

**PAGES  
MISSING**

PUBLISHED EVERY  
FRIDAY

CIRCULATES IN  
EVERY PROVINCE

# THE CANADIAN GROCER AND GENERAL STOREKEEPER

**SELL  
ONLY  
THE  
BEST!**

In Competition with the World  
we have received the  
**Highest Awards  
Made . . .**

These substantiate our claim  
that : : : :

## Colman's Mustard

**IS THE BEST IN THE WORLD**



### 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. SMYLIE  
Vice-Pres't and Sec'y

H. W. PETHERBRIDGE  
Treasurer

## National Licorice Co.

Successors to

YOUNG & SMYLIE  
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.

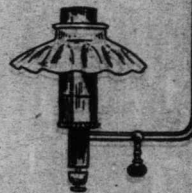
We offer you the best made lamp on the  
market, built scientifically.

We offer you a lamp that will  
light your store for half the  
cost of kerosene.

We offer you a lamp that is safer  
than a coal oil one.

We offer you a lamp which you  
can sell at a good profit.

Do you want the Agency for it?



No. 25  
100 Candle Power.

THEN WRITE FOR  
OUR CATALOGUE AND DISCOUNTS.

EVERY LAMP GUARANTEED.

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

THE CANADIAN GROCER

# Codou's

Genuine French  
**Macaroni.**

Made in a Model Factory—  
perfectly new and up to date.  
Made only from finest Taganrok  
(Russian) Wheat, because that is  
the only suitable Wheat to use  
in making the highest quality  
there is or can be—nothing  
better can be produced.

**La Vve. P. Codou & Fils**

Bd. Camoni

**MARSEILLES.**

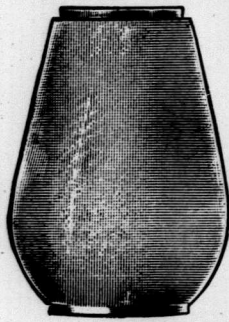
**ARTHUR P. TIPPET & CO., Agts.,**

8 Place Royale,  
Montreal.

20½ Front Street E.,  
Toronto.

THE CANADIAN GROCER

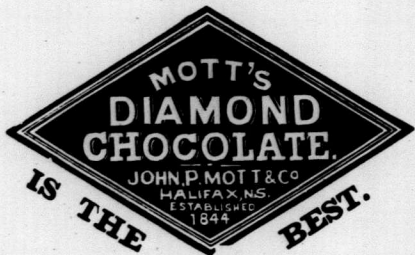
ARE YOU USING OUR



Cold Blast  
or Jubilee  
Globes

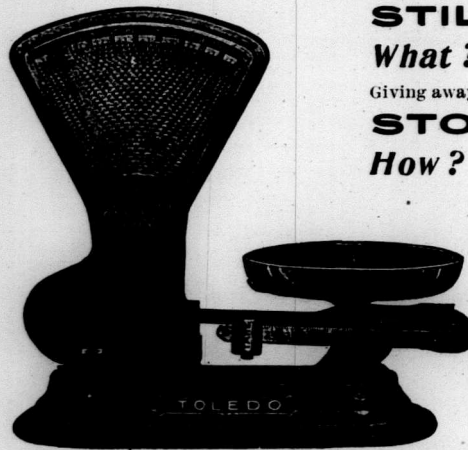
Aetna or  
Quaker Flint  
Chimneys?

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** will enable you to accomplish this result, as it 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, Agents,**  
The Toledo Computing Scale Co.,  
HAMILTON, ONT.

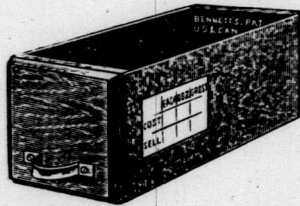
...THE...

**Bennett Manufacturing Co.**

(Successors to J. S. Bennett)

Bennett's Patent Shelf Box and Cabinets, for

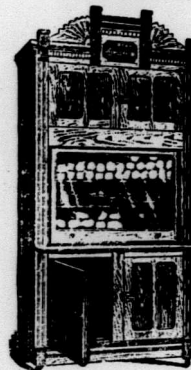
Hardware,  
Grocery,  
Seed and  
Drug Trades.



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.

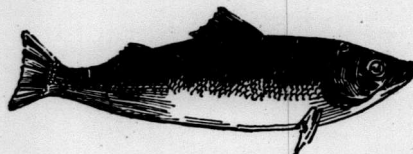
**Eureka Refrigerator Co.,**

Wilbert Hooley, Manager.  
54 Noble St., TORONTO.

This cut represents No. 13.

Phone Park 513.

**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



"Trifles make up Perfection, and Perfection is no trifle."

Have you seen our new round Canister?

For \_\_\_\_\_

## It is a beauty.

JAMS  
JELLIES  
SYRUPS  
STARCH

TEAS  
COFFEES  
SPICES  
BAKING POWDER

The Dominion Canister Company, Limited  
DUNDAS, ONTARIO, CANADA.

# "Sterling"

## Brand Pickles

and

## Relishes

A wise grocer will stock up well for the spring trade with "Sterling" Brand goods. The brisk demand commanded by these goods make them a favorite with the grocer.



Are deservedly popular.

Manufactured by

## T. A. LYTLER & CO.

Manufacturers of high-grade Pickles, Relishes, etc..  
124-128 Richmond St., West, TORONTO.



# Our Package Oats

led the way in Canada to a sensible nourishing hot breakfast half a century ago.

**TILLSON'S OATS**, Pan-Dried, is undoubtedly the pioneer breakfast of Canada.

**TILLSON'S OATS**—to-day is the leader it has always been, only more so.

All classes take kindly to it.

Freedom from dirt, specks and hulls makes it noticeably different from some other foods even at first glance, and

Then there's the flavor and nourishment that's so carefully retained by the pan-dried process.

That's noticeable in the eating.

No question about its leadership in Canada.

**THE TILLSON COMPANY, Limited,**  
Tillsonburg, Ont.

## SPRING ONCE MORE.

Grocers! Look after the health of your customers by recommending

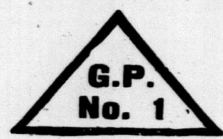





# JAPAN TEA

People who drink *Japan Tea*, drink a tea that is unadulterated in any shape and which contains *no deleterious* matter injurious to health.

Beware of others claimed to be "just as good."

*It is well-known throughout The Trade in England, that we, George Payne & Co., Ltd., have the largest Wholesale Tea-Blending Business in the United Kingdom. We can, therefore, offer you better values in Blended Tea than can any other House dealing with Canada.*

*We select and blend the following British-grown, Indian and Ceylon Teas, especially for the Canadian Market. To each of the six 'Marks' is appended the net 'cash' price at which we deliver the Blend in bulk, carriage paid, to our Customers' Store in Canada.*

 <b>G.P. No. 1</b>	 <b>G.P. No. 2</b>	 <b>G.P. No. 3</b>	 <b>G.P. No. 4</b>	 <b>G.P. No. 5</b>	 <b>G.P. No. 6</b>
16 C.	20 C.	25 C.	30 C.	35 C.	40 C.

*We guarantee these Blends to be really unrivalled in quality at their respective prices. Each is indeed perfect in strength and flavour, and always uniform, month after month, so that Customers, repeating orders, can rely on absolute uniformity. Our coloured facsimile sheet of Packet Teas, gratis, and post free, on application.*


## **George Payne & Co., Limited,**

**Wholesale Tea Blenders, Importers and Exporters,**

**Minories, London, E.C., Eng.**

*We are prepared to appoint reliable and energetic parties in the various Provinces of Canada as our Agents. All applications to be addressed to "Editor, 'Canadian Grocer,' Toronto, Canada."*

RETURNED  
JUN 18 1933  
See cut book 9  
Page 55

**MAGIC**  
  
**BAKING POWDER**

PURE AND WHOLESOME.  
ONE POUND CAN 25 ¢

**E. W. GILLETT COMPANY LIMITED**  
TORONTO, ONT.

**“Empire” Soda**

BEST FOR BAKING

IS HANDLED BY

**CAREFUL GROCERS**  
because it is **PURE.**

**ECONOMICAL GROCERS**  
because it is **CHEAP.**

**PROGRESSIVE GROCERS**  
because it yields **MORE PROFIT.**

**PATRIOTIC GROCERS**  
because it is **BRITISH.**

---

**WINN & HOLLAND**  
MONTREAL,  
SOLE AGENTS FOR CANADA.

**The American Coffee Co.**  
IMPORTERS AND JOBBERS, TORONTO.  
Special Blends: \_\_\_\_\_  
“GOLDEN EAGLE,” “MANHATTAN,”  
“MONTERY.”  
Correspondence Solicited.

THE PEOPLE OF  
**JAMAICA**

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

**KINGSTON**  
**“GLENER”**

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

**BASKETS**

We make them in all shapes and sizes. We have

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

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

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

**BUSINESS NEWS**

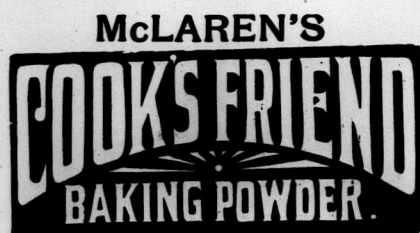
of any kind that is of value to business men supplied by our Bureau. We can give you market quotations from any town in Canada, reports from the city markets, stock quotations, etc. You can get commercial news from any Canadian paper through us.

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

“Clippings from any Canadian paper on any subject.”

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

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



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



# Ceylon Tea

BLACK or GREEN

The merit of the **Black Teas** has established them high in popular estimation. They are drunk wherever the English language is spoken. They follow the flag and drive out less meritorious growths.

But some consumers are wedded to light drawing kinds, with pale liquor and without the full body and richness of the black kinds.

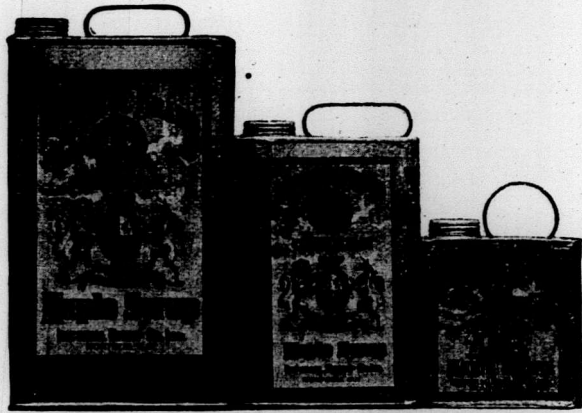
The **Green Teas** of Ceylon and India are made expressly for this trade. In Make, Quality and Price they challenge comparison with other growths.

They are grown, prepared and packed with the same skill by the British Planters who have revolutionized the black tea trade.

They have caught on in Canada and the demand is constantly growing. Try them.

# Ceylon Tea

BLACK or GREEN



**THE BEST POINT**

about **Imperial** Brand  
**Maple Syrup**

is its  
**QUALITY.**

Consumers who  
try it once  
buy it.  
always

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.



Common Starch has to take a back seat now that the

**Chinese  
Starch**

is on the market.

**Chinese Starch** is the best quality, and gives the best satisfaction to the housekeeper.

We are the sole manufacturers in Canada, and guarantee every package. Send us a trial order, it will lead to future business.

**OCEAN MILLS**  
MONTREAL.

**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.

THE CANADIAN GROCER

**IT WILL PAY YOU EXACTLY 100 PER CENT.**

**DIXON'S CARBURET OF IRON STOVE POLISH.**

A Polish for STOVES, GRATES, RANGES, and every kind of cast and steel iron work.

Requires less labor, produces a more perfect polish, and will retain its brilliancy much longer than the ordinary polish used. Sold in the United States for fifty years; thousands of Canadian retailers now handling it.

In bars about four inches long, dozen in package, 6 packages in case.

Carburet of Iron is as near a perfect polish as polish can be. Ask our travellers about it. Write us.

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

**"THE ART OF PUTTING THINGS."**

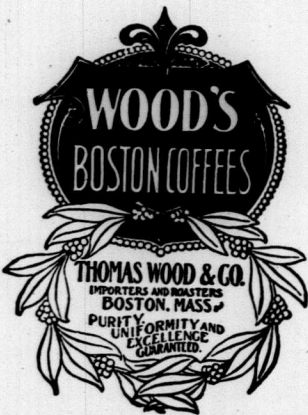
A noted English author wrote an essay on "The Art of Putting Things," in which he showed how easily mistakes and blunders are made by the misuse of words.

Many mistakes are likewise made in "Putting Things" to the public for the purpose of creating an interest and thus securing patronage and profit. In putting our

**WOOD'S COFFEES**

before customers, all we ask for them is that these superior and favorite goods be given a fair test. There is a way to do it so as to assure you a profitable and steady trade.

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



THE FACT HAS BECOME ESTABLISHED THAT OUR OUTPUT IS TAKEN BY THE BEST GROCERS, THEREFORE WE MUST OFFER THE BEST MERCHANDISE.

**OUR "UNITY AND QUALITY" BLENDS OF COFFEE**

ARE THE VERY BEST VALUES OBTAINABLE.



18c.



22c.



25c.



28c.



32c.

TERMS: 10 DAYS, USUAL DISCOUNTS.

100-lb. lots delivered.

**Your Brains and Our Blends Will Together Form an Irresistible Combination**

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.



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

CORRESPONDENCE  
... SOLICITED.

## COMMENT ON CURRENT TOPICS

IN Manitoba last year, 168 joint-stock companies filed reports in the Provincial Secretary's Department, against 111 in 1901. Of foreign corporations there were 75 against 57. Manitoba will eventually become a great manufacturing and commercial centre as well as a great wheat-growing country. And those who prophesy that Winnipeg will be the "Chicago of Canada" are not likely to prove false prophets.

A couple of generations ago Toronto was called "Muddy York." To-day it is called "Muddy Toronto."

In making a raid on cotton in New York the other day, the bears were possibly bent on providing themselves with garments for summer wear.

Electricians appear to be getting control of the atmosphere, but there are yet no signs of anyone mastering the turbulent waves of the ocean. The way the big ocean liners have been buffeted about lately forcibly reminds one of this.

It is a good thing to have an encyclopedia in your library, but you require something more than an encyclopedia in your head; you require a thinker.

The agitation for smoke consumers is becoming quite pronounced in Toronto. This is one of the aftermaths of the coal strike, for had there been more anthracite there would have been less bituminous coal used, and consequently less smoke to cause annoyance.

It does not follow that because Vermont has discarded its 50 years of prohibition for a high license system, the surplus supply of water in that State will be any larger.

One of the political speakers in North Ontario blamed Providence for the elongated character of that constituency. This is a new species of politico-religious belief, and possibly is born of the idea that those who gerrymandered the constituency were verbally inspired.

The two locomotives which met on the same track near Acton, Ont., the other day have not since been able to move. Locomoter-taxia is probably the trouble.

Should the prohibitionists succeed in abolishing the liquor bar in Ontario we shall still have the legal bar to deprive us of our cash.

Although the Conservative party in the Ontario Legislature is still in the cool shades of the Opposition benches, it doubtless finds the temperature several degrees warmer than in the last House. The thought of what might have been, and in fact, what nearly came to being a reality, must naturally, however, be depressing. But one cannot tell what an hour or a day may bring forth in political matters, although it must be confessed that the immediate future does not promise to bring defeat to the Ross Administration.

Although the Liberal party in Ontario holds the record under the British flag for continuous tenure of office, His Majesty's Royal Opposition can boast (if it so desires) of holding the record for continuous occupancy of the Opposition benches. There may not be much consolation in this, but a record is better than nothing.

And so the Dominion Government has again decided to call for tenders for a fast Atlantic steamship line. Canada has experienced so many slips between the cup and the lip over the fast Atlantic steamship service during the past six or seven years that we sometimes almost despair of ever getting the cup to our lips; in other words, of ever getting an up-to-date line equal to that running out of New York. Let us, however, be not faithless but believing. The fast line is a little slow in coming, but it will reach harbor some day, although in the meantime some of us, like faithful Abraham, may "cross the border" before the desideratum is secured.

In the King's speech, at the opening of the Ontario Legislature, better accommodation is promised for the insane of the

Province. It is to be hoped that the promise will be made good. A great deal has been done, but until there is no longer a necessity for committing to the common goals the poor unfortunates bereft of reason a great deal more must be done.

Marconi has at last induced the British Government to allow his wireless telegraph station at Poedlin, Cornwall, to be connected with the inland telegraph system of the country. Hitherto the nearest telegraph station to Poedlin was about two miles away, but permanent officialdom opposed bridging the distance. But officialdom, like the ether of space, has been at last compelled to conform to Marconi's will.

The grain crops in Canada have been so healthy the last couple of years that they have been sufficiently potent to lift heavy mortgages off many farms.

Two or three of the municipalities in Ontario appear determined to hammer away at the Bell Telephone Company. They evidently like the ding-dong sound.

There was a political meeting at Zepher, Ont., the other night and as the speeches were political they were not as the gentle zephers about which the poets write.

While C. R. Devlin is now the man for Galway, it is evident the Dominion Government no longer considers him the man for Canada as an immigration agent.

Toronto has lost its suit against The Consumers' Gas Co., and now the legal gentlemen who had charge of the case are busy explaining that they expected the city would lose its case.

A meeting was held in London, Eng., a few days ago to discuss the food supply in case of war. What is troubling Canada most just now is how to supply Great Britain with food in time of peace. We have the surplus food, but not the adequate transportation facilities.

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



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

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

**MORSE BROS., Proprietors, Canton, Mass.**

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

**BUSINESS CHANGES.**

**DIFFICULTIES, ASSIGNMENTS AND COMPROMISES.**

**J.** BRUYERE & FILS, general merchants, Ottawa and Embrum, are offering to compromise at 40c. on the dollar cash.

Alp. Audet, trader, St. Pierre des Besquet, Que., has assigned.

Eugene Laferriere, general merchant, of St. Julienne, Que., has assigned.

Baker & Co., grocers, Montreal, have sold out to Solmes & Edwards.

J. B. Roy, feed merchant, Beauharnois, Que., has sold out to J. E. Leduc.

J. McD. Haines is curator for Kennedy & Co., general merchants, Brome, Que.

Chas. J. Humble, baker, Oil Springs, Ont., has assigned to James Marshall.

F. X. Beaucage, grocer, of Montreal, has assigned to Chartrand & Turgeon.

Gagnon & Caron are curators for Wilfrid Bousquet, grocer, Maisonneuve, Que.

I. Moquin & Co., general merchants, of Crysler, Ont., have assigned to Daniel Davis.

John Rowan, grocer, Nanaimo, B. C., has assigned, and a meeting of creditors will be held.

The assets of J. C. Desruisseaux's general business, Leclercville, Que., are to be sold on March 19.

Blais & Proulx, general merchants, of Ste. Anne de Bellevue, Que., have assigned to V. E. Paradis.

Thos. O'Leary, general merchant, of Thurso, Que., is offering to compromise at 25c. on the dollar.

A meeting of the creditors of Wilfrid Bousquet, grocer, Maisonneuve, Que., was held on March 6.

**INCORPORATIONS AND CHANGES.**

Henri Valois, grocer, Berthier, Que., has retired.

The Crown Grain Co., Winnipeg, has been incorporated.

James Lavery, confectioner, of Holland, is out of business.

Wolofsky Bros. have been registered as traders in Montreal.

Bachand & Petit, grocers, of St. Hyacinthe, Que., have dissolved.

J. G. Lalonde, grocer, Smith's Falls, Ont., is retiring from business.

The Keystone Sugar Co., Limited, of Whitby, Ont., have obtained a charter.

George B. Johnston, general merchant, Erdans, has removed to McKenzie's Sid-ing.

Jos. Hill, general merchant, Thornby, Que., has been succeeded by D. Thompson.

George Meadows, grocer, Vancouver, B.C., has been succeeded by Haugh & Calder.

P. A. Bigaouette & Cie. have been registered as manufacturers of candies, etc., Montreal.

The Imperial Packing Co., manufacturers of self-raising flour, Montreal, have been registered.

MacKenzie Bros., grocers, New Westminster, B.C., have been succeeded by Mrs. Adelaide Sinclair.

Roy, Caron & Lord, traders, of Ste. Julie, Megantic, Que., have dissolved; Roy & Lord have registered.

Krolick & Goldschmidt, general merchants, Grenfell, have dissolved partnership, and M. Krolick continues.

Bernedette Noel has been registered as proprietress of the general business of Madame L. Noel & Cie, Quebec.

**SALES MADE AND PENDING.**

J. D. Tellier, grocer, Berthier, Que., has sold out.

D. Bradshaw, grocer, Toronto, has sold out to Medland Bros.

W. N. Buck, general merchant, of Port Rowen, Ont., has sold out.

Henry Gould, grocer, London, Ont., is advertising his business for sale.

A. S. Baker, general merchant, Hilton, is advertising his business for sale.

Chas. E. Ryan, grocer, St. John, N.B., has sold out to C. F. Francis & Co.

W. Esau & Co., general merchants, of Winkler, have sold out to M. Calop.

C. B. Frelford, general merchant, Tara, Ont., is offering his business for sale.

J. A. Dostaler & Frere, grocers, Shawenigan Falls, Que., have sold their stock.

The assets of the crockery business of D. Lepage, Montreal, were sold on March 11.

Nesbitt Bros., general merchants, Well-wood, are advertising their business for sale.

The A. Pickard Co., general merchants, Exeter, Ont., have sold out to Rowe & Snell.

J. S. A. Wheatley, baker and grocer, Toronto, has sold out his bread department.

Brunt & Denning, general merchants, of Kerwood, Ont., have sold out to John Denning.

A. Widdifield, general merchant, Lawrence Station, Ont., has sold out to Samuel Wildon.

G. B. Hearn, general merchant, Richard's Landing, Ont., is advertising his business for sale.

W. D. Thomas, grocer and fancy goods dealer, Wingham, Ont., is advertising his bazaar business for sale.

**PARTNERSHIPS FORMED AND DISSOLVED.**

Richards & Golden, general merchants, Melbourne, Ont., have dissolved, and E. Richards continues.

**FIRES.**

T. H. Donville, general merchant, Halifax South, Que., has been burned out.

Edward Ryan, general merchant, of Mount St. Patric, Ont., has been burned out.

Adams & Co., grocers, Halifax, N. S., had their stock damaged by fire; fully insured.

**DEATHS.**

H. L. Peine, grocer, London, Ont., is dead.

R. S. Gage, of the firm of E. Gage & Co., general merchants, Newbury, Ont., is dead.

Jos. Arseneau, of the firm of Gauthier, Arseneau & Co., general merchants, Little Cascapedia, Que., 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 CREAM IN IT—  
JERSEY CREAM—MADE IN CANADA—  
THE PROFITS REMAIN IN CANADA.

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

LOOK OUT FOR NEXT WEEK'S "GROCER," WILL HAVE SOMETHING TO SAY RE

### LUMSDEN vs. BLUFF

When the tail wags the dog will we believe that Yankee millionaires will come over here to run business for the benefit of Canacians. The wise merchant sells the best it he wishes to hold trade. The best of the kind are

JERSEY CREAM BAKING POWDER,  
JERSEY CREAM YEAST CAKES,  
JERSEY CREAM JELLY POWDERS,  
JERSEY CREAM DAIRY SALT,  
JERSEY CREAM EXTRACTS.

STANDARD COFFEES,  
STANDARD TEAS.  
STANDARD SPICES,  
STANDARD VINEGARS,  
STANDARD LYE.

### LUMSDEN BROS.

82, 84, 86 McNab St. North, HAMILTON.

