

**PAGES
MISSING**

PUBLISHED EVERY
FRIDAY

THE

CIRCULATES IN
EVERY PROVINCE

CANADIAN GROCER

AND
GENERAL
STOREKEEPER

COLMAN'S MUSTARD



BEST ON EARTH

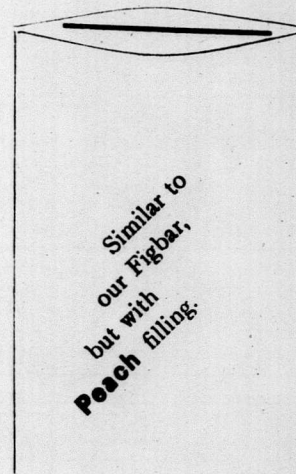
Christie, Brown & Co., Limited, TORONTO and
MONTREAL.

We are Pioneers of the Biscuit Trade.

We give you always and at all times the finest quality. Goods that will make and hold your trade.

Owing to the great reception given our special Peach Bar, we have now placed it on our permanent stock list.

If you have not stocked our NEW PEACH BAR, sample it with your next order. It will bring you new trade.



THE AUER GAS LAMP.

"TURNS NIGHT-TIME INTO DAY-TIME."

New Styles. Lower Prices.

Do you want a lamp which
won't tire your eyes?

Do you want a lamp which
makes sewing or reading
a pleasure?

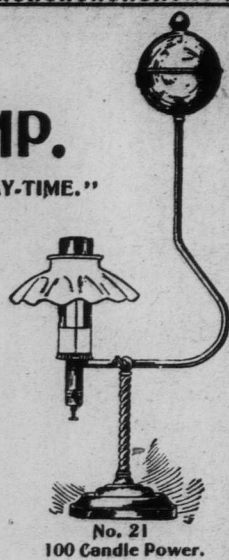
Do you want a lamp which
gives more light than
half a dozen kerosene
ones for less money?

Do you want to sell the best lamp on the market?

THEN WRITE FOR
OUR CATALOGUE AND DISCOUNTS.

Every Lamp Guaranteed.

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



No. 21
100 Candle Power.

F. P. SCUDDER
President

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National Licorice Co.

Successors to

YOUNG & SMYLIE
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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.

JUST WHAT YOU WANT

TIME AND LABOR SAVER

The "ENTERPRISE" ELECTRIC

RAPID GRINDING

AND PULVERIZING

Mill

Will be furnished for Direct or Alternating Current to suit all conditions

25 to 50 lbs. of Coffee

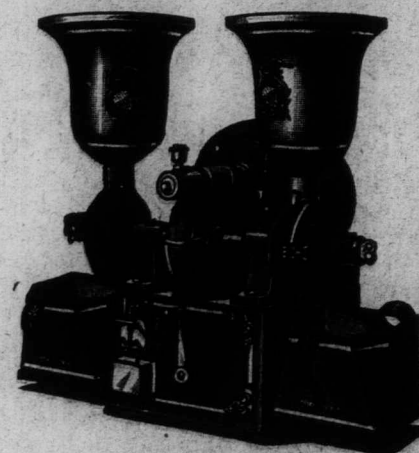
CAN BE GROUND FOR ONE CENT

One Grocer says: It has almost doubled our Coffee Trade,
I consider it a Good Investment and Advertisement.

DESCRIPTIVE CATALOGUE ALSO TESTIMONIAL PAMPHLET MAILED FREE

The Enterprise Mfg. Co. of Pa., PHILADELPHIA, PA.
U. S. A.

GRANULATOR PULVERIZER



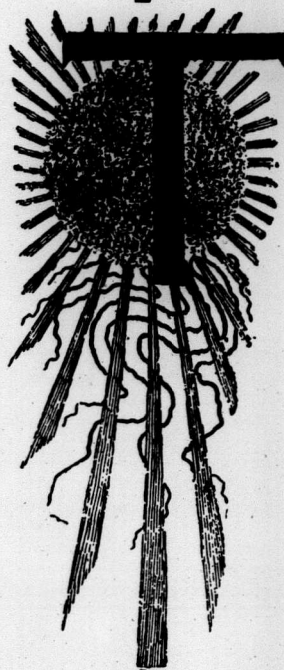
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Height 31 inches; Width 22 inches;
Length 25 inches; Weight 320 pounds

PRICE ON APPLICATION

Grinding Capacity
Granulating, 2 pounds per minute
Pulverizing, 1/2 pound per minute

Capacity of Iron Hoppers, 6 lbs. of Coffee
Capacity of Nickel-Plated Hoppers, 7 1/2 lbs.



THE TRUTH

Of The Matter!

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

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

Wheat Marrow

is a Cereal Food whose quality has been tried, tested, trusted. Its sales have been far beyond the fondest expectations of the makers.

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

Stephens' Pickles.

Crisp, sound, piquant, appetizing. Packed in absolutely pure Malt Vinegar—brewed by The Messrs. Stephens. Always the same reliable quality—tried, tested, trusted.

Packed in bottles with very showy labels. The outside of the bottle is as attractive as the inside. Quick, steady sellers. That's "the truth of the matter."

Codou's

Genuine French

Macaroni,
Vermicelli

and

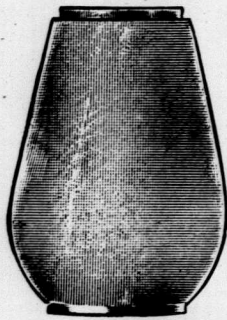
Fancy Paste.

Nothing better is made anywhere. Made only from finest Russian Wheat—at a model factory.

Sold by Leading Wholesalers.

A. P. TIPPET & CO., AGENTS,
MONTREAL. TORONTO.

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



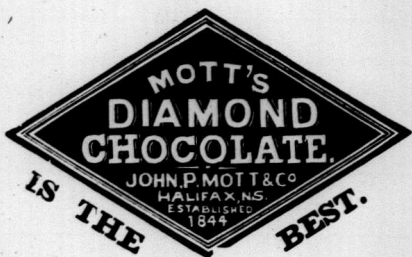
Stop! Think!

Are you in BUSINESS for PLEASURE or PROFIT?

If for pleasure any scale will do. If for PROFIT there is **ONLY ONE SCALE** to use and that is the **TOLEDO SPRINGLESS, AUTOMATIC COMPUTING SCALE**, which is the only Scale that gives 16 ozs. to the lb.—**no more, no less**, and there is absolutely no such thing as down-weight on the Toledo Scale. No springs, no weights to lift on and off, no poises to shift, no human aid necessary.

MADE IN CANADA.

For Descriptive Catalogue and all information write to
DEAN & McLEOD, Canadian Agents,
The Toledo Computing Scale Co.,
HAMILTON, ONT.



For Sale Everywhere.

ASK FOR
MOTT'S.

James Ewart

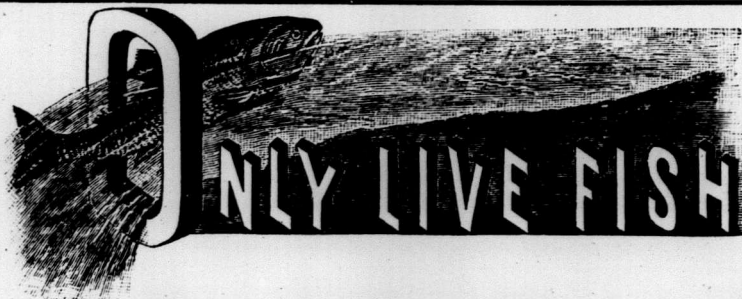
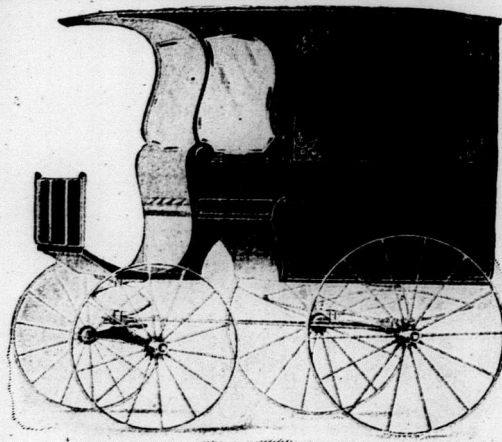
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High-Grade Delivery
WAGONS

Grocer, Baker, Confectionery, Laundry
Wagons of every description.

257-9 QUEEN ST. EAST
TORONTO.

Write For Prices. Phone Main 1188.



ONLY LIVE FISH

and the very best of them
are used in packing

British Columbia Salmon

Order from the following brands:

RED SOCKEYES,

"Nimpkish"
"Griffin"
"Sunset"

COHOES,

"Golden Net"
"Empress"
"Harlock"

The British Columbia Packers' Association,
VANCOUVER, B.C.

The "Perfection" Canister



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

This Package is a Guarantee of Quality.

For _____

JAMS
JELLIES
SYRUPS
STARCH

TEAS
COFFEES
SPICES
BAKING POWDER

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

"Sterling" Brand Pickles

A customer's good-will is gained by selling him this brand of goods.

They are choice in every particular.

Put up as they are in an attractive way, they sell well.

T. A. LYTLLE & CO.

*Largest Canadian Manufacturers of
HIGH-GRADE PICKLES.*

124-128 Richmond St., West, TORONTO.

Stubborn Facts

Facts are stubborn things only when we try to make them fit our preconceived ideas. Some business men are heard to say that the day of package goods will soon pass away. Why! that the day has just begun is readily admitted. Package Rolled Oats—TILLSON'S

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

TILLSON'S "PAN-DRIED" OATS

"The Oats that have the Flavor."

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

The Tillson Company, Limited.

The Best Value.

EVERYBODY endeavors to get **good value** for their money, no matter what they are purchasing. In order to obtain the best value in buying Tea, you should ask for the

**Pure, Unadulterated and
Wholesome**

JAPAN TEA

Every large grocer in the Dominion keeps it in stock. Refuse all others claimed to be "just as good."

Japan Tea **THE FINEST
QUALITY.**

THE CANADIAN GROCER

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



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



BORDEN'S CONDENSED MILK CO.

Originators of Condensed Milk.

Established 1857.

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

Marmalade Wafers

Not exactly a new Biscuit as far as the name is concerned, but this is a new Biscuit, very palatable. Sure to be a seller.

Include this in your next order.

THE CANADA BISCUIT CO., LIMITED

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

King and Bathurst Streets, TORONTO.



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.

If
K
J
Este

**Ceylon
Green
Tea**

Ceylon GREEN Tea is a natural leaf Tea of particularly fine "Aroma," surpassing all other teas for delicacy of flavor.

So remarkable and rapid has been the success of Ceylon GREEN Tea that it is absolutely necessary to increase the output. The estimated increase during the current year will probably reach

12,000,000 lbs.

The greater part of which will find its way into the Canadian and American markets.

**Ceylon
Black
Tea**

Ceylon BLACK Tea leads in the competition for Supremacy, and has established itself as a tea of unsurpassed excellence.

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.

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.

Flett's

Pickle Profit

is sure when you handle

Flett's Pickles

Not only the Profit in a first sale, but the Profit on a regular customer.

ROSE & LAFLAMME

Agents, MONTREAL.

MHS

An Excellent Yet Inexpensive Sauce

that pays the retailer a good profit and sells well

Paterson's Worcester Sauce.

ROSE & LAFLAMME,
Agents, Montreal.



THE CANADIAN GROCER

...CANNED MEATS...

How is your stock?

Season is just about here when large quantities of these goods will be sold. Our range is large and varied—bought at right prices. Here are some of the lines we offer:

C.C. Beef, Roast Beef, Chipped Beef, Veal Loaf, Vienna Sausage, Beef Loaf, Pigs Feet, Lunch Tongue. In fact, all kinds of meats in cans, pots and glass.

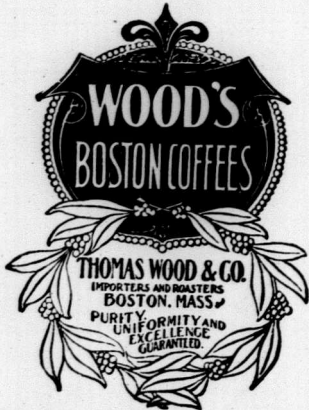
— GET PARTICULARS FROM OUR TRAVELLERS —

W. H. GILLARD & CO.,

WHOLESALE
GROCGERS,

HAMILTON, CANADA

Always a Shining (Trade) Mark.



There is no "uncertain glory of an April day" about

WOOD'S COFFEES.

They offer a shining mark to every grocer.

The constant splendid sales make them bright, conspicuous stars among popular-selling Coffees—uniform, reliable, brilliant in tone and quality.

THOMAS WOOD & CO.,

No. 428 St. Paul St., MONTREAL.



"What are you doing my pretty maid?
"I'm doing the People kind sir," she said

Reproduced from "New York Journal."

THE "TRUSTS"

FROM AN AMERICAN POINT OF VIEW, INDICATING THE PROSPECTS FOR THE CANADIAN RETAILER IF "RINGS" ARE TOLERATED.

WHO IS GOING TO RULE

The "Ring" or the Retailer?

That is the pertinent question to-day. A history of the inner workings of the "Ring" would be interesting—its inception in the guise of a harmless wholesale "Guild" for furthering their mutual welfare, than later, Schedules on Sugars, Tobaccos, Starches, etc. Syndicates to buy up and corner commodities, Companies to control the manufacture of Staples.

AND NOW

The idea is to organize, systemize, and develop the whole into a huge consolidated business or trust.

WHAT IS THE REMEDY?

CO-OPERATION BY THE RETAIL TRADE!

Send for particulars of membership in the

Grocers' Wholesale Co.,
LIMITED

HAMILTON, ONT.

Analyzing The Dominion Budget

BY ZED.

THE Budget debate is now well under way, and while many speakers are on the list who intend to mingle in the fray, the speech of the Minister of Finance has, of course, removed all curiosity as to changes in the tariff, which had been rising to a high pitch for a couple of weeks previous thereto, while the reply of the leader of the Opposition has, of course, set the pitch for the chorus of his supporters.

* * *

In the limit of one article it would be impossible to deal with anything like satisfactory fullness with two such speeches as those we have mentioned, to say nothing of the heavy artillery of Sir Richard Cartwright, the skirmishing of that prince of light-armed combatants the Hon. J. Israel Tarte, and the serious discourse of the member for North Norfolk, Mr. Charlton, so we shall confine ourselves chiefly to the utterances of Mr. Fielding, reserving for a future occasion the remarks of the gentlemen who have been succeeding him.

* * *

Mr. Fielding's speech contains a large number of interesting statistics, inserted, as he tells us, not to demonstrate the prosperity of the country, which is apparent to all, but because the Budget speech is a "sort of financial library" for future reference. And yet we can hardly dismiss this subject of prosperity so lightly as to speak of it as "apparent to all," true as that undoubtedly is; the pleasure of contemplating and analysing it is too great, and the pleasure of reading the figures which prove it, too.

* * *

Whether the present pleasant state of affairs is attributable to the National Policy, now come to harvest; to the Fielding Tariff, of 1897, which displaced the National Policy; to a succession of abundant crops; to the fact that our immense natural resources are at last coming to the attention of the capitalists the world over, with their consequent advantages, or to a combination of some or all of these, we leave it to the politicians to argue; the fact remains that prosperous we are as few peoples on this earth, and for that we are thankful.

* * *

In 1867 Canada was an accomplished fact—on paper. Four provinces experi-

mentally strung together by an Imperial Act of Parliament, jealous and distrustful almost to the point of disruption, with no broad national aspirations beyond vague and doubtful hopes, with no proper channels of inter-communication, with a population sparse and poor; such was Canada at its birth. To-day, what a contrast. A nation, the individual provinces of which exceed in size and resources many a European kingdom; a people proud of their common country; highways by rail and by water connecting districts the most remote; employment more plentiful than the laborers required, and, in place of hopes, certainties of future greatness.

* * *

In 1868 the deposits of the people in the chartered banks were \$33,317,879; in 1902, \$341,919,901; the discounts of the banks \$51,966,120 and \$318,690,611 respectively; the total exports and imports \$131,027,532 and \$423,910,441 respectively. Coming to the figures of the year that is closed, by which, of course, we mean the financial year ending June 30, 1902, we find ourselves opulent beyond the record of any other year.

* * *

The total income stands at the sum of \$58,050,790, an increase of over five and one half millions on the preceding year, and showing the very large surplus of more than seven and a quarter millions of money, the largest, omitting that of 1899-1900, in the history of the country. This surplus may be called the politicians' surplus, for, while it is no doubt correct as between revenue and ordinary expenditure, the fact remains that in spite of this large receipt we actually spent, including moneys paid out on what is called capital and special accounts, almost \$64,000,000, and, deducting from this the amount put away for sinking fund to pay off debt, there was an actual net increase to our national debt of over three and a quarter millions. Of course we cannot blame Mr. Fielding for this method of bookkeeping, which, while justifiable in some ways, is yet, on the whole, misleading to the general public, for it has been the same from the beginning, and to make the necessary comparisons he is bound to follow it; but in the national stock-taking it is well to keep ourselves free from over-fine distinctions, and to endeavor to strike an exact balance. It is no doubt true that by the

liberal expenditures we are increasing our national assets, but one cannot make a perfect analogy between the affairs of a business, which some day is bound to be wound up, when assets are converted and debts paid, and the affairs of a nation which, so to speak, lives on for ever, and where liquidation never takes place. It is less misleading then to regard the moneys spent on such things as canals and railways as a simple expenditure, for which we no doubt get value in increased facilities of transport and travel, but which is an expenditure none the less for which we have no convertible asset to show.

* * *

The fact is the amount of our debt is bound to increase in every, or almost every, year, for a long time to come, for the country is young; a country, as has well been said, "of magnificent distances" with all the attendant outlay that implies; a country in which the natural resources must be developed, and all this means money, money, money. And so it happens that only two or three times since confederation has there been an actual surplus of revenue over all expenditure. While, however, the debt may go on increasing in actual amount, it may well be that it is actually decreasing so far as the amount per head of the population is concerned, and this has actually been the case for the last seven years, so that we have nothing to fear on this head, and may go on making necessary improvements with equanimity, since population is now coming to us more rapidly than ever before, and the per capita debt is likely in consequence still further to diminish.

* * *

Great as is the prosperity of the financial year ended last June, it promises to be far eclipsed in the current year, in which the Finance Minister confidently expects the revenue to reach the magnificent sum of \$65,000,000, with an "ordinary surplus" of \$13,350,000 (ordinary in the method of computation as above described though most unique in amount), and a surplus over all in reduction of the debt of \$5,650,000.

* * *

And now passing from the general to the particular, let us see what changes the Budget discloses in the strictly trade matters of the country. It is a matter of very general knowledge that for

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.

months past the Government has been bombarded from all sides by deputations, letters and petitions, asking for increased protection, and protesting against increased protection; asking for bonuses and subsidies, and anathematizing bonuses and subsidies; many of the various requests and counter-claims have already been noted in these columns. The Budget is the lifting of the veil, the final act which shows just how effective have been the arguments pro and con, the disclosure of the result of "our serious consideration." Hence it is that on the day of this great annual announcement are seen in the galleries many an anxious face, faces which grow darker or brighter as the speech draws on; faces grown familiar to the members; faces soon to disappear from Ottawa "for a season."

Probably the most interesting announcement of tariff change to the public at large was that of the surtax on German goods, an increase of one-third of the duty on dutiable goods coming in from that country, as a retaliation for the treatment received by Canada at her hands. The length of this article will not permit of a history of the case, but when we consider that we purchased last year from Germany more than ten million dollars' worth of goods, while selling to her scarcely more than a ninth of that in return, it does seem odd that the land of the Kaiser should have driven us into our present course. Where this change is of special interest to certain branches of manufacture appears from a consideration of the various articles which we import most largely from the Fatherland. We quite admit that inasmuch as the increase applies only to goods imported from Germany it is by no means equivalent to an increase to that extent on all similar classes of goods from whatever foreign source, but while it is no doubt true that the effect will be in a large part to transfer the trade from Germany to other countries producing similar lines of goods, it is equally certain that it

takes time to create new channels of trade, that the new will not completely equal the old in extent, at least for many years to come, and that meantime Canadian industries will have an added protection of considerable amount for a length of time to come.

Our makers of beet sugar it is true failed in their effort to get an increased protection (we may say here since we do not propose to refer later to this industry in connection with the Budget, that all machinery and structural iron, etc., required for the building of a beet root sugar factory, is put upon the free list for another year), but we imported last year from Germany no less than \$3,655,570 worth of sugar, molasses, and kindred products. The increase on the import duties on these articles cannot fail to benefit our local industry to a very considerable extent, and may give to it that reasonable additional assistance which its promoters assert is necessary to its existence. There are four of these factories in existence, and, if it was found that with this slight assistance they could be worked to advantage, is it not quite possible that a further change in the tariff at some future date might secure to this industry permanency in the benefit?

In the same way we can extend the argument to the woollen industry. Here again, no direct increase has been made in the protection afforded to this industry but last year we imported from Germany well on to a million dollars of woollens, and the surtax in consequence is bound to help the woollen men. In iron and steel, and manufactures of these, we imported in the same connection, \$1,134,511, and, here again, our local manufacturers in this line are bound to benefit during the readjustment which the change is bound to bring about.

Mr. Fielding's Budget at first looks as if not very much had been done to meet the views of the manufacturers, but a

close study of it, shows that more has been accomplished than would appear at first blush. So much then for the surtax. Let us turn our attention for a little while to those industries which succeeded in getting at least a portion of their demands granted by the Government; and first, as to steel. Fortunate indeed is the country that can establish a successful iron and steel industry, for this is basic. And probably iron and steel become in turn the raw material for more manufactures than do any other products.

