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MISSING**

PUBLISHED EVERY
FRIDAY

CIRCULATES IN
EVERY PROVINCE

THE CANADIAN GROCER

AND
GENERAL
STOREKEEPER

QUALITY..

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

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

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

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

Oaten Opportunities



It's doubtful if people were ever so fully convinced of the food qualities of oats as they are to-day. Canada takes oats for breakfast most mornings and likes a tasty oat biscuit occasionally at lunch or tea.

Our new "**OATEN**" biscuit (round) is just the thing for people who want a good, plain, nourishing biscuit, in dainty form. It has all the nutritive properties of the oat and all the "Christie" qualities in the making, so you'll find it popular with your customers at once. We are ready to ship now.

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

We find this brand of Table and Dairy

BRUSSELS SALT

rapidly increasing in favor—

WHY?

Because

1. It is PURE.
2. It is Fine and White.
3. It is put up in neatly sewn, attractively printed packages.
4. There is no fault to be found with it.

R. & J. RANSFORD,

Established 1868

Clinton, Ont.

F. P. SCUDDER
President

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

H. W. PETHERBRIDGE
Treasurer

National Licorice Co.

Successors to

YOUNG & SMYLIE
BROOKLYN, N. Y.

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

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

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DOMINION LICORICE & NOVELTY CO.
TORONTO, CAN.

Y. & S., SCUDDER, and M. & B. Brands of PURE STICK LICORICE, Acme Licorice Pellets, M. & B. 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.



The Australasian Grocer

The Organ of the Grocery, Provision and kindred Trades of the Antipodes.

Subscription \$2.50 per Ann.

post free to any part of the world.
A handsome Diary is presented free to annual subscribers.

PUBLISHING OFFICES:
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Specimen Copies Free on Application.

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., 1692 NOTRE DAME ST., MONTREAL.

THE CANADIAN GROCER

A new line for Spring

Instant Powdered



This is put up in packets of
1-doz., making 1-quart of
rich **Gelatine.**

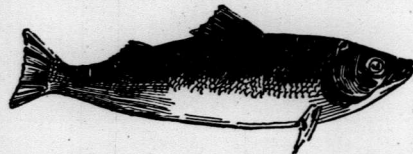
It dissolves **instantly** in hot
water.

ARTHUR P. TIPPET & CO.,
General Agents.

Montreal and
Toronto.

THE CANADIAN GROCER

British Columbia Salmon



We have on hand the following reliable brands :

Red Sockeyes

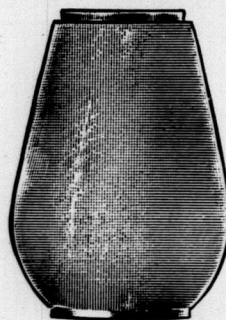
"Nimpkish" "Griffin"
"Sunset"

Cohoos

"Golden Net" "Empress"
"Harlock"

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

ARE YOU USING OUR



Cold Blast
or Jubilee
Globes

Aetna or
Quaker Flint
Chimneys?

Give them a Trial.

THE SYDENHAM GLASS CO.,
of WALLACEBURG, Limited.



For Sale Everywhere.

ASK FOR

MOTT'S.



Do You Use Scales?

Do you desire to discontinue giving down weight?
Do you desire your bulk packages to hold out weight?

If so, the following facts should interest you :

As the **TOLEDO SPRINGLESS, AUTOMATIC COMPUTING SCALE** will enable you to accomplish this result, as it is the only Scale that gives 16 ozs. to the lb. **no more, no less**, and there is absolutely no such thing as down weight on the Toledo Scale. No springs, no weights to lift on and off, no poises to shift, no human aid necessary.

MADE IN CANADA.

For Descriptive Catalogue and all information write to

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

James Ewart

MANUFACTURER OF

High-Grade Delivery

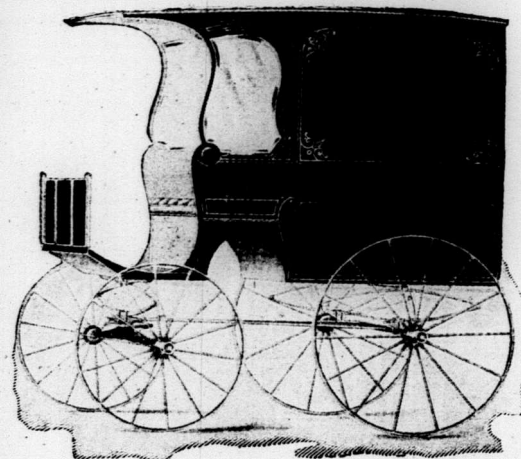
WAGONS

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

257-9 QUEEN ST. EAST
TORONTO.

Write For Prices.

Phone Main 1188.





This Package is Here to Stay.

EVERYTHING you buy in this Canister has the guarantee of the makers' name back of it and is **CLEAN.**

No Dust **No Dirt**
No Rats **No Dogs**

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

"Sterling" Brand Pickles and Relishes

The grocer who sells the best goods will get the best trade. The popularity of the "Sterling" Brand goods is accounted for by the fact that only the very finest ingredients are used in their manufacture.

They are put up in an attractive form, and the grocer can offer them to his most fastidious customer knowing that his confidence is not misplaced.

Manufactured by

T. A. LYTTLE & CO.

Manufacturers of high-grade Pickles, Relishes, etc..

124-128 Richmond St., West, TORONTO.

Not Everybody.

Everybody doesn't eat **TILLSON'S OATS**—all dealers don't sell our 2-pound package.

A plain statement, and a truthful one—different to what you sometimes hear from others.

But we're gaining every day.

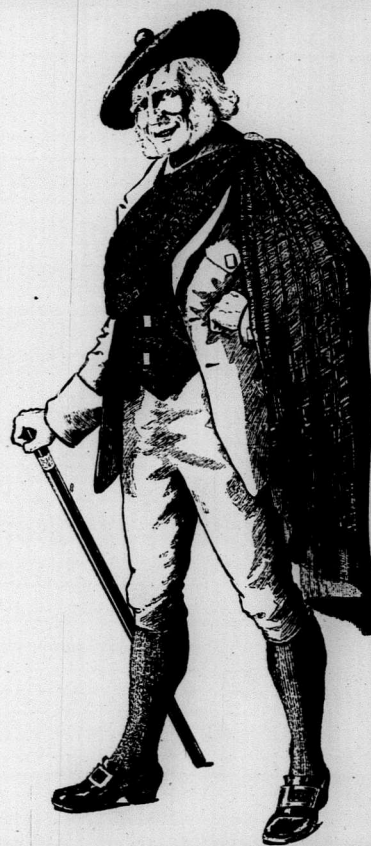
To-day's business is better than yesterday's. This week's output is bigger than last—next week's will be larger still.