No. 9 Front Street East, TORONTO.

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

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

# BROOMS FOR THE MILLIONS

We manufacture from only the best Illinois corn.

NO DYE

NO COLORING

Our corn requires none of this.

**Brooms for the home**

**Brooms for the church**

**Brooms for the warehouse**

**Brooms for the factory**

**Brooms for the mine**

Each Broom examined when bunched.

Any culls discarded.

Prices low and profitable to the grocer.

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

We are Sole Agents for—

**“Crown”**

**EXTRACTS**—Any flavor.  
**BAKING POWDER**—Tins, 1-lb., ½-lb., ¼-lb.  
**TEA**—Packages, 25c., 40c., 50c.  
**COFFEE**—Tins, X, XX, XXX.  
**SYRUP**—Bbls., Half-Bbls., Kegs, 2 and 3-gal. Pails.



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



ONTARIO.

PORT WILLIAM is to have another large grain elevator. The contract to build a 2,000,000-bushel elevator has been granted to the MacDonald Engineering Co. by the C.P.R.

David Robertson, Southampton, has sold his grocery and flour and feed business to Carl C. Cook, late of Crosby & Cook. Mr. Robertson will continue to deal in posts, ties, wood, etc.

The Board of Trade building in Port Arthur was almost entirely destroyed by fire on March 1. The building was owned by J. M. Neelin, whose loss is \$6,000, only part of which is covered by insurance.

Bright's disease carried off H. L. Pline, grocer, South London, on March 5. The deceased was a popular citizen, and his death is felt deeply by his friends. His wife, two sons and two daughters are left to mourn his departure.

It is more than likely that Canada will have a special display of food products at

the following exhibitions to be held this year at the Royal Agricultural Hall, London: Confectioners' exhibition, September 5 to 12; grocers' exhibition, September 19 to 26; dairy show, October 6 to 9.

J. R. La France has succeeded to the grocery store of J. B. Calder, Dundas St., Toronto. Mr. La France has had experience in the grocery trade, having been in the business on the corner of Sackville and Oak streets, so that he knows all the "ins" and "outs" of it. He reports trade to be improving each week. THE GROCER wishes him every success.

BRITISH COLUMBIA.

Something has been done by Vancouver to introduce British Columbian salmon into South Africa, and it is hoped that exportation trade to that country will be greatly increased as a result. Six hundred and seventeen cases of salmon have been shipped as a sample.

MANITOBA.

At a representative meeting of farmers from all parts of the west, held at Brandon on March 4, the Province Grain Growers' Association was organized. The Association was instituted with the point in view of applying to Parliament for an amendment to the Grain Act, especially in regard

to the clause dealing with the distribution of cars to the farmers. Two delegates representing the Association will be sent to Ottawa to urge this amendment, and also to petition that an ice-crushing vessel be held at Port Arthur and Fort William in order to keep open navigation until December 15 each year.

NORTHWEST TERRITORY.

A British-Canadian wheat raising company has been organized for the purpose of raising wheat in a wholesale way on 10,000 acres of the best farm land in Assiniboia. The company proposes to raise the grain at the least possible cost by employing the most modern steam machinery, and they figure on a profit of 20 per cent. Perhaps they are a little too sanguine, for, although during a good season 20 per cent could be realized, it would hardly be possible to average a profit of that amount.

NEW BRUNSWICK.

Mr. Coughlin, the new grocer in F. P. Todd's store, Main street, Milltown, is about to open for business.

PRINCE EDWARD ISLAND.

J. H. Rattray has purchased the lobster plant owned by McLaren Bros., Charlottetown, and he intends running it on a large scale this coming season.



The  
**DIAMOND**  
 and **MacLAREN'S IMPERIAL CHEESE**

ARE ALIKE, INASMUCH AS THEY ARE BOTH THE MOST ASKED-FOR  
 TREASURES IN THEIR DIFFERENT LINES. THE GROCER WHO CARRIES IN STOCK

**MacLaren's IMPERIAL CHEESE**

IS WISE, AS QUALITY GOODS WILL  
 ALWAYS APPEAL TO PEOPLE  
 OF QUALITY

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

THE CANADIAN GROCER

**Absolutely  
Pure**

# JAMS

**7-lb. Wooden Pails  
6 in crate**

ALL KINDS.

Special price on 10-crate lots, We can interest you. Ask us about it.

**THE DAVIDSON & HAY, LIMITED**  
Wholesale Grocers. TORONTO.

### TALK WITH A TEA MAN.

From The American Grocer.

"THE Tea King of America"—that is the title that has been aptly bestowed upon modest P. C. Larkin, head of The "Salada" Tea Co., the main office of which is located at Toronto, Canada, and which has branch offices at Montreal, New York, Buffalo, Boston, Detroit, Pittsburg and several other large cities on the North American Continent.

It's a pretty big sort of title, but the business done by this company in so capably marketing its unsurpassed Ceylon and Indian teas, rather leads one to the use of large words. There is a temptation in them—they seem the only ones that adequately serve the purpose.

An American Grocer representative recently called at the office of James A. McGuane, the courteous and able New York manager for the "Salada" teas, and was fortunate in their meeting Mr. Larkin, who happened to be in town on one of his periodical runs to the States.

"How's the 'Salada' trade getting on?" was a direct but natural inquiry.

"Splendid," was the not unexpected answer. "We do, of course, a packet tea business exclusively, and have made

our product well known all over this country and Canada within a comparatively short space of time, by all kinds of judicious advertising, to reach both the consumer and the grocery trade, besides giving demonstrations in suitable places, etc."

The position of black teas in the market was mentioned. "In Canada," remarked Mr. Larkin, "the black tea sold is nearly all that of India and Ceylon, and though at one time the China black tea trade was very large, it has of late years greatly diminished.

"Ceylon and Indian green teas have only been on the market two or three years, but have made wonderful progress, and wherever Japan teas are sold these delicious uncolored and unadulterated teas quickly capture the market.

"They possess the same flavor and all the meritorious qualities of the Japan teas, but are of infinitely finer flavor, of more delicacy, and yet of far greater strength.

"There is no doubt in my mind that the advent of these teas will displace the Japans in a very short time."

The American Grocer man ventured to remark that Americans are still partial to Japans.

"True," replied Mr. Larkin, "but the only difference we experience is in getting them to drink our 'Salada' brands for the first time. After that it is pretty clear sailing. The teas are really wonderfully good, and a trial or two is usually quite sufficient to make a convert even of the most confirmed devotee of the Japan teas. Had it been otherwise our teas would hardly have made the progress they admittedly have in the estimation of the general public, which is, after all, the final judge of a thing's success. But, there, I have to rush over to Newark, get back, get dinner, and catch a train for Toronto"—and Mr. Larkin arose from his chair to do these several things.

"Salada" teas are being carried pretty generally now, especially by the better class of grocers. The introduction of them has not been noisy, but persistent more like the steady, quiet, but irresistible rush of a deep river than the froth and bustle and hullabaloo of a quick-running, but shallow stream. That's the way P. C. Larkin and his capable aides believe in doing business.

Riddell & Co., general and lumber merchants, Frohysire, have disposed of all general stock except hardware.



## "UPTON'S"

IN MARMALADE LANGUAGE, MEANS  
**THE BEST.**

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



## DAIRY PRODUCE AND PROVISIONS

and Cold Storage News.

### FARMERS' PACKING COMPANY.

THE annual meeting of the shareholders, of The Farmers' Co-Operative Pork Packing Company was held at Brantford, Ont., on March 3. A large number of farmers attended and went away satisfied with the work of their company.

Together, with other Canadian packing companies, it had a hard battle last year, owing to the scarcity of hogs in Canada, the abnormally high price of pork in the United States, and the decline of the bacon market prices in Europe.

The annual statement and directors' report were submitted, after which the meeting was adjourned by the president. A meeting of the directors will be held in the course of three or four weeks, when the auditors' statements in detail will be presented. Full English details did not arrive in time for the meeting.

Rev. R. Ashton, president of the company, was in the chair, and other directors present on the platform were: D. Burt, M.P.P., St. George; W. F. Myles, Burford; John Clarke, Onendaga; A. H. Vanloon, Waterford; A. A. Bixel, Brantford; Joseph Stratford, Brantford; Thos. Brooke, Brantford township, and C. F. Hodges, general manager of the company. William Cordroy, of London, England, representing J. & J. Courtney, the English selling agents, and large stockholders in the company, was also present. G. Harris acted as secretary.

A notable speech was made by W. G. Raymond, from a stockholder's standpoint. He counselled loyal support to the board of directors and an increased stock subscription from the stockholders.

The directors, in their speeches, pointed with special pride to the fact that the English returns showed that during the past year not one pound of the immense shipments had been returned to the selling agents.

### CHEESE FACTORY DISTRICTS.

Arrangements are being made to have the cheese factories of Western Ontario divided into districts, each district to have an expert to instruct the different factories in the manufacturing of cheese. It is proposed to make four districts. The first, the district around Ingersoll; the second, the country in the vicinity of Simcoe; the third, Dunnville and Brantford; the fourth, London and Strat-

ford. The four instructors for these districts will be under the superintendence of Mr. Barr.

The instructors will likely be: F. Hearn, S. P. Bairn, A. McKay and J. R. Burdes. Another instructor will likely be appointed for all factories outside the groups named. Besides these, there will be two experts engaged to take charge of creamery work in Western Ontario.

### YUKON TRADE.

Representations have been made to the Dominion Government that there is a splendid field for private enterprise in the providing of cold-storage facilities on the Yukon route. The deterioration of perishable articles en route to Dawson, it is claimed, keeps produce at fabulous prices. Professor Robertson, of the Department of Agriculture, has been asked to take up the question of refrigerator accommodation on one or two of the boats between Vancouver and Skagway, refrigerator cars on the White Pass Railway, and cold-storage equipment at White Horse. It is believed it would be a profitable investment for Canadian firms to erect up-to-date cold storage at White Horse and Dawson, with refrigerators on the boats plying between these two points.

It is estimated that Yukon consumes annually about 500,000 lb. of butter, besides a large quantity of eggs, cheese, fruit, vegetables and other perishable goods. With cold storage at Dawson and White Horse every Yukon boat during the season would be certain of perishable cargoes to fill their refrigerators and the people of Yukon would be able to get fruit and farm produces at reasonable prices.

The trouble at present is the heavy freight rates which are paid, not only on stuff that arrives at its destination in good condition, but also on that which has been spoiled en route. And owing to changes in temperature, especially on boats, the proportion of deteriorated goods is very large.—Free Press, Winnipeg.

### LOOKING FOR A SITE.

Schwarzschild & Sulzberger, the large meat canning and pork-curing concern, with headquarters in Chicago and branches in Kansas City and New York, are looking toward Toronto with a view to

establishing a branch factory there. They will send a representative to Toronto Junction on Monday next to size up the situation at the cattle market there. If he reports favorably the company will establish a branch there.

### CAPE BRETON CHEESE FACTORIES.

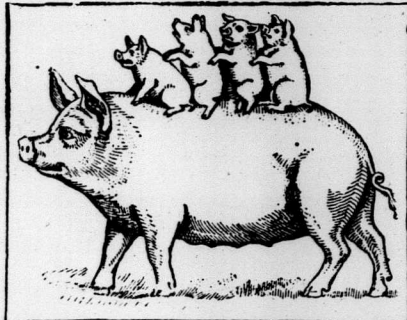
IN 1891 Cape Breton Island had four cheese factories and creameries, which produced goods to the value of \$8,000. Now there are 56 factories whose annual output is valued at over \$500,000. The recent establishment of The Dominion Packing Company, capitalized at \$1,000,000, with a capacity and appliances for handling all the hogs, cattle, sheep, fruits and vegetables that the island can produce, will provide a home market, and should greatly stimulate the production of the above products. The capabilities of the island soil and climate for fruit-growing are becoming widely recognized, and recently there has been a considerable advance in poultry raising. Not only has the island conditions for agricultural progress, but for industrial development as well. The conditions for the latter are nearness to supply of raw material in wood, wool, in metals and cheap fuel. The absence of skilled labor on the island has hindered industrial progress. The more practical form of education now developed through the manual training schools is the fitting and necessary preparation for technical education and highly-skilled labor in manufacturing, and Professor Robertson expects that the island will have an increased number of manufactures in woodwork and in textile fabrics, particularly in woollens and varied sorts of metal industries, as the supply of raw materials can be obtained nearby in Cape Breton.

### COLD STORAGE AT FERGUS.

John Moffatt and his staff of workmen are still busy completing the carpenter work at the cold-storage building. During the past week The Linde British Refrigerating Company, of Montreal, has had several men at work under the personal supervision of W. J. Roberts, of Montreal, installing a 45 h.-p. engine and a 100 h.-p. boiler, as well as refrigerating machinery of different kinds. They expect to complete their work in about a week, when The Perrin Co., of Chicago, who have a branch in Toronto, will in-

# LARD that is PURE IS LARD THAT SELLS.

And the progressive grocer will handle nothing else



Order from us and **quality** and **purity** is guaranteed, and your customers will appreciate your efforts to secure for them the best article on the market.

**The Farmers Co-Operative Packing Co.  
of Brantford, Limited.**

From 3-lb. Tins Up.

Write for Price Lists.

When you have any

# BUTTER OR EGGS

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

**The J. A. McLean Produce Co., Limited**

75-77 Colborne Street

Telephone Main 2491.

**Toronto.**

## F. W. FEARMAN CO.

Limited

Curers of...

**HAMILTON**

**"STAR BRAND" Hams and Bacon**

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

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

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

# Our English Brawn

Twelve 5-lb. Tins  
in a Case.

Cooked and Ready  
for Slicing.

Are you selling this line ?

If not, you are losing business.

It is positively a trade-winner and holder.

Do not delay ordering Sample Case.

**The Park, Blackwell Co.,**

PORK PACKERS,

LIMITED

TORONTO, ONT.

stal the killing machinery, fertilizers, tal- low and scalding tanks, etc. A cement floor has been laid in one of the cellars and in the engine room by Wilkie Bros., of whom Mr. Roberts speaks in the most complimentary terms about the work, equaling, if not exceeding the work done by the best men in the cities, every bolt in the engine bed fitting exactly. A new and much deeper ditch is being dug to carry the water away from the wheel pit. It is certainly a splendid structure, and the plant will be complete in every way before spring, when we hope to give a full report of its working. Fergus, Ont., News Record.

**GERMAN PLAN FOR GUARANTEEING FRESH EGGS.**

United States Consul J. I. Brittain writes from Kehl, January 15, 1903:

A unique method for insuring the freshness of eggs has been adopted by the Dairymen's Association in the vicinity of the city of Kehl. The agents of this association go among the farmers each day and purchase eggs, the farmer guaranteeing that these have been laid within the previous 24 hours. In consequence of this guaranty, the association pays the farmer three pfennigs, or about 1/4c., above the regular market price for each egg. The Dairymen's Association then makes a record of each purchase by giving the farmer a registered number and numbering each egg in a corresponding manner. When a consumer chances to find a stale egg, he returns it to the dealer, who in turn charges it to the association, which reports the matter to the farmer. The method is a protection to all parties concerned, and is said to meet with much success. The eggs are delivered to the dealer in cases containing five dozen each.

**DAIRY PRODUCE.**

**TORONTO.**

**BUTTER** There is fair trading in all grades, while receipts are equal to the demand. There is very little chance of much stocks accumulating at present. The best lots sell briskly. Creameries are fairly active, rather more so than others. The packers are well pleased with the spring trade opening. Quotations all round are steady. We quote:

	Per lb.
Creamery prints	0 21 0 22
" solids, fresh	0 20 0 21
" old	0 18 0 20
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** Firm prices still rule on the small local stocks, with no changes reported. The Old Country dealers are taking all the stocks offering at the present prices. A few factories have started making cheese; the makers say cheese prices are now comparatively higher than those

of butter. It is likely other factories will soon start to work. We quote:

	Per lb.
Cheese, large	0 13 0 13 1/2
" twins	0 13 0 13 1/2

**MONTREAL.**

**BUTTER** Most of the fall and winter-made creamery is about cleaned up, the result being that attention is given to the fresh-made goods, which are now arriving. The demand for large rolls is good. Fall and held dairies are practically cleaned up, and everything points to a fairly healthy spring trade. Of course, with the fine weather, the make will increase and the market will naturally decline. We would strongly advise all holders to keep all their supplies coming forward promptly and take advantage of the good market at the present time. We quote:

	Per lb.
Fresh creamery	0 21 0 22
Prints	0 22 0 23
Rolls	0 17 0 18

**CHEESE**—The export business is practically finished for the season, the last transaction being the sale of 25,000 boxes at 12 1/2c. Local trade continues good, and the stock held is light, this should make a healthy market throughout the spring season. Prices are ranging from 12 1/2 to 13 1/2c.

**WINNIPEG.**

No relief in the situation can be reported as yet. Supplies of dairy are very limited, far below the requirements of the market. At the same time dealers have some heavy supplies of very unsaleable goods on hand.

**EGGS**—So far the mild weather has not wrought the salvation of the egg market as supplies are very light indeed, very far from the requirements.

**THE PROVISION MARKETS.**

**TORONTO.**

The provision market remains unchanged. Trade is quiet. Dealers, however, expect things to become livelier in a short time owing to the Easter trade. There has been a somewhat better demand for smoked meats and a better inquiry for long clear bacon. Lard remains steady, although there is yet a disposition with the packers to press for sales. There is an upward tendency. We quote:

Long clear bacon, per lb.	80 10 80 10 1/2
Smoked breakfast bacon, per lb.	0 13 0 14 1/2
Roll bacon, per lb.	0 11 0 11 1/2
Medium hams, per lb.	0 13 0 13 1/2
Large hams, per lb.	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 10 1/2 0 10 1/2
" pails	0 10 1/2 0 11
" compounds, per lb.	0 08 1/2 0 09
Plate beef, per 200 lb. bbl.	15 00

The market for dressed meats remains unchanged. The delivery of dressed hogs

is not very large, the butchers requiring all for their demand. Packers' hogs are steady. Lamb is perhaps a trifle firmer.

We quote:

Dressed hogs, carlots, per cwt.	87 50 87 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.**

There was an improved demand for pork, and sales of some fair-sized lots were made within range of quotations. A more active trade was done in hams and bacon, and the movement of lard continues good. More inquiry is noted for smoked meats, as orders are coming in from the country in anticipation of Easter requirements which will set in during the last week of March. A few orders for hams and bacon have been booked for country shipment, chiefly hams. Pure lard has advanced 1/4c. Fairbank's compound lard has declined 1/4c. American fat back pork is being sold in jobbing lots at an advance of 25c. 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 1/2
" cases, per lb.	11 1/2 0 11 1/2
Fairbank's "Boer's Head" lard compound, 8 1/2c. tierce basis, with extras as follows:	
60-lb. tubs, over tierce	0 00 1/2
20-lb. tin pails, 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	81 80 81 90
Cottolene pails for 60-lb.	0 11 1/2
20-lb. for tubs, for Que. and Ont.	0 11 1/4

There was a fair demand from butchers for fresh-killed, country dressed hogs. A decline of 25c. per 100 lb. has to be noted in the price of frozen hogs, but this does not signify that the market is any weaker than it has been of late, as it is due to the fact that butchers will not buy frozen stock now on account of the mild weather, so the demand for such stock is only from packers, and sales of several fair-sized lots were made at \$8 to \$8.25 per 100 lb. Fresh-killed abattoir hogs sold well at \$8.60 to \$8.75 per 100 lb., and fresh-killed country dressed hogs \$8.25 to \$8.50 per 100 lb.

The feature of the dressed meat market continues to be the large receipts of veal, for which the demand is limited, although prices are much lower than usual. Some sales have been made to canners at 2 1/2c. per lb., and although more were offered at the same figure they refused them. The demand for beef was limited, and trade on the whole was quiet. We quote:

No. 1 beef, hind quarters, per lb.	80 08 80 08 1/2
fore quarters, "	0 05 0 05 1/2
Lower grades, hind quarters, per lb.	0 06 0 07
fore quarters, "	0 03 1/2 0 04 1/2

THE CANADIAN GROCER

***THE OLD RELIABLE***

**ROYAL**



**BAKING  
POWDER**  
**Absolutely Pure.**

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

***THERE IS NO SUBSTITUTE***

## THE CANADIAN GROCER

Veal, per lb.	0 02½	0 07
Lamb, "	0 09	0 10
Mutton, "	0 05	0 06

### WINNIPEG.

**DRESSED MEATS**—Market is firm and without change. Demand is slightly increased. Beef, 6 to 7½c.; mutton, frozen, 8c.; fresh killed, 9c.; lamb, 11½c.; hogs, standard bacon, 7 to 7½c.

**CURED MEATS**—The trade is increasing in these lines, and the indications are for a very heavy trade during the summer, owing to the large amount of immigration, this being one of the staple lines always bought by incoming settlers. The present outlook is that the demand is likely to be largely in excess of the supply, and that later in the season prices will be higher. There has been no change for some weeks now, quotations being: Hams, sugar-cured, 14c.; breakfast bacon, backs, 14c.; shoulders, 10½c.; spiced roll, 11½c.; dry salt, long clear, 11½c.; dry salt shoulders, 10c.; pure lard, in 20-lb. pails, \$2.25; 50-lb. pails, \$5.50; 3-lb. tins, in cases, \$7.50; 5-lb. tins, \$7.35; 10-lb. tins, \$7.20.

### ST. JOHN, N.B.

In barrelled pork, the market is very firm. Local packers are not only putting up considerable mess, but some very fine clear. Barrelled beef is rather easier and business quiet. Pure lard is rather firm. The market has acted oddly, there being quite a range in prices. Refined lard is quoted ¼c. lower. In fresh beef, western is rather easier. Domestic, while unchanged, is not so freely offered. Veal is coming in more freely, but holds at quite full figures. Pork is firmly held at full prices. It is too early for lamb. We quote:

Mess pork, per bbl.	\$21 50	\$23 50
Clear pork	22 50	26 00
Plate beef	15 00	16 00
Mess beef	12 50	13 00
Domestic beef, per lb.	0 06	0 07½
Western beef	0 08	0 09
Lamb	0 08	0 08½
Mutton	0 08	0 09
Veal	0 08	0 09
Pork	0 08	0 08½
Lard, pure, tubs	0 11	0 11½
pails	0 11½	0 12
compound, tubs, per lb.	0 09½	0 09½
pails	0 09½	0 09½
Fairbank's refined, tubs, per lb.	0 10½	0 10½
pails	0 10½	0 10½

### PROVISION NOTES.

**A** BY LAW of The Fordwich Cheese and Butter Co., providing for the increase of its capital stock from \$2,000 to \$4,000, has been confirmed.

Two or 300 spectators were present at the first killings of The Petrolia Packing Company.

D. Coulston, of Palmerston, who has been engaged by The Petrolia Packing Co., moved to that place with his family last week.

The English Government is introducing into South Africa live stock from Aus-

tralia, Texas and Madagascar, claiming that British and colonial cattle are unsuited for the Transvaal.

Hopeful signs of activity in dairying this year may be seen in the demand for cows, and the high figure which they realize. There seems to be no difficulty in disposing of good dairy stock.

The Wm. Davies Co., Limited, intend opening branch stores in several Provincial towns and cities. In addition to the business of selling, these outside towns will be purchasing centres for the collection of dairy produce, eggs and poultry.

During the latter part of February a carload of dairy cattle was forwarded from Ontario to British Columbia. G. H. Hadwin, British Columbia, vice-president of the Dominion Live Stock Association, in a letter to A. P. Westerfelt, says that he will require another carload almost immediately.

