
 " 60 1/2-lb. " " " " 0 35
 " 30 1-lb. " " " " 0 36
 " 120 1/2-lb. " " " " 0 36

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

 Blue Label, 1's..... \$0 18 1/2 \$0 25
 Blue Label, 1/2'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, 1/2'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

TELEY'S INDIAN AND CEYLON TEAS.
"Elephant" Brand.
 Blacks
 Tetley's Extra quality..... Wholesale. Retail.
 No. 1..... \$0 65 \$1 00
 " Special "..... 0 50 0 70
 " No. 2 "..... 0 42 0 60
 " No. 3 "..... 0 35 0 50
 " No. 4 "..... 0 30 0 40
 " No. 5 "..... 0 22 0 30
 " No. 6 "..... 0 20 0 25
 These teas are packed in cases containing either 60 1-lb. packets, or 120 1/2-lb. packets, or assorted. No. 3 is also packed in cases containing 240 1/2-lb. packets.

Ceylon Greens— Wholesale. Retail.
 No. 1..... \$0 35 \$0 50
 No. 2..... 0 30 0 40
 No. 3..... 0 20 0 25
 Packed same as blacks.
ROSS' TEAS.
 This trade mark is on each package.
 5c. 2-oz. packets, per doz. 0 48
 10c. 4-oz. " " " " 0 96
 25c. 10-oz. " " " " 2 40

W. J. NICHOL & Co.
 Wholesale Agents, 11 and 13 Front St. E., Toronto.
 Also agents Cudahy Packing Co., beef extract and pepsin.
"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 22 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 1/2
 " IV 80-lb. " " " " 0 30
 " V 80-lb. " " " " 0 26 1/2
 " XXXX 80-lb. boxes..... 0 25
 " XXX 80-lb. " " " " 0 26
 " XXX 80-lb. " " " " 0 22 1/2
 " XXX 30-lb. " " " " 0 20
 " XX 80-lb. " " " " 0 20
 " LX lead packets.....
 Assorted cases (1 and 1/2-lb.) to retail at 40c..... 0 28 1/2

Black Teas—"Nectar" in lead packets—
 Green Label..... retails 0 26 at 0 20
 Chocolate Label..... 0 35 at 0 25
 Blue Label..... " 0 50 at 0 36
 Maroon Label..... " 0 60 at 0 45
 Fancy tins—Chocolate, 1-lb..... 0 32 1/2
 " " " " Blue, 1-lb..... 0 42 1/2
 " " " " Maroon, 1-lb..... 0 50
 Maroon, 1-lb..... 1 50

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

LIPTON'S TEA (in packages). Per lb.
 No. 1, cases 50 lb., (50 1/2-lb. packages, \$0 35
 (25 1-lb. " " " " 0 34
 No. 1, cases 50 lb., in 5-lb. tins..... 0 35
 No. 2, cases 50 lb., (50 1-lb. packages, 0 29
 (25 1-lb. " " " " 0 28
 No. 1, cases 50 lb., in 5-lb. tins..... 0 29
 No. 3, cases 50 lb., (50 1-lb. packages, 0 23
 (25 1-lb. " " " " 0 22
 No. 3, cases 50 lb., in 5-lb. tins..... 0 23
 Green Ceylon, No. 1, (50 1/2-lb. packages 0 35
 No. 1, (25 1-lb. " " " " 0 34
 Green Ceylon, No. 2, (50 1-lb. packages 0 29
 (25 1-lb. " " " " 0 28

Tobacco.
THE EMPIRE TOBACCO CO., LIMITED.
 Smoking—Empire, 3/8s, 5s, and 10s..... \$0 39
 Amber, 8s, and 3s..... 0 56
 Chewing—Stag, bars, 1/2 oz..... 0 38
 Bobs, 5s, and 10s..... 0 39
 " 1 1/2 oz. bars, 5/8s..... 0 39
 " Currency, 1 1/2 oz. bars, 10/8s..... 0 42
 " 6s, and 10's..... 0 42
 " Old Fox, narrow, 11s..... 0 42
 " Snowshoe, 1 lb. bars, sp c'd 6s 0 46
 " Pay Roll, 6s..... 0 47
 " Fair Play, 7s, and 12s..... 0 43

E. D. MARCEAU, Montreal. Per gal.
 EMD, pure distilled, highest quality, \$9 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

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
 " 1 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 By Appointment to **H.M. the KING** of the British Empire.