First orders come in heavy and repeats follow fast. So it runs.

People who held off a few months ago are now regular enthusiasts.

How is it with you?

THE TILLSON COMPANY, Limited,
Tillsonburg, Ont.



JAPAN TEA

Our Great Success

is due to the purity of the Teas we put on the market. Japan Tea is the only pure, healthy, unadulterated Tea sold on the Canadian market, and is handled by every large grocer throughout the country. The price may be a trifle higher than the majority of Teas, but the quality cannot be equalled.

Refuse all Others

JAPAN TEA

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



No. 08712

Height 31 inches; Width 32 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.

"IT'S DIFFERENT."

STRENGTHFUDE

A HEALTH FOOD OF GENUINE MERIT.

STRENGTHFUDE is made from a formula devised after many years' experimenting by "Bernarr MacFadden," the well-known scientific athlete, and publisher of "Physical Culture" and "Woman's Physical Development."

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

WHEAT, OATS, NUTS,

THREE OF NATURE'S MOST NOURISHING PRODUCTS.

"STRENGTHFUDE"

NO COOKING REQUIRED—ALWAYS READY FOR USE.

Every grocer should order a case at once, as inquiries are coming in daily asking at what grocer's they can buy "STRENGTHFUDE." We are making a demand, working direct with consumers everywhere. This is going to sell—better get in line. Write us about sending you samples.

THE STRENGTH FOOD CO.
105-107 Hudson Str., NEW YORK.

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



CEYLON TEA BLACK and GREEN

Time Passes and Customs Change

In the days of long ago in "Grandfather's Time" they had their
Family drink the good, old-fashioned, **Home-Brewed Ale**.

And good judges they were, we're told.

At early morn, at noon, at night, they drank their family drink.

With the passing of "Grandfather's Time" has passed his custom, too.

Now, the dainty housewife **Brews her Ceylon Tea** (Black and Green).

She knows the Tea that's **Best** and mean's to have it.

And if you, Mr. Grocer, intend to hold her trade,

You must allow her to know and see that she gets her

FAVORITE PURE CEYLON BLACK and GREEN

CEYLON TEA BLACK and GREEN



is unquestionably the best.

OUR TRADE MARK
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 annual 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.

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.

GROCERS' PAPERS

We can tickle your fancy in price and quality.

**WRAPPING PAPERS,
PAPER BAGS, TWINES,
BUTTER PLATES,
PARCHMENTS.**

Douglas & Ratcliff

TORONTO

MOLASSES

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

FINE QUALITY

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

THE CANADIAN GROCER

Syrup Quality

The manufacture of table syrup has made great strides in quality lately. The table syrup you sell must be the very best to win—and keep trade.

AURORA GOLDEN SYRUP

is the highest product of the most up-to-date and scientific process.

Some processes we know are a little behind the times, and the syrup has not got that beautiful clear appearance and delightful flavor of AURORA.

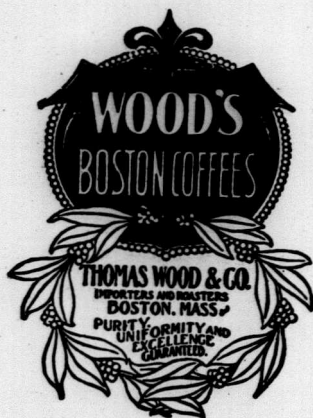
OUR WAY-DOWN PRICES STILL HOLD GOOD:

2-lb. Tins, 2 Dozen in Case, per Case, \$1.90	5-lb. Tins, 1 Dozen in Case, per Case, \$2.35
10-lb. " ½ " " " " 2.25	20-lb. " 3 Tins " " " 2.10

Delivered at any station East of North Bay, in five-case lots, from factory.

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

A GREAT RECORD BREAKER.



Many surprising things have occurred during this trying winter. Articles that in milder seasons have remained unshaken in popularity have signally failed in the severe days of ice and snow. Others have proved equal to all emergencies, and some have even broken all previous records. Our

WOOD'S COFFEES

belong to the latter class—the colder the weather the greater the sales. They are GREAT RECORD BREAKERS among Coffees. Every grocer has only to try them to prove this fact.

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

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

OUR "UNITY AND QUALITY" BLENDS OF COFFEE

ARE THE VERY BEST VALUES OBTAINABLE.



18c.



22c.



25c.



28c.



32c.

TERMS: 10 DAYS, USUAL DISCOUNTS.

100-lb. lots delivered.



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

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

CORRESPONDENCE
... SOLICITED.

COMMENT ON CURRENT TOPICS

JUDGING from the results in North Grey the biting north wind which recently struck the Conservative camp in Ontario has veered around to the camp of the Liberal party. The question now is: How is the political wind blowing in North Ontario?

It was a case of "Heads I win, tails you lose" to the iron and hardware trade, as far as the election in North Grey was concerned. The candidates of both parties were in the iron trade.

The Manitoba Legislature, like that of Ontario, promises to become famous for its annual amendments to the Municipal Act.

Manitoba's Government claims a surplus of nearly \$300,000 for 1902. Its friends may now be expected to stick to it. Prosperous Governments, like prosperous individuals, are usually able to retain their friends.

In order to more effectively put down riots, the United States are to provide their soldiers with cartridges containing two bullets. The intention is evidently to give the subject twofold more liberty than before.

It is declared the Ottawa Government bought Two Mountains the other day. If it did, it evidently did not put the money in a hole.

The nurses of one of the hospitals in New York have gone on strike. It is a result of nursing their wrath against the superintendent of the institution. To nurse both wrath and patients at the same time is not a pleasant vocation.

The Canadian Pacific Railway proposes to spend \$7,000,000 on improving its system in the West. Large as this sum is, it is relatively small, when one considers how great the railway development in the West must be before it is all commensurate with the industrial requirements of that part of the Dominion.

Germany aspires to the over-lordship of the Latin-American States. German citizens have for a long time been gradually working their way into the commercial life of those States, and particularly in Brazil. As the Monroe Doctrine has had some 80 years start in the role of na-

tional godfather to the Latin-American countries, Germany is treading on dangerous ground when it attempts to assume the role now filled by Uncle Sam.

Mr. Cortelyou, the secretary of the new Department of Commerce established a few weeks ago by the United States Congress, is a self-made man. He has evidently done his work well.

A deputation of ladies waited upon Sir Wilfrid Laurier a few days ago and asked for a Bill for the prohibition of the sale and manufacture and importation of cigarettes. If those in Canada who believe that tea is injurious to the human system would now memorialize the Government to prohibit the importation and use of tea, these ladies who have just waited upon the Government in regard to cigarettes would no doubt be up in arms at once.