The annual meeting of the Campbellford Cheese Board held the last week in February was largely attended. The suggestion of the Eastern Ontario Dairymen's Association for the employment of an instructor and inspector for groups of factories not to exceed 25 or 30, each factory to pay \$15 for the season, was unanimously adopted.

The total exports of cheese from Canada during the present season up to the end of February were 2,373,188 boxes, as compared with 2,144,112 boxes for the corresponding period last season, showing the large increase of 228,776 boxes. This season's shipments aggregate between \$20,000,000 and \$21,000,000, being over two-thirds of the total value of the imports of cheese into the United Kingdom for the same period, and is the largest in the history of the Canadian cheese trade.

### MONTREAL RETAIL GROCERS.

**A**T last the grocers of Montreal have succeeded in their efforts to have the Dominion \$4 bill withdrawn. At their monthly meeting on Thursday night, March 5, in the Monument National, at which a good number of members were present, a letter was read from Hon. W. S. Fielding, Minister of Finance, in regard to the matter. The letter admitted the contention of the grocers that the figure "4" now in use on these bills could too readily be mistaken for a one, particularly when the bill became worn to any extent; and promised that the bill would be withdrawn, and replaced by another with a figure which would render impossible such mistakes. This is a great triumph for the retail grocers, and their efforts to have a more suitable bill placed in circulation, will benefit not only themselves, but merchants in all lines of business.

A good part of the evening was taken up with an animated discussion of the trading-stamp question. It will be remembered that at the February meeting a letter was read from the Dry Goods Merchants' Association of Quebec in regard to co-operation with the Montreal grocers, to do away with the trading stamps. After further correspondence, the Quebec Association have decided to join with the grocers in presenting a Bill to the Provincial Legislature which would have as its object the abolition of the trading-stamp abuse.

The butchers of Montreal are also interested in the subject, and show willingness to aid the grocers and drygoodsmen. A letter from their secretary was received inviting Ald. Lapointe and Secretary J. P. Dickson, of the grocers, to attend a meeting of the butchers on Tuesday night to discuss the matter, and it is likely that when the campaign is set on foot it will have a strong backing. Both the grocers' and butchers' organizations of Montreal include the best men in the business, and each boasts a goodly membership. Combined with the Quebec dry goods interests the movement to suppress trading stamps in Quebec has bright prospects of success.

Another important matter that came up for discussion was in regard to the sale to private families of ales and aerated waters by brewers, bottlers and manufacturers of such waters. This trade should undoubtedly belong to the retail grocers. The secretary was instructed to write to the brewers and others interested, and ask them to sign an agreement with the Grocers' Association to discontinue the sale of bottled ales and aerated waters to private persons.

It was thought by the Association that the Quebec manufacturers of biscuits should again allow grocers the 10 per cent. discount which was in force two or three years ago. When the price of flour advanced the discount was withdrawn, the manufacturers saying that they could not afford to give it. Now, however, with cheaper flour, the trade see no reason why manufacturers should not again allow them the 10 per cent.

In order to increase the membership of the Association, for there are still many grocers who, from one cause or other, have not joined, the secretary will commence an active campaign, calling on all grocers. On his calls he will be accompanied by a grocer from each district.

At the meeting three new members were admitted to the Association: E. Gagnon, 1575 St. Hubert street; Joseph Payment, 64 Versailles street, and L. O. d'Argencourt, 1506 Ontario street, and 362 St. Denis street.

# BY REQUEST.

We are only too glad to adopt any good suggestions which may be made to us by the people who handle our Sugar, and, at the request of some of our customers, for the purpose of overcoming difficulties which have occurred in the past in chips and dust getting into the Granulated, we have adopted ELASTIC-CRINKLED PAPER for lining the barrels. So when you buy

## St. Lawrence Extra Granulated

in the future you may be almost certain that there will be no barrel chips or dust in the Sugar, and the Sugar is less liable to sift out between the staves when the barrels have been roughly handled.

---

THE  
St. Lawrence Sugar Refining Co.

MONTREAL.

Limited

## Window and Interior Displays

Timely Hints  
and Suggestions.

February 17, 1903.

CANADIAN GROCER, Toronto:

DEAR SIRS,—Could you, through THE GROCER, make some suggestions on arranging a store front? I am going to build a store for groceries and boots and shoes. I have a corner lot 26 ft. frontage. I intend to build 70 ft. back, 40 ft. of the front for store and 30 ft. for warehouse. Would you put window on the side corner as well as two in front for display? Also give instructions in shop fixtures re shelving, etc., and oblige,

MANITOBA GROCER.

P.S. I look for THE GROCER and have found many good suggestions in it for grocers.

THE combination of boots and shoes with groceries is rather odd, and in many ways inconvenient, as the dust and necessary untidiness of a grocery store

The measurements of the front are: Front glasses,  $8\frac{1}{2}$  ft. long and 8 ft. high, ornamental (or plain) glass above, about 3 ft.; height of window from sidewalk, 20 in.; height of doorway from sidewalk, 3 in.; depth of window,  $5\frac{1}{2}$  ft.; width of doorway,  $7\frac{1}{2}$  ft.; width of door, 4 ft.; height of door, 8 ft.; glass in door, 3 ft. from bottom of door and  $5\frac{1}{2}$  x 3 ft. in size.

The size of the sheet of glass in the doorway will then be about 5 ft. 9 $\frac{1}{4}$  in. x 8 ft.

Two transoms appear above the door, both opening inwards and downwards.

The corners of the glass should not be

wide, never more than 6, as a deeper margin prevents the light reflecting from the ceiling of the interior and deprives the store of much of its light.

The cost of the entire glass front would not be more than \$225. Of course, in ornamental glass there is scarcely any limit to the price, but with this pattern the cost is very little more than for plain glass.

The brass rods connecting the sheets of glass cost about \$1.25 per ft.

A future number will contain specific instructions as to the construction in detail of a show window.

Next week will appear a plan of the interior with directions as to shelving, aisles and general arrangement.

### AN ODD WINDOW.

Recently, in London, Eng., a furniture dealer, in a desperate attempt to draw a crowd, conceived a display that fulfilled expectations and incidentally provided work for the police. Some days previous to the display he exhibited across the front of his store the announcement: "A young couple will take their wedding



Suggestions for a Window Front.

are ill suited to be under the same roof with a shoe store which is so easy to keep tidy and attractive. However, we will assist the Manitoban as much as we can.

We certainly would have the show window open at the side, but to the depth only of the front windows.

Fig. 1 is the front of the store as we would build it. The length of the glass front is 24 ft. 6 in., allowing from the total 26-ft. frontage 1 ft. for brick wall at the closed side and 6 in. for the projection of the wall beyond the show window on the other side. The height of the ceiling and the show windows will be best at about 13 ft.

large wooden partitions, but the small, neat brass connections now almost universally used.

The 3-in. ledge at the bottom of the front extends along the entire front. The ledge immediately at the bottom of the glass should be made wide enough, and with the proper slant to have the proprietor's name and business in gilt letters on a black background behind glass and in an oak frame.

Just here, let us say, the wooden trimming should all be in oak, or at least in an oak color.

The margin between the ornamental glass and ceiling should be only 4 in.

breakfast in this window on Sunday, February 15, 1903."

On the day announced a sailor and his bride appeared in the window eating a bountiful meal with wedding cake and all. The crowd of spectators, which numbered over 25,000, was completely beyond the control of the police who attempted to prevent the obstruction of traffic. The crowd was there, but the sales have not been chronicled.

Petitions are being circulated throughout Victoria asking the Government for the privilege of engaging in trap fishing on the shores of Vancouver Island.

## THE CANADIAN GROCER

### LONDON LETTER.

Office of "The Canadian Grocer,"  
London, March 10, 1903.

LONDON wholesale grocers do not find the Lenten season of the present year cause so much demand for fish as formerly. Years ago the preparations for Lent was a matter of considerable note, in so far as all sorts and kinds of fish obtainable was concerned. Scaled herrings, bloaters, finnan haddies, quintal salt cod, Labrador herring, in half and whole barrels, lake salmon and whitefish, in ½-bbls., and many other sorts were handled in heavy quantities, making, in the aggregate, a volume of trade that made the Lenten season memorable in the early months of the year. Now, however, the demand for fish at Lent causes little or no flurry, shipments being but little greater than during the balance of the year. One jobber says, while such fish as we have mentioned are decreasing here in consumption, the sales have very largely increased in canned fish goods, such as kippered herring, finnan haddies, mackerel, Columbia salmon, and many canned vegetables, not formerly obtainable at Lent, are now substituted, and much preferred for the table in lieu of animal food.

Teas are causing some talk in the "Forest City," and all grades are expected to be still higher. Ceylons, Indians, Hysons, Japans, Moyouns, Assams, Pekoes and even Congous are said to be eagerly looked after by the big New York brokers. The cause of this tea scarcity is difficult to get at, but the rumors of the Boxers' intended extermination of foreigners from China has undoubtedly some foundation for it.

The latest report in regard to the consolidation of industries, has to do with several of the London wholesale grocers, who are said to be in consultation with similar firms in Toronto and in Hamilton, with a view to forming a syndicate for material protection and benefit.

The Ingersoll pork factory business is reported as brisk. The price paid for live weight hogs is now \$6 per cwt. The ice harvesters are still busy hauling and storing ice for the pork factory.

Who has not yet heard the old saying—"A new broom sweeps clean?" Wellford Bros., makers of brooms, this city, are about to manufacture a broom that is patented in one or more of the United States. Nothing similar has ever been on the Canadian market. It is the intention of this firm to begin at once the enlargement of their premises on modern plans, specially to facilitate the output of the new broom. Your London correspondent has handled enough of brooms

in his lifetime to recognize the advantages of this American patent. The grocery trade, from Newfoundland to the Rockies, will be on the lookout for it this summer.

D. D. Allan, buttermaker, of Princeton, will, at an early date, ask a meeting of farmers what assurances of support they will be prepared to give should he operate a creamery in Paris, Ont.

Quite a lively legal scrap has been going on for some time between the town of Norwich and the city of St. Thomas, about the brands of brushes and brooms made by a firm in each of the places named. Norwich, having been successful in their endeavor at Toronto, are to be allowed to label their goods as the product of The Norwich Broom and Brush Company Limited. Now, the St. Thomas firm have applied for the privilege of using the trade mark "The Norwich Brand," and the getting the ownership of this brand is to be vigorously fought.

The farmers' market here last Saturday was rather slim, owing to the bad weather. In consequence of the meagre offerings, better figures were obtained, eggs selling freely at 15 to 20c. for new-laid, and best dairy rolls of butter at 22 to 23c. per lb.; creamery pounds, 21 to 25c. All other commodities required by householders were firm in prices, but were uniformly good in quality.

W. H. L.

### 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.

**JOBBER'S STOCK TO CLEAR—THIRTY** thousand rolls wall paper. Will send ten kinds—fifty rolls, each assortment—5, 8 and 10 cents retail, for \$15. Matched borders. Sample lot, two dozen window shades, \$7., green, drab and buff pulp, 8 cents lb. Hundreds of remainders, stationery and sundries, sample prices; 292 pens 10 cents gross; drawing pencils 10 cents doz., etc. Box 14, GROCER. (11)

**FOR SALE—GROCERY BUSINESS, STOCK** and fixtures; well-established; good paying. Stock reduced to suit. Enquire, 110 McGill St., Toronto. (11)

**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—THE BEST GROCERY BUSINESS** in one of the best suburbs of Ottawa; can show a net profit of over \$2,000 per year for the last five years. A five-year lease goes with this business. Stock \$4,000, but could be reduced. Satisfactory reasons for selling. Apply H. V. Z., Journal Office, Ottawa. 11

**GENERAL STOCK OF ABOUT \$5,000—DRY** goods, groceries, clothing, gents' furnishings, etc., in good smart town of about 3,000 inhabitants; rent of store for any term. Box 491, Globe. f

**GROCERY FOR SALE, ALSO FURNITURE,** stock light, rent low. Box 1217, Telegram. f

**GROCERY BUSINESS, NO. 1 STAND, LOW** rent, first-class stock, good trade, will stand closest investigation; retiring. Box 817, Telegram. f

**BUTCHER'S BUSINESS, ESTABLISHED** for thirty-five years in east end of the city, good reasons for selling. Apply Box 1143, Telegram. f

**TOBACCO AND CIGAR BUSINESS FOR** sale. 74 Queen street East. f

#### SITUATIONS VACANT.

**SALESMAN WANTED—TO TAKE FULL** charge of grocery department, except buying; must thoroughly understand the business; state experience and salary required. R. A. Dutton, Peterborough. (11)

**CLERK FOR GENERAL STORE IN RAIL-** road town, single man preferred; state experience and salary required etc. Box 12, care GROCER. (11)

**WANTED—AT ONCE, EXPERIENCED** grocery clerk. Apply 751 Queen E., Toronto. f

**GROCERY CLERK WITH EXPERIENCE** wanted immediately. W. S. Fry, 634 Queen W. f

**CIGAR TRAVELLER—EAST OF TORONTO**—must have connection. Box 153, Globe. f

#### SITUATION WANTED.

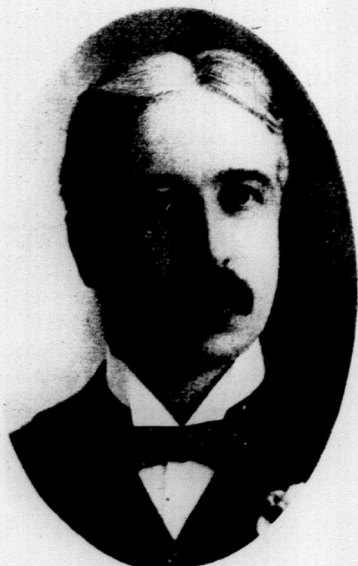
**WANTED—POSITION AS BOOKKEEPER;** Ten years experience in wholesale grocery business. First class references. Address M., care of CANADIAN GROCER, Montreal, Que. 12



## THE CANADIAN GROCER

### A MAN WHO DID THINGS.

MR. THOMAS TAIT, manager of transportation of the Canadian Pacific Railway, whose appointment as chairman of Victoria, Australia, Board of Railway Commissioners at a salary of \$18,000 per year, well deserves the position that has come to him. He has been a man who not only did things, but who did them well. Although scarcely 40 years of age, he has for many years held responsible positions in the service of the Canadian Pacific Railway Co. He entered railway service as a clerk in the audit de-



Mr. Thomas Tait.

partment of the Grand Trunk, in 1881, leaving that company when the Canadian Pacific "syndicate" came into existence, to accept the position of private secretary to Sir William Van Horne.

From the first he made it his business to learn all he possibly could about railway matters and the working of railways in all their details. In this way he fitted himself for advancement, until to-day he has been selected to fill the important position of chairman of the Board of Commissioners who manage the railway system of Victoria.

In 1889 he was appointed assistant superintendent of the Canadian Pacific, with headquarters at Moose Jaw; in 1890 superintendent of the road with headquarters at Toronto, and in 1893 manager of transportation.

The following is a brief statistical summary of the Victoria railway system over which Mr. Tait is to preside:

Miles in operation, 3,237.  
Expenditure on capital account, £40,145,404.  
Average cost per mile, £12,402.  
Revenue from coaching, £1,560,894.  
Revenue from goods, £1,711,894.

Revenue total, £3,337,797.  
Revenue per mile, £1,034.  
Working expenses—Maintenance, £518,488; loco. power, £646,192; car repairs, £147,153; traffic, £609,000; compensation, £7,945; general, £56,018; total, £1,984,796.  
Net revenue, £1,353,001.  
Net revenue on total capital cost, 3.37 per cent.  
Net revenue on total loan moneys expended, 3.64 per cent.  
Pensions and gratuities, £90,443.  
No. of passenger journeys, 54,704,052.  
Goods tonnage, 3,155,697.  
Live stock tonnage, 226,163.  
Train mileage, 11,066,016.  
Total employes, including supernumary, 11,956.  
Number of locomotives (16 building), 544.  
Number of passenger vehicles, 1,179.  
Number of vans, 302.  
Number of wagons, 9,392.  
Number of miscellaneous vehicles, 227.

Mr. Tait leaves Canada for Australia about May 1, and he goes to the Antipodes with the best wishes of his fellow Canadians, and with none more heartily than those of the business community.

### FRAUD IN FISH TRADE.

Editor CANADIAN GROCER, As a wholesale fish dealer I was interested in the letter published in your columns last week, signed "Watch Dog" regarding supposed frauds in the fish trade. In one case, at least, the fraud is not supposed. I refer to the branding of herrings as "Labrador," which are nothing of the kind. This, I believe, is done down in the Lower Provinces almost altogether, and is a grievance that "Watch Dog" can only overcome by purchasing from a fish dealer of unquestionable honesty.

Regarding the salmon, if this fish were bought in the original package it would contain correct weight. It is in the repacking into the half-barrels required by the buyer that the weight comes short, as it is impossible to get 100 lbs. into these barrels. They should, however, be sold as 90-lb. barrels.

As to haddies, the fault is not with the packer, or the wholesaler, but with the weather. The shrinkage in this fish, due to the change in the weather, is considerable. Only this week I have had to pay out 18c. for an order which fell short. When the haddies are packed they contain full weight and all the package will hold. Montreal, March 9. W. F. DEALER.

Whiteman & Co., general merchants, of Emerson, have sold out to M. Finkleman. George Taylor Bros., Limited, general merchants, Revelstoke, B.C., are advertising their grocery business for sale.

### TORONTO GROCERS MEET.

THE regular monthly meeting of the Toronto Retail Grocers' Association was held in St. George's Hall on Monday evening, March 9. The president Mr. Bell, occupied the chair.

Four applications for membership had been received by the secretary, and the names of the applicants will be held over until the next meeting, to be voted on in the usual manner. The grocers wishing to join are: F. H. Bible, Broadview avenue; T. J. Medland, Queen street east; C. W. Varcoe, Shuter street, and G. Cooper, Queen street west.

A letter from the Mayor, acknowledging the receipt of the resolution sent by the Association concerning the acceptance of Carnegie's library offer, was read and filed by the secretary.

The report of the At-Home committee showed that the affair had been a financial as well as a social success, there being a surplus up to date of about \$20.

The executive's report concerning the correspondence dealing with the garnisheeing of wages was read. The executive were of the opinion that the matter was too difficult for the Association to deal with. A resolution to the effect that the question should be referred again to that body for further consideration, and that they should be given power to co-operate with the Retail Merchants' Association if they thought advisable was, however, passed.

The following accounts were referred to the executive to be paid if found correct: F. Osborne, printing, etc., \$7.25; rent of room in St. George's Hall, \$15; miscellaneous, \$27.66.

The following new members were admitted to membership in the Association:

J. R. McNeil, Gerrard street east.  
A. G. Robinson, Queen street east.  
R. Teasdall, Teraulay street.  
White Bros., Carlton street.  
Watson Bros., Yonge street.  
J. R. LaFrance, Dundas street.  
Corbett Bros., Dundas street.  
W. E. Medland, King street east.  
F. Henderson, Queen street west.  
F. Lyons, Queen street west.

Under the business of "Discussions for the good of the Association," the question concerning the importation and consumption of imported goods came up for discussion, and it was unanimously agreed among the members that the Association should do all in its power to further the buying and selling by retail grocers of Canadian manufactured goods.

# ARE YOU IN A RUT?

BEEN WORRYING ALONG—SEEING YOUR **COFFEE** TRADE DIMINISHING—AND WONDERING—WHAT HAS BECOME OF YOUR COFFEE CUSTOMERS.—

**WE CAN PUT YOU ON THE RIGHT TRACK TO WIN THEM BACK.**

WE CARRY THE MOST COMPLETE STOCK OF **HIGH-GRADE COFFEES** IN CANADA—ALL CAREFULLY **SELECTED, BLENDED** AND **ROASTED** UNDER THE PERSONAL SUPERVISION OF OUR **EXPERT**. WE GUARANTEE **INCREASED TRADE** AND **ENTIRE SATISFACTION** IF YOU STOCK OUR WELL-KNOWN BLENDS OF BULK COFFEES:—

**"CLUB-HOUSE," "NECTAR," "EMPRESS," "DUCHESS"**  
**"AMBROSIA," "FANCY BOURBON."**

**"GOLD MEDAL"**

1 and 2-LB. TINS—WHOLE OR GROUND.

**"CAFE DES GOURMETS"**

HERMETICALLY SEALED 1-LB. GLASS JARS—GROUND.

**BY THE WAY**—AS A SPECIAL INDUCEMENT—WE HAVE SOME VERY HANDSOME CANISTERS, WHICH WE ARE, (FOR A LIMITED TIME ONLY) **GIVING AWAY FREE.**

**IT WILL PAY YOU TO GET OUR SAMPLES AND QUOTATIONS.**

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

SOLE AGENTS IN CANADA FOR THE FAMOUS "KIN-HEE" COFFEE AND "KIN-HEE" QUICK COFFEE POT.

## HINTS TO BUYERS.

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

**T**HE Eby, Blain Co., Limited, Toronto, are showing good values in high-grade prunes.

W. H. Gillard & Co., state they are offering a bargain in fine tap figs.

L. Chaput, Fils & Cie are selling brooms in lots of five dozen or more, the freight on which is prepaid.

The Eby, Blain Co., Limited, Toronto, are offering a fancy, 10-oz. screw-top bottle of catsup, to retail at 10c.

L. Chaput, Fils & Cie have a line of cream of codfish, in 1-lb. packages, which they offer at 85c. per dozen. They are selling well.

"U. & Q." Nimpkish, clover leaf salmon can be still had at attractive prices from Grocers' Wholesale Co., Limited, of Hamilton, Ont.

L. Chaput, Fils & Cie have just secured a shipment of Japan teas, which they offer at 16½ to 17c., a price below what has been quoted for some time.

The Eby, Blain Co., Limited, Toronto, have just received a carload of fine Bourbon Santos coffees ex-ss. Saleron, which they quote at attractive figures.

If all the "Salada" tea that was shipped out of the Toronto office during January and February of this year, was placed on Grand Trunk wagons, each team drawing two tons, they would form a procession one mile and 368 yards long.

## A NEW METAL POLISH.

Henri Jonas & Co. have received the first shipment of the new French brass and metal polisher. This is in paste form, put up in tubes, and is the most convenient polisher that has yet been offered for sale. The brilliant Buhler polish will be found useful by liverymen, militia men, and many others who have metals, especially brass, to polish. The tubes are in two sizes, nicely ornamented, and the smaller can be carried in the vest pocket. When the bottom of the tube is pressed the polish is pushed out and can be rubbed on the metal as required. The polish is called the "Splendor," and is patented in Canada, the United States and foreign countries.

## FACTORS IN THE LARD MARKET.

Last week's market closed fully ¼c. per lb. higher. The advance occurred against the combined efforts of the legitimate packing interests, and was a condition that they could not control and beyond any speculative interests. In short, it was absolutely unavoidable, and was due entirely to supply and demand.

The total Western packing of hogs for the 12 months ending March 1, was 20,435,000, against 25,110,000, for the preceding 12 months, a decrease of 4,975,000. This condition reflects the scarcity of the marketable hog.

The visible stocks of lard March 1 show 60,000 tierces less than a year ago, and 125,000 less than the average for March 1 for the past 20 years.

These figures prove that the supply is unequal to the demand, and prices must continue on an ascending scale.

The bearing of this condition in the States on the Canadian market is indirect; nevertheless, it is effective, not because United States lard can be imported here, but higher lard invariably means higher cotton seed oil and materials that enter into the manufacture of "Boar's Head" brand of refined lard compound.