Entering, as we undoubtedly are, on an era of railway building on an immense scale, it would be of vast benefit to Canada if we could place upon a successful financial basis the production of steel rails. Feeling this the Government has made a conditional change in the tariff in this connection. Somewhat in doubt as to the possibilities of steel rail production here, a doubt aroused mainly by the inability of the Soo mills to fill the Government orders during the past year, and recognizing the fact that to increase the duty on the importation of steel rails would be only to swell our already large revenues unless Canadian manufacturers could supply the local demand, the new enactment provides that a duty of \$7 per ton shall be imposed so soon as the Government in Council is satisfied that steel rails of the best quality, suitable for the use of Canadian railways, are being manufactured in Canada, from steel made in Canada, in sufficient quantity to meet the ordinary requirements of the market. It is confidently alleged that the condition will be fully met in a few months' time, partly by the Soo, partly by Sydney, and that in future the Canadian market will be held by the home-made goods.

And just here it is not out of place once more to emphasize the complexity of business interests, and how difficult it is to aid one particular branch of industry without in some way interfering with

THE CANADIAN GROCER

A Good Name is

BARGAIN

for the best baking molasses in the market. We have it in barrels and halves.

See samples of **EMPIRE** Syrup.

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

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

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

"I am little but I am wise,
I am a terror for my size."

There are 6 of us in a 5c. package of Jersey Cream Yeast Cake. We cost the consumer less than one cent each. We pay the grocer one hundred per cent. profit. We are put up in square cakes, the proper way to put up yeast. We are the only yeast that contains Jersey Cream. Take one of us and carefully follow directions and we will make from 6 to 8 of the sweetest and most wholesome bread made in the world.

Mr. J. J. Jones has left for the west this week with our wagon advertising Jersey Cream Yeast Cakes. Our special advertising wagon leaves next week. April month will beat all records for the sale of

Jersey Cream Yeast Cake.

HAMILTON YEAST CO., 82, 84, 86 McNabb St. North, HAMILTON

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

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

First Spring Arrivals

IN STORE,

CAR

Rowat's

Pickles

in fine shape.

- | | | |
|---|---------|---------------|
| Cases half Chow, half Mixed, | 10 oz., | each 6 dozen. |
| Cases Assorted, | 10 oz., | each 6 dozen. |
| Cases Assorted, | 16 oz., | each 4 dozen. |
| Cases Cruets (with Glass Stoppers),
Fancy Pickles, Assorted, | | each 3 dozen. |
| Cases Cruets (with Glass Stoppers),
Assorted, | | each 3 dozen. |
- (18 of Mixed, 12 of Chow, and 6 of White Onion).

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

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

another. Say, for the purposes of the argument, that 60 lb. rails will be used in the new constructions. This means 195 tons to the mile, and if the price at present obtaining is raised to the full amount of the duty imposed, and we do not see why it will not be, this means an increased cost in railway construction of nearly \$750 a mile. And so it is that we find Western members, whose constituents are simply crying out for railway facilities, shaking their heads somewhat, and stating that on general principles they object to any enactment which tends to increase the cost of railway construction. Now, there is in everything a last straw which breaks the camel's back. Suppose that the increased cost of rails should be that last straw in a scheme for building a branch line into some far away part of our Northwest. The railway is not built; settlers who would have gone in to the new territory refrain from doing so, and the few already there, the pioneers so to speak, throw up their holdings and return to the United States. What does that all mean? That a market which might have been a valuable consumer for iron and steel other than rails, has been lost. But iron and steel other than rails are made by the same companies as those producing the rails, and so, while making a profit on rails bought for other sections, which, perchance, can afford the extra cost, they lose the profits of a market which might have been theirs had cheap rails, imported if you will, been obtained. It is, indeed, a mixed question, and the writer frequently envies those gentlemen who can see only the one side of it, who are so perfectly convinced of the correctness of their own views, and so amused at the absolute fallacy of the arguments of the other fellow. We have already mentioned the indirect advantage which will no doubt accrue to this great industry from the surtax on German goods, and so may now pass on to new fields.

The lead men (and we wish it thoroughly understood that in the application of these various adjectives we describe not the personal qualities, as in the case of a "straw" man, but the industries in which they are interested) were very bitterly disappointed at their failure to secure the protection for which they had asked. Here, again, the matter was not easy sailing. The lead mines of British Columbia are immensely rich, and absolutely shut out from the markets of the United States by the high tariff of that country, while our markets are open to the Yankee lead. On the other hand, this is an article used by every family in Canada in some shape or other, and the consumer still has his advocates and champions. From Mr. Fielding's re-

marks we think this matter is perhaps not yet definitely settled, as he hinted very strongly that something by way of "bounty" might yet be given this session. When we come to the question of binder twine, we find that the deputations in this line have met with some success. The stock in these companies is very largely held by the farmers themselves, and, human like the rest of us, these gentlemen look with equanimity on a little "help" given to this particular industry, while strongly opposed to increased protection on other outputs. The case is, however, not exactly on a line with many others, but may be said to stand by itself. Since their acquisition of the Philippines the Americans have placed an export duty on Manilla hemp from those islands of 3c. per lb., but on all of it imported into the United States a rebate equal to the amount of the duty is given to the American importer. As up to this time twine has been on the Canadian free list, this means that the American manufacturer can make all such twine as that for which he uses the Manilla hemp at a cost of 3c. per lb. cheaper than can his Canadian rival, and, while no specific statement as to the change to be made was announced in the Budget, the Minister of Finance promised before the session was over to introduce legislation removing the inequality.

With regard to marine, two important changes have been made. In the first place, owing to legislation passed last session with a view to meeting the trick of taking a foreign vessel to Newfoundland, registering her there and then bringing her into Canada as a British ship free of duty, we have at present the old duty on foreign ships and with it a license fee, the latter being the method chosen to meet the case mentioned. As it was never the intention to have both, the duty is now entirely repealed, and the license fee alone retained. In the second place, as an experiment which is to be tried for two years, all dues and tolls are to be removed from our canals, which are to be "free as the ocean." It was claimed by the Marine Deputation, which was recently in Ottawa urging this action, that it would very greatly promote Canadian mercantile marine. We hope so, and we shall see.

Another change promised by Mr. Fielding, though not actually incorporated as yet in the tariff, is in connection with the importation of certain articles used by manufacturers. Provision there already is in the Customs that certain articles may be admitted free, but strange to say, it has been held that this does not give to the Governor in Council the power to lower the duty in these articles.

It must be abolition or nothing. Now it may well happen that the Government would be quite inclined to reduce the import duty on a certain article used by a manufacturer, feeling that it was out of the question to admit it duty free, and yet the present state of the law is such that a deadlock would result. Mr. Fielding promises that legislation will be introduced giving power to remit in part as well as in the whole, and some changes will then take place which will be very much welcomed by some of our manufacturers.

To summarize then, we see that while there has been no increase in customs all along the line, neither has there been reduction or even a complete stand-still. Through the surtax on German goods certain industries, notably sugar, iron and woollens, will surely benefit to some extent; binder twine will be aided to remove the present unfair inequalities; steel rails will be handsomely protected if proper conditions be created; free machinery is continued to aid the beet sugar manufacturing; assistance by way of bonus is hinted at in connection with the lead industry. It is the cry of the unwary for an advance "all along the line" that is injuring the case of those industries which might very properly be aided. We well know that in the case of many Canadian trades there is the greatest prosperity, and no need whatever for increased protection, while it is equally apparent that in certain others assistance is very much needed. Mr. Fielding, alluding to the rapidly increasing importance of the West, sounds a note of warning to all moderate men—and these we hope and think are after all in the majority—when he says, "These Western people, producing articles that depend for their value upon the open markets of the world would chafe under a system of high protective duties, and would unquestionably organize against it. Is it not better to meet these people in a spirit of compromise, and ask them to join us in a moderate tariff, rather than, by the adoption of a high tariff policy, array them against the manufacturing interests of the East? I say it would be in the interests of the manufacturers themselves to take account of these things." There is surely food for thought in these words. The average Canadian is neither high protectionist nor absolute free trader, but a man who takes account of existing conditions, and refusing to worship any fetish, demands such laws as will insure a reasonable amount of prosperity to all classes, without making the one tributary to the other. No true and broad-minded man wishes to see this a nation of shepherds, and no true patriot asks to make the tillers of the soil pay tribute to the manufacturing classes. We

Tri-Olives

THERE are Olives and Olives --- Fine Olives, Fancy Olives and Just Olives. Our Olives are all fine. We pack more than

1,000 different sizes and styles of Olives, the pick of the best Olive orchards in the world, none of them just Olives. Out of these 1,000 different packages we want to call your attention to two :

Tri-Olives Queenzanilla Olives

Because they are so novel and attractive, absolutely beyond competition.

TRI-OLIVES.

Three kinds in a single bottle, stuffed respectively with Spanish peppers, with capres and with other olives. A brand new table delicacy, which sells on sight.

HERE ARE SOME OF THE POPULAR SELLERS:

4 oz. Cylinder Bottles, 2 dozen in case, 90c. dozen				
4 " Patented " 2 " "			95c.	"
8 " Cylinder " 2 " "			\$1.65	"
12 " " " 2 " "			2.10	"
16 " " " 2 " "			3.00	"
10 " " " 2 " "			1.75	"

QUEENZANILLAS.

Fine Queen Olives pitted and stuffed with Manzanilla Olives, also pitted. The result is a plump, stoneless olive, combining the flavors of the two sorts.

QUOTATIONS:

10 oz. Cherry Bottles, 2 dozen in case, \$2.15 dozen				
10 " Phila. " 2 " "			2.50	"
16 " Cylinder " 1 " "			4.60	"

There is nothing in the Olive line, packed by any other house, which can at all compare with either of these two varieties of fancy olives, either in quality, attractiveness, or price. Premier, of course, in Olive quality as well as in novelty.

Francis H. Leggett & Co.

NEW YORK

Importers and Packers
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NEW MAPLE SYRUP

"IMPERIAL" Brand.

In Quart Tins
Half-Gallon Tins
Gallon Tins
5-Gallon Tins

also in
Barrels
Half-Barrels
and Kegs

Write, Wire or Phone us for any items you may require for your Easter Trade. You can always rely on prompt shipment.

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



MacLAREN'S IMPERIAL CHEESE

The best potted cheese ever offered to the public.

PROVED BY TEST.

MacLAREN'S ROQUEFORT CHEESE

Finds favor everywhere.



CANADA CREAM CHEESE

Has easily outstripped all other package cheese in the race for public favor.



A. F. MacLaren Imperial Cheese Co.
Toronto. Limited

must find our position between the two extremes if we would have this nation reach its true stature as a united people; if we would have the East and the West not East and West but Canada, and the scribe who, dipping his pen in the gall of bitterness, espouses the one extreme or the other, reviling those who disagree with him, should find no place in the columns of our press. He is no benefit to this young country, and must rank, if sincere, as a nonentity; if insincere, as a demagogue.

* * *

Leaving trade matters and coming to administration of the general affairs of the country, it would take altogether too much space to enter into a lengthy discussion, but we may say that on one head argument is unnecessary, and that is, the excellent administration of the Post Office Department by Sir William Mulock, which, in the last fiscal year, shows a deficit of only \$105,000, even when including the cost of service in the Yukon and Atlin Districts, which, of course, in the days of the heavy deficits, were not administered. While this journal is strictly non-political, it thinks it only fair to give credit where credit is due, and having a keen appreciation for "good business," it congratulates Sir William and the country on this splendid showing.

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

YOUNG & MORRISON, general merchants, Thamesford, Ont., have assigned to C. B. Armstrong, and there will be a meeting of the creditors on May 1.

Henry Gould, grocer, London, Ont., has closed up.

Thomas O'Leary, general merchant, of Thurso, Que., has compromised.

L. J. Bourget, general merchant, of Lauzon, Que., has assigned to V. E. Paradis.

Walter P. Kinsella, grocer, Cornwall,

THE CANADIAN GROCER

Ont., has assigned to Alexander Langlois.

Cyprien Levesque, grocer, Montreal, is offering to compromise at 25c. on the dollar.

Fred. C. Dezouche has been appointed curator to Thomas Mosseau, general merchant, Campbell's Bay, Que.

A meeting of the creditors of Walter P. Kinsella, grocer, Cornwall, Ont., will be held on April 29.

A meeting of the creditors of Robert Diprose, merchant, Strathroy, Ont., was held on April 28.

W. Simard, general merchant, St. Paul's Bay, Que., is offering to compromise at 30c. on the dollar cash.

Miron & Lalonde, general merchants, of Russell, Ont., have assigned to Wm. A. Cole, and a meeting of the creditors will be held on May 7.

Erskin, Wall & Co., grocers and liquor dealers, Victoria, B.C., have assigned to J. H. Lawson & Co. Creditors are requested to file claims before May 31.

SALES MADE AND PENDING.

A. R. Dawson, grocer, Hamilton, Ont., has sold out.

W. F. Rolph, grocer, Thornbury, Ont., has sold out.

C. Larocque, grocer, Glen Robertson, Ont., has sold out.

J. B. Thibaudeau, grocer, Montreal, has sold out to Ludger Blais.

W. J. King, grocer, Toronto, has sold out to Abigail M. Sheffield.

S. E. Smith, grocer, Chatham, Ont., has sold out to Knight & Co.

Thomas Hayes, grocer, Wallaceburg, Ont., is offering his business for sale.

Joseph Alcock, grocer, Rat Portage, Ont., has sold out to James Blackie.

William Nesbitt, general merchant, of Wellwood, has sold out to Wm. Walker.

M. N. Olsen, general merchant, Morning-side, has sold out to Mathias & Walker.

W. A. Barons, general merchant, Gladstone, Ont., has sold out to Victor Jackson.

The Vancouver Grocery Co., Vancouver, B.C., are advertising their business for sale.

The assets of the general business of Geo. B. Reid, Glacefield, Que., are to be sold.

Thomas McKee, general merchant, of

Mapleton, Ont., has sold out to W. A. Barons.

J. Brinkman, confectionery dealer, of Wiarton, Ont., will sell his stock on May 4.

R. B. Hall, grocer and liquor dealer, of Montreal, has sold out to Gravel, Freres & Co.

William Carter, general merchant, of Minto, has sold out to R. W. Frank & Company.

The general stock of A. C. McDonald & Co., Carman, Man., is advertised for sale by tender.

Joseph Thouin, grocer and liquor dealer, Montreal, has sold out to E. Sansregret.

Freeman Bros., general merchants, of Freeman, Ont., have sold out to Thompson & Lorrimer.

The assets of the general business of Mrs. P. Cloutier, St. Eugene, Que., were sold on April 27.

Martin Anderson, general merchant, of Slocan Junction, B.C., is advertising his business for sale.

PARTNERSHIPS FORMED AND DISSOLVED.

Noble & Philon, general merchants, of Prince Albert, have dissolved; J. W. Philon continues.

J. Waterson & Co., general merchants, Montreal, have dissolved, and there will be a new registration.

Hudon & Orsali, grocers and liquor dealers, Montreal, have dissolved, and there will be a new registration.

INCORPORATIONS AND CHANGES.

Laliberte & Dubois, fruit dealers, Montreal, have been registered.

George Turcotte & Co. have been registered as grocers in Montreal.

John Galbraith, grocer, Tottenham, Ont., has removed to Toronto.

Horne & Daillebout have been registered as grocers in Caughnawaga, Que.

Corbett Bros., grocers, Toronto, have been succeeded by A. Galbraith.

A. Knowles, general merchant, Wapella, Ont., is no longer in business.

The Trites-Wood Co., Limited, general merchants, of Fernie, B.C., has been incorporated.

Maggie J. Bigelow, grocer, Glace Bay, N.S., has registered her husband's consent for her to do business in her own name.



SUMMER DAYS

will soon be here and with it all the attendant joys of picnic parties, etc.

This means that canned meats and such delicacies will be in big demand.

CANNED CHICKEN

is always a leader in this line. We can interest you in Canned Chicken that IS chicken. Cone shaped cans, key openers, best pack, selling prices.

Look over your stock of Summer goods and let our travellers know your wants.

THE
DAVIDSON & HAY,
LIMITED
Wholesale Grocers, TORONTO



UPTON'S JAMS AND MARMALADES
JELLIES

ARE THE GOODS.

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

DAIRY PRODUCE AND PROVISIONS

and Cold Storage News.

CHEESE INDUSTRY BOOMS.

REPORTS from Oxford county say that never in the history of cheesemaking in that district has such activity been seen in the trade as that which characterizes the cheese industry at the present time.

The factories, almost without exception, commenced cheesemaking operations about March 15. Since that time the supply of milk received has eclipsed all previous years' records many times over. Dairy-men have rushed every available pound of their milk to the factory, finding that cheese at its present price is paying too well to warrant keeping the fresh milk at home to make butter.

The result is, at least five times as many pounds of cheese have been manufactured in this county since March 15 as was made during the corresponding period last year. Notwithstanding this the price is the highest ever paid for the product in Western Ontario. Buyers interviewed recently stated that every box of cheese in the factories was sold as soon as it left the drying-room. The prevailing price is 12¼c. although during the past week cheese has sold as high as 13c.

In evidence of the boom five new factories are being established, and when they are completed there will be 50 factories in operation in Oxford county during the season.

Buyers and factorymen express a difference of opinion as to the probable course of cheese prices in view of the heavy output in the near future. Some anticipate a severe slump in May; others maintain that the unprecedented scarcity of the product in Great Britain during the past winter will influence the price for the greater part of the summer and thus the present price will be sustained.

PORK-PACKING COMPANY MEET.

A meeting of The Farmers' Co-operative Pork-Packing Co., of Brantford, was held on April 23, in Hickson, to discuss the reasons for the failure of the business at Brantford. A. Harwood occupied the chair.

Mr. Van Loon was the chief speaker, and he said that the factory, neither in

equipment nor in management, was responsible for the failure; that every pound of its product had been classed No. 1 by the consumers; that the true cause of failure was the impossibility of securing the necessary number of hogs to keep the factory going, and consequently the factory was idle part of the time, but was still running up expenses. It was also found very difficult to open up trade both at home and abroad during the first year.

This explanation was so clear and made such an impression that at the close of the meeting many offered to take stock in order to re-establish the company and put everything in good shape again. The amount required would be about \$75,000.

DAIRYMEN'S EXCHANGE.

AT a meeting of thirty dairymen held at Sherbrooke, Que., a new organization, which will be designated "The Sherbrooke Dairymen's Exchange," was formed. Others besides the thirty factorymen who were present have expressed themselves in favor of the association.

The plan of the organization is similar to that of the Cowansville board. There will be a meeting, probably every week, in Sherbrooke, when the butter and cheese of the factories in the district will be sold to the highest bidder among the buyers who attend.

A most important advantage to the patrons of these boards is that before buyers may bid they must furnish acceptable guarantee of their financial ability to complete their transactions. It is obvious also that with numerous buyers thus in competition the dairymen are sure to obtain the very highest market price for their product. The dairy industry of Bedford district has benefited wonderfully from its board, and it is confidently expected that if all the factories in this district will join the new organization here and give it their loyal support, they also will reap very material benefits.

C. C. Knight, of Sherbrooke, was chosen president, and the following directors were appointed: For Stanstead county, A. L. Dupuis and A. E. Baldwin; for Compton county, Dr. Mooney and J.

Lemoine; for Richmond county, J. D. McCallum; for Wolfe county, R. A. Oughtred; for Sherbrooke, James Mackinnon, George Carruthers and N. J. Caron.

The secretary-treasurer and vice-president will be named and the organization completed at a future meeting to be held on a date to be decided by the directors.

James Mackinnon, general manager of the Eastern Townships Bank, who has had much to do with the Cowansville board, gave some practical advice to the meeting.

PRODUCE MERCHANTS MEET.

At a meeting of the Montreal Produce Merchants' Association, held on April 20, the following resolution was unanimously adopted:

Whereas, it is highly important in the interest of dairying in Quebec that all dairy products manufactured in the province should be of first-class quality and that the business of all cheese and butter factories should be managed in such a manner as to ensure (1) production of uniformly fine cheese and butter, and (2) fair treatment of all the patrons who supply milk;

And whereas, the Provincial Dairy School at St. Hyacinthe affords opportunities to cheese makers and butter makers to obtain whatever instruction is necessary in addition to the practical experience;

Resolved, that the Provincial Government be urged to appoint a commission for the province of Quebec, with authority to grant licenses and control the same, to such persons as upon careful examination are found qualified (1) to manufacture cheese or butter of first-class quality, (2) to judge correctly of the quality and condition of milk offered by different patrons, and (3) to carry on the business in such a manner that the interests of all concerned will be protected;

Resolved further, that the Government be respectfully requested, in the interests of dairying in the province of Quebec, to forbid any person who does not hold such a license to manufacture cheese or butter at any factory at which milk from various patrons is received, and at which the proceeds from all sales of the products are distributed among the patrons in proportion to the quantity, or to the quantity and quality, of the milk supplied by them severally.

MAKING MESS PORK.

In making mess pork, says Butchers' Advocate, the ham and shoulder should be cut from the side of well-fatted hogs in strips, the hog to be first split through the backbone, or, if split on one side, then an equal proportion of hard and soft sides must be packed; in cutting the shoulder

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Universal
Spring Housecleaner



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Put it on your counter.
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Saves Time and Labor—Eats Dirt—
It is **THE** only reliable housecleaner.

|| Pays you a good profit—
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When you have any

BUTTER
OR **EGGS**

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

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"STAR BRAND" Hams and Bacon

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

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

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

Mess Pork,
Short Cut Pork,
Plate Beef.

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

RELIABLE GOODS AT RIGHT PRICES.

Write or wire for special quotations on car lots.

The Park, Blackwell Co.,

PORK PACKERS,

LIMITED

TORONTO, ONT.