An attempt to carry on the election in New Brunswick on party lines cannot be said to have strengthened either of the parties, for their relative strength has been very little changed as a result. The Opposition has two more members than it formerly had, but, as the party cry was more loudly proclaimed by the supporters of the Government, it can scarcely be said that this increase of two is the result of party efforts.

Real estate speculators in certain parts of the United States who are alarmed at the emigration to the Canadian Northwest, are issuing pamphlets with a view to stopping the trek Northwards. The inducements offered by the Canadian Great West is too great to be appreciably influenced by the pamphlets of disappointed speculators.

Last week the Republicans in the House of Representatives, at Washington, unseated the Democratic representative from St. Louis, and gave it to a member of their own party, notwithstanding that the former was elected by a majority of about 300. Canada long ago relegated to the courts the duty of determining whether a member of Parliament was properly elected or not. There is no desire, whatever, in this country to revert to the older order of things, and the action of the House of Representatives with its attendant disorder and recriminations

is not likely to develop a desire in Canada for a change.

When President Roosevelt visited New York on February 26, he was attended by many detectives and uniformed policemen. It is evidently becoming more dangerous to be President of the United States, judging from the care which is taken to guard the life of Mr. Roosevelt than to be monarch in a European country. It will evidently soon be necessary to amend the line: "Uneasy lies the head that wears the crown," in order that it may embrace the Presidential office of the United States.

The United States authorities are taking active measures to prevent anarchists sailing for Europe. When the French liner La Champagne sailed on February 26, every passenger was closely scrutinized before going on board, and, if not known, was not allowed to pass until identified. This is a course which, while rather unexpected for the United States, is none the less commendable. If half this care had been exercised some 36 years ago, when hordes of Fenian agitators were arming at Buffalo to invade this country, Canada would have been saved a great deal of trouble and the United States would have possessed a better reputation for its observance of international law than it now does. They, however, evidently are growing wiser as well as bigger, and we, in Canada, are gratified even when they exhibit, in the slightest degree, respect for the rights of other nations. Now they are stopping anarchists, it is possible they may stop dynamiters should they ever again sail for Great Britain bent on their devilish designs.

School authorities in New York are greatly perturbed over the fact that their public schools are so crowded that 36,000 pupils are on part tuition. It is to be feared that while New York has been looking after its commercial interests it has been getting careless in regard to the welfare of those who are to be the men and women of to-morrow.

An Ottawa man, when before the magistrate the other day, described his downfall to the bucketshops. It is characteristic of the bucketshops to bail a man out of his reputation as well as of his funds

RISING SUN
IN
CAKES
WELL KNOWN & RELIABLE

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



DURABLE
3000 TONS SOLD

STOVE POLISH.
DUSTLESS, LABOR SAVING,
BEST IN THE WORLD.

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

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

MORSE BROS., Proprietors. Canton, Mass.

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

LENT: ITS CUSTOMS, OLD AND NEW.

LENT! A season classed with Christmas and more important than Thanksgiving! To the careless, a period of restriction and deprivation—and even privation; to the devout, of meditation and prayer. To Catholics, a law; to Anglicans, an option; to other Protestant churches, an inconvenience.

The very antiquity of Lent is a strong point in its observance. Irenaeus mentions the custom of keeping fast before Easter Sunday as quite old, even in his day. In Tertullian's time the Good Friday feast was "common and almost a public religion," while in the sixth and seventh centuries the sentiment was so powerful that the councils of Orleans and Toledo felt it necessary to issue canons regarding the eating of flesh.

At first, the length of the fast and the restrictions were very different from the present form. Irenaeus says the observance was irregular and lasted only 40 hours. This was the case in Tertullian's time, although the fasting was regular, lasting the time during which the "bridegroom was taken away from them." The time was gradually extended, until Socrates speaks of it as lasting in Rome the three weeks before Easter, and, in some cases, seven weeks. In the fourth century the time was extended to about 40 days, and about the year 840, was finally fixed to commence with Ash Wednesday, between which day and Easter Sunday (omitting Sundays, on which the fast is not observed) 40 clear days intervene.

A strange feature in connection with the length of the fast, whereas originally the fast evidently commemorated the time during which the body of Christ lay in the tomb, when the time was extended to 40 days, it was taken to have reference to the 40 days' fast of our Saviour in the wilderness.

In restrictions as to diet, the regulations and customs have seen many variations. When the period was only 40

hours, an almost absolute fast was observed. The Greeks commenced the abstinence from meat on Monday of Sexagesima week, and from cheese, wine, etc., on Monday of Quinquagesima week. In the fifth century some did not eat living creatures, some ate fish, some fish and fowl, some bread. Others ate no eggs or fruit, and not even bread. Some fasted until 3 o'clock in the afternoon, and were then licensed to eat anything.

In 541 the Council of Orleans forbade the eating of flesh, and in 646 the Council of Toledo declared that "those eating meat during Lent were sinners unworthy to partake in the resurrection." Interdict and excommunication were the punishments dealt out. Wine and oil were also prohibited.

The strictest rules of recent times demanded perfect abstinence from all food every fasting day until evening, attendance at public worship every day, with frequent communion, especially on Saturday and Sunday. Public amusements, especially stage plays and the celebration of religious festivals, birthdays and marriages were prohibited.

Now, however, these rules have been made much less rigorous, and dispensation can be obtained from any of the existing rules in the case of certain occupations and constitutions. In general, the laws in force in the Catholic Church are the avoidance of all meat, except fish, on every day save Sundays, and of public amusement. For breakfast "a morsel" is taken, consisting of a cup of coffee and a small piece of toast; at noon a full dinner can be partaken of, while for supper the meal consists of eight ounces of bread. Meat is allowed on all days, except Wednesday and Friday, with certain extra restrictions on the first and second last and last Saturdays. Fish can be eaten at any time, but meat and fish are prohibited at the same meals on Mondays, Tuesdays, Thursdays and Saturdays.

In the High Church, Wednesdays and Saturdays are observed, while the Low Church leaves the observance of Lent entirely optional.

It was in 1863 when the Statute Law Revision Act repealed the old laws which were never enforced. Now, although the restrictions are demanded by some churches, the observance is supposed to be a matter of conscience and desire, rather than of necessity.

In Rome, at the present day, the observance of Lent is less strict than perhaps anywhere else. Dancing, it is true, is eschewed by the orthodox, but evening receptions are more plentiful than ever. If the theatres are closed, concert rooms are all the better patronized. Every day a "station" is held at some church, and this resolves itself, for a great part, into a holiday parade.

TIP-TOP SOAP CHIPS.