## OLIVES IN 1,000 STYLES.

For over 2,000 years the olive has been regarded one of the greatest gifts to mankind, so much so that the olive tree was regarded by the ancients "as something venerable and holy." Once regarded a luxury, olives are now within reach of the slimmest purse and universally used. And so great and varied is the demand that one firm in New York—Francis H. Leggett & Co.—pack olives in 1,000 different styles and sizes in order that dealers may meet every requirement of their trade. Just as this house keeps the most varied assortment of coffee of any in the world, in order to have exactly the variety desired, so it also seeks to give the buyer of olives the size wanted and in the most desirable package for the community served. This firm issues a dainty little brochure entitled "Premier." It is worth sending for, and also the pamphlet on olives with reproductions in colors of the different sizes of olives, style of bottles, including those used for capers. These are good things to put in the grocer's reference book.

RETURNED  
MAR 11 1933



"What are you doing, my pretty maid?"  
"I'm selecting quakers, sir," she said.  
"May I be your quaker, my pretty maid?"  
"I'm rejecting all quakers, kind sir," she said.

## Hand Picked Coffees.

- Pure Gold "A" For best family trade, smooth, sweet, rich flavor - - - 32c. lb.
- Pure Gold "B" The American Standard blend, thick, rich, aromatic - - - 30c. lb.
- Pure Gold "C" Full bodied, catchy 40c. line - 28c. lb.
- Pure Gold "D" Heavy, thick liquor, strong, rich, cup quality - - - 25c. lb.
- Pure Gold "E" Special Hotel and Restaurant Coffee 23c. lb.
- Pure Gold "F" Useful for Hotels, etc., will not get bitter and flat if boiled - - 20c. lb.
- Pure Gold "G" Jobbing line - - - 18c. lb.

ONE OF OUR SALESMEN SOLD IN ONE MONTH OVER 26,000 POUNDS OF PURE GOLD HAND PICKED BLENDS, AND WE HAVE NOT RECEIVED A SINGLE COMPLAINT.

"RESULTS COUNT."

PURE GOLD MANUFACTURING CO., LIMITED TORONTO, CANADA.

"RESULTS COUNT."

THE accompanying unique leaflet issued by The Pure Gold Manufacturing Company, Limited, Toronto, conveys a message to the trade of Canada that is of greater importance to both dealers and consumers than would appear from reading it as merely a trade "reminder."



No. 1. Receiving and Shipping-Room.

From receiving-room the green coffee is elevated to the coffee department on fourth floor.

That The Pure Gold Co. have abundant confidence in "results that count" is evidenced by our view of their new warehouse and factory, recently completed, and now occupied by them. The location being on the historic site of old Upper Canada College, King street west, gives it a prominence and individuality in keeping with the progressive views of the management.

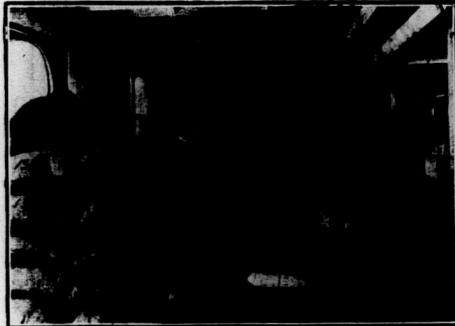
We do not propose in this article to enter into descriptive details of the various departments or products manufactured by the company, our intention being to make seasonable reference to their various products in departmental order, from time to time, taking coffee for our present review.



Home of Pure Gold Products.

## THE CANADIAN GROCER

But we may state that this company, under the new and improved conditions, have adopted the most advanced methods



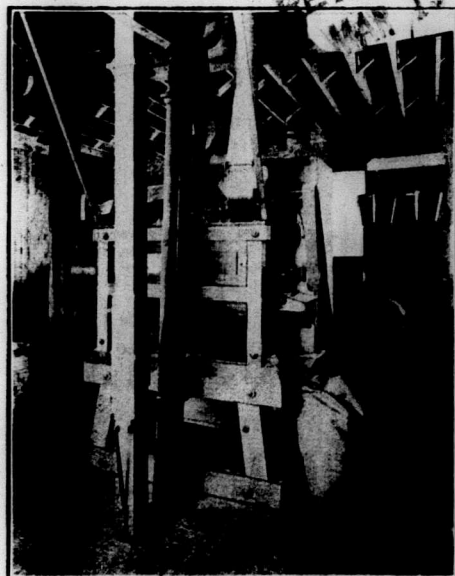
**No. 2. Green Coffee Stock.**

Here can be found coffee from nearly all producing countries and imported direct by The Pure Gold Company.

by "specializing" the space occupied and expert attention devoted to each product.

Our readers enjoying a cup of exhilarating Pure Gold hand-picked coffee at breakfast would, no doubt, be surprised to learn the investment, skill, care and attention necessary to produce the result they are enjoying, and it is in this relation that The Pure Gold Co. have aimed at the "results that count" on the breakfast table of the Canadian consumers.

Aided by the illustrations, you may follow the green coffee from the receiving



**No. 4. Milling or Polishing Machine.**

This rubs and scours the green coffee, insuring perfect cleanliness.

door of the warehouse to the roasting department where it is made ready for your use. The journey is brief, but inter-

esting, insomuch as it represents the most modern and complete system yet evolved for producing perfect coffee. As a matter of fact, there is no plant in America more complete than here shown.

The green coffee is emptied into a hopper under the flooring at No. 2, and is afterwards automatically conveyed from No. 2 to 3, 4 and 5 by the bucket elevator system, and finally, by forced draft, is elevated from the cooler to a distributing hopper under the roof.

Not content with results that are greatly superior to those produced by ordinary



**The Man Behind the Engine.**

roasters, The Pure Gold Co. decided to take "a step in advance" of all competitive methods, and we will carry you back to our opening illustration and draw your attention to the young lady who is rejecting all "quakers," or unsound beans, thus insuring for your breakfast table a perfect cup of coffee; and you will no doubt agree with The Pure Gold Co. that "results count."

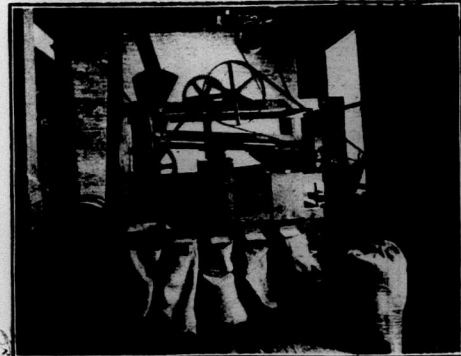
### RATES FOR GRAIN SHIPPERS.

THE communication below, from the C. P. R., was addressed to the secretary of the Board of Trade, in reference to Montreal terminals on export grain:

Grain, other than oats. On the above a rate of  $\frac{7}{8}$  c. per bush. (\$1.46 per 100 lb.) will be made, to include elevation and 20 days' storage, or part

thereof, but shall be exclusive of any portion of the cost of floating or lighterage.

Oats for export—Oats on which this company's earnings are \$10 per 100 lb. or over the terminal



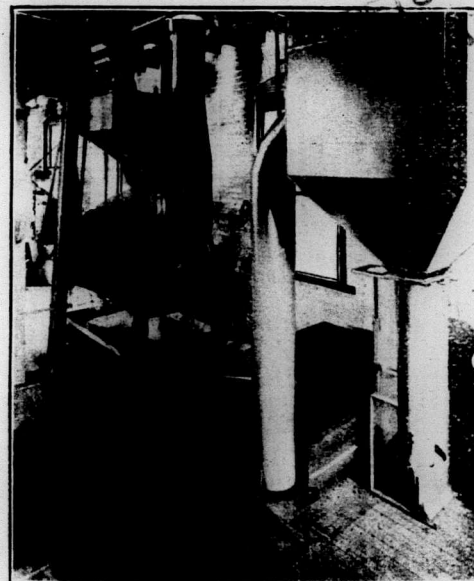
**No. 3. Coffee Separator or Grader.**

A process that divides the various sizes and grades of green coffee, thus insuring uniformity before roasting.

charge will be 2c. per 100 lb. to include elevation, 20 days' storage, or part thereof, and floating in Montreal harbor.

On oats, upon which the C.P.R. earnings are less than 10 per cent. per 100 lb., the terminal charge will be 2c. per 100 lb., including elevation, 20 days' storage, or part thereof, and floating in Montreal harbor.

The foregoing arrangement will include storage on oats for export received into elevators at Montreal on and after March 15 up to May 15 inclusive. Oats which remain in elevator after the expiration of the storage period as above, will be subject to an additional charge of  $\frac{1}{4}$  c. per bush. for each 10 days or part thereof.



**No. 5. Automatic Roaster and Cooler.**

Capacity 400 lb. in 18 minutes, and perfect results.

On oats warehoused March 15 or later, and paying terminal charges up to May 15 and additional storage charges after date, if any, will be floated without collection of any additional charges.

# Temper and Profits.

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

## Windsor Salt

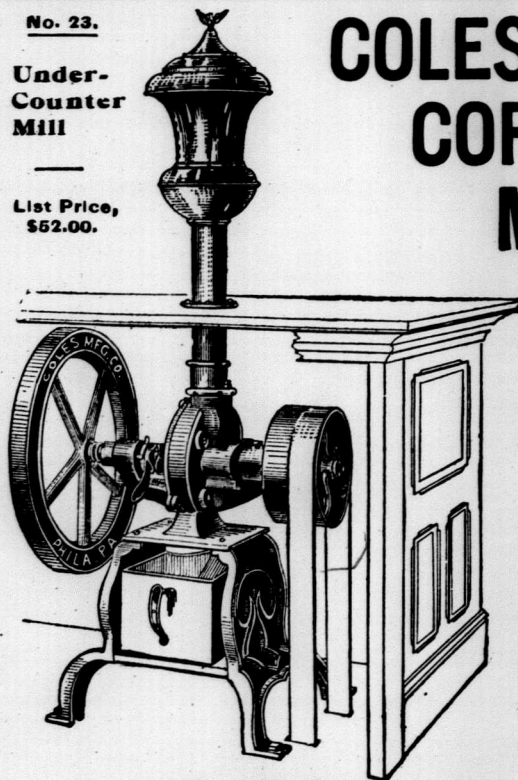
shows you a good profit, but the high quality of the salt itself is not sacrificed to enable you to *make* that profit. A woman won't lose her temper when she buys Windsor Salt and opens the package at home, because the salt won't cake—there is no impurity in it—each separate crystal is a salt crystal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

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

No. 23.

Under-Counter Mill

List Price, \$52.00.



## COLES COFFEE MILLS

None better for Granulating or Pulverizing.

Our mills will Pulverize without heating Coffee.

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

A GREAT LABOR-SAVER.

Our Grinders wear longest.

Agents: TODHUNTER, MITCHELL & CO., Toronto.  
DEARBORN & CO., St. John, N.B.  
FORBES BROS., Montreal.  
GORMAN, ECKERT & CO., London, Ont.

COLES MANUFACTURING CO., PHILADELPHIA, PENN'A.

## Retailers' Profits

are not forgotten by the makers of

## Paterson's Worcester Sauce.

There is money in it for you.



ROSE & LAFLAMME,  
Agents, Montreal.

## EDITORIAL

The  
Canadian Grocer



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.

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### AGITATION FOR AGRICULTURAL COLLEGES.

THERE is quite an agitation in the Maritime Provinces and in Manitoba for the establishment of agricultural colleges. The good work that has been done by the Ontario Agricultural College at Guelph no doubt stimulates the desire for these colleges. The scientific farming which is becoming so marked in Ontario is to no small extent due to the College at Guelph, which yearly sends out large numbers of graduates fitted for the work of scientific farming. The day when science and agriculture were thought to have no connection with each other is long past, and it is a good sign to see farmers and fruit-growers in the other Provinces agitating for what they recognize is so necessary to the agricultural life of the country.

The net cost of the Agricultural College at Guelph last year was about \$64,000, and, while the college may be in some respects open to criticism, this money was, on the whole, well spent. If every department of the Government was administered with the same proficiency there would be very little cause for complaint; and the

position to which it has attained is in no small extent due to the efforts of the Hon. John Dryden, Minister of Agriculture. The number of students at the Agricultural College last year was 381, and the influence of these distributed throughout the country must be very great.

In Halifax, the other day, Professor J. W. Robertson, Commissioner of Agriculture, who has probably done more for the development of Canada's agricultural industry than any man in the Dominion, said that there were 100,000 young men in Canada between the ages of 16 and 18 years of age who were preparing to be farmers.

Whether this number is exact or not we cannot say, but the number must be large and will, during the next few years, certainly very largely increase, particularly in view of the rapid development of the agricultural resources of Manitoba and the Northwest.

The business men of Canada, as well as the farmers, are interested in having these young men well trained. The more proficient the farmers are the more wealth do they create; and no class is more interested in the creation of wealth than the business men of the country, they indirectly sharing in it.

### INSURANCE AS AN INVESTMENT.

IT is not many years since that insurance was looked upon as merely a protection for the persons dependent upon the insurer for the necessities of life. Many people indeed, even to-day, see nothing more than this in it. True, this was the original and should always be the main object of all insurance. There is no way that a man can provide an absolutely secure protection from want for his family in case of his death, but any one of the well-established of our old-line companies, guarded as they are by strict laws and Government inspection, comes as near furnishing the means for it as it is possible to get.

A new idea, however, has, during the last few years, connected itself with life insurance, viz., investment. Business conditions are not to-day what they were a few decades ago. The opportunities for

developing a business on a small capital are not as they used to be. It is the age of joint-stock companies, trusts and large amalgamations of capital. Even the millionaires to-day find the benefit of coalition with large monied interests. As this period has developed the older insurance companies have found themselves in the happy position of having large funds ready to cope with the situation. They find themselves in much better position for investment than any ordinary individual can be, since investments seek them rather than they the investments. Men have found that the insurance policies they held have returned them profits almost if not equal to any of their other ventures. They had actually become stockholders in large and profitable loan businesses.

The new idea is legitimate. Take an individual case. Suppose a man has money to invest. It is a good proposition, indeed, that will to-day yield him over 4½ per cent. over and above the cost of investment. Suppose he puts the money into an insurance policy. It is a well-known fact that almost any of the larger companies will refund him all he pays in, and at least 3 per cent. on his money at the end of 20 years, or whatever the investment period may have been. You say this is 1½ per cent. less than he could have made otherwise. This may be true, but what else has he had? He has been saved all the worry of handling the money, he has run almost no chance of losses, and above all, he has, during almost the whole period, had insurance protection amounting to many times what he had paid the company. Surely 1½ per cent. on his money was a small price to pay for this; and in many cases even this cost almost entirely disappears. It would certainly seem that he had had a good investment.

We have no doubt that insurance methods can and will be still more perfected, and that a policy in a strong company will become more and more a good proposition for investment, but we must acknowledge that even to-day insurance carries with it a great deal more than the idea of mere protection. It is also a secure way of having idle money handled to our advantage.

## AMALGAMATION OF WHOLESALE HOUSES.

ALTHOUGH the scheme to amalgamate the wholesale houses in Ontario and Quebec has not yet reached a point where success is assured, it will not be due to a lack of energy on the part of the promoters of the scheme.

The scheme is not the same as that which an effort was made to carry through a couple of years ago. That scheme, it will be remembered, was to buy up the wholesale houses, and establish one or two large ones at different centres and reduce the travelling as well as the general staffs.

In contradistinction to that scheme the present one proposes to continue each house as it now is, each conducting its own business as it does to-day. But there will be a working agreement between all the houses as to the prices, travelling staff, territory to be covered, etc. By the arrangement in regard to the travelling staff, the customers of each house would be called on weekly, instead of fortnightly, as is now often the case. Instead of causing a decrease in the travelling staff, it might cause an increase, although not necessarily so, as some of the travellers will be withdrawn from points which are now overserved and sent to cover points where necessary to insure customers being waited upon once a week.

For years the wholesale grocers have been losing a great deal of business through the intrusion upon what was hitherto their own peculiar field, of manufacturers and dealers in specialties. The practice of some of these manufacturers of specialties has been to sell the grocer a bill of goods and then go out and sell at the same price to the latter's customers. This naturally has been a great source of irritation.

Furthermore, the manufacturers of certain lines of goods have been in the habit of taking orders from retailers and sending the goods to the warehouse of the wholesaler with whom the retailer dealt, to be enclosed with the shipment being sent to the latter. This has become a source of a great deal of annoyance to the wholesale trade, for not only has

space been taken up in the warehouse, but the time of clerks occupied as well in making entries in the shipping bills, etc. The discontinuance of these two particular practices is one of the objects sought by the proposed amalgamation.

As to the financial part of the scheme it is asserted that the proposal is to pay each firm 100 cents on the dollar for its business in the shape of preferred stock, while the common stock to the extent of another 100 per cent. is also to be paid. This particular phase of the scheme we have been unable to confirm.

### WAKE UP, SIR RICHARD.

WOMEN are not likely to hold any position of importance in the new Department of Commerce at Washington. At any rate, this is the intention of Mr. Cortelyou, the Secretary of Commerce. He claims that men are better workers, particularly in important positions. It yet remains to be seen whether Mr. Cortelyou will be able to carry out his intention, and certainly he has yet to encounter the wrath of Susan B. Anthony and other champions of woman's rights.

Without discussing the merits of Mr. Cortelyou's position, as to whether men or women are most efficient workers, Mr. Cortelyou's intentions are undoubtedly good. He recognizes that the Department of Commerce is an important one, and that it may be administered efficiently. He conceives that, in order to carry out his purpose, he must employ the best assistants possible.

We do not know what the views of Sir Richard Cartwright, the Minister of the Canadian Department of Commerce, are in regard to the question of women for carrying on the detail work of his Department. Probably he has never given the matter thought. Certainly, his Department is not carried on with energy or enterprise, whether his assistants be men or women.

Unlike Mr. Cortelyou, he evidently does not think the Department is an important one. At any rate, he does not evince any concern for it. Time and again the business men of this country have asked for

important changes, and rarely, indeed, has he acceded to their requests. The Department is one of the most important in the Government, and yet it is administered in a most perfunctory manner. There is no portfolio in the Dominion Government in which the policy of drift is so persistently pursued.

Hon. W. S. Fielding, Sir Wm. Mullock, Hon. Wm. Paterson, Hon. Sidney Fisher, are all men of energy and zeal for the duties of their departments. It is a pity that Sir Richard Cartwright has not caught some of their spirit. In the meantime the commercial interests of the country are suffering.

### CANADIAN PEAS FOR FRANCE.

A LETTER has been received in Montreal from the Minister of Foreign Commerce, of France, asking for the names of the principal places in Canada producing seed peas; what these are now quoted at here; who the Canadian exporters of such are who could deliver as much as 5,000 lb. of the best quality for 1903 to France; and also, if these exporters have agents in France, and, if so, who they are.

The growing of seed peas in Canada for the French market has already been commenced by a party of French people in Canada, and indications are that the industry will develop into large proportions.

The conditions of the Canadian soil and climate make it possible to grow a quality of seed peas here much desired by French growers. So great is the demand on the latter for supplies of canning peas for their own market that they find it more profitable to buy their seed and utilize all their land for raising the food article. The French Government has been interested in the matter, and their inquiries in Canada are the result.

Should the opportunity to supply French pea-growers with the seed be now seized by Canadian producers of such, they may in time induce the former to rely wholly on the Canadian product, and gain practical control of the French market. In view of the immensity of the pea-growing and canning industry in France, as well as the high reputation of the French article, this would mean a good deal.

## THE GAMEY CORRUPTION CHARGES.

NOTHING in political affairs in Canada has for many years created such a sensation as the charges which were made in the Ontario Legislature on Wednesday afternoon against the Hon. J. R. Stratton, Provincial Secretary.

While the charge of attempting to buy up the Legislature of Ontario ten years ago created an immense sensation, it is doubtful whether it was as great as that just created by Mr. Gamey's allegations. The charges in that instance were made against private members of the House, and in this instance they are preferred against a Minister of the Crown. It is this that gives them the greater seriousness and excites the sensation.

If Mr. Stratton is guilty, his guilt is greater than could possibly be that of a private member of the House. He says emphatically that he is not guilty. Mr. Gamey just as emphatically declares that the \$4,000, which he received and alleges to have shared with Frank Sullivan, came from the hands of Mr. Stratton.

We have no desire until the guilt of Mr. Stratton has been established, to pronounce him guilty, but there certainly must be an investigation, and an investigation that will satisfy every one. Premier Ross has promised this investigation.

Just what the procedure will be has not, up to the time of writing, been intimated. It is to be hoped that the commission that is to make the investigation will be a strictly impartial one.

If it is to be impartial its members must be taken from the Judiciary and not from the Legislature. If the latter course is adopted, the commissioners will, of course, be selected from both sides of the House with in all likelihood a majority of one or more from the Government side. And no matter how impartial the gentleman composing it might be, it is only natural that where a point could be strained either in favor or against the accused Minister it would be, for the fate of the Government as well as the guilt or innocence of Mr. Stratton depends upon the verdict of the commission. For this reason it must be insisted upon that the commission shall be selected from the Judiciary.

In the meantime it is not a time for the exultation of one party at the expense of another. It is a time for serious contemplation. It is quite true that Mr. Stratton is a Liberal, but it is equally true that he is a member of a legislative body whose very existence is a symbol of justice and freedom, and a Minister of the Crown. If, therefore, he is as guilty as the charges against him allege, it is not only the party to which he belongs that would suffer, but a reflection would be cast on the Legislature of Ontario as a whole.

## THE VALUE OF THE CHEMIST.

IN the last annual report of the Ontario Agricultural College, reference was made to the resignation of Dr. A. E. Shuttleworth, professor of chemistry. After paying a tribute to his ability the statement was made that he had accepted a position from the Ontario Beet Sugar Co. at a much larger salary than was being paid him at the college.

This reference to the salary question raises an interesting point. It is fortunate that while the college has lost Professor Shuttleworth, he has not been lost to the country. Too frequently after having trained men in this country in chemistry and other branches of science they have received such flattering inducements from the United States that many of them have been lost to us.

It is a common complaint that chemists are not recognized at their worth in Canada. There is unquestionably a great deal of truth in this. The importance of the chemist in the laboratory is becoming more and more necessary in nearly every branch of manufacturing industry. At the same time, however, we do not appear to be setting a very high value upon him, if the remuneration we, as a rule, offer him can be taken as a criterion.

Instances have been known where a manufacturing concern has offered proficient chemists the magnificent sum of \$10 per week. One man who was offered this sum went to the United States, and there secured a situation from \$2,000 to \$3,000 to start on.

Some manufacturing concerns may have the excuse that they cannot afford to pay a chemist even a moderate salary, much more a large one, but with the Ontario

Government there should be no such excuse. The Government ought to have been able to have paid Professor Shuttleworth fully as much as any private commercial enterprise.

Governments as well as private commercial enterprises, have evidently yet a great deal to learn before they can value men at their true worth.

## MEETING DEPARTMENTAL STORE COMPETITION.

THE article in last week's issue in regard to the invasion of the territory of the local merchants in Manitoba by the department stores in the eastern cities has naturally attracted a great deal of attention, particularly on account of specific cases given in regard to the way this trade is secured.

It is obvious to everyone that these department stores are largely cutting into the field of the local merchants, not only in Manitoba and the Northwest, but in every part of the Dominion, through the medium of advertising.

Besides advertising in the ordinary way, the department stores are always looking about for ways and means of reaching customers. We know of an instance of a daily paper in a certain town which supplied a department store in Toronto with a list of its subscribers, the list being required by the department store for the purpose of mailing circulars and catalogues to that particular paper's readers. The price paid for the list was \$150.