DAIRY PRODUCE AND PROVISIONS

off, cut the butt narrow, then cut pieces from 5 1/2 to 6 1/2 inches wide, on the flank, cut square pieces. In packing mess pork, say 12 pieces to the barrel, it will take three sides. Pack two shoulders in the bottom of the barrel; one flank, then two shoulders; two middles; and always save three good pieces for header. Pack the balance in the third row. Use 20 lb. coarse salt; 20 lb. fine salt. Put one-third coarse in the bottom of the barrel; mix fine salt between the pork and put two-thirds coarse salt on top. Fill the barrel with water, or you may use 20 lb. coarse salt and fill with pickle 100 deg. proof. Pack 290 lb. to the barrel; this must be exact. In about six months this will weigh 306 lb., which is regular. If older, it will weigh from 315 to 318 lb. Break this down twice. First after 10 days; second after 20 days. If cutting heavy pieces 10 pieces are worth more than 12 pieces. A premium is paid for 10 pieces in preference to 12 pieces. Twelve pieces are worth more than 14 pieces. But do not go over 14 pieces, as if you do it will not be regular. When packed fresh from the block 190 lb. of green meat is to be weighed in.

THE PROVISION MARKETS.

TORONTO.

The provision trade is very good considering the time of the year. The fresh meat market continues to be active. Prices remain unchanged since our last issue. We quote:

Long clear bacon, per lb.	80 10	80 10 1/2
Smoked breakfast bacon, per lb.	0 13 1/2	0 14 1/2
Roll bacon, per lb.	0 11 1/2	0 12
Medium hams, per lb.	0 13	0 13 1/2
Large hams, per lb.	0 12	0 12 1/2
Shoulder hams, per lb.	0 11	0 11 1/2
Backs, per lb.	0 14	0 15
Heavy mess pork, per bbl.	21 00	21 25
Short cut, per bbl.	23 00	23 25
Shoulder mess pork, per bbl.		19 00
Lard, tierces, per lb.		0 10 1/2
" tubs		0 11
" pails		0 11 1/2
" compounds, per lb.		0 08 1/2
Dressed hogs, light weights, per 100 lb.	8 50	9 00
" heavy	7 50	7 75
Plate beef, per 200-lb. bbl.		15 00
Small butchers hogs	8 09	8 25
Beef, hind quarters	7 00	9 00
" front quarters	5 00	6 00
" choice carcasses	6 00	7 25
" medium	5 50	6 50
" common	5 00	5 50
Mutton	7 00	9 00
Lamb	9 00	9 00
Veal	8 00	9 50

MONTREAL.

The provision market keeps steady with a fair demand for pork and smoked meats. Lard continues firm with a good demand for both pure and compound. We quote:

Heavy Canadian short cut mess pork	824 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	23 00 23 50	
American fat back pork	23 50 24 00	
Hams, per lb.	0 13 1/2 16	
Bacon, per lb.	0 11 1/2 16	
Extra plate beef, per bbl.	14 50 15 00	
Pure Canadian lard, in tubs, per lb.		0 11 1/2
" " " pails, per lb.		0 12 1/2
" " " cases, per lb.		0 12 1/2
Fairbank's "Bear's Head" lard compound, 8 1/2 c. tierce basis, with extras as follows:		
50-lb. tubs, over tierce	0 00 1/2	
20-lb. wood pails	0 00 1/2	
10-lb. tins	0 00 1/2	
5-lb. tins	0 00 1/2	
3-lb. tins	0 01	

Snow White and Globe compound, per pail	1 80	1 90
Cottolene pails for 60-lb.		0 11 1/2
" 20-lb. for tubs, for Que. and Ont.		0 11 1/4

DRESSED HOGS—Receipts of country-dressed hogs have ceased entirely, but there is a good demand for fresh-killed abattoir hogs with butchers paying \$8.75 to \$8.90 per 100 lb.

WINNIPEG.

BEEF—Demand is good and supplies very fair. Prices are again without change for the week, at 6 to 7 1/2 c.

MUTTON—The demand is very keen and the supplies limited, and prices have been as high as 12c. this week. However, 11 to 11 1/2 c. is perhaps the fairer market to quote.

VEAL—Limited supplies are reaching the city and butchers pay 9c. for the dressed carcasses.

HOGS—There are a few coming with a limited demand from butchers for the same. 8 to 8 1/2 c. are the quotations for the week.

CURED MEATS—The market is very lively at present and packers are busy shipping, especially in car lots for the western trade. Prices are firm and without change, though there are not lacking signs that breakfast bellies will advance in the near future. We quote:

Hams	0 14
Breakfast bacon, bellies	0 14 1/2
" backs	0 14
Square cut shoulders	0 10 1/2
Picnic hams	0 11
Spiced rolls	0 11 1/2
Dry salt long clear bacon	0 11
Smoked long clear	0 12
Shoulders	0 09 1/2
Boneless backs	0 10

LARD—Trade is very good and there is an increasing inquiry for compound lard—this comes very largely from districts where numbers of Americans have settled. Prices are:

In tierces	0 11 1/2
50-lb. tubs	5 70
20-lb. pails	2 35
10-lb. pails, in cases	7 15
5-lb. " "	7 20
3-lb. " "	5 55

ST. JOHN, N.B.

The closing of the winter port for the season very much affects the dealers in fresh meats, the quantity taken by the steamers being very large. In beef, values are unchanged; there is ample supply. Nice veal is offered at quite low figures. Mutton shows a fair demand; price unchanged. Little lamb is yet seen; prices high. Pork, while firm, is not in such demand. Barrelled pork and beef unchanged. Prices still high. Domestic packed pork quite freely offered. Lard is firm and good stock held. We quote:

Mess pork, per bbl.	821 50	823 50
Clear pork	22 50	26 00
Plate beef	15 00	16 00
Mess beef	12 50	13 00
Domestic beef, per lb.	0 06	0 07 1/2

Western beef	0 08	0 08 1/2
Mutton	0 08	0 08 1/2
Veal	7 1/2	0 08
Pork	0 08	0 08 1/2
Lard, pure, tubs	0 11 1/2	0 12
" pails	0 11 1/2	0 12
" compound, tubs, per lb.		0 09 1/2
" pails		0 09 1/2
" Fairbank's refined, tubs, per lb.	0 10	0 10 1/2
" pails	0 10 1/2	0 10 1/2

Mr. Saunders, manager of Armour & Co.'s Calais branch, was in the city this week. His many friends were very pleased to see him after his severe illness.

DAIRY PRODUCE.

TORONTO.

BUTTER—Dairy butter is coming in in greater quantities and the market is easing somewhat, although there is no quotable change. Creamery butter is also coming in fairly well, on account of the creameries commencing operations in larger numbers. Butter in tubs is no longer on the market. The creameries will begin to pack in tubs when the quality of the butter becomes more stable, that is, after cows have been put out to pasture. We quote:

	Per lb.	
Creamery prints	0 23	0 24
" solids, fresh	0 22	
Dairy rolls, large	0 18	
" prints	0 19	0 20

CHEESE—There is very little, if any, old cheese now on the market. However, we still quote it. New cheese is coming in more freely now and the price has dropped slightly. Ready sales can be effected with exporters to Great Britain and other countries. We quote:

	Per lb.	
Cheese, large, old	0 14 1/2	0 15
" twins, old	0 14 1/2	0 15
" twins, new	0 14	0 14 1/2
" large, new	0 13 1/2	0 14

MONTREAL.

BUTTER—The market continues to sag off in price, for there were free offers of fine fresh creamery made Monday at 19c. The heaviness of the market is due to the fact that there is only a local outlet for current arrivals, which are in excess of local demand, while exporters are not in the market, but state that they would be if they could procure the goods around 18 1/2 c., though they are not very anxious to operate until full grass butter is on the market. At the wharf Monday morning 500 pkgs. were sold at 18 1/4 c. and freight 18 1/2 c., which is a decline of 1 1/2 c. on last Monday's price.

CHEESE—The cheese market, while displaying a fair degree of activity, continues easy in its tendency, as buyers will not operate ahead at all owing to a nervous feeling about being loaded up with goods at the current high prices. Cable limits now being received will permit the payment of 12 3/4 c. for eastern makes. This is about an 1/2 c. less than was possible last week. At the same time, if advices from the other side referring to the acceptance

THE CANADIAN GROCER

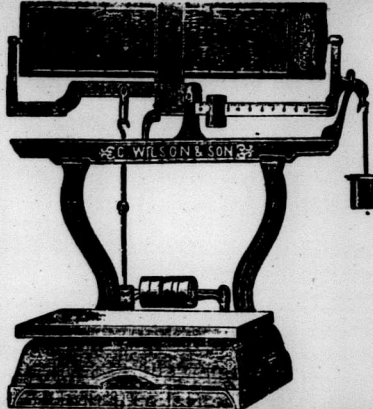
CHEAPER PRICES.

There are cheaper prices than our figures at which you can buy black lead, but in

JAMES' DOME LEAD

your customers get more satisfaction for their money than if you give them cheaper goods. **And they come again.**

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



Paid For Itself.

C. WILSON & SON, Scale Manufacturers,
TORONTO. HAMILTON, MAR. 19th, 1903.

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

Yours truly,

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

C. WILSON & SON, - - TORONTO.

SAVE 25% on your HOUSE PAINTING.

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

DIRECTIONS:

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

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

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

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

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

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

THE N. K. FAIRBANK COMPANY, Wellington and Ann Sts., MONTREAL, QUE.

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

of forward offers for June and July shipment are correct the British importers do not expect as radical a decline in values between now and the summer months as some operators here do. They are reported to have closed with several offers for July shipment at the equivalent of 11c. Montreal. At the wharf Monday morning there were 500 boxes of cheese offered, and they sold at a range of 12c. to 12½c. and freight, which is equivalent to 12¼c. to 12½c., the outside price being the ruling figure. This is a decline of ¼c. per lb. upon last Monday's basis.

PROVISION NOTES.

THE cheese factory at Smithville, Ont., is undergoing some improvements, and the directors expect that it will be in operation very soon. There will be two practical cheese makers in charge this season, and it is expected that 100 tons of cheese will be manufactured.

The Brockville cheese-curing station will open about May 15.

George Wait & Co. have been registered as produce merchants in Montreal.

There is talk of establishing a pork-packing establishment in St. John, N.B.

J. W. Galloway, butcher, Chilliwack, B.C., has been granted an extension of time.

Jackson & Co., meat and provision merchants, North Sydney, N.S., have dissolved partnership.

Joynt & McDougall will make regular shipments of hogs from Hepworth, Ont., on every alternate Tuesday.

Thomas R. Youngs, Embro, has been engaged by W. A. Clark, Milton, to run the Toronto branch of his creamery business.

Mr. Hugh Morrison, of Kensington, who has been conducting a meat business with Mr. Wm. Goss, Charlottetown, has removed to Sydney.

The marriage ceremony which united John Stubbs, cheesemaker at Crampton, to Miss J. M. Stronach, was held in St. James' Church, Ingersoll, on April 18.

It is claimed that the people of New South Wales eat more meat than any other people. A New South Welshman consumes more than twice as much as the average Englishman, three times as much as the Frenchman and four times as much as the average German or Swiss.

The marriage of Albert H. McDermott, cheese exporter, Ingersoll, to Miss Katherine M. Enright, was solemnized in Chicago on April 20. The bride received

many valuable presents in token of the respect and esteem of friends. The newly married couple are taking their wedding trip to Denver, Col.

Mr. J. W. Ruddick, Ottawa, superintended the installation of several new pieces of machinery in the station for the cool curing of cheese in Woodstock, Ont. Dairymen are being readily educated to the valuable results of the cool curing of cheese, and this season it is expected that at least twelve factories in the vicinity will take advantage of the cooling room.

LONDON, ONT.

Mr. McIntyre is paying \$6.10 per cwt. for best live hogs this week.

The wholesale butchers are feeling in happier mood for the last three weeks. No meat has been shipped into London from Toronto for some time, and they have concluded that the big abattoir company has given up this market.

NEW PACKING COMPANY.

The Alaska Peninsula Packing Company has been incorporated. The organization has a capital of \$2,750,000, and the promoters are: Julian M. Platz, Reginald H. Schneck and K. K. McLaren, all of New York.

They are preparing to erect one of the largest canneries in the world at Herendeen Bay, on the north side of the Alaska Peninsula. Besides this large cannery a great many smaller ones are being absorbed by the company.

MEATS AND DAIRY PRODUCTS.

Heavier receipts of hogs have produced a weaker tone in the provision market, especially at the West, but in the cash trading very little fluctuation takes place. Best state dairy butter is lower at 24c., but eggs advanced to 17½c., notwithstanding very heavy receipts. These excessive arrivals went direct to cold storage and were not permitted to depress the market. A small reduction makes the official price of milk 3c. for the first time this season. —Dun's Review, April 25.

A "LIMB" OF INFANT SHEEP.

The telephone has become as necessary to the modern meat market with a good class of business as is the refrigerator therein. People are getting the 'phone craze and correspondingly lazy. It is a novel contrivance, and caters to the feminine vanity by letting her do all the talking. The lady of the house can have her say and order her viands without seriously disturbing her comfort. Fancy

Webber, Buchsbaum, Bloch, Wagner, Shaffer or any first-class butcher trying to do business without a 'phone. The hotel and catering trade is nearly all done by 'phone, and most of the "back talk" travels that way, too. A newly married, up-to-date lady called up Haas the other day. She said:

"Send me a limb of mutton, butcher."

"Hindquarter or fore?" he asked.

"I said limb."

"Shoulder or hind leg?" continued the query.

"If you can't serve me I'll go elsewhere."

"I have a nice saddle," persisted the butcher, ignoring the annoyance.

"Mutton! mutton. I wish a limb of mutton, not saddles."

"All right," sighed Haas, distressed.

"What price?"

"I don't care; but I wish it off an infant sheep."

He sent a leg of young lamb on chance and went out to cool the perspiration off with a refrigerated chaser. — National Provisioner.

REAL HIDE SAUSAGE.

A somewhat new addition to the sausage family, says The National Provisioner, has been brought to light by a German court recently when a sausage manufacturer F. Omphalius, at Zweibrucken, Germany, explained that hides from young steers, properly prepared, are a very welcome addition to sausages — scalded, cleaned and boiled, then hashed and added to the other sausage material. Hides have been used this way for a number of years, and he declared the knowledge and practice of this method to cheapen inferior grades of sausages was known to all manufacturers.

PURE GOLD PRODUCTS.

The Pure Gold Manufacturing Company, manufacturing grocers, Toronto, Canada, solicit orders for their high grade products, baking powder, icing powder, jelly powder, pudding powders, flavoring extracts, coffees, spices and mustards, tomato catsups and sauces, fancy vinegars, marmalades and jams, preserves and jellies. They manufacture only pure goods and the most attractive in the Empire, sold f. o. b. ocean steamer and no extra charges whatever. Orders direct or through Richardson & Britton, Kimberley, S. A., or Canadian Export Association, will receive prompt attention. Every package of goods warranted or no sale. Catalogues, illustrations, hangers, show cards, etc., in great variety free on request.

"THE NAME 'IMPERIAL' IS REGISTERED."



YES, SIR—

It's hard to think how a vinegar could possibly be made any better than Imperial White Wine. It's a fact, there's a sharp contrast between **Imperial** and the majority of vinegars offered to-day—that contrast serves only to emphasize the superiority of **Imperial**.

You'll be selling vinegar more freely from now on until after the Pickling season—the highest quality cannot be too good for your trade—we know you want to hold and increase it in this line, and vinegar is an article that the house-wife generally likes to have just about right—for table use and pickling.

There's a delightful, smooth flavor about **Imperial** that stamps it a favorite for the table, while its peculiar pickling qualities make pickles keep better, taste better and look better. Why not have your vinegar trade solid and please and satisfy your customers in vinegar? **IMPERIAL WHITE WINE** will do it.

One Quality 16 to 32
5 Strengths Cents

Sold by First-Class Wholesale Grocers in Canada.



IMPERIAL VINEGAR AND PICKLING CO.
LIMITED
HAMILTON.



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

Window and Interior Displays

Timely Hints
and Suggestions.

A TENDENCY is gradually becoming prominent in the merchant to not be satisfied with merely having a good arrangement in his store interior and windows, but he feels the necessity also of

cleanliness and brightness that cannot be obtained in any other way. In window, as backgrounds or along the sides, an attractiveness is given that detracts in no way from the practical part of the display. Dealers who have once used them find them invaluable both on account of their appearance and durability.

The cost, too, is a mere trifle, and brings them within the reach of every merchant even in quantities of a half dozen or more. The Chamærops, in height from 30 to 64 inches, with from 4 to 12 leaves, cost only (wholesale) from about \$9.60 per dozen to \$42 per dozen. These prices are for the potted plant; unpotted they cost from \$1.20 to \$24 per dozen. The cost of the Elegans tree which is 8 feet high and has 12 leaves, is only \$10.50 for each plant. For the convenience of dealers who wish small lots in assort-

ed sizes, a crate of three 5-leaf, two large 5-leaf, two 6-leaf and two 7-leaf Chamærops



Elegans Tree.

some decorations entirely apart from the stock itself. For this purpose nothing pays so well as the use of palms.

These have been called artificial palms, but they are in reality the native palm, which have been treated chemically so that they will not fade. They are preserved plants that will retain their appearance for any length of time without care or water, and are not affected by heat, cold, gas, steam or any atmospheric influence. They can be washed without injury, and can thus be kept free from dust.

In stores that handle groceries or hardware their use is particularly great, as the displays to be obtained by the arrangement of the goods themselves is limited. A few of these plants placed at intervals through the store will give an air of



Sago Plant.

palms can be bought for \$12. The Sago plant, 2 feet high, with from 3 to 5 leaves, costs from \$18 to \$36 per dozen, or unpotted from \$14.40 to \$26.40 per dozen.

The pots provided are moss-filled and are in keeping with the general appearance of the plant itself, but for long distances the unpotted plant is preferable in ordering, as pots are easy to obtain, and dried leaves make a very good substitute for moss in filling the top of the pot. Artificial cut flowers have their place also in interior decorations, and vines that can be bought in any length are now on the market. Enquiries have recently come to us asking where these plants can be obtained, a fact which shows the favor they are receiving in the minds of many dealers.



Chamærop.

[The cuts given with this article are kindly loaned by Nerlich & Co.]

THE CANADIAN GROCER

A UNIQUE EASTER WINDOW.

AN exceedingly novel and appropriate Easter window was arranged by W. Stephens, the energetic manager of "The City Grocery," Port Hope. The display consisted of hundreds of birds' eggs, each shown in the original nest, with a card attached bearing the name. As a background a stuffed owl, loon, woodchuck, and humming bird sitting on a nest, carried out the idea. A large photograph of T. Bunt, the donor and owner of this valuable collection, in the act of discovering a bittern's nest on Rice Lake, was shown at the back. A model of the great auk's egg held a prominent position.

Mr. Stephens certainly made a hit in his scheme, and his efforts have been rewarded by the plaudits of an appreciative public, as shown by the crowds of visitors who called and plied him with numberless questions. Mr. Stephens' ability and readiness to answer and attend to everyone was also appreciated. Some idea of the value of the collection may be gathered from the fact that Mr. Bunt refused \$7,000 for the results of his intelligent and untiring work of years.

WORLD'S SUPPLY OF HIDES AND SKINS.

According to The British Trade Review, the supplies of hides and skins in Australasia, China and the Far East, and North and South America, as well as in the United Kingdom, are all very much below those normally held, and are consequently commanding full prices, which, by the way, are in almost every instance considerably higher than they were six months ago. The great famine which prevailed about two years since throughout nearly the whole of the Indian empire had a serious effect upon the goat, sheep and hide trades, the results of which are still being keenly felt in the high rates the two first named are still bringing. Indeed, so high is the cost of goat and sheep of good quality that the ingenuity of leather manufacturers has been severely tested to either buy as few as possible, or, as has been more frequently the case, to fall back upon substitutes, which, of course, come cheaper. The great drought in Australia has been the cause of unprecedentedly heavy losses of sheep and cattle, both by death and wanton slaughter, the latter course being preferred to the cost and risk of trying to keep them. For a time the market was flooded with poor quality famine stuff; but these have now stopped, and exports have almost ceased. From America, where the boom in trade has caused a tremendous demand for raw material, the exceedingly short supply of calfskins and kips has placed values on a high basis.

Going to Re-Decorate?

Why not enjoy the practical advantages offered by our

Metallic Ceilings & Walls



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

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

Metallic Roofing Co. Limited
TORONTO.

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

WE KEEP ALL CODES.

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

THE NATIONAL COFFEE CODE AXTELL'S

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

Price, \$1.00 Postpaid.

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

THE UNIVERSAL SUGAR CODE AXTELL'S

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

Price, \$1.00 per copy Postpaid.

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

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

CONDENSED OR "WANT" ADVERTISEMENTS.

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

SITUATIONS VACANT.

FIRST-CLASS PIE BAKER, 66 Yonge. f

BAKER—Good on bread and cakes; abstainer. J. Carley, 197 Church St., Toronto. f

BAKER WANTED—At once—good all-round man; married preferred. F. Harrison, Leamington. f

BUTCHER to take charge of butcher department, must be experienced, good wages and steady work to right man. Apply personally, Wm. Rowntree, Toronto Junction, Davenport P. O. f

WANTED—Bright youth for wholesale and retail cigar business. G. W. Muller, 9 King W. f

AT 864 Yonge St., a man as grocer or butcher. f

SITUATION WANTED.

AS BAKER—First class references. N. M. England, 33 Charlotte St., Brantford. f

FOR SALE.