"Tip-Top Soap Chips" is the name of a new cleaning preparation which has already met with a favorable reception on the market. The manufacturers claim that it is the most economical soap made. They say that one pound will go further and do more washing than two pounds of any other soap. "Soap Chips" is what the laundries use so largely, in fact, few of them use anything else. The chips are put up in neat packages. The wholesale trade have taken hold of the article and any retailer can get particulars through his jobber. The Industrial Soap and Oil Company, Limited, Toronto, are the manufacturers. It is a good article and should meet with large sales.

It is claimed that the beet-growing industry will become an important one in Manitoba in a very few years. From experiments made, it has been found that the quality of the beet grown in Manitoba soil is of the best

THE CANADIAN GROCER

LENT IS HERE.

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

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

THE ONLY YEAST WITH OREAM IN IT—
JERSEY OREAM.

THE ONLY YEAST WITH OREAM IN IT—JERSEY OREAM.

Canada for Canadians.

GILLETT v. LUMSDEN.

The case is before the Courts of Canada. Our solicitors advise that we have no right to refer to it while there, but they authorize us to say that there is no

Injunction out against us. That there never was an injunction out against us. If there was we could not manufacture, sell, or advertise

Jersey Cream Yeast Cakes.

We will give the Plaintiffs in this case a chance when appeal is decided to prove the continuous sale of a Yeast they claim to have had on the Canadian market for 24 or 25 years.

Canadian Merchants.—You like fair competition, you like honorable competition, teach imported outfits to be fair or to return to the country they came from. We have as good business men in Canada as in the world. We do not have to send to foreign countries for men to show us how to do business, there are far too many American concerns in Canada taking huge profits out of Canada to build up a country, who, until lately held Canadians in perfect contempt. See that the goods you sell are made in Canada, that the profits remain in Canada.

LUMSDEN BROS.

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

No. 9 Front Street East, TORONTO.

THE ONLY YEAST WITH OREAM IN IT—JERSEY OREAM.

THE ONLY YEAST WITH OREAM IN IT—
JERSEY OREAM.

BROOMS FOR THE MILLIONS

We manufacture from only the best Illinois corn.

NO DYE

NO COLORING

Our corn requires none of this.

Brooms for the home

Brooms for the church

Brooms for the warehouse

Brooms for the factory

Brooms for the mine

Each Broom examined when bunched.

Any culls discarded.

Prices low and profitable to the grocer.

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

Queen City Vinegar.

Quality the Best ♣ ♣

*New Company
New Goods
New Barrels.*

You will please your customer and increase your trade by handling this **Brand.** Other brands will be offered you, but insist on having "Queen City."

Order now for early Spring shipment.

Ask our Traveller to Show You Samples.

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

RAPID STRIDES.

THE Ocean Mills, of Montreal, are of comparatively recent foundation, O. Lefebvre, the proprietor, having started in business in a small way only three years ago. That in such a short time he has been able to extend the business so widely is a matter of surprise as well as of congratulation, and it also speaks well for both the quality of the goods made and the enterprise of the proprietor. Throughout Quebec Province the "Ocean" baking powder and "Chinese" starch, take a place second to none in point of popularity, and in Ontario and the West they have already gained an enviable reputation. To Messrs. Boivin & Grenier was given the agency for Quebec city, and they are now being shipped a carload of baking powder and starch for the spring trade.

Not content with his success on the home market, Mr. Lefebvre has invaded that of the United States, where but a short time was necessary to give the "Ocean" baking powder and "Chinese" starch a fair prominence. Through the columns of THE CANADIAN GROCER he became acquainted with a Liverpool firm; a short correspondence resulted in a first

order; since then his goods have regularly been sold on the English market. An agency is now necessary to look after the growing demand there, and one will shortly be established in London. Mr. Lefebvre is now in communication with a Paris firm, with the object of establishing a French agency.

This remarkable success can only be due to the fine quality of the baking powder and starch turned out by the Ocean Mills. It is gratifying to see the products of our Canadian manufacturers thus forge their way on foreign markets in the face of great competition and solely on their own merits.

THE BERLIN BEET SUGAR REFINERY.

Some interesting facts concerning the Berlin, Ont., Beet Sugar Refinery are given by The Bowmanville Statesman, the editor of which inspected the works recently.

The factory cost \$600,000, and is equipped with the most modern machinery. There were 4,000 barrels of cement used in the concrete foundations and beet sluices. The buildings are fire-proof, and 22 carloads or 400 tons of structural steel were required. It took

128 cars, whose total weight was 1,790 tons, to bring in the machinery which entered into the refinery. An average of 215 men were employed, only 10 per cent. being skilled workmen.

The sugar factory plant covers about 10 acres. The plant and room required for yards, etc., together takes up about 40 acres. The main building is 314 ft. long and averages 64 ft. in width. It is partly two and partly three storeys in height. Connected with it is the warehouse, and the two buildings have a total frontage of 460 ft. In line with the annex building is the cooper shop, a brick building 34x66 ft., fitted with all the latest machinery for the manufacture of barrels, of which it will turn out 800 a day.

The beet sheds, where the farmers deliver their crop, is 800 ft. long.

The capacity of the pumping station to the river is between 5,000,000 and 6,000,000 gallons in 24 hours.

The plant will require about 5,000,000 gallons of water per day.

The capacity of the farmers' and railway sheds is 8,000 tons of beets.

It is probable that a salmon and trout hatchery will be established at Charlottetown during the coming summer.



ccc

Don't you **SEE** that CANADIAN CREAM CHEESE is having the largest sale of any package cheese?

Don't you **KNOW** that if you are not carrying this cheese in stock you are neglecting your business, and not looking after your best interests? **FALL INTO LINE.**

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

A Word About Young Hysons :

There has been quite a demand for low-priced Young Hyson Teas lately. It is a splendid Green Tea and a good mixer also. We have a special offer to make in some half-chests. If we can't interest you it won't be our fault.

THE DAVIDSON & HAY, LIMITED

Wholesale Grocers. TORONTO.

FOREST CITY GOSSIP.

Office of "The Canadian Grocer,"

London, March 3, 1903.

IN every department of the London wholesale grocery and provision trade conditions are unaltered since last week. A good average business can be noted without particular feature. Retail men all seem to be doing a steady business, and there don't seem to be much cutting in prices. Once in a while we are told that a merchant will take a notion to run certain lines of well-known staple groceries, with the idea that it will help his general trade; but, in London, owing to the conservative style in which all do a prosperous trade, the merchant doing the cutting soon drops the edge tool he is playing with, the results proving injurious and unsatisfactory.

Saturday's city market was poorly attended, the unfavorable weather keeping many farmers from coming in. Most lines of the usual market offerings were light, and prices did not advance. It did not take long to finish up the business of the market. Every person seemed desirous of getting away home from the inclement weather.