There is no more effective way for minimizing the influence of the department store than by the local merchants giving all publicity that is within their power to the goods which they carry in stock. The department stores frequently advertise bargains, but the great majority of the prices they quote would not be sufficiently attractive to get the business if they were compared with the figures at which the local merchants can sell their goods.

It is this fact that needs to be impressed upon the consumer, and the only way that this can be done is by means of publicity. One of the best mediums for this purpose is the local newspaper. An advertisement in the local newspaper, as a rule, is the cheapest thing which the country merchant gets.

Besides advertising in the local papers, merchants should elicit the sympathy and co-operation of the local publishers in educating the consumers to the fact that their requirements can be supplied just as cheaply, if not more so, than by the large departmental stores in the chief trade centres of the country.



## FOR PARTICULAR GROCERS

You have no customers too fastidious—too exacting—for.

# "SALADA" Ceylon Tea

Black or Green

Generally your chief apprehension is over your customers who are hard to please. You carry nothing in your stock that is judged more severely than tea.

Now step over into a quiet corner and ask yourself this very natural question: "If I sell my customers 'SALADA' what advantage shall I get?"

Let us tell you that no matter where you search, you will never find a tea so high in the esteem of the people as "SALADA" Ceylon Tea.

It is the tea of liberal margin to you.

It is a good-will maker.

It is quality and price your customers will appreciate.

Aren't you about ready to write for samples if you are not handling it now?

**"SALADA," TEA CO., Toronto and Montreal**

Offices at Boston, Buffalo, Pittsburg, Detroit, Philadelphia, Cleveland, New York, Chicago, Washington, Newfoundland, Toledo, Wheeling, W. Va.



## 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.

WE PREPAY  
FREIGHT ON

## CELLULOID STARCH

to all railway stations in Quebec and Ontario, east of North Bay, when ordered with enough Brantford Starches to make up a ten-box lot.

THE BRANTFORD  
STARCH WORKS,

limited.

# MARKET NOTES

## ONTARIO MARKETS.

### GROCERIES.

Toronto, March 12, 1903.

**B**USINESS this week has been somewhat slower, but general satisfaction is felt, both as regards volume and stability of the trade done since the year opened. The demand for canned goods is sustained. The coffee market is unremoved, with a tendency in the outside markets to decided stiffness, on account of the probability of controlling certain crops. The stock of nuts is still very low. Prices remain unchanged. There has been good business in sugar at advanced prices, and there is every prospect of continued firmness. In both rice and tapioca there has been increased demand with prices stiffening somewhat. Spices have been moving slowly, but outside markets are steady and firm. Syrups have been moving well and there has been a decided drop in prices, owing to the competition in the manufacturing markets. The sales of tea have moved notably and the advanced prices are being maintained. The boom in London continues, and the reports we have to hand from most reliable sources, as to the concerted action of importers, point to still further firmness. Clearly, with less supply and increased demand, better prices will rule. Whilst trade in dried fruits is slow, stocks are low and nothing coming to hand yet.

### CANNED GOODS.

There is still a steady demand for canned goods. In canned meats a decided move has taken place. With few exceptions prices remain unchanged. We now quote:

Apples, 3's.....	0 90	1 00
gallons.....	2 20	2 25
Asparagus.....	2 75	3 00
Beets.....	0 70	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.....	0 90	1 00
Cherries, red, pitted, 2's.....	2 00	2 10
white.....	2 30	2 50
Peas, 2's.....	0 95	1 00
sifted.....	1 00	1 10
extra sifted.....	1 25	1 30
Pears, Bartlett's, 2's.....	1 25	1 50
3's.....	1 75	3 00
Pineapples, 2's.....	2 25	2 50
3's.....	2 25	2 60
Peaches, 2's.....	1 65	1 90
3's.....	2 50	2 75
Plums, green gages, 2's.....	1 10	1 25
Lombard.....	1 00	1 10
Damsion, blue.....	1 00	1 00
Pumpkins, 3's.....	0 85	0 85
gallon.....	2 10	2 25
Rhubarb.....	1 00	1 25
Raspberries, 2's.....	1 40	1 65
Strawberries, 2's.....	1 50	1 75
Succotash, 2's.....	0 90	1 00
Tomatoes, 3's.....	1 65	1 65
Lobster, tails.....	3 25	3 25
1-lb. flats.....	3 50	3 70
1-lb. flats.....	1 75	1 80
Mackerel.....	1 00	1 25
Salmon, sockeye, Fraser.....	1 50	1 80
Northern.....	1 35	1 40
Horseshoe.....	1 50	1 80
Cohoos.....	1 05	1 15
Chums.....	0 95	1 00
Sardines, Albert, 1's.....	0 14	0 16
1's.....	0 20	0 23
Spo.....	0 14	0 23
1's.....	0 13	0 13
1's.....	0 20	0 25
P. & C., 1's.....	0 25	0 27
1's.....	0 35	0 38
Domestic, 1's.....	0 03	0 04
1's.....	0 09	0 11
Mustard, 1 size, cases 50 tins, per 100.....	8 00	9 00
Haddies.....	1 00	1 10
Kipped 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 75	3 00
6-lb. ".....	8 25	8 50
14-lb. ".....	18 50	18 50
Mixed callops, 2-lb. can.....	2 60	2 60
Langh tongue, 1-lb. ".....	3 00	3 00
2-lb. ".....	6 25	6 25
English brawn, 2-lb. ".....	2 75	2 75
Camp sausage, 1-lb. ".....	2 50	2 50
2-lb. ".....	4 00	4 00
Soups, assorted, 2-lb. ".....	1 50	1 50
2-lb. ".....	2 20	2 20
Soups and Boull, 2-lb. ".....	1 80	1 80
6-lb. ".....	4 50	4 50
Sliced smoked beef, 1's.....	1 60	1 70
1's.....	2 80	2 95

### COFFEES.

There has been little change in coffee since our last issue, the demand being small and prices remaining unchanged. In New York there is a better undertone, business was more encouraging and the prices have a tendency to firmness. The European markets have slightly advanced in price. The Brazilian Exchange shows an advancing tendency, and there is a disposition to give serious attention to the reports of the Government of Sao Paulo, enacting legislation, giving them the power to take and destroy 20 per cent. of the Santos crop. Santos reports a firm market. The interior receipts of Santos coffee were smaller. Rio market reported showing an easier tendency. We quote:

Green Rios, No. 7.....	Per lb.	0 07
" No. 5.....	0 07	0 07
" No. 4.....	0 08	0 08
" No. 3.....	0 08	0 08
Mocha.....	0 09	0 11
Old Government Java.....	0 23	0 28
Santos.....	0 22	0 30
Plantation Ceylon.....	0 09	0 10
Porto Rico.....	0 26	0 30
Gautemala.....	0 22	0 25
Jamaica.....	0 15	0 20
Mara aibo.....	0 13	0 18

### NUTS.

The trade in nuts is still limited and prices remain unremoved. The New York market reports only moderate business done, with prices steady. There was a good demand for shelled walnuts at firm prices. We quote:

Brazil.....	Per lb.	0 15	0 17
Valencia shelled almonds.....	0 30	0 35	0 35
Varragona almonds.....	0 12	0 13	0 13
Californian almonds.....	0 19	0 20	0 20
soft shell walnuts.....	0 19	0 19	0 19
Fornegetta almonds.....	0 11	0 11	0 11
Jordan shelled almonds.....	0 49	0 52	0 52
Peanuts (roasted).....	0 09	0 10	0 10
(green).....	0 08	0 10	0 10
Cocoanuts, per sack.....	3 75	3 75	3 75
per doz.....	0 60	0 60	0 60
Grenoble walnuts.....	0 13	0 14	0 14
Marbot walnuts.....	0 11	0 12	0 12
Bordeaux walnuts.....	0 11	0 12	0 12
Sicily filberts.....	0 11	0 11	0 11
Naples filberts.....	0 09	0 10	0 10
Pecans.....	0 13	0 15	0 15
Shelled walnuts.....	0 27	0 28	0 28

### SUGAR.

The market in New York holds very firm and prices are steady on the basis last quoted, about 27,000 bags of raw sugars having changed hands within the last few days at full up quotations, while the tendency on holders' part is to look for further advances.

There has only been a slight fluctuation in beet sugars during the past week, the prices declining to 8s. 4½d. and later reacting to the former basis of 8s. 5½d. f.o.b. Hamburg. In this connection it is interesting to note that at the same time last year beet was quoted at fully 2s. per cwt. less than to-day's figure, while

to-day's prices for local refined are only 10c. per 100 lb. higher than for the same period last year.

In New York refined quotations are unchanged and there are no special indications for near future. Similar conditions prevail here and there is little new business doing.

The United States Congress adjourned on March 4 without taking any action on the Cuban reciprocity, but an extra session of the Senate has been called to consider this matter specially.

Receipts at the Atlantic ports for the week ending March 4 were: 28,665 tons, the meltings being 25,000 tons, leaving stock at 156,674 tons.

It will be noted that the meltings have increased 5,000 tons for the week, thus indicating a greatly improved demand, and one of the refiners is reported to be ten days oversold. We quote:

Paris lumps in 50-lb. boxes.....	4 63
in 100-lb. ".....	4 53
" "Domino" brand, 50-lb. boxes.....	4 58
" "100" ".....	4 48
St. Lawrence granulated.....	3 18
Redpath's granulated.....	3 98
Acadia granulated.....	3 93
Maple Leaf granulated (Berlin).....	3 88
Crystal (Wallaceburg).....	3 98
Beaver.....	3 98
Imperial.....	3 78
Phoenix.....	3 88
Cream.....	3 73
Bright coffee.....	3 73
Bright yellow.....	3 68
No. 3 yellow.....	3 63
No. 2.....	3 43
No. 1.....	3 33
Extra ground icing (bbls).....	3 33
Powdered (bbls).....	3 33

### RICE AND TAPIOCA.

There has been a steadily increasing demand for rice, and prices are stiffening. The New York markets have been fairly active. There is a good demand and the prices are well maintained. There is a decided move in tapioca and prices are somewhat advancing. We quote:

Rice, stand. B.....	Per lb.	0 03	Sago.....	Per lb.	0 03	0 04
Patna.....	0 05	0 05	Tapioca.....	0 03	0 03	0 04
Japan.....	0 05	0 06				

### SICKS.

The outside markets have been fairly active in spices with a somewhat increasing demand. The visible supply of peppers is smaller and prices are remaining firm. The situation in nutmegs and mace remains unchanged. Spot stocks at New York are limited. Ginger is decidedly firm. We quote:

Peppers, blk.....	Per lb.	0 18	0 19	Cloves, whole.....	Per lb.	0 14	0 35
white.....	0 23	0 27	Cream of tartar.....	0 24	0 30		
Ginger.....	0 22	0 25	Allspice.....	0 13	0 16		

### SYRUPS AND MOLASSES.

The demand for syrups is on the increase. Prices have fallen slightly this week, owing to the competition of manufacturers. In molasses the New York market reports the demand steady and prices unchanged. We quote:

Syrups.....							
Dark.....	0 30	0 32					
Medium.....	0 30	0 32					
Bright.....	0 35	0 37					
Corn syrup, 1 bbl, per lb.....	0 02	0 02					
1 bbls.....	0 02	0 02					
kegs.....	0 03	0 03					
3 gal. pails, each.....	1 30	1 30					
2 gal. ".....	0 90	0 90					
Honey.....	0 40	0 40					
25-lb. pails.....	1 10	1 10					
38-lb. pails.....	1 40	1 40					
Molasses.....							
New Orleans, medium.....	0 22	0 30					
" open kettle.....	0 40	0 50					
Barbados.....	0 32	0 32					
Porto Rico.....	38	0 42					

TEAS.

There has been decidedly more activity in business done in tea during the past week. Wholesalers are showing more disposition to buy, and a fair trade has been done at fully advanced prices. The London market is very strong. In Indian teas there has been great activity and the prices are fully 1/2d. per lb. in advance of what they were two months ago. The great boom, which has been in activity of late, had its origin in the concerted action on the part of importers to feed the market rather than over requirements, and to the shortage in crop. The visible supply of all tea on January 31 was 17,000,000 lb. less than the year before, and 27,000,000 lb. less than two years ago. Ceylon expects to send 10,000,000 to 15,000,000 lb. less in 1903 than it did in 1902, and India will not send much more than last year, owing to the scarcity of labor and the stoppage of extensions. It is anticipated that the crops will be stationary for the next four years, but consumption will naturally increase. We quote:

Coucou	half-chests, Kaisow, Mouing, Paking	0 12	0 69
	caddies, Paking, Kaisow	0 19	0 59
Indian	Darjeelings	0 35	0 55
	Assam Pekoes	0 29	0 40
	Pekoe Souchong	0 19	0 25
Ceylon	Broken Pekoes	0 36	0 42
	Pekoes	0 27	0 30
	Pekoe Souchong	0 17	0 35
China Greens	Gunpowder, cases, extra first	0 42	0 50
	half-chests, ordinary firsts	0 22	0 28
	Young Hyson, ases, sifted, extra firsts	0 42	0 50
	cases, small leaf, firsts	0 35	0 40
	half-chests, ordinary firsts	0 28	0 38
	seconds	0 16	0 23
	thirds	0 16	0 18
	common	0 15	0 15
Pingsueys	Young Hyson, 1/2-chests, firsts	0 28	0 32
	seconds	0 18	0 19
	half-boxes, firsts	0 28	0 32
Japan	1/2-chests, finest May pickings	0 38	0 40
	Choice	0 33	0 37
	Finest	0 30	0 32
	Fine	0 27	0 30
	Good medium	0 25	0 28
	Medium	0 21	0 23
	Good common	0 20	0 20
	Common	0 19	0 19

FOREIGN DRIED FRUITS.

Trade is somewhat slow in all Mediterranean goods. Stocks held are by no means heavy and nothing is coming to hand. Prices continue firm. The New York market reports currants as continuing very firm and in good demand; other fruits are also firm and the demand is steady. We quote:

CURRANTS.			
	Per lb.		Per lb.
Fine Filistras	0 05	up	Vostizzas 0 07 0 08
Patras	0 06	0 06 1/2	

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

DATES.			
	Per lb.		Per lb.
Hallowees	0 04	0 05	Fards 0 07 1/2 0 08
Sairs	0 03 1/2	0 04 1/2	

PRUNES.			
	Per lb.		Per lb.
100-110s	0 04	0 04 1/2	60-70s 0 07 0 07 1/2
90-100s	0 04 1/2	0 05 1/2	50-60s 0 08 0 08 1/2
80-90s	0 06	0 06 1/2	40-50s 0 08 1/2 0 10
70-80s	0 06 1/2	0 07	

CANDIED PEELS.			
	Per lb.		Per lb.
Lemon	0 10	0 12 1/2	Citron 0 15 0 18
Orange	0 11	0 13	

FIGS.			
	Per lb.		Per lb.
Tapnets	0 04	0 04	Elemes 0 10 0 15
Naturals	0 06 1/2	0 06 1/2	

APRICOTS.			
	Per lb.		Per lb.
Californian evaporated	0 08	0 12	

PEACHES.

Californian evaporated	Per lb.
	0 08 0 12

GREEN FRUITS.

There has been a good market and with the appearance of more mature spring fruits a brisk demand is picking up. Oranges are selling well, with navels showing up now as fine stock. Californian celery is coming in in fair quantities and a good demand is reported. The price has gone up 50c. Southern stuff is being forwarded and good tomatoes, wax and green beans and strawberries are on the market. Tomatoes are substantially higher, as they are reported to have been seriously damaged by the continued rains in the south. Messina lemons are dearer and pineapples are much scarcer and are also higher. We quote:

Californian navel oranges, per box	3 00	3 50
Mexicans	2 25	2 75
Jamaicas	3 00	3 25
Valencia oranges, per box (according to size)	4 50	5 50
Seville oranges	2 50	2 75
Pineapples, per case	4 50	5 00
Grape fruit, per box	4 50	5 50
Malaga grapes, per bbl.	6 00	7 00
Winter apples	1 00	2 00
Jersey cranberries, per bbl.	10 50	10 50
Sweet potatoes, per bbl.	4 50	6 00
Bananas, per bunch for ordinary	1 35	1 75
" large bunches	2 00	2 50
Californian lemons	2 75	2 75
Messina	2 35	3 50
Cucumbers, per doz.	2 50	3 50
Californian celery	5 00	5 00
Strawberries, per qt.	0 50	0 60
Tomatoes, per crate	5 50	6 00

VEGETABLES.

With the approach of spring weather the Toronto city market has taken on a more festive appearance with quite ambitious attempts at artistic arrangements of the new green vegetables. Business is considerably brisker and with very little further encouragement of the warm weather the regular spring rush will begin to appear. Prices have not varied any nor will they until the field-grown vegetables make their appearance. We quote:

Cabbage, per doz.	0 40
Cabbage (red), per doz.	0 50
Carrots, per bag	0 40
Parsnips	0 50
Turnips	0 30
Onions	0 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 12 1/2
Rhubarb	1 00
Radishes, per doz. bunch	0 50
Mushrooms, per lb.	0 60

COUNTRY PRODUCE.

EGGS.—Since last week the price has gone up and come down again. On Saturday new-laid eggs brought 18c.; on Monday, 17c., and are now down again to about 16c. to a shade better. Hens are laying well, but the state of the roads prevent farmers bringing their stocks to market. With better roads eggs will take their regular Easter drop. For weeks eggs have been cheaper than last year, but this week they are 2 to 3c. higher. In fact, they are higher than they have been at this time in the last seven years. Cold-storage stocks are now pretty well sold out. We quote:

New laid	Per doz.	0 15	0 16	Checks	Per doz.	0 08	0 09
Cold stored	0 09	0 10	Seconds	0 08	0 09		

BEANS.—We quote:			
Handpicked	Per bush.	2 10	2 25
Prime	Per bush.	1 95	2 00

DRIED AND EVAPORATED APPLES.—We quote:

Dried apples	Per lb.	0 04	0 04 1/2
Evaporated	Per lb.	0 06	0 06 1/2

**THIS WEEK**

"Sunflower Brand" Fancy Navel Oranges  
"Star Brand" Choice  
Beautiful color and sweet.  
Jamaica Oranges—Valencia Oranges  
Fresh shipments.  
Messina Lemons 300s and 360s

All fresh from the mint—Money Makers.  
Write us—  
**WHITE & CO.**  
Phones { Main 4106  
          Main 4107  
**TORONTO.**

**COX'S GELATINE** Always Trustworthy  
ESTABLISHED 1726.

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

**FISH AND OYSTERS**  
WHOLESALE.

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

**FRESH FRUIT and FISH....**

We are quoting special prices on Fruit and Fish this week. We have to hand a car of Fine Fresh Herrings in bbls. and casks—if in need of anything in above lines drop us a line, or send a trial order.  
**Satisfaction and Quality Guaranteed.**  
Consignments Solicited.

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

**McWilliam & Everist**  
Fruit Importers and Exporters.  
Commission Merchants.  
Canadian Apples a Specialty.

CORRESPONDENCE SOLICITED

Quote us if you have anything to offer. Ask for our prices when requiring fruit.

25 and 27 Church St., TORONTO, Can

Long Distance Phone Main 646.  
Warehouse Phone Main 8894.

**FOR SALE.**  
1,500 gals. Ripe Tomato Pulp.  
1,500 " Green " "  
Put up in 5-gal. cans free from dye or coloring.  
**The Grocers' Mfg. & Trading Co., Ltd.,**  
MONTREAL.

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**

**HONEY.**—The market is very quiet and dull and no changes in prices are reported. We quote:

Extracted clover, per lb. 0 08 1 09  
Comb, per doz. 1 50 1 75

**POTATOES.**—There is very little change in the market. Not very large quantities are coming in, but from now on it is expected that shipments will be more free. We quote:

Eastern stock, on track, per bag. 1 00  
Best Ontario stock, on track, per bag. 1 05 1 15

**FISH.**

The soft weather which has lasted now for over a week has materially influenced the market and a very much smaller demand is reported. Stocks are fairly large—too much so for the demand of the past few days. Live lobsters are scarce at present. Finnan haddies are a shade higher in price, but other quotations are unchanged. We quote:

Trout, per lb. 0 08  
Pike 0 04 0 05  
British-Columbian salmon, per lb. 0 09 0 10  
Whitefish, per lb. 0 07 0 08  
Mackerel " 0 15 0 20  
Extra smelts " 0 12 0 14  
Halibut " 0 09 0 10  
Live lobsters " 0 25  
Oysters, standard, in small pails 3 75  
" " large " 6 25  
" " selecta " 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 00  
Boneless cod 0 04 1 00  
Kipperd herring, per box of 5 doz. 3 00  
Labrador herring, in 4-bbls. 4 00  
Lake herring, in 100-lb. kegs. 8 00 10 00  
Salt sea salmon, per 100 lb. 2 00  
Sea " mackerel, per kit. 1 50 1 60  
Blotlers, Yarmouth, per box 1 10 1 25

**GRAIN, FLOUR AND BREAKFAST FOODS.**

Business in these lines has been fairly good during the past week. Oat shipments have been very much more plentiful and this has brought down the price of breakfast foods. We quote:

Per bbl.  
Red wheat, per bushel, on track Toronto. 0 74  
White wheat " " " 0 74  
Barley " " " 0 40 0 45  
Oats " " " 0 35  
Peas " " " 0 76  
Buckwheat " " " 0 54  
Rye, per bushel, " " " 0 53

**FLOUR.**—We quote:

Ontario patents, in bags. 3 35 3 65  
Hungarian patents. 4 10 4 20  
Manitoba bakers. 3 75 3 90  
Straight roller, per bbl. 3 40 3 50

**BREAKFAST FOODS.**—We quote:

Oatmeal, standard and granulated, carlots, on track. 4 10  
Rolled oats, standard, carlots, per bbl., in bags. 3 80  
" " " " in wood. 3 95  
" " " " for broken lots. 4 00  
Rolled 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.**

Almost all the crop is marketed, and as the business is now almost entirely carried on between the jobbing trade and the wholesalers, the prices quoted from this on will be the prices charged to jobbers by the wholesalers. Quotations are for re-cleaned and graded seeds. Although wholesalers quote their prices, for the most part, by the 100 lb., we will, for the greater convenience of our patrons, quote by the bushel. We quote:

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

**MARKET NOTES.**

There are no changes in the hides, skins and wool market prices this week.

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.

**M. B. STEELE**

Wholesale Commission Merchant  
and Broker.

Correspondence and Agencies Solicited.

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

**E. NICHOLSON**

Wholesale  
Commission Merchant  
and Broker.

Correspondence Solicited from  
Manufacturers and Shippers.

**WINNIPEG, MAN.**



THE CANADIAN GROCER

BEYOND COMPARE

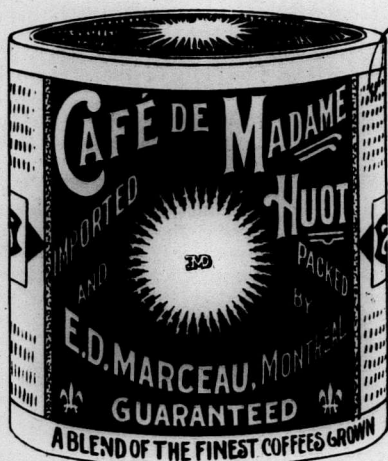
IS

# Madam Huot's Coffee

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

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

Rich  
and Pure.