GROCERY business for sale, in booming city west of Toronto; splendid opportunity; owner going to Northwest. Box 23, CANADIAN GROCER. (18-1) f

GENERAL STORE BUSINESS—No opposition; C. P. R. ticket and telegraph business in connection. Address, C. F. Wood, Treesbank, Man. f

FOR SALE—Good grocery business in St. Thomas; business first-class; good trade; satisfactory reasons for selling. Address, Box 1011, St. Thomas, Ont. f

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

GENERAL STOCK FOR SALE—In country village; clean and well assorted; amounting to about \$2,000; post office in connection, which pays expenses; good opening. Address, Thos. J. Sheppard, Flesherton. f

COMplete cheese factory outfit, with power, for sale; almost new; also set of butter tub machinery. Write for full particulars to the A. R. Williams Machinery Co., Limited, Toronto. f

GOOD butcher business for sale, cheap for quick selling. Apply to Mrs. T. W. Robinson, Streetsville, Ont. f

GROCERY—A first-class stand, light stock. J. Albert Thompson, 447 Spadina Ave. f

CHEESEMAKERS—One hundred and fifty dollars will buy complete plant, boiler, vats, presses, etc. Address D. Grant, Singhampton. f

Small grocery stock, horse, waggon and store to rent. A Hudgin, 9½ Adelaide East. f

LARGE ice cream parlor and confectionery store, good soda fountain, at 366 Yonge St., for sale cheap. Apply 250 Yonge. f

IRELAND.

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

THE SITUATION IN JAPAN TEAS.

WRITING from Kobe, Japan, under date of April 7, The Japan Tea Exporting Co. have the following in regard to the tea market :

KOBE, April 7, 1903.

The growth of the new season tea has so far been very satisfactory, the frequent rainfalls having greatly assisted the early budding of the leaf. In Yokohama a small quantity Suruga leaf was received on April 2, while in Kobe five cattles each were received on April 4, 5 and 6 from Tosa, the quality of all being exceptionally good. Thus unless something unforeseen—such as damage from frost—happens, the year's crop promises to prove very satisfactory.

Owing to the favorable prices that were realized last year, which gave to producers generally a fair profit, greater attention has been bestowed on tea-plants, and a more superior leaf is expected as the result.

The views of producers as to the prices of new crop tea are, as might be expected, very strong, leading to an anticipation of still higher figures when the season opens than those ruling last year.

The reason that, notwithstanding there was a decrease in last year's production as compared with the preceding year, the total quantity exported shows an increase, is due to all the available supply being drawn upon for export, the result being the great scarcity of teas for domestic consumption that is now being experienced. The stocks of tea, not only in Yokohama and Kobe, but also in Tokyo, Osaka, and other principal interior towns, are nearly exhausted, and in consequence prices have advanced as much as Y10 per picul. Dealers in teas for home consumption are eagerly awaiting the appearance of the new leaf.

Under the circumstances, the general anticipation as to the prices of the new leaf maintaining a high level during the season is likely to be realized.

Below we subjoin a table giving last year's total exports as compared with those of the previous year :

Season.	New York and the East.	Chicago and the West.	Canada.	Pacific Coast.	Total.
	Lb.	Lb.	Lb.	Lb.	Lb.
From Kobe..... 1902-3	4,965,254	8,265,110	1,239,778	370,013	14,840,155
From Yokohama ..	8,426,373	9,622,088	3,030,514	3,431,328	24,510,303
Total	13,391,627	17,887,198	4,270,282	3,801,331	39,350,458
Season 1901-2.....	13,082,555	13,062,919	6,533,892	3,229,512	35,908,878

CANADA AND TEA.

Canada has beaten Uncle Sam in the tea trade, says The Grocery, London, Eng. The expressive title of "The Tea King of America" has just been conferred upon P. C. Larkin, of the "Salada" Co., whose main offices are in Toronto. In the Northern States the firm has many branches, and the business is extending. Says an authority, commenting on their success : "The introduction of these teas 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."



ONTARIO.

THE Simcoe canning factory in Hamilton is advertising for 10,000 bushels of tomatoes at 25c.

A. S. Bertrand, grocer and confectionery dealer, Smith's Falls, intends selling out in June and going to Manitoba.

M. F. Hagerman, general merchant, Markham, has sold his stock to C. H. Stiver, a general merchant of Smith's Falls.

An American cereal food industry, with headquarters at Detroit, is looking for a place in Ontario to establish a branch manufactory. Brantford has interviewed the promoters in order to have it established in that city. Galt also seems anxious to secure it, as the people think that such an industry would help to boom the town.

W. Suckleaff, general merchant, Brechin, has made an assignment to A. M. Gunn, Toronto. The liabilities of Toronto creditors are about \$2,000, besides local.

The Department of Agriculture has received an invitation from the Greater Cork International Exhibition to exhibit Canadian honey. The matter has been referred to the Bee-Keepers' Association.

It is announced that Robinson & Co., Blenheim, will open a general store in

Paris, but negotiations have not as yet been concluded.

D. H. Taylor, who has carried on business in Dutton for about twelve years, will at the end of April move to Dunnville, where he will conduct a general store.

Aristide Charlebois has opened a fruit store on Sussex street, Ottawa.

QUEBEC.

The Lacto Gloubulin Company has been chartered, with a capital of \$100,000, to take over the business of the Alkumen Food Company, Montreal, and to manufacture gloubulin. The head offices will be in Montreal.

The Ogilvie Flour Mills Company are enlarging their business. They have purchased 18,000 square feet of property at the corner of Basin and St. Martin streets, Montreal, for \$17,000.

NEW BRUNSWICK.

Fred L. Flewelling, ex-president of the Maritime Spice and Coffee Company, Limited, St. John, and formerly a grocer in North End, has left St. John with his wife and family for California.

The fresh fish famine at St. John was somewhat relieved by the landing on the 20th inst. of 90 barrels of haddock and over 2,000 lbs. of halibut.

Several local capitalists of Moncton are forming a company, which will be capitalized at \$150,000, for the purpose of manufacturing an antiseptic and disinfectant soap. The soap will be in the form of a paste, and will be put up in glass jars. The company hope to start operations and send out travellers before next fall.

MANITOBA.

Duncan Bruce MacLennan, brother of MacLennan Bros., grain merchants, Winnipeg, died in Calgary on April 21.

BRITISH COLUMBIA.

It is reported that the Canadian Pacific is going to put fresh British Columbia salmon on the British market.

H. G. Ross, of the firm of C. S. Douglas, Ross & Company, who has been on a trip along the coast of British Columbia, reports that all the canneries in that district are making big preparations for a busy season. He thinks the run is more reliable and steadier than in the Fraser River and lower part of British Columbia.

PRINCE EDWARD ISLAND.

The Taylor Bros., of St. Peter's Island, are building a new lobster factory this spring.

NORTHWEST TERRITORIES.

On April 11 The Alberta Mercantile Co., Frank, Alberta, shipped a carload of groceries to British Columbian points.

HINTS TO BUYERS.

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

THE R. & J. H. Simpson Co., wholesale grocers, Guelph, Ont., are offering selected and fine-off-stalk Valencia raisins and mat figs for less than they cost to import last fall.

H. P. Eckardt & Co. report a good business doing in canned meats.

The R. & J. H. Simpson Co., tea importers, Guelph, Ont., report the arrival

A GREAT CHANCE

TO BUY IMPORTED CASTILE SOAP,
AND TO BUY IT RIGHT.

OUR FIRST SPRING SHIPMENT—JUST TO HAND—COMPRISES THE WELL-KNOWN

“SHELL” AND BRANDS OF “LAVIERGE” FRENCH CASTILE SOAP

BARS—2½'s, TABLETS 100's and 200's.

OUR QUOTATIONS ARE RIGHT.—WE BOUGHT RIGHT.—IF YOU HURRY UP YOU WILL BUY RIGHT.
DON'T PUT OFF, BUT ORDER AT ONCE.

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

of a large import order of Ceylon green teas, which show exceptional value in style and cup quality at 16½c.

Excellent values in Japan teas may be procured from Lucas, Steele & Bristol.

At right prices you can buy imported Japan rice from Grocers' Wholesale Company, Limited, Hamilton.

Rennett wine and Rennett tablets may be procured from Lucas, Steele & Bristol.

Buyers of prunes should communicate with H. P. Eckardt & Co., who are selling

at low prices.

Grocers' Wholesale Co., Limited, Hamilton, offers Canadian tomatoes.

L. Chaput, Fils & Cie are advertising 25,000 gallons of vinegar at considerably below the market price.

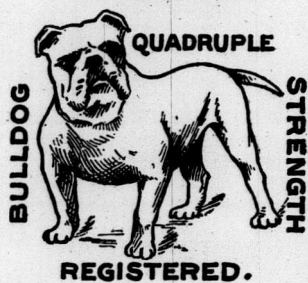
Armour's canned chipped beef, extracts and soups, etc., can be had from Grocers' Wholesale Company, Limited, Hamilton.

Lucas, Steele & Bristol offer Diamond Crystal salt for butter making and table use. The "Shaker" brand is a novelty.

L. Chaput, Fils & Cie are not advertising the price of corn, but are selling it at very attractive figures. Buyers should not miss the opportunity of communicating with them.

L. Chaput, Fils & Cie, who have the agency for Greenbank lye and chloride of lime, manufactured by the United Alkali Works, St. Helen's, England, say they are having a large demand for these goods, which are known and sold all over the Dominion. The quality of the goods is the finest and the price low.

YOU SELL THE BEST !!



When you give your Customers the

OLD Pure, Wholesome, Table
RELIABLE VINEGARS

Manufactured at _____

THE MICHEL LEFEBVRE VINEGAR WORKS
MONTREAL

These Vinegars are made under Government control, by men whose life study has been the manufacture of **VINEGAR**. The well known Brands are:

Bull Dog, Quadruple Strength, Lion L Brand.
Imperial Triple Strength, Cote-D'or, Extra Super.

An ever-increasing demand makes quick sales and large profits.

PRICES ON APPLICATION TO . . .

THE "OZO" CO., Limited, Montreal

SOLE SELLING AGENTS FOR CANADA AND THE UNITED STATES:





Sockeye Salmon

"CLOVER LEAF BRAND"

is the finest FRASER RIVER SOCKEYE SALMON packed.

All grocers keep it.

BACKWARDNESS

will deter you from selling

Nasmith's Bread and Cakes

but progressive storekeepers find them trade producers.

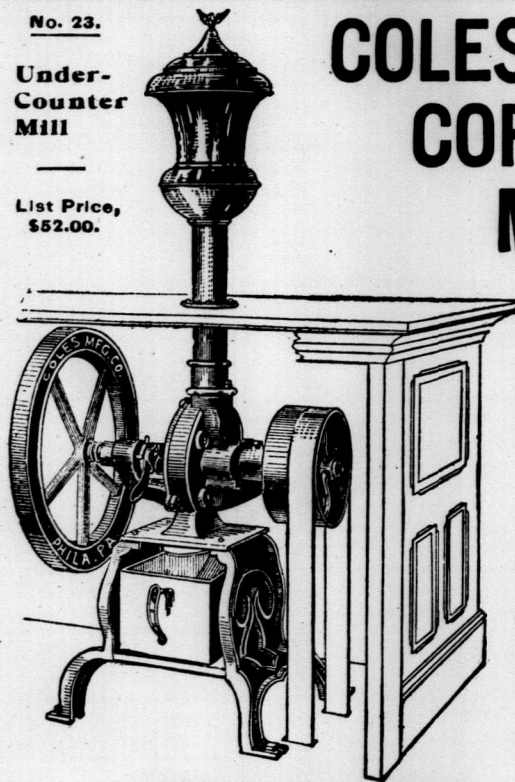
WRITE US.

THE NASMITH CO., Limited, - TORONTO

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.

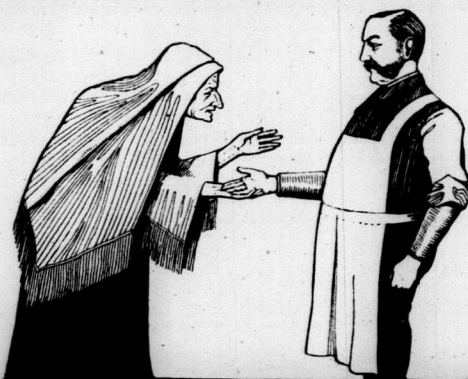
Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders.

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.



A Peep into the Future

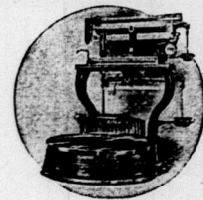
We cannot tell your fortune, but we can help you make it.

Our plan is very simple, you will be surprised at what a change a DAYTON MONEYWEIGHT SCALE, with the new invention the Nearweight Detector, will make in your monthly profits.

One man tells us, "It pays the hire of my best clerk." Another says, "I had no idea of the loss."

We believe this system will do as much for you.

Now here's what we want you to do, spend one cent for a post card, address it to us, and ask for our 1903 Catalogue. Not much, is it? This book will help you



Ask Dept. M. for Catalogue.

Save three Pennies

DO IT TO-DAY.

THE COMPUTING SCALE CO., Dayton, Ohio, Makers.
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KNOWLEDGE OF BUSINESS.

WHAT The Interstate Grocer says about the retail grocery business in its last issue is very true. The majority of people look on the running of a grocery business as a very simple affair, not involving much work of any kind.

The dry goods stores, and even hardware stores, are looked upon as taking more brains and experience to run than an ordinary grocery store.

We have very often heard customers remark to the grocer about the easy time he must put in. This erroneous idea is one of the causes, as our contemporary says, of the great number of failures in the grocery business.

A person without the least experience in the grocery business—or any business, for that matter—will start up a grocery store, and is very much surprised when he finds that he is not making money as he expected. He finds himself gradually slipping back, until he ends up in bankruptcy.

Is it any wonder? No one but the experienced grocer knows all the difficulties of successfully carrying on a retail grocery store. As for the easy time the grocer has—well, we have yet to see the one who acknowledges himself that such is the

EDITORIAL

The
Canadian Grocer

case. Any person who knows anything at all of business life will have no hesitation in saying that a business man's worries are never at an end; and a grocer has his share—often a very large one—of these worries.

A person should never start up a grocery business without first knowing something about it. Of course, one might learn by experience, but experience is almost always a very expensive teacher; and knowledge taught by experience very often comes too late to save one from ruin.

HERRING SARDINES.

A COMMISSION has been appointed by the Department of Marine and Fisheries to investigate the condition of the herring fisheries in the Bay of Fundy. For years fine nets have been used to catch the smallest herrings along the New Brunswick coast, and these are then sold to United States canners, who put them up as sardines. The result of this practice is serious to the herring fisheries.

As is well known, the only genuine sardines are found off the French coast, although from the Maritime Provinces herrings are packed as sardines, and from England sprats are exported as sardines.

The sardine industry would be a valuable one, no doubt, but in any case would not be as valuable as the herring fisheries to the country; and to deplete the herring fisheries for the purpose of putting up sardines is an evil that should have demanded heroic remedies long ago. It becomes all the more serious when the large catches of herrings include the smallest as well as the full grown fish.

It takes a number of the former to make up one of the latter, in value, as in size, and by selling the young fish long before they have reached their full size the Canadian fisheries are being deprived of so much of their value.

THE FRENCH SARDINE CATCH.

The French Chamber of Commerce, of Montreal, has received the following communication from the sardine packers' syndicate of France, in regard to the prevailing opinion that the catch of sardines is gradually dwindling:

"You have done well to draw the atten-

tion of our association to certain statements published in several foreign journals to the effect that the sardine had definitely left the coasts of France. We cannot protest too strongly against these harmful and untruthful statements, for it is not the first time that such assertions have been made regarding this industry. It is sufficient answer to them to cite the years 1870-1871 and 1880-1881, during which the failure of the catch was even more pronounced than in 1902, and which failures were followed by the most successful years. Besides, analagous examples are found in all products, in the harvests of the various countries, particularly that of wheat, where crops, more or less abundant, have made no difference to agriculture.

"For one thing, if the catch of 1902 was a poor one, it is certain that the sardine has not deserted the French coast, and the various fish seen in foreign waters where the sardine has never appeared are totally unlike it."

THE WHEAT MARKET.

The extensive speculation on the Chicago wheat market, by Armour & Co., during the last two weeks is playing havoc with the legitimate wheat trade of that city.

It is rumored that Armour intends to attempt corners in May and June wheat, but it hardly seems likely that he will carry out such a scheme in a year when the wheat crop promises to be so good. However, if such is his intention something should certainly be done by the Chicago Board of Trade to prevent such a scheme being carried out.

Chicago has surely had enough experience in such matters to recognize the harm that will be done the wheat trade, not only in that city but also all over the country, by such a line of procedure. The real value of wheat will be altogether lost sight of, and the price will fluctuate on a fictitious basis. Already some harm has been done to dealers in Chicago and in other cities.

Canada has also felt the bad effect. The market here during the past fortnight has been exceedingly unsettled, and consequently the dealers are waiting impatiently to see what is going to be done in the matter.

THE PROPOSED CHANGE IN SELLING TERMS.

AT the regular monthly meeting of the Wholesale Grocers' Guild, of Montreal, which takes place on Friday, May 1, the question will be finally settled as to whether new selling terms will be adopted or not. By these terms, as we pointed out in our last issue, all groceries, with the exception of sugar, tea and plug tobacco, would be sold net, within 30 days, without discount or allowance of interest for payment before maturity; interest to be charged at the rate of 7 per cent. after 30 days.

When first brought up, there seemed to be an almost unanimous opinion in favor of it. One firm, however, refused to agree to the conditions, and although the majority were willing to go on without this firm, there were others who would not.

The question will be again discussed, and it appears that new proposals will be brought up. The object is not to save the discounts, but to arrive at a more systematic method of selling, and one, too, that all will employ.

At present, all sorts of terms are said to be given, a discount at 10 days gradually lengthening to 30 days, and it is thought that if the selling is done on a net basis, all can sell under the same fair terms.

The retailer will lose nothing, competition being very likely to bring down the price to a lower figure than he would pay under the discount system.

Other plans are being thought out by those who do not care to adopt the above mentioned system, and who believe that when goods are sold at 30 days some discount is due to the customer who pays, say, in 10 days. Their idea would be to allow him in that case the interest on the 20 remaining days; if he paid in 20 days to allow him the interest on the 10 remaining days, and so on.

Some discussion will also be brought up as to the advisability of selling to Quebec and Ontario retailers under the same terms. It is obvious that the Quebec jobbers, if they were to introduce net terms for their Ontario customers, would be at a decided disadvantage in competing with the Ontario and other jobbers.

These and many more subjects will be discussed. Another, an important one, will likely be to leave the matter over to be taken up by the Dominion Wholesale Grocers' Guild.

TRADING STAMPS IN QUEBEC.

THE Legislature of the Province of Quebec has given power to the municipalities to deal with the trading stamp question in the way they think best. The bill reads:

1. The municipal council of cities, towns and villages may pass by-laws for prohibiting the giving, selling, distributing or receiving of trading stamps, coupons, or other similar devices, and for prohibiting the giving or selling the same or dealing therewith by any person, firm or corporation engaged in trade or business; and, by every such by-law, may provide that any person infringing the same shall be liable to a fine not exceeding twenty dollars, and imprisonment not exceeding three months in default of payment.

2. No such by-law shall, however, apply to any merchant or manufacturer who places in or upon packages of goods or delivers to the purchaser of goods sold or manufactured, tickets or coupons to be redeemed by such merchant or manufacturer, either in money or merchandise.

3. This Act shall come into force on the day of its sanction.

Under this law any municipality may pass a by-law prohibiting the use of trading stamps, though it will be noticed that manufacturers who give premiums or presents for a certain number of wrappers, say, used on their goods, or coupons with packages of goods, are not included in the bill. It is the regular trading stamps the law aims at—and hits. The retail associations objecting to the trading stamp system may now obtain relief from their own city or town councils. In Montreal, where the greatest agitation against the stamps took place, the council has already shown a willingness to pass such a by-law if they were given the power, and no doubt in the near future they will be asked to do so.

Meanwhile the trading stamp people are preparing to fight. The Traders' Advertising Co., operating in Montreal, Quebec and Valleyfield, which gives "cash receipts," does not believe the city councils will pass a by-law. In the event of their doing so, this company makes a curious

announcement. It says: "Should they do so, we will at once take advantage of paragraph 2 of the bill, and with as many of the merchants as are willing to join us, form a mammoth trust, with unlimited capital, having stores in every locality, including all lines, and where we are not represented stores will be opened for the accommodation of the public, and filled books of cash receipts will be accepted as \$5 cash on any purchase of that amount or over at any of the stores."

This may be taken seriously or not, as the reader sees fit. At all events, the Montreal grocers have not carried on their campaign against trading stamps for so long without insisting, now that the city council has power to legislate against them, that it does so.

LIGHT CROP OF FRUIT.

One of the largest fruit concerns of California reports that from all appearances there will be a light crop of almost every kind of Californian fruit this season. The apricot crop will be especially small; it is estimated that the production will not be more than 25 per cent. of the usual quantity.

The crop of peaches will also be very light in all parts of the province, partly on account of the large production last year. Prunes will be in much the same condition as peaches. Owing to the very heavy crop last year the trees had to be closely pruned, and, consequently, the crop promises to be very light this season.

Packers are buying up all the fruit they can, and will carry it over in order to anticipate the very probable scarcity.

JAPAN TEA OPENS 20 PER CENT. HIGHER.

Cable advices to hand this week announce the opening of the Japan tea market.

One firm's cable says that prices open 20 per cent. higher than last year, while that to another gives the range at 15 to 20 yen or about 10c. per lb. higher than last year. A well-known tea man says that both cables are right, but that as only 400 piculs have been settled it goes to show that prices will be very much higher.

A despatch from Chicago says that the trade there do not think the advance at all out of the way, and that orders are likely to be filled if the teas can be bought on the basis indicated by the cable.

Canada's Position and the British Grain Tax

THE decision of the British Government to repeal the import duties on grain and flour is scarcely less interesting to Canadians than was their imposition a year ago. It is true that Ministers of the Crown do not as a rule give any intimation prior to the bringing down of a budget as to what their intention may be in regard to proposed tariff changes. It is equally true that they do not in speeches or in replies to memorials of petitioners express views antagonistic to those of the latter. About two weeks before he delivered his budget speech the British Chancellor of the Exchequer was waited upon by the Parliamentary Committee of the Co-operative Congress, protesting against the duties on grain, sugar and tea, and asking for a "free breakfast table."