The McCormick Manufacturing Company, Limited, have just about completed

their immense new biscuit factory. The whole plant throughout has been constructed with a view towards proper ventilation and sanitary conditions. The interior has been whitewashed from cellar to garret, which adds very much to the general appearance of the various departments. The firm expects to employ 25 to 50 more men and boys.

With the advent of spring and warm weather, when there will be a let-up in purchasing coal, the "guid man o' the hoose" very naturally expects that times will be easier, and living less expensive, but he is now confronted with an advance in the price of farmers' produce and a probable rise in the price of ice. The ice dealers have encountered very grave difficulties this year, and as yet have been unsuccessful in obtaining enough ice for their trade. To give some idea of the amount of ice consumed, it may be of interest to know that one dealer every year puts into his icehouse, 5,000 tons of ice, of which one-third melts away. Besides this, he supplies direct to a number of the brewers and manufacturers.

"Do you think the price will be raised this year?" was asked this dealer.

"I really can't say just yet," was the reply. "Of course, the dealers have been at a great expense this year in securing

their ice supply, and if the price is raised it will be because the dealers really have to make ends meet. We have no coal combine."

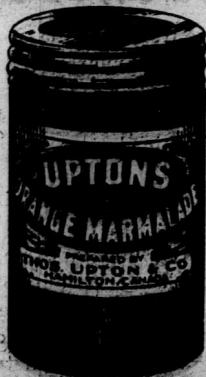
The price of coal has taken a sudden drop in London, and is being bought at \$7 per ton for anthracite.

There was an increase of \$1,176.25 in the Customs revenue in London for February; the total for the month was \$63,148; in 1902 it was \$61,972.15.

The Bain Wagon Co. had a narrow escape last week from a big conflagration in their factory at Woodstock. Several workmen were eating their dinners in the shop at the time the fire was first discovered; an alarm was hastily rung in to the firm's own fire department. Two members of the brigade rushed to the scene of the fire, carrying two tubes of "Kilfyre"; with the aid of this chemical the fire was quickly put out.

The commercial travellers of London held their annual smoker on Saturday night in their rooms in the Temple Building. It was a most enjoyable affair, several hundred of the "Knights of the Grip" being present. Much credit reflects on the management for its success.

W. H. L.



THE DIFFERENCE

in the quality of UPTON'S Jams, Jellies and Marmalades, as compared with the products of other manufacturers, is almost as great as the difference between sea and land. Superior quality of fruit and sugar, and also skill in the manufacture goes a long way towards explaining why UPTON'S is in such demand.

The Best Grocers Handle the Best.

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

DAIRY PRODUCE AND PROVISIONS

and Cold Storage News.

EFFECTS OF EMBARGO.

AS regards the action of the British House of Parliament refusing to remove the embargo on Canadian cattle, a brief history of the embargo and its effects may not be inopportune, as set forth by W. Henderson, of Perthshire, Scotland:

Under existing law Canadian cattle are only allowed to land at one port—Glasgow, in Scotland—and three or four ports in England, London and Liverpool being by far the most important. At these ports within ten days of arrival, the cattle have to be slaughtered. As a result of these conditions the buyers are confined to a few butchers in the vicinity of the ports, who, in cases of large arrivals, have only to "lie off" till near the end of the short period of grace to have the fixing of the price practically in their own hands.

For a considerable time Canada and the United States have had this market, such as it is, entirely to themselves. Argentine live cattle have been entirely excluded on account of serious and protracted outbreaks of foot and mouth disease. A few weeks ago live cattle from Argentina and Uruguay were readmitted, so that an additional competitor, with an enormous cattle population, stated to exceed over 25,000,000, will have to be reckoned with in this restricted market.

Prior to 1892 Canadian cattle were allowed to land at any port in Scotland or England. From thence they were taken to markets throughout the country and exposed for sale to all the butchers and farmers who eagerly sought them. Under these conditions the buyers would probably exceed by 100 to 1 the present number.

In 1892 pleuro-pneumonia was alleged to have been discovered in one or two Canadian cattle, and on this account they were temporarily excluded. Now, however, it has been abundantly proved, and admitted on all hands, that this diagnosis was incorrect. Since 1892 over 1,000,000 Canadian cattle have been slaughtered in Great Britain and not a trace of any contagious disease has been found in a single case.

In the belief, however, that disease had actually been proved to exist among Canadian cattle, Parliament, in 1896, passed a most unjustifiable Act permanently excluding these animals from the privilege of free entry into Great Britain.

Ever since a large section of the community has been loudly protesting against the injustice so wantonly inflicted on the mutual interests of Canada and the British public. A great impetus has been given to this agitation by the proposal, now accomplished, to readmit Argentine cattle, and an organization has been formed called "The Canadian Cattle Importation Association of Great Britain," composed of consumers (8,000,000 of whom have already directly petitioned Parliament for the removal of the embargo), farmers, butchers, and all the other various interests, railway, shipping, etc.

DEAD MEAT TRADE.

This association held a conference in London on October 23, 1902, without members of Parliament, at which the following resolution was unanimously carried: "That this conference is unanimously of opinion that the Diseases of Animals Act should be so amended as to admit of the entry into this country of cattle from Canada without the animals being subject to slaughter at the port of landing, and that all necessary steps be taken to promote and attain this object."

Some talk about a dead meat trade for Canada has been heard, but I would point out that there is a very great difference between the price of chilled beef and beef on the hoof in the British markets—a difference amounting to far more than the total value of the offal, and which cannot, I think, be compensated for by any other considerations.

The case of Argentina—with four times the length of sea voyage Canada has to Great Britain—more than bears out this view, if the real object of the dead meat trade are to avoid long journeys for live cattle and secure to the cattle-raising farmer the very best possible price for his animals. Argentina has had a few years' trial of a dead meat trade, and what do we find has been the result? That Argentine farmers have had to take about 30 per cent. less for their cattle than formerly, the export chilling business soon getting into the hands of a few wealthy companies, who simply fixed a price to suit themselves and paid 50 per cent. dividends.

After a taste of the dead meat business the most strenuous efforts have been made by Argentina to obtain removal of the embargo—efforts now crowned with success. I can't think that any cattle raiser

in Canada desires a dead meat trade, for he has only to learn from his Argentine confreres what a dead meat trade has meant to them, to enable him to judge whether that trade or a free market is the best thing. And, after all, it is scarcely necessary to say that should the embargo be removed, cattle raisers will still be at liberty to dispose of their cattle as they think best.

During the past ten years Canada has been importing her fat cattle to Great Britain, where the opinions of all the leading butchers go to show that, had these cattle been eligible to be bought by farmers, they would have been worth from \$10 to \$15 per head more. Now, with an additional competitor of such magnitude as the Argentine it is believed a fall exceeding 2c. per lb. will take place in the price of all imported cattle and the fall will be the greatest in the lower grades.