*Returned  
July 22/03  
The most  
delicious beverage.  
see cut 12th/10  
page 177*

*It is not an ordinary Coffee.  
It is the most perfect blend  
of the finest Coffees used in  
France. It is the creation of the best Parisian  
Coffee Makers. It is absolutely pure and the  
richness of its flavor makes it incomparable.*

**Why not have the best when you can?**

*Try it and if not all I claim you are at  
liberty to return it at my expense.*

1-lb. tins, 36 per case, 31c. per tin.  
2-lb. tins, 15 per case, 60c. per tin.

**Special prices to clean out these lines :**

- 125 Half-cases Japan, good strong liquor, at 16½c.
- 57 " " " " very fair leaf, at 17½c.
- 75 " Natural leaf Ceylon Green Yg. Hyson, at 16½c.
- 40 " " " " Hyson No. 1, at 15½c.
- 65 " Colored " " " No. 1, at 17½c.

*This last a good imitation of Japan.*

Specialty of high-class goods in TEAS, COFFEES, SPICES and VINEGARS.

## E. D. MARCEAU

281-285 ST. PAUL STREET  
MONTREAL

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

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

### COMPETITION, NOT COMBINATION

is what we want, and for that reason I offer  
you matches made by the WALKERVILLE MATCH  
CO., Limited.

*They are as good as the best. They are perfection in style  
of boxes and quality. They give you a good margin of pro-  
fit, and satisfaction is guaranteed to you and the consumer.  
They are returnable at my expense—if not as represented.*

### 2 leaders

#### THE IMPERIAL

1,000 perfect parlor matches in a box, 144 boxes in a case,	
You sell at 5c. per box,	\$7.20
They cost you delivered,	\$5.50
3 per cent. discount,	16
	5.34
Profit -	\$1.86

#### THE ROYAL — Perfect Sulphur Match.

36 packages of 70 matches in a box, 40 boxes in a case,	
You sell at 12c.	\$4.80
They cost you delivered,	\$3.70
3 per cent. discount,	11
	3.59
Profit -	\$1.21

They are the best values without any exception.

THE MARKETS

MANITOBA MARKETS.

Winnipeg, March 9, 1903.

**T**RADE in groceries was exceptionally good up to the end of January. February was a quiet month, both in sales and collections, but March has opened well and business is brisk and promising.

**SUGAR.**—The most important change of the week, so far as the Winnipeg jobbing market is concerned, was the advance of 10c. per cwt. on sugar. This advance was declared in Montreal on Wednesday morning, but did not come into effect in Winnipeg until late Thursday afternoon, when it was duly announced to the trade. There have been several smaller advances during the winter that have not come into effect here, possibly owing to the large stocks of beet sugar known to be on hand at Fort William. A further advance in sugar seems now to be anticipated by the trade here. We quote:

Granulated sugar.....	\$4 50	
Bright yellows.....	3 45	
Syrups—		
Extra bright.....	\$0 03	\$0 03½
Medium.....	0 02½	0 03
Glucose, in bbls.....	0 03½	0 03½
Molasses—		
New Orleans, per gallon.....	0 31	0 33
Porto Rico.....	0 40	0 45
Barbadoes.....	0 45	0 51

**CEREALS.**—There is a positive craze for new breakfast foods and the retail grocer is in despair. There seems to be a new one almost every day, and he has to carry anywhere from \$100 to \$125 worth of these package goods and never knows the moment some one of them will go out of fashion and be left on his hands. All cereals are in good demand in this market, and cornmeal shows a slightly easier tone. We quote:

Roller Oats, \$9-lb. sacks.....	\$1 75
Standard and granulated oatmeal.....	2 40
Cornmeal.....	1 70

**RICE.**—All grades of rice have advanced and are likely to go still higher. This is reported due to the poor crop. The advance at present is ¼c. per lb. We quote:

B. rice.....	0 04	0 04½
Patna.....	0 05½	0 05½
Japan.....	0 05½	0 05½

**CANNED VEGETABLES.**—There is little different from last week to be said of the situation here. Many of the jobbing houses have purchased United States goods. The Canadian goods are considered better, but there is no doubt that the introduction of the American pack has prevented prices going as high as they would otherwise have been shovelled by the eastern packers. So far, retailers have been selling tomatoes at 15 to 17½c. per tin, according to brand and pack, and this is about the limit. Anything higher than \$3.50 to \$3.75 per case cannot be considered. There is always a greater demand for canned vegetables in the spring than in the fall; nevertheless, the careful housewife will consider what is the best value for the money expended, and higher prices would certainly be almost prohibitive. We quote:

Tomatoes, according to brand and pack.....	\$3 50	\$3 75
Corn.....	2 10	
Peas, according to brand and size.....	2 05	2 25

**CANNED FRUITS.**—These are in nominal demand without any change in the prices.

**TEAS.**—For some time past Indian teas have been advancing, owing to unfavorable crop reports, and the price now is 2 to 2½c. higher than it was last fall. Many of the retailers complain that the business of package tea is entirely overdone; is being made almost as much of a nuisance as the breakfast foods.

**COFFEES.**—The same statement applies to package coffees, of which there is no end. An advance of ¼c. per lb. is reported on coffees, but so far this market is unchanged.

**EVAPORATED AND DRIED FRUITS.**—Raisins and currants are in nominal demand at last week's list. Californian evaporated fruits are in steady demand. We quote:

Apricots, choice.....	0 01	0 02½
Peaches, according to brand.....	0 08½	0 09

**APPLES.**—In spite of the rumors of shortage of coal for evaporation, a very heavy pack of evaporated apples has been put up in Ontario, and they are cheap, considered in the light of the prices asked for dried, which are scarce. Excellent evaporated apples can be bought at prices ranging from 6½ to 7½c., while dried are worth 5½ to 6c. Prunes are unchanged.

**FISH.**—Lent is increasing the demand for fish, and among the more novel lines offered this season is smoked halibut, which finds a ready sale. Prices and lines selling are:

Haddock, per lb.....	0 07	0 07½
Scaled herrings, per box.....	0 16	
Codfish, 100-lb. boxes.....	5 50	
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 07	
Extra select oysters, per gallon.....	2 25	
Standard oysters.....	2 00	
Kipped herring, per case of 4 doz.....	4 50	
Fresh.....	4 25	

There is also a good demand for fresh fish, although, as the season advances, stocks of frozen fish are being worked off as rapidly as possible. Prices of fresh fish are:

Whitefish.....	0 05½
Trout.....	0 09
B.C. salmon.....	0 10
Halibut.....	0 03
Pickered.....	0 04
Pike.....	0 02½
Fresh cod.....	0 07
Fresh hadlock.....	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
S-a herring.....	0 06

Fresh shrimps are offered at 60c. per quart.

**GREEN FRUITS.**—The market has been dull and featureless all week and without change of price in any line. We quote:

Florida tomatoes, in 6-basket crates, per basket.....	1 10	
P. neapples, per doz.....	4 00	
Californian navel oranges, according to size.....	3 50	4 00
Californian lemons.....	5 00	
Ontario apples, per bbl.....	3 00	3 50
Bananas, per bunch.....	3 00	3 50

OTTAWA TRADE GOSSIP.

**T**HE grocery trade is fairly active and business is being pushed far more now than the winter is about over. Merchants look forward to a good Easter trade, which seems to grow more every year.

The sugar market is firm and has advanced 10c. per cwt. since last week's report, making the price now \$3.97 for granulated and \$3.32 for yellows.

In canned goods, corn is firm at 90c.; peas are worth 95c., and tomatoes, \$1.60 to \$1.65. Gallon apples are offered pretty freely from \$1.90 to \$2.10. Most jobbers seem to have good stocks; 3-lb. size is quoted at 90c. In canned strawberries

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.

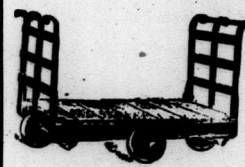
Alex. S. Duffus, Jr.,

27 Leadenhall St.,

LONDON, E.C., ENGLAND.

TRUCKS

for Warehouse and Factory.



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

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

MADE IN CANADA.

H. C. Slingsby for Canada.

Factory,

Ontario Street,

Temple Building,

MONTREAL.

WE KEEP ALL CODES.

A. B. C. Code, 4th Edition.....	\$5.00
A. B. C. Code, 5th Edition.....	7.00
A1 Code.....	7.50
Robinson's Code.....	1.50
Armstrong's Code, 1901 Edition.....	2.50
Economy Code.....	2.50
Scattergood's Fruit Code.....	5.00
United States Code.....	3.00
Arnold's Tobacco Code.....	2.50
Baker's Potato Code.....	2.50
Broker's Code.....	1.00
Citrus Code.....	2.00
Index Code.....	2.00
Universal Sugar Code.....	1.00
National Coffee Code.....	1.00
Riverside Code 1890 and 1901.....	3.00

All or any of these Codes mailed on receipt of price. Private Codes made on reasonable terms.

THE NATIONAL COFFEE CODE

AXTELL'S

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

Price, \$1.00 Postpaid.

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

THE UNIVERSAL SUGAR CODE

AXTELL'S

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

Price, \$1.00 per copy Postpaid.

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

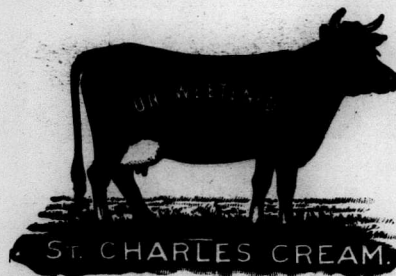
AMERICAN CODE COMPANY

83 Nassau Street, - NEW YORK CITY

Discount to dealers only.

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:

Correspondence and trade orders solicited.

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

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

*"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.



QUALITY FIRST

**Schepp's Coconut.**

Packages and Bulk  
The best of its kind.

**L. SCHEPP CO.,**

CANADIAN FACTORY: TORONTO, CAN.  
NEW YORK.

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



**Pringle Macaroons.**

A very nice Biscuit at a low price, quality considered.

**THE CANADA BISCUIT CO., LIMITED**

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

King and Bathurst Streets, TORONTO.



# CORKS CORKS

We are in a position to fill all orders at the shortest notice.  
Mail orders receive prompt attention.

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

**Toronto Branch, 87 YORK ST.**  
TELEPHONE MAIN 204.

Telephone Bell Main 65  
Merchants 522.

Telephone orders receive prompt attention.

**Specially  
PLANTED**

**Specially  
CULTIVATED**

**Specially  
PICKED**

**Specially  
CURED**

**Specially  
PACKED**

The Tea that one British Colony supplies another.

# Blue Ribbon Ceylon Tea

and raspberries there is a better demand, but the quantity used in tins is not great and prices are low. We quote as follows: Strawberries, in 2s, \$1.30 to \$1.45; raspberries, ditto, \$1.30 to \$1.45; plums, ditto, \$1.

Molasses is quite firm at 27 to 28c. There has been a good demand all along. The price of syrup has dropped ¼c. since last week, making the price 2¾c. for large bbls., with the usual advance for smaller quantities.

Cheese is looking up in price; most jobbers are asking ¼c. higher. The market here is getting pretty well cleaned up.

Flour is not moving very briskly. The wheat market is said to be weaker. The feed market is firm, though it has been the best year for bran and shorts for some time and stuff is scarce. Oats are worth 25c. per bushel, a good price considering the good crop reported. We now quote: Flour—Ogilvie's Hungarian patent, in bags, \$2.20, smalls, \$2.30; Ogilvie's Glenora patent, in bags, \$2.05, and smalls, \$2.15.

Good butter is scarce, although rolls are pretty plentiful in round lots. Choice stock is hard to find and the price is 18 to 20c. Creamery is easier to get, the price being 23c. for finest quality.

The egg market is lowering gradually. Fresh, new-laid are quoted to-day at 17c. The demand is extra good. Lined stock is pretty well cleaned up. Although the demand is practically over, there is still

some stock in dealers' hands, which are hard to get rid off.

Potatoes are selling fast at 80c. per bag by the load. They will likely be higher soon, owing to the condition of the country roads.

Fresh fish is in good demand on account of Lent. They are scarce, but the prices are not very firm, owing to the mild weather. We quote: Haddies, 6½c. per lb.; bloaters, \$1 per box; kippers, \$1 per box; fresh haddock, 3½c. per lb.; British-Columbian salmon, 7½c. per lb.; halibut, 7½c. per lb.; whitefish, 7½c. per lb.; pickerel, 6½c. per lb.; pike, 4½c. per lb.; smelts, No. 1, 7c. per lb.; frozen herring, in casks and bbls., \$1.50 per 100; salt herring, \$5.25 per bbl.; ditto salmon, \$14 per bbl.; ditto ditto, ½-bbls., \$7.50 per bbl.

#### GROCERS' ASSOCIATION.

The Ottawa Retail Grocers' Association held their regular meeting on Monday night in their room in the Ottawa Fruit Exchange Building, Nicholas street. They had an enthusiastic meeting and got through a lot of business.

They took up the trading-stamp question again and decided to do something to get rid of it. They also dealt with the market by-law, which does not allow merchants to buy before 9 o'clock in the morning.

The Association listened to Alex. McNeil for a short time on the Fruit Marks Act. He pointed out some interesting points in connection with it.

Owing to a rush of work to-night your correspondent is preparing a full report of the grocers' meeting for next week's "Grocer." The president gave his inaugural address, which deals with the work the Association proposes to do during the year, and it is important that all Ottawa grocers should have the privilege of reading it.

The Grocers' Association have just completed the furnishing of their room and it looks very complete and comfortable. All city grocers are invited to go in and look around while at the fruit sales.

#### NOTES

C. E. Bucklie is here this week looking after the interests of Lumsden Bros., of Toronto.

John Everett made his regular call on the trade this week, representing Christie, Brown & Co., Limited, Toronto.

D. S. Perrin, London, Ont., has opened a branch office here under the management of Lauthur & Noble, late of R. E. Jameison.

Robertson Bros. are removing their warehouse on Bank street to much larger premises on Queen street, where they are putting in a full line of all their goods.

#### NOVA SCOTIA MARKETS.

Halifax, March 9, 1903.

THE wholesale grocery trade, which has not been very active since the first of the year, has shown very great signs of improvement during the last two weeks. The change from dullness has been gradual and the business will now probably improve until the spring

rush comes on. Retailers have only been buying as actual necessities required, but as the weather conditions improve the state of trade will follow the same line. The retail business has been steady, but not overruled since the first of the year, and the volume of business done, as well as other conditions is considered as fairly satisfactory.

The butter market, under greater arrivals, as well as large Western importations, is considerably easier, and prices have dropped from 1 to 2c. per lb. Our farmers, who put up some very nice butter and our dairymen, have been slow to catch on to the idea that the price of their products must be ruled somewhat by prices elsewhere. The price two months ago was high and they wished to hold it so. In the meantime Montreal and Western prices eased off to such an extent that dealers here could import and pay the freight profitably. While these importations were going on, the Nova-Scotian producers were holding out for higher prices and their stock was accumulating to as great an extent as the importations. Now, the market is overflowing, and the surplus will be exported to the West Indies, as it has been held too long to export to Great Britain. The same condition prevails with respect to eggs, but the production is not so much beyond the requirements of the market. Eggs have declined to 18c.

Hay remains firm, and considerable is changing hands. The export of Quebec hay to the United States has been a factor here in keeping up prices. Oats are at about the same level as formerly quoted. Potatoes are commencing to be in demand as stocks laid in for the winter are running low. Apples are scarce in the market and very high. Inferior No. 3's, hardly fit for cooking purposes, sell for \$1.50 retail, while a barrel of good table apples is worth from \$3 to \$4 per barrel, according to variety.

Flours are firm and continue at recent advanced quotations. Cornmeal is firm, it being still hard to get supplies of corn at the mills for grinding. Oatmeal and rolled oats, which had shown an easier feeling ten days ago, are again firm. There is considerable trading in feeds of all kinds, and quotations are firm, depending largely on the state of the market elsewhere.

Moir, Son & Co., who were burned out a week ago, are at work in two or three different locations, and are, with the assistance of others, able to fill their contracts. They will rebuild as soon as possible. They have asked the city council to guarantee 4½ per cent. on \$100,000 bonds, with the intention of operating on a large scale as a joint-stock company. It has not yet been decided whether the council will agree to their proposition. The insurance, as noted last week, is practically correct, both for the Moir firm and other firms burned out. The adjustment of losses with the insurance companies was going on last week and will probably be completed this week.

The Southern fish markets have not improved greatly and wholesalers here, though exporting regularly by every boat, are not buying up large stocks. All the fresh fish that has been coming in is readily disposed of in the local market. However, the weather has been rough, and the shore fishermen have been practically idle. There is no present prospect of a betterment in the dry fish market.

R. C. H.

# Year In—Year Out

The demand for  
**Clark's Meats** is steady.

They are now a family standby and can be sold all the year round.

60 Varieties.

## EPPS'S

GRATEFUL.  
COMFORTING.

IN ¼-LB. LABELLED TINS. 14-LB. BOXES.

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

THE MOST  
NUTRITIOUS.

# COCOA

The 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.



## FANCY CALIFORNIA, NAVEL, ORANGES

VALENCIA, SEVILLE.

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

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

## Dried Apples

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

## The W. A. Gibb Co.

7 Market St., Hamilton

TRADE WITH ENGLAND

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

"Commercial Intelligence"

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

The cost is only 6c. per week. (Annual subscription, including postage, \$4.80.)

Moreover, regular subscribers are allowed to advertise without charge in the paper. See the rules.

# FEDERAL LIFE.

## Twenty-first Annual Statement.

### DIRECTORS' REPORT.

The new business of the year consisted of two thousand and twelve applications for insurance, aggregating \$2,866,600, of which nineteen hundred and forty-three applications for \$2,739,625 were accepted; applications for \$126,975 were rejected or held for further information.

As in previous years, the income of the Company shows a gratifying increase, and the assets of the Company have been increased by \$192,462.31, and have now reached \$1,642,387.81, exclusive of guarantee capital.

The security for Policyholders, including guarantee capital, amounted at the close of the year to \$2,512,387.81, and the liabilities for reserves and all outstanding claims, \$1,474,740.48, showing a surplus of \$1,037,647.33. Exclusive of uncalled guarantee capital, the surplus to Policyholders was \$167,647.33.

Policies on sixty-one lives became claims through death, to the amount of \$132,328.88, of which \$16,048.54 was re-insured in other companies; a rate of mortality considerably under that provided for.

Including Cash Dividends and Dividends applied to the reduction of premiums, \$32,214.74, with annuities, the total payments to Policyholders amounted to \$201,411.68,

Careful attention has been given to the investment of the Company's funds in

## THE CANADIAN GROCER

first-class bonds, mortgage securities, and loans on the Company's policies amply secured by reserves. Our investments have yielded better than the average results of Insurance Companies doing business in Canada.

Expenses have been confined to a reasonable limit, consistent with due efforts for new business.

The results of the year indicate a most gratifying progress in every desirable direction. Compared with the preceding year, the figures submitted by the Directors for your approval show an advance of eleven per cent. in income, thirteen per cent. in assets, and fourteen per cent. in the amount of insurance written.

The assurances carried by the Company now amount to \$13,981,577.56, upon which the Company holds reserves to the full amount required by law, and, in addition thereto, a considerable surplus.

The Field Officers and Agents of the Company are intelligent and loyal, and are entitled to much credit for their able representation of the Company's interests. The members of the office staff have also proved faithful in the Company's service.

DAVID DEXTER,

President and Managing Director.

### AUDITORS' REPORT.

To the President and Directors of the  
Federal Life Assurance Company :

Gentlemen : We have made a careful audit of the books of your Company for the year ending 31st December, 1902, and have certified to their correctness.

The securities have been inspected and compared with the ledger accounts and found to agree therewith.

The financial position of your Company as on 31st December is indicated by the accompanying statement.

Respectfully submitted.

H. S. STEPHENS, }  
J. J. MASON, } Auditors,

Hamilton, 3rd March, 1903.

### Financial Statement for 1902.

Premium and Annuity Income	\$481,203.80
Interest and Rents.....	71,297.86
	<hr/>
	\$552,501.66
Paid to Policyholders.....	\$201,411.68
All other payments.....	167,692.00
Balance .....	183,397.98
	<hr/>
	\$552,501.66

### Assets—December 31st, 1902.

Debentures and Bonds.....	\$371,100.86
Mortgages.....	665,822.95
Loans on Policies, Bonds, Stocks, etc.....	278,709.24
All other Assets.....	326,754.76
	<hr/>
	\$1,642,387.81

### Liabilities.

Reserve Fund.....	\$1,435,641.55
Death Losses awaiting proofs.....	18,000.00
Other Liabilities.....	21,098.93
Surplus on Policyholders' Account.....	167,647.33
	<hr/>
	\$1,642,387.81
Assets.....	\$1,642,387.81
Guarantee Capital.....	870,000.00
	<hr/>
Total Security.....	\$2,512,387.81
Policies were Issued Assur- ing.....	\$2,739,625.00
Total Assurance in Force...	\$13,981,577.56

At the Annual Meeting of Shareholders, held at the Head Office of the Company in Hamilton on Tuesday, the 3rd of March, the foregoing reports and statement were received and adopted on the motion of President David Dexter, seconded by Vice-President Lieut.-Col. W. Kerns.

All the retiring Directors were re-elected, and at a subsequent meeting of the Directors the following officers were re-elected:—Mr. David Dexter, President and Managing Director; Lieut.-Col. Kerns and Mr. T. H. Macpherson, Vice-Presidents.

THE CANADIAN GROCER



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.

**CHEAPEST  
LEAST TROUBLE  
BEST WORK**

.. of any soap made

ASK YOUR  
JOBBER ABOUT IT.

# THE OFFICE

DEVOTED TO THE  
OFFICE STAFFS OF  
BUSINESS  
ESTABLISHMENTS

## SYSTEM IN MANAGEMENT.

IT does not follow because there is no apparent disorder in the conduct of a given mercantile or manufacturing concern that therefore the business is systematically, let alone economically, conducted. Indeed, there may be the most pedantic adherence to rigid rules, and yet an utter lack of that elasticity and adaptation required by a live organization in these days of rapid expansion and of diversified development in methods of trade and industrial processes. No concern can much longer afford to have its books—the records of its business—kept in the unmethodical fashion of a quarter of a century ago, when time was no object, and a man might take a week or a month to find out his financial standing. And while the establishment of an up-to-date "system" may be expensive in its first cost, the resultant saving of labor and time, the accuracy of work and the greater despatch with which results can be learned are well worth it in the end.

It is not enough to exercise economy in the purchase of supplies and to be methodically careful in their distribution. It is absolutely essential that the cost be accurately distributed and credited in ratio to consumption and production, so that at any stage of the latter it may be possible to determine the pro rata of delinquency or efficiency of each department. It is only thus that waste energy, lost motion, duplication of effort can be traced as accurately as waste of material and deterioration of plant. The time has gone by for a happy-go-lucky "estimate" of all these items. So narrow is the margin of profit of most production that in many instances it is only the summation of infinitesimal savings in each stage of production that tips the balance to success.

This is perhaps most readily shown in the operation of the "offices," so called. Show me a concern that is still wedded to its huge, old-fashioned bound-leaf ledgers and it would require no great ingenuity or capacity for juggling with fractions to demonstrate an enormous aggregate loss of effort and time in "keeping" these books, which, of course, raises the cost of production and by just so much reduces the ratio of profit. Why put up with this now that loose-leaf books have been perfected and amply tested, so arranged that when a page is completed or an account dead, the page is taken out and put into a transfer, thus relieving the bookkeeper of the necessity of turning over pages without number which are of no more practical value to him? Then there are numerous card systems, all of which have their respective advantages, that can be used to assist in systematizing almost any particular lines of record for the handy, rapid and accurate filing of correspondence, following up of collections, records of names and addresses, loans, mortgages, prices, etc., all effectively interlocked by varied cross-references.