In his reply the Chancellor of the Exchequer said that one objection taken especially to the corn tax was that it was a protective tax. He would remind them, however, with regard to that tax, that it remained on at the very heyday of free trade, and if it was protective in a sense it had enabled the free-traders of the past to regard the smallness of the protection as something not worth counting, and that was the position now.

Had the Chancellor stated in plain terms that he was against making any change in the tax he could scarcely have spoken more plainly than he did. But the tax has evidently proved unpopular in Great Britain, and has no doubt been a factor in bringing about the defeat of Government candidates in bye-elections of the past year. It is evident, therefore, that in repealing the duty the Government was bent on securing its own safety.

When the duty of three pence per cwt. on grain and five pence per cwt. on flour was imposed by the British Government in April of last year, it was, naturally, not looked upon with favor in Canada. As far as grain was concerned, it was not expected to work much injury, but in regard to flour, the exporters in this country were quite perturbed, realizing as they did that the tax on flour meant relatively $3\frac{1}{2}$ c. higher protection on a barrel of flour than on the quantity of wheat necessary to produce a barrel of flour.

What the effect of the British tariff on our year's export trade to Great Britain will be, cannot, of course, be positively stated, in view of the fact that the fiscal year has not yet closed and that the figures are not, therefore, accessible. The figures for the eight months are, however, to

hand, and judging from these the predictions of a year ago have not been altogether unrealized. On wheat the tariff has not, evidently, adversely affected our export trade with Great Britain, for we sent 17,934,101 bush. against 11,816,962 bush. during the corresponding eight months of 1902. In flour, on the other hand, there has been a slight decrease, there being 417,715 bbls. during the eight months ending February, 1902, and 412,480 bbls. during the same period in the present fiscal year. We know from the English milling journals that the duty on flour has been a help to the milling industry of Great Britain.

In one respect, the situation is now much the same as it was before the British tariff of last year went into force, but in another it is not the same. When the British Government put grain and flour on the dutiable list, there were a great many in Canada who believed that, indirectly at least, it would tend to help along the movement for preferential trade between Great Britain and Canada. In other words, that possibly, now a duty had been placed on grain and flour, it would be much easier to induce the British Government to exempt Canada and other British colonies from its operation than it would have been to have induced it to put a tax on foreign imports of grain and flour for the benefit of the colonies. There were many in Great Britain who believed the same thing. Canada, it was felt, in Great Britain as well as here, was deserving of some such consideration, in view of her voluntary and unsolicited preference of $33\frac{1}{3}$ per cent. of the duty which she has since 1898 given to British products.

To them the action of the British Chancellor of the Exchequer comes as a severe disappointment. But that is not all. It is by no means improbable that it will add to the stock of arguments and increase the forces of those who are opposed to a continuance of the preference on British products.

The Opposition in Parliament has on more than one occasion expressed its disapproval of the preference unless the products of Canada were in turn accorded a preference in the British market.

It is true that the Government when introducing the preferential tariff, in 1897, declared that it was actuated by no desire of courting or receiving reciprocal considerations from the Home Government, but it is scarcely necessary to read between the lines of the last budget speech of the Canadian Minister of Finance in

order to draw the conclusion that the Government is scarcely as decided on this point as it was.

Mr. Fielding has told us himself that the Government has been seeking to secure from the Imperial Government reciprocal treatment for Canadian products in the British market, and that in order to secure this privilege it was prepared to grant a still further reduction on British products; but further on in his speech occurred these significant remarks: "But if, putting aside other considerations, the British Government and people do not show any appreciation of the value of the preference, then so far as the British people are concerned they cannot complain if we should see fit to modify or change the preferential tariff."

At the colonial conference Mr. Chamberlain said that the Canadian preference, while of value as a mark of the good will of Canada and much to be appreciated for that reason, was not of much material value, and that before the question of the Mother Country granting a preference could be entertained at all it would have to be by the granting of some substantial additional preference on the part of Canada.

As we have already pointed out, the Canadian Government was prepared to grant a further increase in the preference for reciprocal consideration of Canadian products in the British market, but now comes the budget speech of the new Chancellor of the Exchequer, repealing the tax on grain and flour. And with it vanishes the hope of any reciprocal arrangement with the Mother Country.

While this is disappointing, it can scarcely affect the welfare of Canada. It is not upon the aids or hindrances of the Mother Country, or any other country for that matter, that the prosperity of Canada depends. It altogether depends upon the manner in which we manage our own affairs; upon the energy and skill we exercise and practice in the development of our rich and unlimited resources.

We, not Great Britain, not the United States, are the architects of our national structure. This fact was impressed upon us over 12 years ago, when the McKinley tariff went into force in the United States, and the realization that we cannot expect any preferential treatment in the British market should further impress the fact upon us and stimulate us to the task of developing our resources and minding our own business. If, in the pursuance of this policy, it is better for us to continue the preference on British goods, let us do it. If not, then we have the remedy in our own hands. But we must remember that Great Britain is also minding her business.

Week Ending April 25th

Was another busy week with us. Of course, at our stage of business life the repeat orders alone represent an enormous output, then adding to this the constantly growing new trade, and the remarkable demand that is being made upon us for our Natural Ceylon Greens---keeps us busy indeed. "MARK WELL," the clear, plausible and absolutely truthful reason for the far-reaching supremacy in "**SALADA**" sales is "Superior Worth," First, Last and Always.

It's decidedly in your interest to remember this fact.

"SALADA" Tea Co., Toronto or Montreal.

American Branches: New York, Boston, Detroit, Chicago, Washington, etc., etc.

Soaps That Sell.

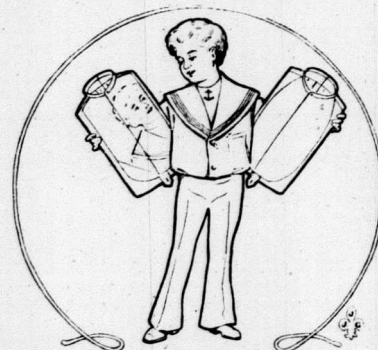
You can always rely on a sure demand for the following Soaps :—

Sunlight Soap
Lifebuoy Soap
Monkey Brand
Crest ^{WHITE} FLOATING Soap
Cheerful Soap
Lever's Dry Soap Powder
Y. Z. Disinfectant Soap Powder

ASK YOUR JOBBER FOR THESE GOODS

Manufactured by . . .

LEVER BROTHERS Limited,
TORONTO.



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

THE BRANTFORD STARCH WORKS,
Limited, BRANTFORD, CANADA.

MARKETS AND MARKET NOTES

ONTARIO MARKETS.

Toronto, April 30, 1903.

GROCERIES.

SINCE our last issue business has been somewhat slow. On the street there has been little moving, and wholesalers still show a disposition to hold back orders. Business from outside has been also much slower, and travelers' orders do not show great life or activity. Canned goods are moving briskly and spot stocks of lobsters have practically run out, there being little now to draw upon until arrival of new packs. Haddies, too, are very scarce; prices remain firm. The home coffee trade has been especially slow, the limited supply of the milder grades, however, keeps prices firm; the foreign market reports are more encouraging and ruling firmer. In nuts, there is little to report. Tarragona almonds present a firm tendency; prices remain unchanged. Outside sugar markets continue very strong and there has been a slight further advance in raws in the States, with large sales. Demand for refined sugars in New York is heavy and there is an upward tendency for price of both raws and refined. Trade in Canada is beginning to improve and merchants through the country are beginning to feel that bottom prices have been reached and that it is safe to buy in larger lots. This time last year merchants stocked fairly heavily and prices went down, and the result has been that it has made them very chary of buying too freely this season, lest they might have the same experience as last year; but for this fact there probably would be very heavy buying at present. The conditions, however, this season, are entirely different from what obtained last year. The price of raw beet sugar today is 2s. 4½d. per cwt. higher than the price ruling 12 months ago, and yet the figures for Canadian refined are on a level with the prices this time last year. This means that there is room for an advance. It is owing, probably, to local conditions of the sugar trade that figures are so low in Canada at present. In tapioca and rice there has been no change; a steady trade continues and prices remain as previous quotations. In spices there is nothing to note; trade is small and prices continue firm. Syrup and molasses occupy but small attention and prices remain as previous quotations. Maple syrup is in good supply. The home tea market continues featureless and little energy is manifest. Foreign dried fruits have been in poor demand for some time, the consumption being no doubt greatly curtailed by the over-supply of apples during the past season. On account of the German surtax the market in gelatine has stiffened to an advance in all grades.

CANNED GOODS.

There has been a good business in canned goods since our last issue, and prices remain firm. Canned lobsters are now pretty well used up, there being little

on spot to draw upon, the new packs, however, will probably be to hand early in June. There is also a scarcity in haddies, pending arrival of new pack, which is expected about a month hence. We quote:

Apples, 3's	0 80	0 90
" gallons	1 90	2 00
Asparagus	2 75	3 00
Beets	0 60	0 95
Blackberries, 2's	1 50	1 70
Beans, 2's	0 85	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, 2's	1 00	1 50
" 3's	1 75	2 00
Pineapples, 1½'s	1 50	1 60
" 2's	1 80	2 00
" 3's	2 25	2 40
Peaches, 2's	1 35	1 55
" 3's	2 25	2 50
Plums, green gages, 2's	1 00	1 10
" Lombard	0 85	1 00
" Damson, blue	0 85	1 00
Pumpkins, 3's	0 85	0 90
" gallon	2 65	2 65
Rhubarb	2 10	2 25
Raspberries, 2's	1 25	1 40
Strawberries, 2's	1 35	1 50
Succotash, 2's	0 85	1 00
Tomatoes, 3's	1 50	1 65
Lobster, talls	3 35	3 35
" 1-lb. flats	3 50	3 70
" ½-lb. flats	1 75	1 85
Mackerel	1 00	1 25
Salmon, sockeye, Fraser	1 45	1 55
" Northern	1 35	1 40
" Horseshoe	1 55	1 60
" Cohoes	1 00	1 10
Chums	0 95	1 00
Sardines, Albert, ½'s	0 13½	0 14
" 1's	0 19	0 20
" Sportsman ½'s	0 14	0 14
" 1's	0 23½	0 23½
" Portugese ½'s	0 08	0 10
" P. & C. ½'s	0 25	0 27
" P. & C. 1's	0 35	0 38
" Domestic ½'s	0 03½	0 04
" 1's	0 09	0 11
" Mustard, ½ size, cases 50 tins, per 100	8 00	9 00
Haddies	0 95	1 00
Kipperd herrings, domestic	0 90	1 00
" imported	1 45	1 55
Herrings in tomato sauce, domestic	1 00	1 70
" imported	1 45	1 55

CANNED MEATS

Comp. corn beef, 1-lb. cans	1 50	1 65
" 2-lb. "	2 65	2 75
" 6-lb. "	8 00	8 25
" 14-lb. "	18 50	18 50
Lunch tongue, 1-lb.	2 85	3 00
" 2-lb. "	6 00	6 00
English brawn, 1-lb.	1 50	1 60
English brawn, 2-lb.	2 75	2 85
Camp sausage, 1-lb.	1 50	1 65
" 2-lb. "	2 65	3 00
Soups, assorted, 1-lb.	1 00	1 50
" 2-lb. "	2 20	2 20
Soups and Boull, 2-lb.	1 50	1 50
" 6-lb. "	4 50	4 50
Sliced smoked beef, ½'s	1 50	1 70
" 1's	2 65	2 80

COFFEES.

The home trade in coffee is slow and particularly inactive. New York market reports interest in the better grades and moderate business at firm prices. In Brazil grades a better tone dominated the markets and there is an advancing tendency. The European markets report business distinctly more encouraging and prices ruling on firmer basis. We quote:

	Per lb.
Green Rios, No. 7	0 07
" " No. 6	0 07½
" " No. 5	0 08
" " No. 4	0 08½
" " No. 3	0 09½
Mocha	0 23
Old Government Java	0 22
Santos	0 09½
Plantation Ceylon	0 26
Porto Rico	0 22
Guatemala	0 22
Jamaica	0 15
Maracaibo	0 13

NUTS.

The nut market is now in its off season and little life is manifest. Since our

last issue there has been business done in Tarragona almonds at slightly firmer prices. Previous quotations remain. We quote:

	Per lb.
Brazil	0 14
Valencia shelled almonds	0 30
Tarragona almonds	0 12
Californian almonds	0 19
" soft shell walnuts	0 13
Formegetta almonds	0 11
Jordan shelled almonds	0 49
Peanuts (roasted)	0 09
" (green)	0 08
Cocoanuts, per sack	3 75
" per doz	0 60
Grenoble walnuts	0 13
Marbot walnuts	0 11½
Bordeaux walnuts	0 11½
Sicily filberts	0 11
Naples filberts	0 09½
Shelled walnuts	0 27

SUGAR

There is no change to note in raw sugar situation on this side of the Atlantic. As we went to press last week a sale of centrifugal sugars to one of the New York independent refiners was made at 1-32 advance, viz.: 3 23-32, but this basis was not maintained, the other refiners finding sellers at former figure of 3 11-16, at which there have been large transactions during the week, totalling over 100,000 bags of various descriptions, including Muscovadoes and molasses sugars, at 3 3-16 and 3c., the latter grade fetching a premium of 1-16 over usual difference. These heavy purchases are sufficient to supply refiners' wants for some time along with stocks on hand, and at the moment they are withdrawn from the market. The tone, however, is firm, without particular indications. Europe has developed some weakness during the week and prices there have fallen off 1½d. per cwt. Quotation for 88 per cent. 8s. 3¼d., f.o.b. Hamburg, which is equivalent to parity of 1.01 for 96 per cent. test centrifugals duty paid New York, leaving the differential in favor of latter description at 3c. per 100 lb. There are now 162 central factories grinding in Cuba, five more having concluded their operations for the season during the week ending April 22. Stocks in United States Atlantic ports for week ending April 22 were 213,020 tons, with receipts and meltings almost balancing at 35,000 tons. Combined stocks in United States and Europe to latest uneven dates were 3,047,020 tons, against 3,225,970 tons same period last year. Decrease in stock 178,950 tons, against a decrease of 126,192 tons on January 1, 1903. The principal falling off in supplies has been in the United Kingdom, which at present amount to about 116,000 tons, and is accounted for by the expectation of a removal of the sugar duty. All doubts were set at rest when the Budget speech was delivered on Thursday, April 23, the sugar schedule remaining untouched for at least another year. Now that this question is out of the road, consumption will materially develop in the United Kingdom, as invisible stocks as well as visible were believed to be at a minimum. There are no changes to note in refined sugars either here or in the eastern and American markets. New business has been light, but deliveries on account of existing contracts in both markets have been fair, and there

THE MARKETS

The Canadian Grocer

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

HIDE BUYERS WANTED.

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

C. S. PAGE, Hyde Park, Vermont.

Established 1869.

A. GIBB & CO.

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

Consignments solicited.

Prompt returns.

83 COLBORNE ST.,

TORONTO

Butter Cheese
Eggs Poultry

Consignments Solicited.
Highest Prices. Prompt Returns.

The Wm. Ryan Co.,

Limited.

70 and 72 Front St. E., Toronto.

BUTTER and EGGS

— WE ARE —

BUYERS and SELLERS

Correspondence solicited from **ONTARIO
MANITOBA and LOWER PROVINCES.**

Rutherford, Marshall & Co.

Wholesale Produce Merchants,
TORONTO.

The

**DAWSON Commission
Co., Limited**

**FRUIT, PRODUCE AND
COMMISSION MERCHANTS.**

Cor. Market and
Colborne Streets,

TORONTO

CLEMES BROS.

37 to 41 Church St., TORONTO.

WHOLESALE FRUIT IMPORTERS
AND COMMISSION MERCHANTS.

Special This Week

422

**TAPS COMMADRE FIGS,
\$1.10 per Tap.**

ASK FOR OUR WEEKLY PRICE LISTS.

no special feature to be noticed. Tomatoes are still scarce, but it is expected that there will be more on the market soon and the price will come down. They are quoted slightly higher this week. Bermuda and Egyptian onions are the only good lines of onions worth handling at the present time. The Baltimore stock of cucumbers is arriving and we quote them this week. We quote:

Californian navel oranges, per box	2 75	3 30
Mexicans	2 50	2 50
Valencias, 7 1/2's	5 50	6 00
" 4 1/2's, large	4 50	4 75
" 4 1/2's, small	2 00	2 25
Tangerines, per half box	2 50	2 75
Seville	4 00	4 75
Pineapples, per case	3 50	4 00
Grape fruit, per box	6 00	7 00
Malaga grapes, per bbl	10 50	10 50
Jersey cranberries, per bbl	5 00	5 25
Sweet potatoes, per bbl	1 35	1 75
Bananas, per bunch for ordinary	1 75	2 50
" large bunches	1 50	1 75
Asparagus, per doz.	2 75	3 25
Californian lemons, per box	2 35	3 00
Messina	4 00	4 00
Cucumbers, Baltimore stock, per 5 doz.	1 00	1 00
" per 1 doz.	0 19	0 20
Strawberries, per qt.	0 10	0 10
" per pt.	0 50	0 50
Tomatoes, per crate	1 75	2 50
Canadian apples, in bbls.	0 65	0 75
Spanish onions, per crate	2 00	2 00
" per case	3 50	3 50
Bermuda onions, per case	3 00	3 00
Egyptian onions, per 100-lb. sacks	0 75	0 75
Dutch set onions, per lb.	0 07	0 07
" in 100-lb. lots, per lb.		

VEGETABLES.

The vegetable market remains the same as last week. The demand is fair. The prices remain unchanged. We quote:

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

FISH.

The fish market is fairly active. There are more shipments of fresh fish coming in this week than there were last. There is nothing on the fish market now except fresh fish. British-Columbian salmon and halibut are coming in slightly more freely than last week. Perch has begun to come in now and we quote it at 5c. per lb. We quote:

Whitefish, fresh, per lb.	0 10	0 12
Trout, fresh, per lb.	0 08	0 10
Herrings, fresh, per lb.	0 05	0 06
British-Columbian salmon, per lb.	0 20	0 25
Halibut, per lb.	0 15	0 18
Perch, per lb.	0 05	0 05

GRAIN, FLOUR AND BREAKFAST FOODS.

GRAIN.—The grain market is beginning to settle down again since Armour's manipulation of the wheat market has ceased. Since we quoted last week the price of wheat has settled down to a slightly lower price, and oats are firm at 1c. per bushel higher. Red wheat has come down 1/2c. per bushel and white wheat 1/2c. We quote barley, peas, buckwheat and rye, but these prices are only nominal, because at present there are no transactions being carried out in those lines. We quote:

Red wheat, per bushel, on track Toronto	0 74
White wheat	0 74
Barley	0 45
Oats	0 33
Peas	0 75
Buckwheat	0 54
Rye, per bushel	0 55

FLOUR.—The flour market is also quietening down in unison with the wheat market. Navigation has opened up and there have been a few shipments made by boat. The prices are about the same now as they were at this time last week. We quote:

Ontario patents, per bbl.	3 25	3 60
Hungarian patents	4 10	4 20

COX'S GELATINE ALWAYS TRUST-WORTHY

Established 1725.

Agents for Canada:

C. E. COLSON & SON, Montreal.
D. MASSON & CO., Montreal.

ARTHUR P. TIPPET & CO.,
Toronto, St. John, N.B., and Montreal.

Taylor & Pringle Co., Limited, Owen Sound

Manufacturers of

**QUEEN QUALITY PICKLES, BULK PICKLES,
PURE TOMATO CATSUPS.**

Our goods have a reputation. MADE IN CANADA.

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.

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

DRIED, GREEN, EVAPORATED APPLES.

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

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

Winnipeg Brokers.

M. B. STEELE

Wholesale Commission Merchant
and Broker.

Correspondence and Agencies Solicited.

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

E. NICHOLSON

Wholesale

Commission Merchant

and Broker.

Correspondence Solicited from
Manufacturers and Shippers.

WINNIPEG, MAN.

THE CANADIAN GROCER

NEW OFFICES.

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

Mail orders receive prompt attention.

Samples furnished on application.

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

Toronto Branch, 29 CHURCH ST.
TELEPHONE MAIN 686.

Telephone Bell Main 65
" Merchants 522.

Telephone orders receive prompt attention.



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

Do not be persuaded to buy imitations !!

The hot weather is here !
HEALTH is essential to WEALTH.

Sitna & Co., "Chutneys"

Indian Guava Jelly, Curry Powder.

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

Squirrel, Fox and Tiger.

PRICES ON APPLICATION.

W. P. DOWNEY,

26 St. Peter St.,

SOLE AGENT FOR CANADA.

MONTREAL.

May is Moving Month

Also Spring Cleaning time when housewives need to replenish their stock of Brushes. A good window display of



Boeckh's Household Brushes

is the way to make merchandize move—they prove that the best go farthest and are the kind you want.

OPERATING:
Boeckh's Toronto Factories.
Bryan's London Factories.
Cano's Newmarket Factories.

UNITED FACTORIES,

Head Office : **TORONTO.**

LIMITED.

MONTREAL BRANCH : 1 and 3 DeBresoles St.

LONDON BRANCH : 71 Dundas St.

FOREST CITY GOSSIP.

Office of THE CANADIAN GROCER
365 Richmond St.

LONDON, April 28, 1903.

A GOOD average week's business is reported by the wholesale grocers of this city. Travellers report active operations amongst the farmers, and vast improvement in country roads. All the merchants in rural districts are feeling happy. The outlook for a good year's business is grand, and orders to travellers are in consequence given more freely. The prices of rice and tapioca are somewhat higher than a month ago, and as the warmer season approaches these articles of diet come in for an increased share of consumption. Granulated extra standard sugars are now delivered at London retail stores at \$4.07 per cwt.; car lots 5c. per cwt. less. Farmers' dried apples are now 4c. in this market. Wholesale houses allow the same figure f.o.b. to merchants shipping them in to the city. It is reported as being difficult to obtain sound, bright quarters, as required for export.