EMBARGO TO REMAIN.

The debate in the British House of Commons on February 25 was on the amendment to the address moved by Mr. Price (Liberal.) The amendment provided for the repeal of the law excluding Canadian store cattle from British markets.

Mr. Hanbury, president of the Board of Agriculture, opposing the amendment held that it would be a dangerous precedent to admit Canadian cattle and thus give them a preference over others.

He was quite willing, he said, to meet the wishes of the colonies, but 99 per cent. of the farmers of Great Britain were opposed to the admission of Canadian store cattle.

The amendment was lost by 190 to 38.

OUR EXPORT BUTTER TRADE.

The following, signed by "Another Glasgow Importer," appeared in the last issue of The Montreal Trade Bulletin:

"In your issue of January 23, I notice a letter from a Glasgow correspondent regarding the practice of Montreal merchants speculating in butter, and holding same in cold store against a rise in the market. I can endorse this complaint in every sense, and can assure those shippers that while they may make a temporary handsome profit off such speculation, they are retarding the interests of their country to an enormous extent by creating a feeling of distrust in the British markets, which, in the long

The Farmers' Co-operative Packing Co.
of BRANTFORD, Limited.

Absolutely Pure Lard

is indispensable in the kitchen, therefore an absolute necessity on the Grocer's shelves.



We Guarantee Our Lard to be Absolutely Pure.

Lard in Tierces, in 50-lb. Tubs, in 20-lb. Pails,
in 5-lb. Tins, in 3-lb. Tins.

A trial order will convince you of its high quality and purity.

When you have any

**BUTTER
OR EGGS**

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

The J. A. McLean Produce Co., Limited

75-77 Colborne Street

Telephone Main 2491.

Toronto.

F. W. FEARMAN CO.

Limited

Curers of... **HAMILTON**
"STAR BRAND" Hams and Bacon

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

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

Our English Brawn

Twelve 5-lb. Tins
in a Case.

Cooked and Ready
for Slicing.

Are you selling this line ?
If not, you are losing business.
It is positively a trade-winner and holder.
Do not delay ordering Sample Case.

The Park, Blackwell Co.,
PORK PACKERS, LIMITED
TORONTO, ONT.

run, will tell against themselves. Owing to the distance between the two countries, all orders sent to Canada are, to a large extent, confidential, and when once an importer here thinks he is not receiving fresh-made goods as he orders, he naturally takes care that he is not taken advantage of a second time. If Canadian shippers do not stop this pernicious practice, it will have the one result of sending buyers here direct to the creameries to have their wants supplied, and once they find their way there, they will not readily trouble the middlemen again."

REPORT NOT ACCURATE.

THE property committee of the Toronto city council met on Thursday, February 26 and again took up the cold storage plant for the St. Lawrence Market.

Three of the aldermen charged that the report was loaded. According to the report the city could only operate the plant at an annual loss of \$2,700, but it looked different after some comparisons with other plants had been made. Ald. Noble said that a cold-storage plant was necessary. Controller Richardson mentioned the fact that the city had been offered \$1,500 a year rental by a firm which would instal a plant on its own account.

Ald. Sheppard treated of the outlay for coal, which had provided for 1,825 tons, to cost \$6,168. He said that the Maning plant, a larger one than the proposed one, only consumed 660 tons.

Controller Oliver pointed out that the firm desiring to put in the plant had expressed willingness to guarantee that it would not consume more than 800 tons of coal a year. He was also told that only two engineers would be needed, instead of three, and he thought the report was loaded up in good shape. At the same time, he thought it was a question whether or not the city should go into the cold storage business after the statement of Mr. Harris at a recent meeting, to the effect that it was a losing venture.

Commissioner Coatsworth admitted that he had been informed that Manning's plant only consumed 550 tons, but on the other hand, the market plant would need 10 degrees more temperature.

It developed further, that Manning's plant cools 235,000 cubic feet of space, whereas the city's plant would only have to cool 131,000 feet. Ald. Noble said he was prepared to see the plant installed, even if it was run at a loss for the first year. It had to be done to make the expensive market a success.

Chairman Chisholm, of the market committee, said the butchers would not take the cold storage unless they could get it as cheap, or cheaper, than anyone else.

Ald. Burns and Controller Richardson advocated leasing the space.

Commissioner Coatsworth then presented a new report, prepared after he had seen the Manning plant, showing that the plant might be run at a profit of \$36.

It was hinted that the desire for the plant was instigated by promoters.

Ald. Ramsden remarked that Mayor Urquhart had introduced the resolution to ask for tenders for a plant, and his workshop should be the last man held up to suspicion.

The report was laid over till next meeting, and in the meantime information will be sought as to the possible revenue to be derived from a plant. The butchers, at the market, will be asked what space they would occupy, and what they would be inclined to pay for it, and Mr. Coatsworth will get some additional information as to his estimate.

The committee passed the recommendation that accommodation be provided at the south end of the St. Lawrence Market for the basket room, instead of the present location.

DAIRYING IN ONTARIO.

The first of a series of agricultural meetings in Carleton county was held under the auspices of the Ottawa Cheese and Butter Board of Bell's Corners the other day.

R. B. Fath, secretary of the cheese board, presided, and in a few opening remarks showed what a splendid means was afforded farmers by the board to dispose of their milk products.

N. G. Somerville, of Brockville, spoke on cool-curing rooms and described the processes at the school in Brockville, where the Department of Agriculture operates a room as an object lesson. Every factory, the speaker said, should have a modern curing-room. As it prevented loss in shrinkage.

A. W. Woodward, official referee of cheese and butter in Montreal, showed what the Government had done to aid dairymen in shipping their products. There were 35 steamers equipped with storage accommodation, 11 with cold storage and four with cold air which would keep butter in a temperature of from 10 to 20 degrees. Last year there was an increase of \$7,000,000 over the year before in receipts from dairy products.

Alex. McNeil, of the Dominion Fruit Department, devoted his address to the importance of cleanliness in dairying. Every stable should have a concrete floor.

OUR PRODUCE IN AUSTRALIA.

The Department of Trade and Commerce is in receipt of a lengthy report from J. S. Larke, Canadian commercial agent for Australia, in which, among other things, he regards as noteworthy the following: "Something over ten tons of frozen turkeys and geese arrived here by the ss. Aorangi from Smith's Falls, Ont.; it was

perfectly preserved and as sweet as when killed. As a whole, it was a very nice lot of birds." Orders have been given for continued shipments of frozen hogs. Some of the last shipments are declared superior to Chicago hogs, but rather heavy; prices, 12 to 13c. c.i.f.