## CARE IN ORDERING GOODS.

OUR intention to give practical suggestions to storekeepers for the systematic care of their business is evidently finding favor among subscribers. While the storekeepers themselves will be chiefly benefited, the wholesaler, too, indirectly finds reason for rejoicing, if we are to judge from one or two expressions of their opinion that

have reached us. One, such, writes us that nearly half the time and a great deal of its worry could be spared the jobbing house, if their customers were half systematic in their business. "For instance," he says, "orders come in for 'goods same as last,' and dusty files have to be taken down and the time of a clerk spent in going over former orders until the order for this line is found. Of course, the customer does not realize that he is giving this labor. He supposes, probably, that his jobber will recollect his last order, in the same way that he, no doubt, could recollect what kind of a garment he sold Tom Jones for his son months ago. He does not realize that the jobber has 4,000 or 5,000 accounts—half of them impersonal, unfortunately—and those accounts averaging, say, 100 or 200 orders per day. It is past his conception, too, that all this part of the business may scarcely come under the notice of the principals of a firm, but is handled by a staff of clerks, only one or two of whom may have seen this particular order in question at all."

What a saving to the jobber's staff if Mr. Customer could supply the date, even, on which he purchased the line he wishes duplicated, to say nothing of being able to refer to his own invoice and furnish the number and description. The same trouble as this occurs in returning goods.

Most houses, of course, have a rule to refuse returned goods after a certain number of days. But this rule can't be adhered to in practice always, and it is not infrequent to receive a consignment of odds and ends with no information whatever supplied to identify them with the invoice on which they were charged. They may have been returned to the wrong house, for all the consignor or consignee knows of the matter.

Another, writing from the office-view point, says: "There is much to be done along the line of simple instructions to storekeepers in the matter of looking after their accounts." He thinks the instructions will have to be very simple in some cases, some storekeepers not having any instinct whatever for books, as a bookkeeper understands them. He thinks it will be wholesome to stir them up in this matter, however, and he adds that there can be no better medium than a trade paper. Naturally, one cannot complain to his customers of these things for diplomatic reasons, and even so, without being able to offer some suggestion (for which, of course, there is no time), such correspondence would be of little value.

This correspondent goes on to relate one incident showing a state of chronic neglect of which we were not prepared to hear. His firm had been bombarding a customer about an overdue account of several hundred dollars for some weeks, without eliciting any reply whatever. It was finally decided to send an auditor to investigate, and the customer was duly found next morning chatting in a neighbor's cooper shop, and when the subject of the account was brought up, experienced great pain and surprise at the existence of such an overdue account. This ignorance, of course, was not credited until a pile of unopened letters was discovered on his desk, the accumulation of weeks—the "dunners" among them, grinning with their harmless threats. The customer had the necessary amount in his pocket in good bank bills and the account was settled forthwith.

THE C. G. YOUNG CO.  
**RUBBER STAMPS**  
 AND SUPPLIES  
 No. 1 Adelaide Street East - Toronto

**LEARN**

Rapid and Ornamental Lettering for Signs, Show Cards, Price Tickets, etc. A new field for Clerks, Merchants, Window-Trimmers, and others to increase their earning capacity. My book of instruction at \$1.00 tells all, and is illustrated with 34 Sign Writers' model alphabets and Figures. It will teach you the art during leisure hours **AT HOME**. Reliable. Students everywhere. Write to-day. Address.



Free.—Send address and receive full particulars and sample of the New Raised Letter Work.

W. EDWARDS, Carleton Place, Ont.

**When You Stop To Think**

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

Metallic Circuit Service—efficient, rapid, constant.

**THE BELL TELEPHONE CO. OF CANADA.**

**For the Up-to-Date Store**

Well made, strong, durable wrapping papers are wanted. Our brown and manilla wrapping papers suit in every respect.

**FULL WEIGHT. FULL COUNT.**

---Made in Canada---

by the

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

ESTABLISHED 1855  
**TAYLOR'S**  
 DOUBLE TONGUE & GROOVE  
**SAFES**  
 147 FRONT ST. EAST TORONTO.

**FIRE AND BURGLAR-PROOF SAFES.**

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

**CARY Fireproof Safe.**

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

**Ford & Featherstone,**

IMPORTERS AND DEALERS,

10 John St., North, - HAMILTON, ONT.



**A Course in Advertising by Mail for**

**One Dollar**

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

**The Print Shop**  
 St. Catharines, Ontario

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

**A COMPARISON**

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

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

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

The "Wasp-Waist" Cheap chemical.

The Auer Light Mantle Pure chemicals.

Lowest prices on mantles, shades, chimneys, globes and sundries.  
 Write us if you are interested.  
**AUER LIGHT CO., MONTREAL.**

## Tobaccos, Cigars, and Smokers' Accessories

A DEPARTMENT FOR  
RETAIL MERCHANTS.

### ANTI-CIGARETTE AGITATOR'S REBUFF.

THE spectacular leader of the anti-cigarette movement in Chicago, Miss Lucy Page Gaston, recently called upon John W. Gates, the man of many millions, whose name figures so frequently in the newspapers in connection with big deals in Wall Street. Miss Gaston heard that Gates had decided to make a large cash donation to an industrial home for boys, and she argued that one who would do so much for boys who are in trouble would agree with her that tobacco gets them into trouble, and should be the first point of attack.

Miss Gaston went to see Mr. Gates, and was shown into his private office, but her interview on the tobacco question was not of a satisfactory nature. She reported that it was in substance as follows:

"Mr. Gates," I said, "I have come to ask for your interest and sympathy in the work we are doing for boys. I know you are interested in the boys, and especially in the home that is now being built for boys. I am sure if you could know what we are doing to keep boys from needing such institutions you would be interested in our work."

"Miss Gaston, you are a fraud," Mr. Gates said, more in jest than in earnest. This surprised me, and I replied that no one had ever doubted my sincerity in working against the cigarette.

"Oh, Well," answered Mr. Gates, with a smile, "you know I did not mean that you personally are a fraud."

"This was a new point of view to me, and I was interested to know what Mr. Gates would say."

"Do you sincerely believe, Mr. Gates, that we are mistaken in trying to stop the evil that the tobacco habit is working?"

"Assuredly I do," answered Mr. Gates. "What can you do against the men who are making millions in the tobacco business? The dividends of The American Tobacco Co. are increasing from 5 to 10 per cent. annually. I know about this, because I own some of the stock. What is the use of fighting tobacco, anyway? Cigarettes are entirely harmless and never hurt anyone. They are the most harmless things in the world."

"Why, look at me. I began smoking when I was seven years old. It never

hurt me, and I don't see why anyone should go on a crusade to stop people from smoking. You say it is tobacco that ruins people. What is the matter with me?"

"Here our conversation came to an end, and Mr. Gates was interrupted by some important business. I saw there was little chance of gaining anything for the anti-cigarette cause, and I came away."

### A PALATIAL CIGAR STORE.

THE finest cigar store in the world was opened to the New York public recently. It is the establishment of The Havana Tobacco Company and is a perfect palace of light and luxury.

Some idea of the beauty and grandeur of this model establishment may be obtained when it is understood that the decorations and fixtures represent a cash expenditure of something like \$150,000, and that nearly a year's time has been employed in developing and perfecting the plans to make it one of the show places of New York.

It is a veritable marble palace. The finish throughout is of the finest Italian marble, while five massive marble columns, each rising to the height of 17 feet, lend

an air of dignity and grandeur to the premises.

Seven mural paintings representing Hayana scenes decorate the walls, which are further relieved by five beautiful and costly Spanish tapestries, while upon the marble floor rests a wealth of the most artistic rugs, representing a value of \$5,000.

The lofty ceiling is frescoed in a design producing the effect of a delicate lattice work, entwined with running vines, which harmonizes perfectly with the profusion of palms and shrubbery which are artistically bestowed throughout the place.

Running along the base of the windows is a compact row of greenery, relieved at

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.**



**Quality Wins!**

I believe that quality tells in a man's favor more than price. I believe that quality (a little better than the other fellow's), wins out every time in the long run.

Will you test the quality of my cigars at my expense? I'll ship you a trial order and you can send the Cigars back if you wish—no money passes!

**Payne's Cigars.**

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

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.**



one point by a crystal aquarium containing a growth of dainty aquatic plants, among which swim a number of Japanese gold fish. Pendent in the windows are cages containing feathered songsters, including Cuban nightengales and canaries. Scattered about the place inviting the visitor to take his ease, are a number of antique Spanish chairs.

The mammoth humidior, consisting of a great tile-lined vault, whereby, upon the strictest scientific principles, the temperature and humidity can be absolutely regulated and controlled to a fraction of a degree, has a capacity of 6,000,000 cigars.

#### NEW CIGAR FACTORY.

St. Bartholomew's Reformed Episcopal Church, which has stood for a number of years on Beaver Hall Hill, Montreal, is this week to be torn down, and the "Stonewall Jackson" cigar factory will replace it. A most modern factory will be erected, which will be six storeys high and 115 ft. long by 70 ft. wide.

The elevators and staircases will all be built outside, in case of fire, although the building is to be practically fireproof. H. C. Stone is the architect.

One of the firm informed THE GROCER

## TOBACCOS AND CIGARS

that in this new factory the extra accommodation will enable them to double the present output of cigars.

#### SOUTH-AFRICAN TOBACCO.

South Africa is the field which is believed in England to offer an opportunity of being independent of the American tobacco leaf markets. Near Pretoria a series of plantations has been opened, which is managed by Norfolk farmers sent out from England and directed by a professional expert; while in Rhodesia a series of plantations has been started by the able lieutenants of the late Cecil Rhodes. Experts of Virginia and North Carolina have gone out to South Africa under contracts with English capitalists to take charge of tobacco farms, factories and experimental stations.

#### NOTES OF THE TOBACCO TRADE.

THE Montreal cigar manufacturers report business to be in a prosperous condition and are sanguine as to the out look.

Clara Vezina has registered in the firm of Gingras, Hectro & Co., tobacco dealers, Quebec.

J. Rattray & Co., Montreal, are putting a high-grade cut tobacco on the market packed in handsome little cans nine to the pound.

T. J. Horrocks, the tobacco jobber who handles an immense quantity of cigarettes, reports the demand for "Karnak's" as well in the lead.

A compromise having been effected between the Grandas Hermanos y Ca., and their striking cigar makers, the latter will return to work immediately.

Robert Fairbairn, for the past 17 years representative for J. Rattray & Co., Montreal, is still sounding the praises of the "Maritana" cigar on the ground between Montreal and Toronto.

On account of the fight that the small concerns are making against the tobacco trust, Chicago cigarmakers voted to refrain from making a demand for higher wages for the time being.

The W. H. Steele Co., Toronto, are now receiving their usual spring importations of pipes, and as they include quite a number of new styles and shapes their stock this season is especially worthy of inspection.



#### 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.

The enormous increase in the sale of the "T. J. H." 5c. Cigar is proof of its good quality.

Specially adapted to the grocery trade.

**T. J. Horrocks,** 6 Wellington Street East, **Toronto**

Write for price list.

Not controlled by the Trust.

### 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.**

BE WARNED—THIS IS GOING TO SELL.

# STRENGTHFUDE

IT'S DIFFERENT.

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.

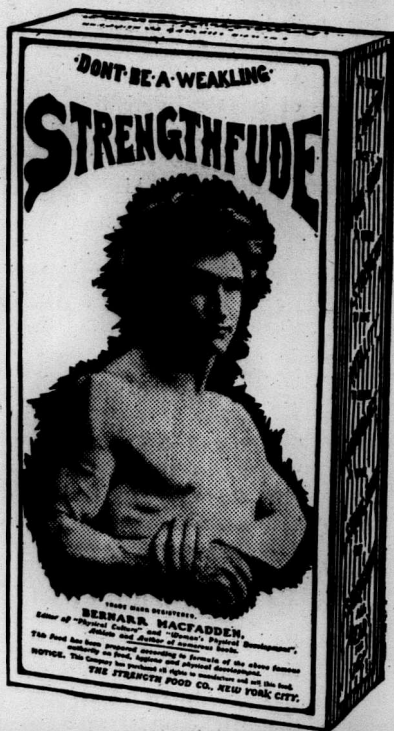
Every grocer should order a case at once, as inquiries are coming daily from all States asking at what grocer's they can buy **STRENGTHFUDE**.

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.**



# CHEESE

100 Choice, Fresh **ROQUEFORT CHEESE**, the best

MANUFACTURED AND SHIPPED BY

Messrs. **FRUH & MAURICE**, - Paris, France.

Put up in cases of 12 Cheese

Ask our prices, they will interest you

## L. Chaput, Fils & Cie,

WHOLESALE GROCERS.

Importers, Teas, Wines and Liquors.

Montreal.

## THE CANADIAN GROCER

### ANALYSIS OF THE STORE-ADVERTISING SCHEME

By a Commodity Producer.

EVERY manufacturer and producer of advertised articles should very carefully consider the attempt of an organization to form a monopoly of space in retail stores. In an interview with a representative of this concern, the writer inquired if we did not subscribe if we would be permitted to put up a box package of our goods with a lid on, with a sign to show when opened, to which he replied that they would certainly interfere with any attempt on the part of the merchant to display our goods in the original case. Such an arrangement is nothing more than a trust, and every manufacturer and producer that contributes to it is destroying his opportunities to get the same effects of advertising that he has heretofore secured free. By a concentration of efforts of Canadian manufacturers this monopoly can be discouraged. Their scale of prices is as follows:

Signs in 5,000 stores, size 22 x 16, \$1.80 per sign	\$9,000 per annum.
4,000 " " " 1.90	7,600 "
3,000 " " " 2.00	6,000 "
2,000 " " " 2.15	4,300 "
1,000 " " " 2.25	2,250 "
500 " " " 2.50	1,250 "

This compared with street car and other methods of advertising will not stand a close analysis for value received.

In the better class of stores the heads of the house do not do the trading. Their servants are generally sent, or the orders are delivered over the telephone. With the other class of trade, the children usually go to the grocery store for the requirements of the family. Any retail grocer will tell you that of his sales 50 per cent. is made to the servants, to the children, or over the telephone. Therefore, the average retail grocer probably does not have 20 customers daily that would read a sign placed in his store, especially if it was mingled with a large number of other signs. Of this number, there is probably not one in the 20, that 30 minutes after leaving the store, could name two of the signs and state what they advertised. The same signs would always reach the same people, limiting the effect. Furthermore, if anyone about to contract for this class of advertising, will visit a grocery store and lean against the counter, he will observe that the angle at which the signs will be placed makes it almost impossible to see them, unless a row of bells was placed at the top of the ceiling to make the customers look up. Probably not one customer in five would know that the signs were there. It will be impossible to place them lower so that they could be more prominent without interfering with the shelving of the mer-

chant, which, of course, he is not going to permit. The regular method of chandelier hangers and signs a little more indiscriminately placed, with an attractive exhibit of the goods, are much more effectual, and all manufacturers should do what they can to suppress this attempt to draw a royalty from the producer.

As against the very few people who would see these signs in a grocery store, street car, newspaper and outdoor advertising would afford probably one hundred times the advertising power. People who are riding in street cars have leisure to read every sign before them. The location of the signs is at a convenient angle for the eye. They usually remain in the car from 10 to 15 minutes, and during that period can read all of the literature. The average street car probably carries in a day twenty-five times more people of the consuming class that the manufac-

turer wants to reach as visit a grocery store.

The patrons of a grocery store, even if the majority of them were heads of homes, would not be influenced to make purchases by the store-sign process; they are usually busy with the clerks or the proprietor, and their attention is detracted from any advertising that might appear. Besides the best advertising in a grocery store is a display of the goods, and manufacturers could better afford to pay the same sum to the grocer to make a good counter and window exhibit of their products, than to put up a sign that is charged for at an exorbitant figure.

A sign well placed on the outside of the retail grocery store, where people going into the store can see it, as well as those that pass along the sidewalk and from the street cars would be of much more value. This is demonstrated by the success of the window displays and other sign matter that always attract our attention on the street. Probably five hundred more people would see an attractive sign on the outside of a building where one party of the class who would be influenced to make purchases would see it in the retail grocer's store.

There is probably no manufacturer of a commodity that will claim that he built his business by hanging up signs with the retailer—it is the magazine, the outdoor sign, street cars and the newspapers and

counter matter that have recommended advertising.

It is the retail grocer who has made such terrible howls about departmental and cut-rate stores monopolizing the business, and yet some of them are becoming a party to even a stronger pool, because it is intended not to leave any space whatever that is not contracted to the organization that is attempting to dispose of it at a figure that is an artificial value, and at the same time dictate to every producer whether he shall be entitled to a display of his products in the store or not.

This is a matter that the Canadian Manufacturers' Association might interest themselves in and probably prevent producers the unnecessary expenditure of thousands of dollars, not because they could get their money's worth, because it would be necessary to do so, so that the retail grocer could get 50 per cent. of his space, which the organizations pay him. They claim they will control every grocery store in Canada in time.

#### DECREASE IN SALMON CANNERIES.

The number of canneries operated by the British Columbia Packers' Association will be decreased. Although this is the case, the Association will be in a position to handle a larger output than formerly on account of having more facilities in their improved factories. It is expected that one of the largest canning factories in the world will be built on the Fraser.

In order to have better accommodation, the Imperial and Brunswick establishments at Steveston have been merged under one roof, and more machinery is being installed. Currie & McWilliams' cannery is also being improved by the installing of new machinery.

#### TRAVELLING CASE FOR MR. HUNTER.

W. L. Hunter, who has been engaged with The Eby Blain Co., Limited, for the past six years, as advertising manager and traveller, was presented with a handsome travelling case by the staff on severing his connection with the firm, to assume the position of representative of L. Chaput Fils & Cie., Montreal, through Manitoba, the Northwest territories and British Columbia. Mr. Hunter leaves for Montreal this week and his many friends in the trade wish him every success in his new sphere of operations.

A meeting of the creditors of Eug. Laferriere, general merchant, of Ste. Julienne, Que., was held, on March 14.

THE CANADIAN GROCER

Established 1845

Established 1845

**COFFEE**



1 and 2-lb. Tins.

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

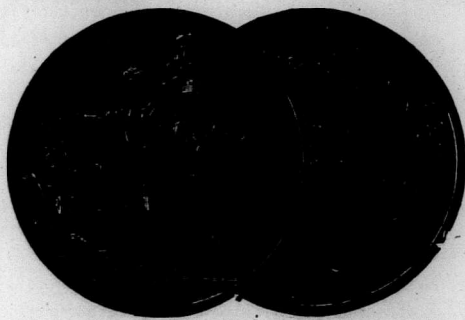
Manufacturers of the Celebrated

**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.



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. Tufts & Son, Vancouver, B.C.  
Mr. H. H. Stimpson, Halifax, N.S.

Sole Manufacturers

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

**TRADE  
OBSERVATIONS**

By Rambler.

IT had a general air of delapsion; there was nothing about its appearance to entice one to enter. It was anything but bright looking; the windows were smeared, and even the inside of the store appeared to be languishing from the scarcity of soap and water. Hung up in a conspicuous place in the window was an advertising poster of some sensational play, which cut off from view part of the goods shown. In one portion of the window was a display of apples (if 'display' could be applied to such a muddle) with here and there a cabbage thrown on top—to relieve the sameness of the view, perhaps. A suitable setting off for the whole thing was the extreme cleanly appearance of portions of the oilcloth, which here and there peeped through the apples. The other part of the window was devoted to meats, etc., and it had the appearance of being a deposit for stray cuts of beef, crocks of lard, and such like; a few of these stray articles were hidden by the aforesaid poster. The pavement and store-front were protected from the ravages of the elements by a shed, which seemed to be weighed down by the responsibility of its duties, and like an old veteran, bore the scar of many years of faithful service.

Such was the appearance of a provision stand I happened on recently.

Across the street was a similar stand—similar in its line of business, not in appearance. Such a contrast was there! The one, lively, bright, attractive, and the other—well, otherwise! There were no time spots around that place; everything was fresh looking and businesslike. The goods in the windows were displayed to the best advantage, and every inch of window space was utilized to the store's own business—not that of the playhouses; there was no room in that establishment for anything foreign to its nature.

The question arose in my mind: "If I were a shopper, in which place would I sooner make my purchases?" It wasn't difficult to answer.

\* \* \*

Being Lenten season, the retail fish trade is good; it is reported to be even better than during the same time last year.

\* \* \*

The retail grocery trade in Toronto during the coming summer promises to be very good. The volume of trade has greatly increased during the past year, owing to the increased population of the

city, and is still continuing to do so. The high price of labor at the present time is also helping to make the times prosperous. To the individual grocer, however, the potency of this prosperity is not felt to so great an extent as one would think, for the reason that the number of grocers has been added to with the increase in trade. Notwithstanding, the majority of grocers think that the prospects are better than they were for the summer of 1902.

\* \* \*

Very many grocers find that the system of weekly or semi-weekly ordering by customers is gradually dying out; their orders are less large and more numerous than in former years. The reason for this is that ordering over the telephone has become very common lately, and people find it more convenient to order just as they are in need of articles than to make up a weekly order beforehand.

\* \* \*

The question of early closing for grocery stores during the summer months is beginning to be discussed among the managers, and also among the clerks, to a greater degree, perhaps; for, of course, they are more interested in it than the proprietors. Nearly all the grocers are in favor of early closing, not only in the summer, but also during the winter. Some think that it is impracticable, considering that it has been tried before and has not been a success; others take a different view, and think that if it was worked out in the right way it would be practicable. Others, again, are of the opinion that early closing will come in the natural course of trade events; so many different trade unions are being formed that this question will certainly come up for discussion before very long, with the result that grocers who do not close at an early hour will be made to feel the results of not doing so.

Leaving aside the ways and means of bringing it about, early closing should certainly be in the order of things. Why should grocers and grocers' clerks work from, perhaps, seven o'clock in the morning, until, perhaps, 11 o'clock at night, when their business could be conducted just as well by closing at six or seven o'clock? Customers would very soon get accustomed to the new role, and would, after a time, find it quite as convenient to do all their shopping before six o'clock.

\* \* \*

Competition in the grocery trade is at the present time very keen. If a mer-

chant wishes to keep up his trade he must attend very closely to business; it will not do, as in former times, to wait patiently in the store for customers to come in and purchase; he must be "up and doing" to keep himself and his goods ever in the minds of the people; he must watch every move of his competitor.

Competition of a certain kind is a good thing for trade, but when it comes to the cutting-down of prices on certain articles of almost wholesale value, in order to gain trade in other lines, it is going altogether too far. Such competition is the great bane in the Toronto grocery trade at present, and it appears to be becoming worse all the time! It is the ruination of cash sales for the grocer who cannot afford to keep up the competition; so the only thing left for him to do is to credit and thus work up a sort of family trade, running chances of never being paid. This is a very bad state of affairs, but at present there does not seem to be any practicable way of remedying it.

\* \* \*

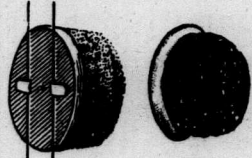
Walking down the street my attention was attracted to a grocery window, and I stayed to examine it. The display was striking; it was pleasing to the eye. Upon further consideration, however, there was something about the general effect which seemed to be lacking. What could it be? It wasn't the lack of artistic taste, for great tact had been shown in the manner of displaying the goods. It was puzzling. I strolled on, thinking; an idea struck me, and I looked about for another grocery window, in order to verify my theory. My eye hit on one, in which the contrast with the former proved my supposition to be correct. There was too much in the first window; too many different lines of goods displayed; and, above all, there was no central feature brought out. In the second window, special attention was directed to one thing, by the simple device of giving it a central and prominent position and arranging the other articles in such a way as to act as a sort of background.