* * *

A pleasing feature, and much appreciated by every retail merchant in London, is the great throngs from the country on market days, and especially on Saturday. Last Saturday's market was more numerous attended than any of its predecessors for the last month. Grain deliveries were fairly good. Oats ranged from 90c. to 93c.; barley from 92c. to \$1.00, and wheat \$1.18 to \$1.20 per cental. Dairy produce was offered in good quantity. Butter was easier at 19c. to 21c. lb. for rolls; crocks from 18c. to 20c.; creamery, 22c. to 24c. Eggs were very plentiful at 11½c. to 12½c. per doz., either in large or small lots. Poultry continues to offer very sparingly, and prices are much higher than consumers have been in the habit of paying. Ordinary fowls run from 80c. to \$1.00 per pair. Turkeys from 15c. to 16c. lb. Apples, roots and vegetables were supplied in profusion. Shrubs and trees for planting are sold on the market in London, and sales were readily effected of everything offered last Saturday.

* * *

Mr. Glanville, jr., of H. J. Glanville & Son, retail grocers, of London, has gone to Calgary, and it is possible that he may go into similar business on his own account.

* * *

M. D. Marshall, of Aylmer, has been appointed managing-director of the Consolidated Canning Co.

THE CANADIAN GROCER

The annual meeting of London's Board of Trade was held on Friday night, C. B. Hunt, the retiring president, in the chair. Many matters of importance to the "Forest City" were discussed, such as the proposed new belt line; fire protection and fire insurance, and communication with western mining towns with a view to opening up trade. Other items of business received attention, and it was determined that co-operation with outside boards would always be taken where the interests of the country generally could be advanced. Officers for the ensuing year were elected as follows:

President—J. R. Minnhinck.
Vice-President—J. A. Carrick.
Secretary-Treasurer—J. A. Nelles.
Auditor—John Bowman.
Council—John Bowman, S. Sterling, W. M. Gartshore, James Mattinson, John McClary, F. G. Rumball, P. W. D. Broderick, A. B. Greer, J. W. Little, J. M. Dillon, G. D. O'Grady and W. J. Reid.

Board of Arbitration—W. C. Allen, Raymond Blandford, C. H. Hyman, S. St. L. McIntosh, John Pringle, C. B. Hunt, G. B. Gerrard, A. O. Graydon, C. W. Leonard, John McClary, D. S. Perrin and A. H. Beddome.

Board of Examiners—I. J. A. Hunt, John Sutherland and W. C. Benson.

Western Fair Representatives—John Bowman, J. W. Little, A. B. Greer, Jas. Mattinson, W. J. Reid and Isaac Waterman.

The new president and vice-president were appointed delegates to the Congress of Chambers of Commerce to be held in Montreal August 17 to 21.
W. H. L.

INQUIRIES ABOUT CANADIAN GOODS.

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

1. A Huddersfield firm asks for names of Canadian exporters of weaving, spinning and twisting bobbins.

2. A London firm of export and import commission merchants having an agent in the Dominion calling on wholesale houses, is prepared to execute indents for Canadian firms, charging a small fixed commission for the service.

3. Inquiry is made for the names of firms at Montreal, Toronto, Halifax, St. John and Hamilton, willing to take up the agency for bottled ale and stout.

4. A West of England firm ask to be placed in touch with importers of Labrador pickled salmon in either London, Liverpool, Bristol or elsewhere.

5. Inquiry is made of a firm of furniture makers and upholsterers for the names of parties able to supply dimension timber.

6. The names of sugar refiners in Canada are asked for by an exporter in British Guiana.

7. A Liverpool firm asks for addresses of Canadian millers engaged in the preparation of all kinds of maize products.

8. Inquiry has been made respecting the suitability of Canadian hemlock for railway ties, and the supplies of this timber available.

9. A North of England firm wishing to buy Canadian sheep skins (raw) asks to be referred to shippers or receivers of same.

10. The proprietors of a belting preservative wish to hear from a party in Canada willing to take up their wholesale agency for the Dominion.

11. A Glasgow importer asks to be placed in touch with asbestos mine owners and operators in Canada.

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

1. A London house asks to be placed in touch with reliable Canadian butter packers who are prepared to ship supplies direct to South Africa.

2. A firm of timber merchants desires the addresses of Canadian manufacturers of chair materials.

3. A firm of manufacturers of leather travelling bags, trunks, harness and other lines, wish to get into communication with an influential Canadian house prepared to act as their representatives.

4. A London house seeks large supplies of spool-wood and wishes to hear from Canadian shippers of same.

5. A manufacturer of worsted and woollens wishes to be placed in correspondence with Canadian wholesale importers of textiles.

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

CHINA NOVELTIES FOR TOURIST TRADE.

The handling of china novelties for souvenir and tourist trade is rapidly becoming an important item in the trade. These novelties take well among travellers, excursionists and others, for, while they are, invariably, ornamental in design and decoration, they are also built for use. Too much attention cannot be given lines such as pin-trays, ash-trays, fancy shoes, vases, etc., and catalogues may be had for merely the asking. A card to Nerlich & Co., of Toronto, will bring you their spring and summer catalogue, which is well worth having.

INTERESTING TO CANADIAN SHIPPERS.

The great stumbling block to Ireland's prosperity heretofore has been the excessive railway charges all over Ireland. The freightage on live stock from Cork to Dublin is as much as from Montreal to Liverpool. All this is about to be changed through the instrumentality of H. M. King Edward VII., as two prominent Irishmen, Lord Iveagh and Mr. Pirie, have undertaken at their own cost to formulate a scheme for cheaper and better transportation throughout the country in furtherance of His Majesty's desire to ameliorate the condition of the Irish people. As there are large quantities of American and Canadian produce shipped to Ireland every year Canadian shippers should now stir themselves and take advantage of the proposed reduction in the freight rates.



YEARS of "Imperial Brand" Maple Syrup Success

have worn off the sharp corners of doubt and established the goodness and reliability of "Imperial Brand" as one of the chapters of Maple Syrup history that will everlastingly and eternally stick.

ROSE & LAFLAMME,
Agents,
MONTREAL.



BATGER'S

SUMMER IS COMING.

Are you prepared for the hot weather? You will need a first-class thirst quencher. See that Batger's Lime Juice has a place on your shelves.



ROSE & LAFLAMME,
Agents,
MONTREAL.

TIP TOP SOAP CHIPS

is a simple preparation to save labor in washing.

Hundreds of Canadian ladies who have used it have blessed the day that they first tried it.

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.

GROCERS

who are selling
TIP-TOP SOAP CHIPS
may rest assured they have a
good article and one which
their customers will appreciate.

There is profit in it for
you, too.

**Ask your
jobber
about it.**

DEPARTMENT OF ADVERTISING SUGGESTION AND CRITICISM

Edited by

W. Arthur
Lydiatt,

TORONTO.

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

GIVING THE DETAILS.

THAT giving explanatory details regarding articles advertised is profitable, is well illustrated by the following extract from a speech recently delivered by a prominent Chicago advertising agent:

"A young man who knew the value of giving specific details in advertisements was writing ads. for a grocery store. One day the proprietor came to him and told him he had bought about

out and the sugar in them showed on the surface.

"The young fellow asked how prunes in that condition were manipulated to make them fresh and glossy in appearance, and he was told that sometimes they were dipped in a weak mixture of molasses and water by those who understand how such things may be done.

"He at once used a half-page in the local paper to announce that his firm had received a large invoice of prunes that were absolutely in their natural condition. They had not been soaked in molasses and water to make them look nice, but were dry and perfect, and being so, the buyer would get more actual fruit for his money than he could if he bought them after they had been renovated. These prunes were all of the kind that could be bought, and only five pounds would be sold to a customer.

"He told the absolute truth about those prunes, and used a lot of space telling how prunes were cured and packed, and where they came from. In those days no prunes were grown in the United States, and the story he told was as interesting as he could make it. The result was as might be expected. Those prunes attracted attention from people who had never before patronized that store, and were sold out immediately. And, what is more, the people came back to get more of them, and really thought they were better than the fresh glossy ones that had been sold to them by other stores.

"One point in the ad. was minute directions how to cook prunes so as to make them plump and round when put on the table. In this case the advertising man studied up his subject from the grower to the cook, and it is probable his receipt for cooking was the most convincing part of the ad."

THIS WEEK'S REVIEW.

The ads. reproduced this week are good specimens of a "bulletin" style of advertising much in vogue with the grocers and other merchants who cater to the better class of trade. Lots of grocers adopt the same style, but I don't think they find it the best advertising.

This is good advertising for a store like Rowat's. The ads. are nicely arranged

and well displayed and should prove profitable.

The larger ads. might be improved by mentioning fewer articles and going more

Variety is the Spice of Life.

You can get variety and quality combined if we supply you.

FOR SATURDAY.

**Strawberries,
Fresh Mushrooms,
Choice Tomatoes**

Crisp Butter Beans, Cucumbers,
Choice California Celery, Spring Spinach,
Large Florida Pineapples,
Fancy Navel Oranges,
Strawberry Rhubarb, Choice Bananas,
Radishes, Onions, Lettuce.

Relishes.

Gillard's Delicious,
Heinz West India, 35c. bottle.
Columbia Piccalilly, 25c. bottle.
West India Chow Chow,
Ceylon Relish, 15c.

Catsups.

We sell the leading American and home-made varieties.

Snider's, large, 35c. Snider's, small, 20c.
Heinz, large, 35c. Columbia, large, 25c.
Home-made, large, 20c.
Home-made, small, 10c., 12c.

Pickles

Heinz Sweet Midgets,
20-oz. bottles, 50c.
12-oz. bottles, 35c.
Heinz Sweet Mixed, 35c. quart,
Sour Mixed, Chow Chow, Walnuts, Onions,
Cucumbers, 15c., 25c., 35c. bottle.

Olives.

We have the largest assortment of Olives in London.

Queens, Manzanillas, Pitted, Stuffed,
15c. to 50c. bottle.
California Bulk Olives, 40c. quart.

Butter Wafers and Saratoga Flakes.

The lightest and most dainty Salted Biscuits made, 35c. tin.

Festino Almonds.

A Delicious Biscuit, 75c. lb.

Your Phone orders will have our prompt and careful attention.

CALL UP 317.

T. A. ROWAT & CO.,
234 DUNDAS ST.

a ton of prunes at a low price; that they had arrived and were covered with white 'bloom,' because they had dried

When You Want The Newest, Latest and Best

Of everything in imported and home grown fruits and vegetables,

Telephone 317.

For the Holiday We'll Have

Large Pineapples, Choice Bananas,
Fancy Navel Oranges, Butter Beans,
Tomatoes, Asparagus, Cucumbers,
Spinach, Radishes, Onions, Lettuce,
Mint, Parsley, Rhubarb.

If you want the best
Canned Soup,

Use Columbia,
8 varieties, 35c. tin.

Armour's Skinned, Sliced Bacon.

If you want a delicious piece of Bacon, try this, 30c. glass.

Armour's Chipped Beef.

The choicest meat. Any quantity you want.
35c. lb. In glass, 20c. and 35c.

Armour's Ox Tongue,
C. P. Co.'s Ox Tongue,
75c. tin.

The best brands of

**Pickles,
Relishes,
Olives,
Catsups.**

T. A. ROWAT & CO.

234 DUNDAS STREET.

into detail regarding the few. "Variety is the spice of life," but it isn't the spice of an ad. It is best to pick out a few of the best and most inviting things from your large and varied stock, and make

One Trial of Our Coffee

Will convince you that we sell

**The Choicest Coffee in the
City.**

Freshly roasted; ground every morning.
40c. POUND.

T. A. ROWAT & CO.

234 Dundas St.

'Phone 317.

features of them—"as samples of other good things that will be found at the store to-morrow."

I think I would confine myself principally to the lists of good things given at

100 Good Ads for a Grocery Store, \$1.00

Compiled by W. ARTHUR LYDIATT, Editor of
THE CANADIAN GROCER's Department of Advertising Suggestion.

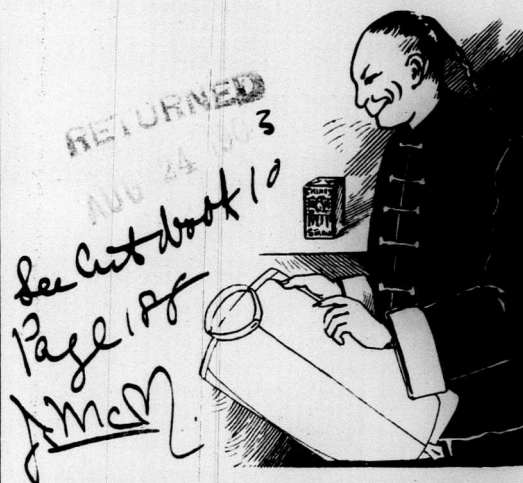
An advertising hand-book for grocers. Brimful of good practical suggestions and business-getting ads.

Introductory talk telling the how, when and where of it—nearly 100 short catchy sayings for showcards and ad headlines—and copy for over 100 complete ads, covering everything sold in a grocery, with suggestions for practical display. No enterprising grocer should be without it.

The book will be sent to any address, postpaid, on receipt of the price—one dollar.

Address the publishers:

MacLEAN PUBLISHING COMPANY
Limited
10 FRONT ST. E., TORONTO. ONT.



Chinese Starch

gives the finest finish to **SHIRTS, COLLARS, CUFFS**, in fact everything that starch is used in. It lasts longer than any other and does not cost any more. The retailers have a bigger profit on this line than any other brand.

Write for prices. We pay freight on all orders. Every package guaranteed.

OCEAN MILLS, Montreal.

THESE ARE THE TIMES THAT TRY THE VALUES.
PRICES JUMPING AND GOING HIGHER.

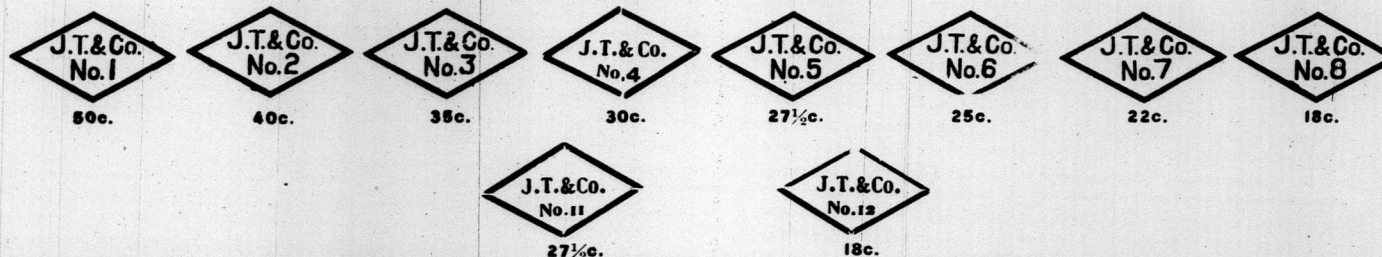
If You Are Handling

Tetley's Bulk Blends

You Are Protected.

THE PRICES ON THESE GOODS DON'T CHANGE. NO MORE DOES THE QUALITY. ISN'T IT A COMFORT? Get Tea Insurance Free by buying TETLEY'S BULK BLENDS. Guaranteed against deterioration in quality and advance in price. HEADS YOU WIN. TAILS WE LOSE!—a pretty safe proposition. GET IN LINE AND GET THE BEST.

BRANDED AS FOLLOWS:



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

the head of each of these ads., and endeavor to write a newsy and inviting story about the "fresh" things. At this season of the year grocers are getting in new fruits and vegetables every day or two. What could be more interesting than a little talk about these things as they come in—saying something that would be calculated to make a person's mouth water for a taste. Some idea of the price might also be given.

In the larger ad. I would rather have confined the list of relishes, catsups, pickles and olives to small mention, such as is made in the other ad. Then some off day with the "specials," I would have a special ad. about the fine assortment of relishes, pickles, etc., carried in stock, telling about the different varieties, with some suggestions as to prices.

The coffee ad. is fairly good. It wouldn't have been a bad idea to have given some reason why it was the "choicest in the city." A few more people might be encouraged to give it the suggested trial.

From the different sizes of the ads. used by Rowat & Co., I should judge they have a line contract with the newspapers, which is a very desirable way to arrange for advertising space. They contract to use so many lines during the year so that they can have a large ad. to-day and a small ad. to-morrow—just as found necessary. They are not obliged to use a large space when they have little to say, nor to crowd the space when they have a lot to say, as might be the case did they contract to use so much space every day.

I would suggest that Rowat's arrange to have their ad. appear in the same position in the paper every day. If I remember aright, I found their ad. in a different place in the several times I looked in the paper for it. Get the best available position, if you think there is any choice, and then stipulate that your ad. shall appear in that position with every insertion. Then people will know where to find your ad. when they are wondering what nice things you have that day.

I hope to receive more of Rowat's ads. some day.

A NEW WORCESTERSHIRE SAUCE.

Lees & Langley, 53 Colborne street, Toronto, have now ready for the market their "Lees & Langley Worcestershire Sauce." This sauce is made of the best English malt vinegar and pure spices, has been given the required age and now possesses a quality of taste that is bound to make it a favorite with all users of "Worcester Sauce." It is put up in 6½-oz. bottles of exceedingly attractive appearance and will be sold to retail at 25c. per bottle. This line is one that every grocer in Canada who desires to keep a full assortment of the highest quality goods should secure a sample lot of. Further particulars will be supplied by Lees & Langley on request.

The Best Value in the Market
Clark's Pork and Beans in Chili Sauce

No grocer ever lost a customer by selling him good goods, but many have failed to satisfy buyers because they carried inferior goods. The quality of an article is always remembered and speaks for you.

A Marvel in Value to Retail at 10c. a Tin.

LEES & LANGLEY'S
Worcestershire Sauce



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

LEES & LANGLEY, 53 Colborne St., TORONTO.

PHONE MAIN No. 1975.

EPPS'S **GRATEFUL. COMFORTING.**

IN ½-LB. LABELLED TINS. 14-LB. BOXES.

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

THE MOST NUTRITIOUS.

COCOA

FANCY CALIFORNIA, NAVEL, ORANGES
VALENCIA, SEVILLE.

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

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

The greatest seller of the day

The Capstan Brand of English Worcestershire Sauce.

Equal to any sauce in the world.

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

Sold by all Wholesale Grocers.

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





THE
**PARKHILL
BASKET CO.**
Limited

..Manufacturers of..

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

OWEN SOUND, ONT.

BUY

Star Brand

**COTTON
CLOTHES
LINES**

- AND -

**COTTON
TWINE**

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

For sale by all Wholesale Dealers
See that you get them.

40 HIGHEST AWARDS
In Europe and America

Walter Baker & Co. Ltd.

The Oldest and
Largest Manufacturers of

PURE, HIGH GRADE
COCOAS
AND
CHOCOLATES



Trade-mark.

No Chemicals are used in their manufacture.
Their **Breakfast Cocoa** is absolutely pure, delicious, nutritious, and costs less than one cent a cup.
Their **Premium No. 1 Chocolate**, put up in **Blue Wrappers and Yellow Labels**, is the best plain chocolate in the market for family use.

Their **German Sweet Chocolate** is good to eat and good to drink. It is palatable, nutritious, and healthful; a great favorite with children.

Buyers should ask for and make sure that they get the genuine goods. The above trade-mark is on every package.

Walter Baker & Co. Ltd.
Established 1780.

Dorchester, Mass.

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

THE BEST FLOUR.

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

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

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

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

MODEL ROLLER MILLS, Perth, Ont.

Are you in need of Canned Goods,

at prices that show a good margin of profit to the dealer?

JAMS—We are overstocked on this line and will sell at cost price until the 15th of May.

TEAS—We have some of the finest values in Ceylon Green and Blacks, Japans, Young Hysons and Gunpowder, that experience and money can produce.

VINEGARS—We can give you a special price on High-Grade Vinegars for present or future delivery.

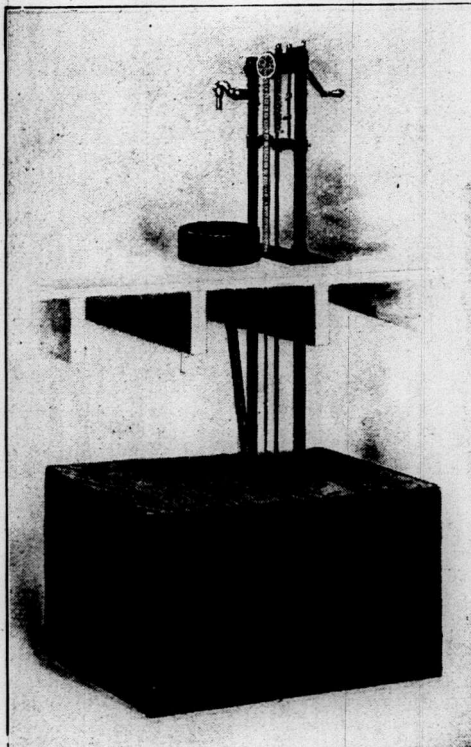
Get our prices on the above lines before purchasing elsewhere. We do business on a small margin of profit, and your enquiries will have our very best attention.

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

WHOLESALE GROCERS AND TEA IMPORTERS,

Guelph, Ont.

WHAT IS YOUR MOTIVE



CELLAR OUTFIT.

For being in business? Are you in business for your Health, or for Fun or for the Profit there may be in it? Various motives actuate men. The motive behind the action like "THE MAN BEHIND THE GUN" is the all-important thing. Some people may be in business for Health — not many people are in business for Fun, though there is considerable "funny business" going on. We assume that you, like ourselves, are in business for **A REASONABLE PROFIT.** Our business is to build the

Bowser

3 MEASURE
SELF
MEASURING

Oil Tank

And to induce you to buy it if we can. In all seriousness and candor we believe that a Bowser Oil Tank will aid you in your business and save for you a profit that you are now losing. This Tank saves Oil, and Oil costs money. It saves labor, and labor costs money, whether you perform it yourself, or hire it done. It saves Time, yours or your clerk's, and Time is money. More than this, it is Cleanly, Neat and Handy and reduces your fire risk. It is a profit-saver, and hence a profit-earner. Remember we assume that **you** are in business for **profit.** Our Catalogue, "B" tells more.