DAIRY PRODUCE.

TORONTO.

BUTTER—Prices are unchanged. The offerings are keeping up well, with roll butter the more prominent. The best quality is absorbed as soon as it arrives. There are still complaints, however, that there is too much inferior butter coming in. Creamery remains steady with liberal supplies. We quote:

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

CHEESE—The trade is dull with prices unchanged. Stocks are now small. The increased price tends to less consumption, and so there is a less demand. Contracts have been made in the west for March and April cheese at 11 and 11½c. We quote:

	Per lb.	
Cheese, large.....	0 13	0 13½
" twins.....	0 13½	0 13½

MONTREAL.

BUTTER—The butter market is steady, and, during Lent, dealers expect that it will remain so. All stocks are cleaning up nicely, and the local trade is good. Stocks of butter held are almost the same to a package as this time last year. It is the opinion of the trade that the most of the butter now held will go into consumption at about present prices, provided the deliveries of new butter will not be too free. Dairy tubs are scarce. Large fresh rolls are receiving the most attention from buyers. Prices are unchanged from last week's quotations. We quote:

	Per lb.	
Finest creamery.....	0 21½	0 22½
Dairy.....	0 16	0 18

CHEESE—There is hardly anything to report on cheese, as nearly all the old make on the market is sold, and there is no fodder cheese coming forward. The market in England is steady, and, according to a Liverpool cable received, 13½c. spot price is being realized. For what few boxes are on the market here 13¼ to 13½c. is asked.

WINNIPEG.

DAIRY BUTTER—The same unsatisfactory state of supply continues, and very large supplies of inferior butter are coming in, and little or none fit for table use; 19 to 20c. is being freely offered for the first quality

THE CANADIAN GROCER

NOT WORTH IT.

The anxiety and worry involved in pushing an inferior article is "not worth the Candle."
Give your customers.

JAMES' DOME LEAD

It'll please them and save you worry.

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



The best is none too good for your customers. You have no doubt noticed when stock-taking time comes around the quantity of practically worthless articles on hand which you are forced to sell at any sacrifice.

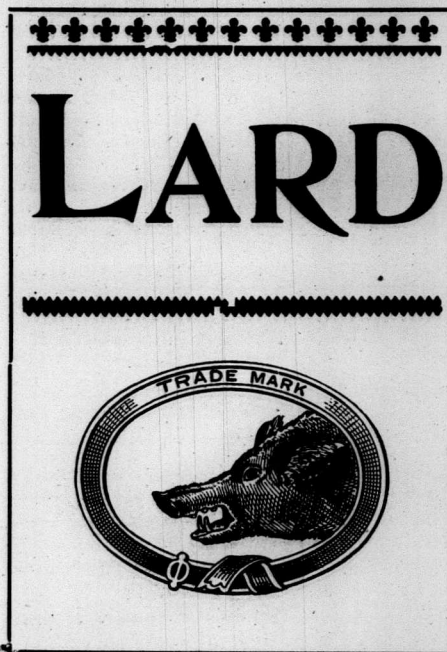
DWIGHT'S "COW BRAND" SODA

is recognized at once as saleable goods.

JOHN DWIGHT & CO.

34 Yonge Street,

Toronto, Ont.



There is one word sadly misinterpreted, that word is "substitute." Because an article is a substitute it is not necessarily inferior. The electric light is a substitute for the candle and the modern flour for the product of the windmill. Our "Boar's Head" brand of **Refined Lard Compound** is a substitute for hog lard, and is an improvement on any other frying and shortening medium. Grocers totally unable to sell other brands of Compound with any satisfaction, find that **Fairbank's "Boar's Head"** brand takes the place of every other lard with their customers, then, too, the price is about 2c. less per lb. than hog fat.

Orders can be filled by any of the leading packing houses or jobbers in Canada or direct.

Tierces	-	400 lbs.	Pails, tin	-	10 lbs.
Tubs	-	60 lbs.	" "	-	5 lbs.
Pails, wood	-	20 lbs.	" "	-	3 lbs.
" tin	-	20 lbs.			

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 fresh rolls and prints. But there are grades of butter selling as low as 10c.

EGGS—Supplies are still very small, being confined to chance cases of fresh gathered eggs and a very limited supply of guaranteed new laid.

THE PROVISION MARKETS.

TORONTO.

Dressed hogs are reported a little firmer. The market is quiet, and the supply is not very great. The butchers are practically absorbing all that is now coming forward. Beef remains the same. Mutton, lamb and veal are, however, each quoted firmer. We quote:

Dressed hogs, carlots, per cwt.	87 50	87 65
Small butchers' hogs	8 00	8 25
Beef, hind quarters	7 00	8 00
" front quarters	5 00	6 00
" choice carcasses	6 00	7 25
" medium	5 50	6 00
" common	5 00	5 50
Mutton	0 07	0 08
Lamb	0 08	0 09
Veal	8 00	10 00

In hog products, there have been several changes. The tendency in most lines last week was downward. It is peculiar that dressed hogs are dearer and hog products, on the whole, cheaper. The English market recently advanced several shillings in bacon and hog products. The demand is light, but it looks as if provisions will become steady again in a few weeks. 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	0 11 1/2
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
Bacon, per lb.	0 14	0 15
Heavy mess pork, per bbl.	21 00	21 25
Short cut, per bbl.	23 25	23 25
Shoulder mess pork, per bbl.	19 00	19 00
Lard, tierces, per lb.	0 10 1/2	0 10 1/2
" tubs	0 10 1/2	0 10 1/2
" pails	0 10 1/2	0 11
" compounds, per lb.	0 08 1/2	0 09
Plate beef, per 200-lb. bbl.	15 00	15 00

MONTREAL.

There continues to be a fairly active trade passing, and as supplies in packers' hands are small, the tone of the market remains steady. Pure Canadian lard is 1/2c. lower. We quote:

Heavy Canadian short cut mess pork	22 50	24 00
Light Canadian short cut clear pork	23 00	23 00
Canadian short cut back pork	24 00	25 50
American short cut clear pork	24 50	25 00
American fat back pork	24 50	25 00
Hams, per lb.	12	14
Bacon, per lb.	14	15
Extra plate beef, per bbl.	14 50	15 00
Pure Canadian lard, in tubs, per lb.	0 10 1/2	0 10 1/2
" " " pails, per lb.	0 10 1/2	0 10 1/2
" " " cases, per lb.	11 1/2	0 11 1/2
Fairbank's "Boer's Head" lard compound, 9 1/2c. tierce basis, with extras as follows:		
60-lb. tubs, over tierce	0 00 1/2	0 00 1/2
20-lb. tin pails, over tierce	0 00 1/2	0 00 1/2
20-lb. wood pails	0 00 1/2	0 00 1/2
10-lb. tins	0 00 1/2	0 00 1/2
5-lb. tins	0 00 1/2	0 00 1/2
3-lb. tins	0 01	0 01
Snow White and Globe compound, per pail	81 80	81 90
Cottolene pails for 60-lb. tubs, for Que. and Ont.	0 11 1/2	0 11 1/2
" 20-lb. for tubs, for Que. and Ont.	0 11 1/2	0 11 1/2

Dealers expect the hog market to remain quiet during Lent, especially for cured meats. The undertone to the market was slightly firmer, and it looks as though prices would do better shortly, as supplies on spot are limited. Frozen stock has advanced 10c., and carlots 10c. The demand was fair for small lots of frozen stock, and sales were made at \$8.25

to \$8.50 per 100 lb., and carlots at \$8.00 to \$8.10. A fair trade was done in fresh-killed hogs at \$8.60 to \$8.75 per 100 lb.