Now, the one-window dressing served a purpose, namely, that of advertising a certain line of goods; while the other was merely a "show window." Of course, it was a very nice show window—indeed, it presented a better appearance than the other one—but it failed to do what a display window should always do, that is, tell something of the business that is going on at the time the display is made.

From the first window it was evident that all sorts of groceries were to be had within; whereas, the second intimated that special attention was being paid to a certain line of goods at that time, and that, if anything of that sort were needed, it would be investigated as to quality and prices.

THE CANADIAN GROCER

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

Imperial Vinegar  
Finest quality

This is the time to place orders  
for the coming season with

Perkins, Ince & Co.

TORONTO.

No 197  
SYRUP PUMP

SELF PRIMING and  
MEASURING.

Saves time, money and syrup

WALTER WOODS & CO.  
HAMILTON and WINNIPEG.

Grocers and Confectioners can rely upon the purity and excellence of

**COWAN'S** Cocoa, Chocolate  
and  
**Famous Blend Coffee.**

Cowan's Cake  
Icings,

Cowan's Pure  
Confections.

QUEEN'S DESSERT CHOCOLATE.  
CHOCOLATE GINGER, WAFERS, ETC.

CHOCOLATE CREAM BARS.

COWAN'S SWISS MILK CHOCOLATE.

THESE ARE CHOICE CHRISTMAS GOODS.

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. cartoons in a  
case, and in 50-lb. box.

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

The Nibble  
of a Mouse

will eventually consume the biggest cheese, and the loss of pennies, nickels, dimes and dollars, if it don't "nibble" the biggest business, will reduce the profit to an alarming extent. And you're bound to lose more or less if you do a credit business, and depend on ledger balances taken from the day-book. Throw out your day-books and other time-wasting devices, and adopt the modern Allison Coupon System.



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.

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.

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.

## COST OF DOING BUSINESS.

A Symposium  
on the Subject.

**T**HERE is no more important question to the business man than the percentage of costs he shall allow for doing business. A retailer in an Ontario town of about 2,000 inhabitants, recently requested THE CANADIAN GROCER to inquire through its readers what percentage of cost a retail merchant should allow for doing business. This particular merchant said that he allowed 7½ per cent. In response to his request a number of retailers sent in replies. Most of these replies are sub-joined. These replies by no means exhaust the question and THE CANADIAN GROCER would very much like to hear from members of the trade elsewhere.

*C. B. Hume & Co., Revelstoke, B.C.:*

Our business costs us 8½ per cent. on total sales. This includes salary for both partners, but nothing else of a personal nature.

*I. R. Ault & Sons, Aultsville:*

We are of the opinion that your "Subscriber" places his estimate too low, and we do not think he should include "life insurance" in the list. In our opinion, leaving life insurance out of the question, it costs us 10 per cent. of our gross sales to run our business.

*A Subscriber, Aurora, Ont.:*

I do not think that any business can be run for 7½ per cent. My opinion is that from 10 to 12½ per cent. is the lowest a good general business can be run for, as a merchant's average profit should be 20 per cent., and, according to his statement, he could make clear \$5,000 a year. Do you think there are many retail merchants clearing that amount on a \$40,000 turnover? A man may think it only costs him 7 per cent., but when he takes stock at the end of the year he generally finds his profits do not compare with so small a percentage to run his business.

*J. Jarvie, Aultsville.*

I think your subscriber's estimate of 7½ per cent. is decidedly too low, and the conditions must be very favorable for him to do so. I see no allowance for bad stock, bad debts or shrinkage in weights or measures or freights. My own opinion is that 12½ per cent is nearer the mark.

*Merchant, Elmira.*

The merchant of whom you speak has evidently not taken into consideration interest on his money invested, and also the goods on hand at end of season, which have to be cleared off at a sacrifice, or he is so favorably located that he has no need of doing this.

But I consider this quite necessary because the changes of styles are so many, and it pays me better to run goods off at such prices as I can get, rather than keep them over to conflict with new goods coming in.

A 12½ per cent. basis is a safer one in my estimation.

*"General Merchant," Winchester:*

I am of the opinion that 7½ per cent. is too small an allowance to cover all expenses of a general business, such as described by your correspondent.

I have been carrying on a general store for 25 years in a town of about 1,000 inhabitants. In that time the business has grown from \$15,000 to \$70,000. I am not extravagant, but I have never been able to keep the expenses at so low a figure as 7½ per cent. I think 10 per cent. would be a good deal nearer the mark, and would be a much safer estimate on which to base one's calculations.

### DISHONEST FRUIT PACKERS.

There were two more prosecutions under the Fruit Marks Act last week. The delinquents in these cases were Dewaine Taylor, Grafton, Ont., and Cory A. Baker, Brighton, Ont. Mr. Taylor violated section 7, in placing fruit of good quality on the face of his barrels and culls in the centre. He also violated section 4 by not placing his name and address on the barrels.

Cory A. Baker violated section 6 by placing a large percentage of very inferior fruit in barrels branded "No. 1 Government Standard, Choice XXX." Mr. Baker shipped a large quantity of apples to Liverpool, where appeared upon the sales catalogue the announcement that they were "XXX in stencil and XX in pencil," which probably meant that the

packers in the orchard thought that they were only No. 2 apples, but when they were shipped out via Portland someone thought he would add to their value by adding another X. The bulk of the fruit sold for 3 or 4s. per bbl., showing that the trick did not succeed. Government inspectors at British ports are sending reports every week on the condition of the fruit sent through Portland and Boston, and it would be a mistake upon the part of shippers to think that they escape inspection by shipping through American ports. It is possible that the Department may institute a test prosecution on evidence furnished by the British inspectors.

### COMMERCIAL LOYALTY OF CANADA.

Under date of February 2, Franklin D. Hale, United States Consul at Coaticook, Que., reports as follows to his Government at Washington:

Coaticook, Que., being situated in the midst of an agriculturally rich section of country, possessed by a sturdy and thriving population, naturally attracts a large retail trade. Most of the goods found on the shelves are of Canadian production and manufacture, or imported from other countries than the United States. Comparatively few of our goods are offered for sale. No commercial travellers carrying American articles come here, although they are free to drum trade, and there is no duty on their samples. As far as possible, merchants are loyal to the Canadian producer. Home production is daily meeting the demand. In some lines, in which there is competition between the American and the Canadian or English articles, we are holding our own and more, but it is because of the unquestioned superiority in style, quality, workmanship or durability. The actual consumer is probably quite largely influenced by the price, which is affected by the duty paid; yet, with both consumer and middleman, there is a strong element of what I have called commercial loyalty to the home, or the Mother, Country. The expansion of industries in Canada is very great, and United States capital is establishing factories in all parts of the Dominion for almost all lines of work. When the time comes that Canada can supply her own demands, she will surely buy less of us, and if she should find herself burdened with a surplus we may meet her competition elsewhere.

"If you don't stop," purred the girl, drooping her eyes, "I'll punish you."

Thoughtfully, he placed both arms around her, and thereupon she kissed him.

"Say," whispered he, "I call that capital punishment."

THE CANADIAN GROCER

Quaker Tea will please thy customers mightily. It is packed in the gardens of Ceylon itself, in lead packets, which are air-tight, and shipped thence direct to Canada.

Its flavor is exquisite.

BLACK AND GREEN.  
POUNDS AND HALVES.



**QUAKER** "CEYLON" **TEA**

TRY A  
SAMPLE ORDER.

J. A. Mathewson  
& Co.

MONTREAL

Wholesale Agents  
for Canada and  
Newfoundland.

**VINEGAR**

Prices Much Below Combine.

QUALITY AND TEST FULLY GUARANTEED

If you are interested and are open to buy or make contracts, see our travelers or write for quotations.

**WARREN BROS. & CO.,**

**Toronto.**

Have you been turning over in your mind

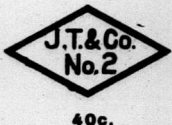
THE DESIRABILITY OF BUYING

**Tetleys Bulk Blends**

If so, why not go a step farther and buy a sample order?

The Guarantee of PERMANENCE AS TO BOTH QUALITY AND PRICE precludes the idea of making any mistake on your part, and the DELICIOUS QUALITY of these blends, pleasing every customer that buys, mean a gratifying success to you in your tea handlings—as follows:

**Black**



**Green Ceylons**



**Hudson's Bay Co.,**  
WINNIPEG.

**Snowdon, Forbes & Co.,**  
MONTREAL.



# What's in a Name?

Everything : where the name is

# KEEN'S

And when it applies to

# MUSTARD.

Only give it a trial—at once it is seen **Keen's Mustard** is good, for **Keen's Mustard** is KEEN.

Manufactured in London, England, since 1742.



## Current Market Quotations for Proprietary Articles

March 12 1903.

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

### Baking Powder.

Brand	Per doz.
Cook's Friend	84 40
Size 1, in 2 and 4 doz. boxes	2 10
" 2, in 4 doz. boxes	0 80
" 2, 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.

Brand	Per doz.
Diamond	82 00
1-lb. tins, 2 doz. in case	1 25
1-lb. tins, 4 " "	0 75

### IMPERIAL BAKING POWDER.

Cases	Sizes	Per doz.
4 doz.	10c.	80 85
3 doz.	6-oz.	1 75
1 doz.	12-oz.	3 50
2 and 3 doz.	12-oz.	3 40
2 and 3 doz.	16-oz.	4 35
1 doz.	2 1/2-lb.	10 50
1 doz.	2 1/2-lb.	10 40
1 and 1 doz.	5-lb.	19 50

### MAGIC BAKING POWDER.

Cases	Sizes	Per doz.
4 doz.	5c.	80 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2 1/2-lb.	4 10
1 "	6 "	7 30
1 "	12 oz.	84 55
1 "	16 "	1

Brand	Per doz.
JERSEY CREAM BAKING POWDER.	80 40
1 size, 5 doz. in case	0 75
" 4 " "	1 25
" 3 " "	2 25
" 2 " "	

### VIENNA BAKING POWDER.

Brand	Per doz.
1-lb. tins, 4 doz. in box	82 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. " "	0 35

### MOULIN OCEAN.

Brand	Per doz.
Ocean Baking Powder, 1 lb., 4 doz. in a case	8 45
Ocean Baking Powder, 1/2 lb., 5 doz. in a case	90
Ocean Baking Powder, 1 lb., 3 doz. in a case	1 25
Ocean Borax, 1-lb. packages, 4 doz. in a case	40
Ocean Cornstarch, 40 pks. in a case.	78

### Blacking.

Brand	Per gross
Jonas'	89 00
Froments	7 50
Military dressing	24 00

### Blue.

Brand	Per doz.
Keen's Oxford, per lb.	80 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.

Brand	Per doz.
Reckitt's, per box	81 15
Box contains either 1 gross, 1 oz. size; 1/2 gross, 2 oz.; or 1/3 gross, 4 oz.	
Nixey's Refined, per 9-lb. box of 12 1 doz. chip boxes	1 50
Nixey's, as supplied the King, per 9-lb. box of 12 doz. block	1 50
Nixey's Silver Moonlight Stove Polish, in blocks 13-3 and 6 oz. size. Full price list on application.	

### Boeckh's Corn Brooms.

Brand	Per doz. net.
UNITED FACTORIES, LIMITED.	
Bamboo Handles, A, 4 strings	84 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.

Brand	Per doz.
Cafe Noir	80 15
Ensign	0 12 1/2
Metropolitan, mixed	0 09

### Canned Goods.

HENRI JONAS & CO.

Brand	Per doz.
Mushrooms, Rionel	85 50
" 1st choice Duthell	18 50
" " Lenoir	19 50
extra Lenoir	22 00
Per case, 100 tins.	

French Peas, Delory's

Brand	Per doz.
Moyen's No. 2	89 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—

Brand	Per doz.
Trefayennes	89 50
Rolland	10 00
Delorey	10 50
Club Alps	2 50

### Chocolates and Cocos.

THE COWAN CO., LIMITED.

Brand	Per doz.
Cocoa—	
Hygienic, 1-lb. tins	87 25
" 1/2-lb. tins	3 75
" fancy tins	2 25
" 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's and 1/4's	80 40
" " 6's	0 42
Mexican Vanilla, 1/2's and 1/4's	0 35
Royal Navy Rock, " "	0 30
Diamond, " "	0 25
" " 8's	0 28

### FRY'S.

Brand	Per lb.
Chocolate—	
Caracas, 1/2's, 6-lb. boxes	80 42
Vanilla, 1/2's	0 42
"Gold Medal," sweet, 1/2's, 6-lb. boxes	0 28
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

Brand	Per doz.
Cocoa—	
Concentrated, 1/2's, 1 doz. in box	2 40
" " " "	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.

Brand	Per lb.
Mott's Broma	80 30
Mott's Prepared Cocoa, 1/2's and 1/4's boxes	0 28
Mott's Breakfast Cocoa, 1/2's in boxes	0 40
Mott's No. 1 Chocolate	0 30
Mott's Breakfast Chocolate	0 28
Mott's Caracas Chocolate	0 40
Mott's Diamond Chocolate	0 23
Mott's Navy Chocolate, 1/2's in boxes	0 27
Mott's Cocoa Nibs	0 35
Mott's Cocoa Shells	0 05
Vanilla Sticks, per gross	1 00
Mott's Confectionery Chocolate	0 21 0 32
Mott's Sweet Chocolate Liquors	0 20 0 36

### CADBURY'S.

Brand	Per doz.
Frank Magor & Co., Agents.	
Cocoa essence, 3-oz. packages	81 65
Mexican Chocolate, 1/2 and 1/4-lb. pkgs.	0 40
Rock Chocolate, loose	0 40
Nibs, 11-lb. tins	0 35 1/2

WALTER BAKER & CO., LIMITED.

Brand	Per lb.
Premium No. 1 chocolate, 12-lb. boxes	80 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

# EDWARDSBURG "CROWN BRAND" SYRUP

IN TINS

The best seller and the most reliable. *Why? Because* our tins have stood the test of time. *Because* all our tins are filled *only at our own works*, under the direct superintendence of the only experienced Syrup maker in Canada.

Our syrup tins are sold only under the name of "*Crown Brand*," with the name of "*Edwardsburg*" also on every tin.

BEWARE OF IMITATIONS, PUT UP AS PRIVATE BRANDS.

## The EDWARDSBURG STARCH CO'Y, Limited Established 1858.

53 Front St. East,  
TORONTO, ONT.

Works:  
CARDINAL, ONT.

164 St. James St.,  
MONTREAL, QUE.

Cocoanut.	
L. SCHEPP & CO.	Per lb.
1-lb. packages, 15 and 30-lb. cases	\$0 26
1-lb. " " " "	0 27
1-lb. " " " "	0 28
1 and 1-lb. packages, assorted, 15 and 30-lb. cases	0 26½
1 and 1-lb. packages assorted, 15 and 30-lb. cases	0 27½
5c. packages, 4 doz. in case, per doz.	0 45

### Condensed Milk.



Borden's Condensed Milk Co.	
"Eagle" brand	\$1 65
"Gold Seal" brand	1 30
"Peerless" brand evaporated cream	1 20

### Coffee.

JAMES TURNER & CO.		Per lb.
Mexico		\$0 32
Damascus		0 28
Cairo		0 20
Sirdar		0 17
Old Dutch Rio		0 12½

E. D. MARCEAU, Montreal.		Per lb.
"Old Crow" Java		\$0 25
Mocha		0 25
"Condor" Java		0 30
Mocha		0 30
15-year-old Mandheling Java and hand-picked Mocha		0 50
1-lb. fancy tins choice pure coffee, 48 tins per case		0 20
Madam Huot's coffee, 1-lb. tins		0 31
2-lb. tins		0 30
100 lb. delivered in Ontario and Quebec		

Cheese.		Per doz.
Imperial—Large size jars		\$8 25
Medium size jars		4 50
Small size jars		2 40
Individual size jars		1 00
Imperial holder—Large size		15 00
Medium size		12 00
Small size		2 40
Roquefort—Large size		2 40
Small size		1 40

### Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co., Limited, Toronto. C. O. Beauchemin & Fils, Montreal.

\$1, \$2, \$3, \$5, \$10 and \$20 books. Un- num Coupons bered. numbered.

In lots of less than 100 books, 1 kind assorted	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	3½c.

### Allison's Coupon Pass Book.

\$1 00 to 3 00 books	3 cents each
5 00 books	4 " "
10 00 " "	5 " "
15 00 " "	6 " "
20 00 " "	7 " "
25 00 " "	8 " "
50 00 " "	12 " "

### Clothes Pins.

UNITED FACTORIES, LIMITED.

Clothes pins (full count), 5 gross in case, per case	\$0 57
4 doz. packages (12 to a case)	0 72
6 doz. packages (12 to a case)	0 92

### Extracts.

HENRI JONAS & CO.		Per gross.
8-oz. London extracts		\$6 00
2-oz. " (no corkscrews)		5 50
2-oz. " "		9 00
2-oz. Spruce essence		6 00
2-oz. " "		9 00
2-oz. Anchor extracts		12 00
4-oz. " "		21 00
1-lb. " "		36 00
1-lb. " "		70 00
1-oz. flat " "		9 00
2-oz. flat bottle extracts		18 00
2-oz. square bottle " "		21 00
4-oz. " (corked)		36 00
8-oz. " "		72 00

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

### Food.

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

### Ginger Ale and Soda Water.

Cantrell & Cochrane's imported ginger ale and club soda water	Per doz.	\$1 40
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### Jams and Jellies.

SOUTHWELL'S GOODS.		Per doz.
Frank Magor & Co., Agents.		
Orange marmalade		\$1 50
Clear jelly marmalade		1 80
Strawberry W. F. jam		2 00
Raspberry " "		2 00
Apricot " "		1 75
Black currant " "		1 55
Other jams " "		1 90
Red currant jelly		2 75

### T. UPTON & CO.

Pure Fruit Jams		
1-lb. glass jars, 2 doz. in case, per doz.	\$0 95	
2½-lb. tin pail, 2 doz. in crate, per lb.	0 06½	
5 and 7-lb. tin pails, 8 and 9 pails to crate		0 06
7, 14 and 30-lb. wood pails,		0 06
Pure Fruit Jellies—		
1-lb. glass jars, 2 doz. in case, per doz.	0 95	
7, 14 and 30-lb. wood pails, per lb.	0 06	
Home Made Jams		0 72
1-lb. glass jars (16-oz. gem.) 1 doz. in case		1 50
5 and 7-lb. tin pails		0 09
7, 14 and 30-lb. wood pails		0 09

### Licorice.

YOUNG & SMYLLIE'S LIST.		Per doz.
5-lb. boxes, wood or paper		\$0 40
Fancy boxes (36 or 50 sticks)		1 25
"Ringed" 5-lb. boxes		0 40
"Acme" pellets, 5-lb. cans		2 00
(fancy boxes 40) per box		1 50
Tar licorice and Tolu wafers, 5-lb. cans		2 00
Licorice lozenges, 5-lb. glass jars		1 75
" " 20 5-lb. cans		1 50
"Purity" licorice 10 sticks		1 45
100 sticks		0 73
Dulce large cent sticks, 100 in box		

### Lye (Concentrated).

GILLETT'S PERFUMED.		Per case.
1 case of 4 doz.		\$3 60
3 cases		3 50
5 cases		3 40

### Mince Meat.

Wetley's condensed, per gross net	\$12 00
per case of doz. net	3 00

### Mustard.

COLMAN'S OR KEEN'S.		Per doz.
D.S.F., 1-lb. tins		\$1 40
" " 1-lb. tins		2 50
" " 1-lb. tins		5 00
Durham 4-lb. jar		0 75
1-lb. jar		0 25
F. D., 1-lb. tins		0 85
1-lb. tins		1 45

### HENRI JONAS & CO.

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

### E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—		
1-lb. tins		per lb. \$0
1-lb. tins		0 35
1-lb. tins		0 32½
4-lb. jars		per jar 1 20
1-lb. jars		0 35
"Old Crow," 12-lb. boxes—		
1-lb. tins		per lb. 0 25
1-lb. tins		0 23
1-lb. tins		0 22½
4-lb. jars		per jar 0 70
1-lb. jars		0 25

### Olive Oil.

Per case.	
Barton & Guestier's quarts	\$8 00
pints	9 00

### Orange Marmalade.

T. UPTON & CO.		Per doz.
1-lb. glass jars, 2 doz. case		\$0 95
Home-made, in 1-lb. glass jars		1 50
In 5 and 7-lb. tins and 7-lb. pails, per lb.		0 06

RECKITT'S BLUE and BLACK LEAD

Always give your  
Customers Satisfaction



THE CANADIAN GROCER

## Mr. Grocer:

The demand for "Quality" is not confined to any one class.

Selling goods of highest "Quality" helps you.

Have the "Quality" goods ready.

Put the "Quality" goods where they can be seen.

Cultivate your "Quality" Customers.

Quaker Oats will bring them back again.

Sealed in air-tight packages.

So attractive they are worth a place in your window.

# Quaker Oats of The Quality.

You can buy Quaker Oats through your jobber in lots of five cases, or more, delivered at your station, freight prepaid. This applies to all points in Ontario, and in Quebec, as far East as the City of Quebec. 36 Packages to a case, Jobber's Price, \$3.00.

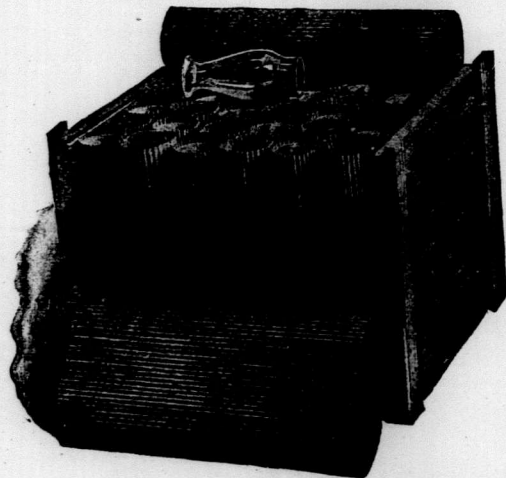
We are putting a one-half pound sample in all the homes of the principal towns in Canada.

**ORDER A CASE FROM YOUR JOBBER NOW.**

We Sell Lamp Chimneys in

## "Climax" Cartons

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



Don Save in Space, Weight, Freight and Breakage.

GOWANS, KENT & CO., Toronto and Winnipeg.

## Mince Meat Season.

Our Mince Meat is in great demand just now, because it is succulent, tasty and delicious. We're very careful about the manufacture. Fresh meats and fruits spiced to a nicety are employed in the preparing.

# Wethey's Mince Meat



The convenient brick package appeals to every good house-keeper. Your customer will be delighted with the toothsome dainty this season of the year.

(5)

Prepared only by

J. H. Wethey, Limited, St. Catharines, Ont.

# Crosse & Blackwell's ORANGE MARMALADE

1, 2, 4, and 7-lb. Tins; and New Package, 1-lb. Glass.

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.

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

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

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

—OFFICES IN CANADA—

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

HAMILTON, ONT.  
QUEBEC, QUE.

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

MONTREAL, QUE.  
TORONTO, ONT.

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

OAKEY'S

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

## 'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, LIMITED

MANUFACTURERS OF

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

Wellington Mills, London, England.

Agent:

JOHN FORMAN, 644 Craig Street  
MONTREAL