S. F. BOWSER & CO.,

Factory, FORT WAYNE, Ind.

65 Front St. East, TORONTO.

A REAL BARGAIN.

WE OFFER

25,000 GALLONS VINEGAR

OWL, 1 star, 80 grains.

OWL, 2 stars, 90 grains.

OWL, 3 stars, 100 grains.

OWL, 4 stars, 118 grains.

(GOVERNMENT PROOF)

**THE BEST,
THE PUREST,
THE CHEAPEST.**

Prices will surprise you.

We prepay freight to any railway or boat station in Ontario, Quebec, and Maritime Provinces.

Don't delay to send us your orders. Samples furnished with pleasure.

L. CHAPUT, FILS & CIE

WHOLESALE GROCERS,

Importers Teas, Coffees, Wines and Liquors,

ESTABLISHED 1842.

 **Montreal.**

Sole Agents for "Dubonnet" Famous French Tonic.



We challenge the grocery trade to show a better selling article or one more generally satisfactory than



There is nothing "just as good," and nothing to take its place. We're doing more business to-day than ever before.

JOHN DWIGHT & CO., MANUFACTURERS.

China Novelties



For Tourist Trade.

We are headquarters for Souvenir Articles:



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



Write for Catalogue.

Mention THE GROCER.

Nerlich & Co.
TORONTO

140-8 Front St. West.
(Opposite Union Station)
Sample Rooms—MONTREAL and QUEBEC.

DON'T cry down
a new food because
you have others.



It is the new one they
want and this is it.
Not only new
but much
better.

Write to _____

John Sloan & Co.
TORONTO.



Jonas

- Apricot
- Allspice
- Almonds
- Ananas
- Banana
- Spruce Beer
- Birch Tree
- Coffee
- Cinnamon
- Cayenne
- Celery
- Cherries
- Chocolate
- Claret
- Cochineal
- Quince
- Coriander
- Fruit Colors
- Don't Care
- Strawberry
- Raspbe ry
- Ginger
- Currant
- Lemon

Jonas



THE **Ice Cream**
SEASON IS HERE

JONAS' CELEBRATED

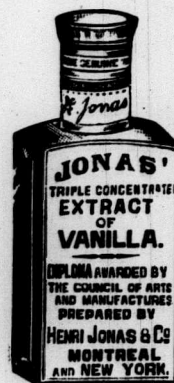
Flavoring
Extracts are here



Jonas

- Mace
- Madere
- Peppermint
- Mulberry
- Nutmeg
- Nectar
- Newel
- Orange
- Ottawa Rootbeer
- Peach
- Pistache
- Pear
- Pepper
- Apples
- Prunes
- Ratafia
- Rose
- Saffron
- Sarsaparilla
- Cherry
- Tea
- Tonka
- Vanilla
- Wintergreen

Jonas



Have You
ordered your Spring stock yet ?
The *DEMAND* is enormous.
Quality is always right. No other
Extracts sell like

JONAS

Prices on application.
Henri Jonas & Co.
389 to 391 St. Paul St.,
MONTREAL.

THEY ARE THE BEST

JONAS

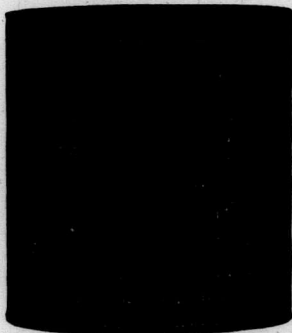
ORDER NOW

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.

“'Tis not in Mortals to command Success.”

This week we move into our new premises.

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

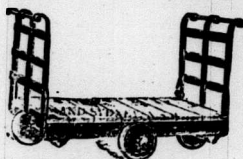


If you are interested in any of the above, send for our extensive catalogue of stamp goods.

HAMILTON STAMP & STENCIL WORKS, Hamilton, Ont. H. BARNARD, Proprietor.

TRUCKS

for Warehouse and Factory.



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

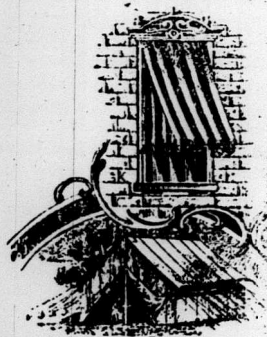
Our Trucks are guaranteed satisfactory. Turn in their own length.

MADE IN CANADA.

H. C. Slingsby for Canada.

Factory, Ontario Street, Temple Building, MONTREAL.

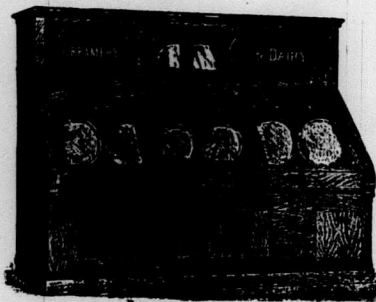
BUY OF THE MANUFACTURERS . . .



Awnings Tents Flags and Covers.

WRITE FOR QUOTATIONS.

RAYMOND BROS., Windsor, Ont.



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

Dried Apples

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

The W. A. Gibb Co.

7 Market St., Hamilton



TANGLEFOOT

SEALED STICKY FLY-PAPER.

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

Tobaccos, Cigars, and Smokers' Accessories

A DEPARTMENT FOR
RETAIL MERCHANTS.

QUAY AND THE CIGARETTE BILL.

A MEMBER of the Legislature tells a good story concerning the passage of the Anti-Cigarette Bill, the enactment of which has caused The American Tobacco Co. to ask explanations of Senator Quay.

According to this authority, Quay promised the Tobacco Trust that no legislation affecting it should be passed by the present Legislature, and the latter, therefore, did not concern itself about certain measures pending in the Senate and House, believing that the "Old Man" would see that all bills at variance with their interests would be duly killed.

It had been an old dodge to see that a similar measure was introduced session after session, with the result of squeezing the Tobacco Trust to a handsome extent, when the bill was afterwards killed.

Familiar with these facts, and believing that the purpose of the Cigarette Bill, unknown to the member who introduced it, was to "squeeze" the Trust again, the member who understood the "grafter's" game thought it would be a good joke to pass the Bill and thereby spoil his scheme.

Before Quay knew what had happened the measure had reached the Governor and received his signature. When the "Old Man" was informed it is said that he made the wires hot between Washington and Harrisburg, but the Tobacco Trust cannot be convinced that it was not given or sold a gold brick. — Correspondence Philadelphia Record.

DISCARDED THE UNION LABEL.

The recent action of the International Cigarmakers' Union in raising the minimum from \$6 to \$7 a thousand, has already resulted in one London firm discarding the union label. Others are talking of following suit.

The new scale applies to the 5-cent goods, and the manufacturers contend that the margin on them is now so close that it will not possibly allow of an increase in the price list. Without hesitation the one firm referred to announced that it could not pay \$7, and while others are granting the advance they say they cannot continue doing so at a profit. Four or five of them are said to be about to discard the label,

which, however, they would retain if it was possible to raise the price of the cigars in proportion to the increased cost of production.

The new scale went into force only two weeks ago. Ten-cent goods are not affected by it.

MY LADY NICOTINE.

(A bill is to be introduced into Parliament for the prevention of juvenile smoking, which will render tobacconists liable to be fined if they sell tobacco in any shape or form to boys under the age of sixteen. — Westminster Gazette.)

Ere, errand boys and piper boys and every guttersnipe,
Wot knows the cuosolytion of a cigarette or pipe,
Ain't this a cool and stroke
For hanny wukkin' bloke?

Ere's Parlymint a sayin' as we ain't ter git a smoke!
It's ollers hinterferin' wiv its everlastin' nag,
But, selp me, if it ain't too much to tike awye our fag.

Ow can us men stop smokin'? When a biby in me pram
I tried ter cultivate instead a simple tiste for jam,
But Bacey seemed ter call
It ollers does ter all

Wot's learnt ter smoke, like you and me, afore we learnt ter
crawl.

And so, when pore old muvver tried, the comforter, you bet,
She'd precious soon to substitoot a farvin' cigarette.

Nah, can the nigger chinge 'is skin? In coise 'e earn't, and
wot's

The good of arskin' lepers for ter chinge their ugly spots?
It's jest a bit too lite
Ter struggle wiv yer fite

Ow can yer chinge your 'abits when yer've reached the ige
of it?

And if the Dook as 'is cigar, the wukkin' man 'is shag,
Be sure the errand boy'll see as 'ow 'e gets 'is fag.

London Punch.

A PREMIUM PLAN.

A sign of the times, and one which is sure to attract the attention of smokers, as well as dealers, is the premium campaign being introduced by J. Hirsch, Sons & Co. in connection with their "Irving" cigar. Previous to this innovation Irvings were not banded. Now every Irving cigar has a handsome and distinctive band which not only serves to identify the cigar, but is redeemable on presentation to the manufacturers by valuable premiums. The premium list provides for the redemption of Irving bands—in lots of 100 to 5,000—and embraces a large variety of useful and

The following Brands manufactured by

The AMERICAN TOBACCO CO.

OF CANADA, Limited.

Are sold by all the Leading Wholesale Houses
CUT TOBACCO . . .

**OLD CHUM 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 39 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.

"In the
Good Old
Summer
Time!"

That's when a man gets the most satisfaction from his cigar, and the "good old summer time" is just around the corner.

If he smokes my cigars he gets *absolute satisfaction*. He'll remember the grocer who sold him the Pebble 5-cent or the Pharoah 10-cent Cigar and that grocer will secure his permanent trade. *It's always so!*

**Payne's
Cigars.**

J. BRUCE PAYNE, Mfr.,
Granby, Que.

Tobaccos that sell on
Their Merits:

King's Navy (Canadian
Mahogany
Chewing.)

British Navy (Bright and
Black Combination
Chewing)

Beaver (High-grade
Combination
Chewing.)

STRICTLY UNION-MADE.

For Price List, Address—

**McAlpin Consumers
Tobacco Company,**

Head Office: TORONTO. Limited

Factories: Leamington and Toronto.



Don't run away with the idea that

Tuckett's Marguerite Cigars

are "bears" on the market. Quite the contrary. They have been steadily forcing up the quality of moderate priced cigars ever since they were offered to the public.

Many grocers are handling "Marguerites" in preference to any other lines.

Try them and you will do the same. There is profit in it and pleased customers in it.

TUCKETT CIGAR CO., Limited, HAMILTON.

valuable articles, certain to be appreciated by the recipients. An illustrated catalogue will be issued in a few days showing in detail all the various premiums which smokers and dealers can easily earn by saving the Irving bands.

NOTES OF THE TOBACCO TRADE.

THE loss sustained by The Imperial Cigarette and Tobacco Co. in the recent big fire at St. John, N.B., is placed at \$29,500, fully covered by insurance. The neighboring factory owned by Oscar Silberstein escaped untouched.

A new cigar factory has recently been started in Joliette, Que.

E. B. Doolittle, cigar merchant, Georgetown, Ont., has sold out to C. W. Todd.

Archambault, Dennis & Co., cigar and tobacco dealers, Montreal, have been registered.

L. A. Charbonneau, cigar merchant, Montreal, has assigned to Lamarche & Benoit.

S. Harris, of Harris, Harkness & Co., Montreal, is taking a trip through the Maritime Provinces.

Canada's imports of raw leaf tobacco from the United States for the month of

TOBACCOS AND CIGARS

December, 1902, were 970,170 lbs., valued at \$97,605.

Charles F. Magee, formerly a cigar manufacturer of Woodstock, died at the residence of his father, Edward Magee, Toronto, on the 22nd ult.

George Harris, tobacco dealer, Winnipeg, has gone out of the tobacco business and is starting a wholesale boot and shoe business.

The J. M. Lavoie Co., cigar and tobacco dealers, Ottawa, is moving to Rideau street, and the old quarters will be occupied by A. Eugene Landriau, formerly with Goulet Bros., Montreal.

Geo. A. McGowan, the Kingston cigar manufacturer whose factory was destroyed by fire in March, is now in a position to fill orders. He has secured good premises and the business is again under full headway.

New brands in cigars are frequent, but not always long-lived. "Ronto," the new 5-center put out by T. J. Horrocks, of Toronto, promises to be an exception, judging by the large demand from the grocery trade, which gets its bearings from the smoker.



Our

S AND H & W H S IN 5c. goods

and

S AND H (MORTENSIA) & Steele's (SECURITY) IN 10c. goods

are recognized leaders in the Canadian Cigar trade.



Our Assortment of PIPES the most complete in Canada.

THE W. H. STEELE CO., LIMITED
40 SCOTT ST., TORONTO



OUR "CORONATION."

Send us \$5.50 and we will ship you a new, well-finished 3 ft. Oak or Cherry square front showcase, 24-in. wide and 14-in. high, with two sliding mirror-lined doors, securely boxed f.o.b. Toronto, or we will ship a 4 ft., same style, for \$7.00.

These cases are just the thing for displaying cigars or confectionery. Regularly they are sold at, for 3 ft., \$7.50; 4 ft., \$10.00. We have 25 of them left over from last winter's stock that we wish to clear out at the above remarkably low price, which is a bargain price. We make this offer as we require the room. Send in your order at once if you want one as they will go quickly.

Dominion Show Case Co.

53 Richmond St. East. TORONTO.

"Ronto"

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

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

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

The Erie Tobacco Co., Limited

WINDSOR, ONTARIO.

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

Free Hats and Boots

Given in exchange for the bands of the

Chamberlain Cigar

Save the bands and return them to

J. M. FORTIER, Limited
Montreal

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

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

Something for Nothing.



People are always pleased with the idea of getting something for nothing, so that when you tell them that there is a **Free Birds' Treat** in every box of **Brock's Bird Seed** and that the box costs no more than any other bird seed, you are pretty sure to sell it.

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

When Buying a New Set of Books

see that they are made of "Burmese Linen Ledger." It is one of the best papers for blank books to be had. Fine writing surface, combined with a good erasable face, it is a durable and satisfactory paper.

--Made in Canada--

CANADA PAPER CO., Limited

TORONTO and MONTREAL.

BUTTER PARCHMENT PAPER.

BUTTER TUBS.

Prompt shipment ex Factory or Warehouse.

WALTER WOODS & CO.

HAMILTON and WINNIPEG.

COWAN'S

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

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

Are the standard goods for purity and excellence.

Manufacturers
THE COWAN CO., Limited - - - **TORONTO.**



Maple Syrup

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

The Canadian Maple Syrup Co., TORONTO, Canada.

"ACME" TABLE SALT

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

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

If You Have Money to Burn

Why! Go burn it. There is 10 times more satisfaction in burning money than in losing it in bribes, through carelessness of clerks, or disputed accounts. Who that has "pass-book" customers, has not had accounts disputed and partially repudiated? The best way to avoid all complications and misunderstandings is as follows:



IF A MAN WANTS CREDIT

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

For Sale in Canada by

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

WELFORD BROS.,

LONDON, ONT.
MANUFACTURERS OF

Brooms AND Whisks
ROPE, LEATHER AND WEB Halters

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

Want Ads.

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

MacLEAN PUBLISHING CO., Limited
Montreal and Toronto

TEA.

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

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

	TRADE IN COUNTRIES OTHER THAN OUR OWN.	
--	---	--

U. S. FOREIGN COMMERCE FOR MARCH.

A MORE favorable official report of foreign commerce in March could not be desired, while several features of it merit special consideration. Imports during March, 1903, were worth \$96,199,173. This is an increase of more than 11 per cent. compared with March, 1900, which in turn surpassed all other records for the corresponding month. The magnitude of our purchases abroad last month may be the better appreciated when it is realized that in only one other month in the nation's history were imports heavier, April, 1897, when anticipation of higher duties produced abnormal conditions. The recent heavy consumption of foreign goods testifies to the activity of business and generally prosperous conditions in the United States; yet it is a fact that, despite the unprecedented home demand, merchandise was exported in March to the value of \$131,951,579, an increase of \$25,202,178 over the same month last year. The largest increase was in cotton, of which shipments were 733,626 bales, against 456,325 a year ago, and the average export price was 9.8 cents a pound compared with 8.4 cents in March, 1902.—Dun's Review.

CHINA TEAS IN LONDON.

In their monthly tea market report, Harrisons & Crossfield's, London, have the following regarding China tea: "The market has continued active during March and a large business has been done, mostly for home consumption, as both black and red leaf Congous have been showing very good value. Prices for the lowest grades have risen steadily during the month in sympathy with the advance in Indian and Ceylon teas; but the grades above common do not show the same appreciation and are still excellent value to buyers. The figures given in last month's circular showed that the entire shipments from China to London for the season were 1,000,000 lb. under last year's total; and as nearly the whole crop has now arrived there is every probability of a strong market in view of the high rates ruling for Indian and Ceylon descriptions of 'Tea for price.' There has not been much doing in scented teas, as the quantity on offer is now growing limited, but prices are unchanged and holders are not disposed to sell under valuations. Oologs are also getting scarce, but no change in value has to be recorded. Green teas, on the other hand, have continued a very firm market, and as there are five months yet before new-

crop teas can arrive in any quantity, it is more than likely that with the present strong demand and rather short supply a further advance in values will be seen."

CANNED SALMON ON THE COAST.

The San Francisco Trade Journal says of the salmon situation: "The demand continues slow for both spot and future Alaskas. This, no doubt, is due to a belief that prices will not be any higher and a desire to wait future developments, particularly the opening prices for Puget Sound sockeyes. It is said that one small concern has named the 1903 prices on \$1.25 basis for talls, but so far as can be learned the larger and more reliable companies are waiting to see about how the run will prove to be. Some are booking orders subject to opening prices by the Alaska Packers' Association, and no one can guess when this will take place, but it is usually after the packers have found what the Alaska pack is likely to be. It looks as if the pack of Alaska reds will be fully up to last year and pinks considerably less. In British Columbia the pack of sockeyes will be more as there will be also of pinks. On Puget Sound there will be an increase in sockeyes and a decided increase in humpbacks (pinks), owing to this being a big pink year run and more traps used. On the Columbia river there ought to be a decided increase in the pack of chinooks, for more canneries will operate, and several of the old ones have prepared for a larger pack. In this State the pack will be less, but there ought to be a larger pack on the Oregon coast."

TOMATOES IN THE STATES.

Private telegrams from Maryland tomato packing sections report the market on 3-lb. standards as holding firm, with 75c. regular f.o.b. factory quoted. The telegrams say in effect that packers are, in view of the business done in spots within the last few weeks, disposed to hold for a higher market. It is stated that efforts made in the last few days to purchase full standard 3s at 72½c. regular f. o. b. met with refusal, both in Aberdeen and Baltimore. On the 72½c. basis there are, it is stated, offerings of standard 3s available, but it is said in buying quarters that the quality is not much better than a good second in many cases. Some brokers in this market report advices from their principals refusing to entertain bids on full standard 3s under 77½c. f.o.b. regular. Gallons and 2 lb. are not

attracting special attention.—N.Y. Journal of Commerce, April 20.

TEA IN NEW YORK.

Business was quiet, but the tone of the market was reported as holding steady. Pingsueys, in fact, were reported as showing renewed strength, they being in very light supply, with reports of reviving interest from the consuming trade. Congous and low-grade Indias and Ceylons were reported well held.—N. Y. Journal of Commerce, April 27.

A WELL-MANAGED TEA COMPANY.

That well-managed and prosperous concern, the Standard Tea Company of Ceylon, is in the happy position of being able to pay a dividend of 15 per cent. for the eighth year in succession. The tea crop for the year amounted to 1,183,972 lb., against 1,105,996 lb. for 1901, from 2,188 acres, considered in full bearing, out of a total of 3,466 acres. There are also 296 acres in partial bearing and some 25 acres in addition planted with tea.—Home and Colonial Mail.

PEPPER HIGHER ABROAD.

John Clarke & Co. say of spices: "All peppers are higher abroad. The price of silver is slowly and steadily advancing and is slowly maintained; this has considerable effect on values of East Indies merchandise. In fact, there is a strong undertone for the whole list, based mainly on the absolute supply and demand and manufacturers should not lose sight of the undeniable probability of higher prices."

CURRENTS STRONGER IN NEW YORK.

A stronger feeling was noted to-day in spot currants, with the market closing firm at 4½c. for fine Amalias uncleaned in barrels. It is reported that several fair-sized lots were picked up prior to the advance for local and interior account. The Pocahontas, now due, brings 550 tons, and it is believed that the bulk of the fruit on this vessel cost buyers laid down here the full equivalent of the spot market. Stocks on this vessel are said to go very largely into strong hands, a few lots, it is stated, having been bought by local cleaners.—N.Y. Journal of Commerce, April 27.

CALIFORNIA ORANGE SITUATION.

There has been noted a marked improvement in values at auction on California navel oranges under improved condition of arrivals and moderate offerings. The demand has been fairly active, and on desirable sizes material advances have been made, the results for the week showing a gain of from 15c. to 30c. per box, and in some cases more. On large sizes the trade is light, the demand being chiefly for the smaller sizes. The receipts from April 1 to date number 121,976 boxes, compared with 129,406 boxes for the same period last year. For the whole of April last year the receipts were 166,660 boxes, and for March last the total was 188,058 boxes. The total shipment from the Coast up to April 18 reached a total of 10,575 carloads, compared with 11,485 carloads for the same period last year.—N.Y. Journal of Commerce, April 27.

We never tell a grocer he must handle

Blue Ribbon Ceylon Tea

We are able to show the profit
there is in it for him

The value of the tea makes it
a steady seller.

That's what appeals to the grocer.



"Best in the World."

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

PURE ENGLISH

MALT VINEGAR

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

ROBERT WATERS' QUININE WINE

Quinine in a palatable form - 50 years' reputation.