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

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

Our Chief Business



is making mantles that last the longest and give the most light. **A** is indelibly branded on the best mantles made.

Our factory is equipped with up-to-date appliances; our output is the largest; our goods the most reliable—We use nickel steel wire supports.

We handle other goods, in such quantities that we can quote you lower prices than you can import them for. No charge for cases or packing.

Write for our quotations on:

HIGH GALLERIES	Best Quality
LOW GALLERIES	2nd Quality
STRAIGHT CHIMNEYS	
BARREL	
MICA	
OPAL SHADES	PEAR GLOBES
APPLE GLOBES	SUNDRIES

AUER LIGHT CO., MONTREAL.

More than Half

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

Brunner, Mond & Co.'s

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

Winn & Holland

MONTREAL Sole Agents for Canada

The American Coffee Co.
IMPORTERS AND JOBBERS,
TORONTO.
Special Blends:

"GOLDEN EAGLE" "MANHATTAN,"
"MONTREY."
Correspondence Solicited.

THE PEOPLE OF JAMAICA

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

KINGSTON

"GLENER"

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

BASKETS

We make them in all shapes and sizes. We have

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

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

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

BUSINESS NEWS

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

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

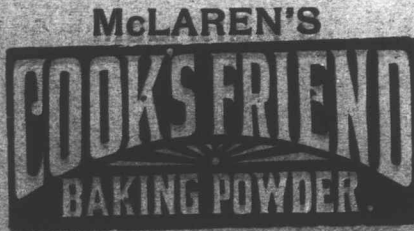
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CANADIAN PRESS CLIPPING BUREAU,

232 McGill Street, MONTREAL, QUE.
Telephone Main 1255.

10 Front St. E., Toronto. Telephone Main 2701.

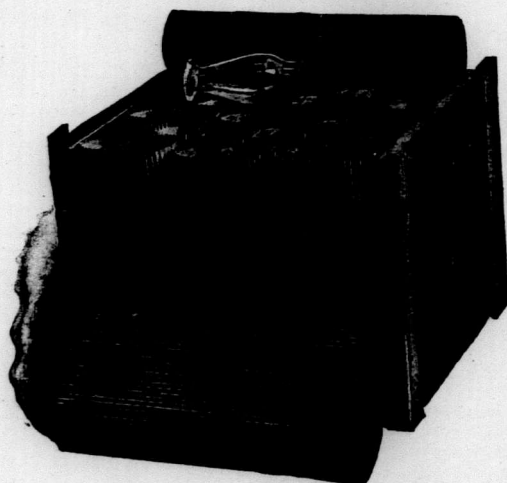
Is Honest Goods and just the Thing on Which to Make or Extend a Business.



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

We Sell Lamp Chimneys in
"Climax" Cartons

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



You Save in Space. Weight, Freight and Breakage.

GOWANS, KENT & CO., Toronto and Winnipeg.

**Wethey's
 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.

Prepared only by
J. H. Wethey, Limited, St. Catharines, Ont.

Crosse & Blackwell, Limited

PICKLES, SAUCES, JAMS AND PRESERVED PROVISIONS

**SPECIAL WHOLESALE AGENTS
 LEA & PERRINS SAUCE**

At Manufacturers' Prices and Discounts

C. E. COLSON & SON, AGENTS, MONTREAL

CHAS. F. CLARK, President.

JARED CHITTENDEN, Treasurer.

...ESTABLISHED 1849...

BRADSTREET'S

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

Offices Throughout the Civilized World.

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