Export Agents:

Robt. Crooks & Co., Botolph House, Eastcheap, London, Eng.

THE DOMINION BREWERY CO., LIMITED

Brewers and Maltsters

TORONTO

Manufacturers of the Celebrated

WHITE LABEL ALE

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

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.



THE CANADIAN GROCER

FINE FOOD PRODUCTS.

IN a neat circular issued to the trade by Francis H. Leggett & Co., the well-known wholesale grocers say of their King street establishment:

"Packed at King street means the finest possible food products—finest in size, where size counts; finest in flavor, where flavor counts; finest in every respect—better than anybody else's best.

"Nabob, which sets the fashion in good things to eat, packed at King street means second only to our own "Premier," and still better than everybody else's best.

"Under other labels, packed at King street means the same care and cleanliness in the handling of foods, with some difference in the choice of varieties.

"Take coffee, for instance, our King street milling, roasting and packing plant is the most complete and modern in the country. It is also the largest because we roast and pack for others, in addition to our own large business. This fact is worthy of your notice, since, if you wish, you can select your coffee in the green bean, send it to us with instructions as to blend, and have it delivered to you packed in cartons under your own label. We make a reasonable additional charge for cartons and labels printed as you wish. There are special advantages to you in having us roast your coffee. We mill it green, and when a blend is desired, we mix it green, so that the processes of milling and roasting will mingle the oils without loss and give a perfectly even roast.

"We also grind and pack spices to order.

"Packed at King street also means packed with exact reference to the special pure food laws of any state when the customer so desires."

CURTAILING SALMON PACK.

Plans for the Southeastern Alaska salmon canning season have been about concluded. Nine plants will close down, and the twenty remaining will curtail their pack to about one-half what it was for the district last year. Another difference this year will be that more attention will be paid to reds and less to pinks.

Among the arrivals from the north on the steamer Humboldt was James T. Barron, of Portland, who is largely interested in salmon canning in Southeastern Alaska. He has been in the north for the past three weeks, looking over his plants preparatory to the opening of the season. To The Seattle Post-Intelligencer he said:

"The fishing season in the north will begin about July 1. It is estimated at

this time the whole pack will be about one-half of what it was last season, when there were about 720,000 cases put up. Nine canneries will be closed down, as follows: Yess Bay, Petersburg, Boca de Quedra, Santa Ana, Sitko Bay, Bell-Irwin Co., Pillar Bay, Pacific Coast and Norway and the Alaska Fish and Lumber Company.

BOOK NOTICE.

Kutner's Commercial German. By Arnold Kutner, High School of Commerce, New York City. Cloth, 12mo, 404 pages. Price, \$1.00. American Book Company, New York, Cincinnati and Chicago.

This book is adapted for use in commercial schools and in commercial courses of high schools, and is the first to introduce American students to a foreign language by means of its commercial vocabulary. Part I contains the elements of commercial German. Each of the sixteen lessons includes a reading lesson, special vocabulary, exercises on grammar and questions. Following these are thirty-one brief grammatical tables of the principal parts of speech, with references to the reading lessons which illustrate them. Part II is intended to widen the commercial vocabulary by means of reading selections dealing with German business customs and institutions. It is also devoted to the study of commercial correspondence, business forms, documents, newspaper articles and advertisements. A vocabulary and a list of strong, mixed and irregular verbs complete the book, which will no doubt be most acceptable to teachers of German in commercial courses.

A NEW BROKERAGE COMPANY.

Another company has been incorporated under the Ontario Companies' Act to carry on the business of grocery brokerage. It is to be known as The Canada Grocers' Brokerage Co., Limited, and is authorized to purchase the brokerage and commission business at present carried on by F. W. Hudson & Co., Toronto.

The applicants for incorporation were: Frederick William Hudson, commission agent; Ernest Crombie MacKenzie, gentleman; Charles Heath, accountant; Edgar Eugene Bond, conveyancer, and Robert Hamilton Paterson, barrister-at-law, all of Toronto. The provisional directors are: Frederick William Hudson, Ernest Crombie MacKenzie and Charles Heath.

The capital stock of the company is \$150,000 divided into 3,000 shares of \$50 each. The head office of the company will be in Toronto.

ST. LAWRENCE "YELLOWS."

Warm praise has been expressed in different quarters regarding the good quality of the yellows that The St. Lawrence Sugar Refining Co. are turning out this season. They are of good appearance, being of a pretty golden color, and are dry and free, and, what is of so much importance to the consumer, they have a fine flavor. The St. Lawrence yellows are noted for their good keeping qualities, and this is a very important feature to consider now that the hot weather is coming. Merchants through the country would do well to take note of this.

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.

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

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

Harvey's Dry Household Ammonia—1½lb. Packets; in Cases of 1, 2 and 3 doz. each. A strong well made article at a low price.

John G. Harvey,

Manufacturing Chemist, - **TODMORDEN.**

Figure it Out



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

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

WEESE & CO., 54 Yonge Street, - Toronto

Genuine Pratts Astral Lamp Oil

Sold in all countries and recognized as the highest grade oil manufactured.

WHOLESALE ONLY

THE QUEEN CITY OIL COMPANY, Limited, - TORONTO, ONT.

SAMUEL ROGERS, President.

OUR TRADE MARK **A** OUR TRADE MARK

AUER LIGHT MANTLES
LONGEST LIFE & BRIGHTEST



A Statement of Facts.

We make the strongest mantles.
Our mantles gives the most light.
We use the purest and most costly chemicals.

We anneal our mantles with pressure gas.
Our mantles won't shrink or fray out.

Our trade mark **A** is on the best mantles.

We make mantles with any private mark on them, your own name if you desire.

WE MAKE

Coal Gas Mantles.	Coal Oil Mantles.
Oil Gas Mantles.	Gasolene Mantles.
High-Pressure Mantles.	Acetylene Mantles.

In single, double or triple weave.
Lowest prices on Mantles, Shades, Chimneys and Sundries.

Write us if you are interested.

AUER LIGHT CO., - - MONTREAL.

A NAME

THAT IS A GUARANTEE OF
PURITY AND EXCELLENCE IN

-SODAS-

"BRUNNER, MOND & CO."

BICARBONATE OF SODA, KEGS, DRUMS, AND CASKS.

EMPIRE SODA, "BEST FOR BAKING," IN PACKETS.

SAL SODA, STRONGEST MADE, BARRELS, KEGS AND BAGS.

CONCENTRATED SAL SODA, DOUBLE STRENGTH OF ORDINARY.

Winn & Holland

MONTREAL Sole Agents for Canada

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

THE PEOPLE OF **JAMAICA**

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

KINGSTON **"GLEANER"**

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

BASKETS

We make them in all shapes and sizes. We have

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

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

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

BUSINESS NEWS

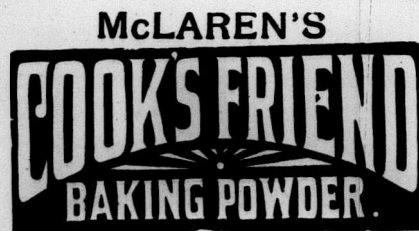
of any kind that is of value to business men supplied by our Bureau. We can give you market quotations from any town in Canada, reports from the city markets, stock quotations, etc. You can get commercial news from any Canadian paper through us.

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

"Clippings from any Canadian paper on any subject."

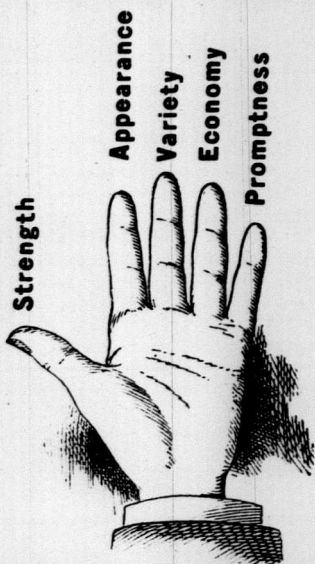
CANADIAN PRESS CLIPPING BUREAU,
232 McGill Street, MONTREAL, QUE.
Telephone Main 1255.
10 Front St. E., Toronto. Telephone Main 2701.

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



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

5 STRONG POINTS.



Wrapping Papers

CONSULT OUR TRAVELLERS OR WRITE US.

DOUGLAS & RATCLIFF

Paper Dealers,
TORONTO.



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

SOUTHWELL'S JAMS.

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

Price List, etc., for the asking.

FRANK MAGOR & CO.,

DOMINION AGENTS,

403 St. Paul St., MONTREAL.

Current Market Quotations for Proprietary Articles

April 30, 1903.

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

Baking Powder.

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

W. H. GILLARD & CO.

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

IMPERIAL BAKING POWDER.

Cases	Sizes	Per doz.
4 doz.	10c.	\$0 85
3 doz.	6-oz.	1 75
1 doz.	12-oz.	3 50
2 and 3 doz.	12-oz.	3 40
2 and 3 doz.	16-oz.	4 35
1 doz.	2-lb.	10 50
1 doz.	2-lb.	10 40
1 and 1 doz.	5-lb.	19 50

MAGIC BAKING POWDER.

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

JERSEY CREAM BAKING POWDER.

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

OCEAN MILLS. Per doz.

Ocean Baking Powder, 1/4 lb., 4 doz. in a case	\$ 45
Ocean Baking Powder, 1/4 lb., 5 doz. in a case	90
Ocean Baking Powder, 1 lb., 3 doz. in a case	1 25
Ocean Borax, 1-lb. packages, 4 doz. in a case	40
Ocean Cornstarch, 40 pks. in a case	78
Freight paid, 5 p.c. 30 days.	

Blacking.

HENRI JONAS & CO.

Jonas'	Per gross	\$9 00
Froments	"	7 50
Military dressing	"	24 00

Blue.

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

Black Lead.

Reckitt's, per box	\$1 15
Box contains either 1 gross, 1 oz. size; 1/2 gross, 2 oz.; or 1 gross, 4 oz.	
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.

UNITED FACTORIES, LIMITED. doz. net.

Bamboo Handles, A, 4 strings	\$4 35
" " " " B, 4 " "	4 10
" " " " C, 3 " "	3 85
" " " " D, 3 " "	3 60
" " " " F, 3 " "	3 35
" " " " G, 3 " "	3 10
" " " " I, 3 " "	2 85

Biscuits.

CARR & CO., LIMITED
Frank Magor & Co., Agents.

Cafe Noir	\$0 15
Ensign	0 12 1/2
Metropolitan, mixed	0 05

Canned Goods.

HENRI JONAS & CO.

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

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

French Sardines—

1 Rolland	9 50	10 00
1 Delory	10 50	
1 Club Alps	10 50	2 50

Cereals.

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

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

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

Chocolate— per lb.

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

FRY'S.

Chocolate— per lb.

Caracas, 1/4's, 6-lb. boxes	\$0 42
Vanilla, 1/4's	0 42
"Gold Medal," sweet, 1/4's, 6-lb. boxes	0 29
Pure, unsweetened, 1/4's, 6-lb. boxes	0 42
Fry's "Diamond," 1/4's, 14-lb. boxes	0 24
Fry's "Monogram," 1/4's, 14-lb. boxes	0 24

Cocoa— Per doz.

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

JOHN P. MOTT & CO.'S.

R. S. McIndoe, Agent, Toronto.

Per lb.

Mott's Broma	\$0 30
Mott's Prepared Cocoa, 1/4's and 1/8's boxes	0 28
Mott's Breakfast Cocoa, 1/4'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, 1/4'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
Mott's Sweet Chocolate Liquors	0 20
	0 36

CADBURY'S.

Frank Magor & Co., Agents. Per doz.

Cocoa essence, 3-oz. packages	\$1 65
Mexican Chocolate, 1/4 and 1/8-lb. pkgs.	0 40
Rock Chocolate, loose	0 40
" " 1-lb. tins	0 42
Nibs, 11-lb. tins	0 35 1/2

THE CANADIAN GROCER

Lye (Concentrated).

GILLET'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.	
D.S.F. 1-lb. tins.	per doz. \$ 1 40
1-lb. tins.	2 50
1-lb. tins.	5 00
Durham 4-lb. jar.	per jar. 0 75
1-lb. jar.	0 25
F.D. 1-lb. tins.	per doz. 0 85
1-lb. tins.	1 45

HENRI JONAS & CO.

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

E. D. MARCEAU, Montreal.

"Condor," 12 lb. boxes.	per lb. \$ 0
1-lb. tins.	0 35
1-lb. tins.	0 32 1/2
4-lb. jars.	per jar 1 20
1-lb. jars.	0 35
"Old Crow," 12 lb. boxes.	per lb. 0 25
1-lb. tins.	0 23
1-lb. tins.	0 22 1/2
4-lb. jars.	per jar 0 70
1-lb. jars.	0 25

Olive Oil.

Barton & Guestier's quarts.	per case \$ 8 00
pints.	8 00

Orange Marmalade.

THE EBY, BLAIN CO., LIMITED.	
"Anchor" brand, 1-lb. glass.	per doz. \$ 1 50
quart gen jars.	3 40

T. UPTON & CO.

1-lb. glass jars, 2 doz. case.	per doz. \$ 0 95
Home-made, in 1-lb. glass jars.	1 50
In 5 and 7-lb. tins and 7-lb. pails.	per lb. 0 06

CLEMES EROS.

Pure fruit stock	
10-oz. glass jars, 2 doz. case.	per doz. \$ 1 00
16-oz. glass jars, 2 doz. case.	1 50
Quart gens, 1 doz. case.	3 35
In 5-lb. tins.	per lb. 0 09

Pickles.

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

Soda.

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

EMPIRE

"EMPIRE" BRAND.	
Brunner, Mond & Co.	
Case 120 1/2-lb. pkts. (60 lb.)	per case, \$ 2 70.
Case 96 10-oz. pkts. (60 lb.)	per case, \$ 2 80.

"MAGIC" BRAND.	
No. 1, cases, 60 1-lb. packages.	per case, \$ 2 75.
No. 2, " 120 1-lb. " "	2 75.
No. 3, " 30 1-lb. " "	2 75.
" 60 1-lb. " "	2 75.

Soap.

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

Starch.

EDWARDSBURG STARCH CO., LIMITED.	
Laundry Starches—per lb.	
No. 1 White or blue, 4-lb. carton.	\$ 0 06
No. 1 " " 3-lb.	0 06
Canada laundry.	0 05
Silver gloss, 6-lb. draw-lid boxes.	0 07 1/2
Silver gloss, 6-lb. tin canisters.	0 07 1/2
Edward's silver gloss, 1-lb. pkg.	0 07 1/2
Kege's silver gloss, large crystal.	0 06 1/2
Benson's satin, 1-lb. cartons.	0 07 1/2
No. 1 white, blks and kegs.	0 05 1/2
Benson's enamel.	per box 1 25 to 2 50

Culinary Starch—	
Benson & Co.'s Prepared Corn.	0 06 1/2
Canada Pure Corn.	0 05 1/2
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
Edwardsburg No. 1 white or blue, 4-lb. lumps.	0 08 1/2

BEE STARCH.

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

BRANTFORD STARCH WORKS, LIMITED

Ontario and Quebec.	
Laundry Starches—	
Canada Laundry, boxes of 40 lb.	\$ 0 05
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 05 1/2
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb.	0 06
Barrels, 200 lb.	0 05 1/2
Kege's, 100 lb.	0 05 1/2
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 07 1/2
6-lb. toy trunks, 8 in case.	0 07 1/2
6-lb. enameled tin canisters, 8 in case.	0 07 1/2
Kege's, ex. crystals, 100 lb.	0 06 1/2

Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	\$ 0 07 1/2
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case.	2 50
Celluloid Starch—	
Boxes of 45 cartons, per case.	3 40

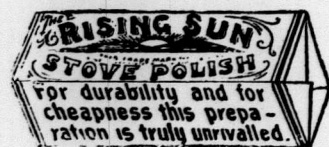
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 05 1/2
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 06 1/2
Crystal Maize Corn Starch—	
1-lb. packages, boxes 40 lb.	0 06 1/2



OCEAN MILLS.

Chinese starch,	per case of doz., \$ 4.
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Stove Polish.



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



Syrup.

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



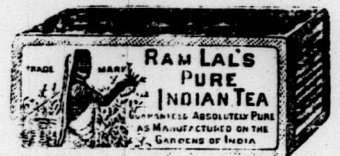
Teas.

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



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

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



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



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

Blue Label, 1's.	\$ 0 18 1/2 \$ 0 25
Blue Label, 1/2's.	0 19 0 25
Orange Label, 1's and 1/2's.	0 21 0 30
Brown Label, 1's and 1/2's.	0 28 0 40
Brown Label, 1/2's.	0 30 0 40
Green Label, 1's and 1/2's.	0 35 0 50
Red Label, 1's.	0 40 0 60

TETLEY'S INDIAN AND CEYLON TEAS.

"Elephant" Brand.	
Blacks—	
Wholesale. Retail.	
Tetley's Extra quality.	\$ 0 65 \$ 1 00
No. 1.	0 50 0 70
Special.	0 42 0 60
No. 2.	0 35 0 50
No. 3.	0 30 0 40
30c.	0 22 0 30
No. 4.	0 20 0 25

These teas are packed in cases containing either 60 1-lb. packets, or 120 1/2-lb. packets, or assorted. No. 3 is also packed in cases containing 240 1/4-lb. packets.

Ceylon Greens—	
Wholesale. Retail.	
No. 1.	\$ 0 35 \$ 0 50
No. 2.	0 30 0 40
No. 3.	0 20 0 25
Packed same as blacks.	

"CROWN" BRAND.

Wholesale. Retail.	
Red Label, 1-lb. and 1/2's.	\$ 0 35 \$ 0 50
Blue Label, 1-lb. and 1/2's.	0 28 0 40
Green Label, 1-lb.	0 19 0 25
Green Label, 1/2's.	0 20 0 25
Japan, 1's.	0 19 0 25

E. D. MARCEAU, Montreal.

Japan Teas—

"Condor" II 80-lb.	\$ 0 35
III 80-lb.	0 32 1/2
IV 80-lb.	0 30
V 80-lb.	0 26 1/2
XXXX 80-lb. boxes.	0 25
XXXX 30-lb.	0 26
XXX 80-lb.	0 22 1/2
XXX 30-lb.	0 23 1/2
XX 80-lb.	0 20
LX lead packets.	
Assorted cases (1 and 1/2-lb.) to retail at 40c.	0 28 1/2

Black Teas—"Nectar" in lead packets—	
Green Label, 1's, 1/2's and 1/4's.	retails 0 26 at 0 20
Chocolate Label.	0 35 at 0 25
Blue Label.	0 50 at 0 36
Maroon Label.	0 60 at 0 45
Fancy tins—Chocolate, 1-lb.	0 32 1/2
" " Blue, 1-lb.	0 42 1/2
" " Maroon, 1-lb.	0 50
" " Maroon, 1-lb.	1 50

"Condor" Ceylon black tea in lead packets—	
Green Label, 1's, 1/2's and 1/4's.	retail 0 25 at 0 20
60-lb. cases.	0 25 at 0 20
Grey Label, 1's, 1/2's and 1/4's.	retail 0 30 at 0 23
60-lb. cases.	0 35 at 0 36
Blue Label, 1's, 1/2's and 1/4's.	retail 0 40 at 0 30
50-lb. cases.	0 50 at 0 34
White Label, 1's, 1/2's and 1/4's.	retail 0 60 at 0 40
50-lb. cases.	0 60 at 0 40

Black Teas "Old Crow" blend—	
Bronzed tins of 10, 25, 50 and 80-lb.	
No. 1.	per lb. 0 35
No. 2.	0 30
No. 3.	0 25
No. 4.	0 20
No. 5.	0 17 1/2

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

Tobacco.

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

Vinegars.

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

Washing Powder.

FAIRBANK'S GOLD DUST.	
Five cases assorted—	
24 25c. packages.	\$ 4 65
100 10c.	7 80
100 5c.	3 90
Freight prepaid.	

Cane's Woodenware.

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

Yeast.

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

NIXEY'S REFINED BLACK LEAD

GRAIN DIFFERENCE.

The Quaker quality of grain is not easy to find. To supply the needs of the Quaker mills we must search the country far and wide.

We watch where the good oats grow. For even as it grows the difference begins.

Sun may shrivel—or too much rain spoil the crop. But where the crop is best, we are there to choose the best of the best.

There is that much difference in the Quaker grain—before it starts for the Mill.

This is only the first difference in **QUAKER OATS—best grain.**

This is the proof of Quaker quality that newspapers all over Canada are carrying to your customers.

The customer who buys quality is your star customer.

That customer wants Quaker Oats.

Don't risk the loss of his trade.

Have Quaker Oats ready when he asks.

**Case of 36 packages
\$3.00**

Delivered at your station in lots of five cases or more, freight prepaid. This applies to all Ontario and to Quebec as far east as the City of Quebec.



MILLING DIFFERENCE

After we buy the best, each single grain is cleaned and judged separately by machinery.

The machine leaves nothing to chance.

Thin and woody, flat and flavorless, are thrown out.

Here is a difference of time, care and thoroughness.

The groat that is good enough to pass this test is indeed different from other grain.

It begins to have a right to the name of

**Quaker
OATS**

Best of the Best.

Costs you no more than oats which are not as wholesome, and which have not been milled as carefully. Quaker Oats is just as easy to buy. You have only to say "Quaker" distinctly.

SEEK FOR COUPON IN EVERY PACKAGE

80 35
0 32 1/2
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We Sell Lamp Chimneys in
"Climax" Cartons

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



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GOWANS, KENT & CO., Toronto and Winnipeg.

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**Wethey's
 Mince
 Meat**



is the most delicious Mince Meat ever made, and we vouch for its absolute purity and wholesomeness. We make it only of the freshest meats and fruits, spiced to the most exacting taste. Ready for instant use, ready for pies. You can recommend it to your customers.

Prepared only by

J. H. Wethey, Limited, St. Catharines, Ont.

Crosse & Blackwell, Limited

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