A feature of the dressed meat market was the large receipts of veal, and as the quality of the same consists chiefly of common stock, on account of the farmers killing them off too young, the market is depressed, and lower prices are to be noted. Last week some large sales were made to canners at 3c. per lb., and they will likely get more, as the arrivals were far in excess of the requirements. For fair to good stock butchers paid 4c. to 6c. per lb., but choice veal was scarce, and in demand at 7 1/2 to 8c. The market for dressed beef is also quiet, which is due to the limited demand for export cattle, and, in consequence, such stock is being thrown on the market, and prices have declined fully 1/2c. per lb. We quote:

No. 1 beef, hind quarters, per lb.	80 08	80 08 1/2
" fore quarters	0 05	0 05 1/2
Lower grades, hind quarters, per lb.	0 06	0 07
" fore quarters	0 03 1/2	0 04 1/2
Veal, per lb.	0 03	0 08
Lamb	0 09	0 10
Mutton	0 05	0 06

ST. JOHN, N.B.

In fresh pork, values are rather higher. The quantity offered this year has been larger than usual, but our packers still have to import from the west. They complain that even the small western hog is too fat. In beef, some splendid western stock is offered. Price is firm. Domestic beef is rather higher. Mutton is scarce. In veal a fair quantity is offering and there is an improved quality. In barrelled pork prices are rather higher. Beef is unchanged, with sales light. Pure lard has been offered lower, but seems rather firmer. Compound is unchanged.

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

Kane & McGrath have a car of particularly fine western beef, shipped from Fergus, Ont.

WINNIPEG.

Butchers' cattle are growing scarcer as the season advances, and prices are firming up. There are very few sheep offering, and the supply of mutton is almost entirely confined to frozen carcasses. Beef, 6 1/2 to 7 1/2c.; mutton, 8 to 9c.; lamb, 11 1/2c.

Hogs—Considerable variation in price, quotations ranging from 7 to 8c.

CURED MEATS—Market is steady, but a new price list is being prepared. Full list next week.

PROVISION NOTES.

The Dairy School at Charlottetown, P. E. I., opened February 17.

In England last week Canadian bacon advanced 1s., with a good demand at the rise.

John Ashcroft is erecting a cheese factory at Purple Valley, Ont., and hopes to have it ready for operation May 1.

In Nurnberg, Germany, there were 37,473 hogs slaughtered in 1901 and only 28,526 in 1902, a decrease of 25 per cent.

Herbert Harper and Wm. Kemball, of Woodstock, N.B., are constant shippers to St. John. Two weeks ago one of their shipments contained a steer weighing 1,500 lb.

The National Federation of Meat Traders' Association have resolved to support all efforts in England and Canada for the removal of the Canadian cattle embargo.

George M. Stern & Son, the Chicago provision brokers, speaking of pork prices say: "Hogs are relatively higher than their product. Hogs must either come down or hog prices must advance. The hog run for months will run short of last year's." J. Ogden Armour says in line with the above: "Hogs are worth more alive than when turned into cured product."

The annual meeting of the patrons of the Gala Bank Cheese Factory, situated in Wellington county, Ont., was held on February 12. The auditors' report showed that the factory began operations on May 19, and closed October 30. Total milk received was 797,400 lb.; total cheese made, 76,527 lb., for which there was received \$7,658.34; paid for manufactory, \$1,721.95; paid to patrons in cash and cheese, \$5,933.42; average price paid for butter fat, 21.6c.; average price per 100 lb. of milk, 74.4c.; average price the cheese sold for, 10c.

The securities to be held by the new corporation known as The United States Packing Co., says The Chicago Post, are those of The G. H. Hammond Packing Co., The Omaha Packing Co., The Anglo-American Flour Co., The St. Louis Beef Co., and The United Dressed Beef Co, and possibly several of the outside stock yards now controlled by Chicago interests. Chicago will be the headquarters of the combination, but as far as the public is concerned, there will be no immediate change in the operation of the individual plants under the new regime. The capitalization is not definitely known.

BUSINESS NOTES.

Swett Bros., butchers, Granby, Que., have registered.

A. Dore, butcher, Montreal, has been succeeded by Poitras Bros.

John E. Hill, butcher, of Waterford, Ont., has been burned out.

Burcovitch & Robinger, butchers, Montreal, have dissolved partnership.

The Canadian Dressed Beef and Abattoir Co., Limited, Toronto, have been incorporated.

E. E. Dore & Cie, butchers, etc., St. Louis de Mile End, Que., have dissolved partnership.

Page & Storey, grocers and butchers, of Ottawa, are offering to compromise at 50c. on the dollar.

The Ottawa Fish Co. have obtained a charter under the style of The Ottawa Fish and Game Co., Limited.

FOR LENT

SOME EXTRA CHOICE

FISH

at surprisingly low prices.

Herrings and Green Cod, the very best quality.

We have a large stock of Canned Fish that we are offering at very low prices—let us send you quotations.

SALMON

We secured a special line just for the **Lenten Trade**, and can quote them as low, if not lower, than any other house in Canada.

Write, Wire or Telephone Us for anything you need in this line.

We guarantee it will pay you to do so.

Laporte, Martin & Cie

Wholesale Grocers

Montreal

Window and Interior Displays

Timely Hints
and Suggestions.

THE NEW IDEA OF WINDOW DRESSING.

THE elaborate, time-consuming display is fast passing away. The recent holiday displays clearly showed this to be a fact. In New York, stores that for years have depended on the costly and elaborate trims from which to draw custom, have this year been content with plain, neat, business shows, where the merchandise was the chief feature in attracting attention. There are many reasons for this change. One is economy. Another is that more frequent changes are needed nowadays. People tire of a trim, and it loses its business-bringing feature after three or four days showing. One merchant says (and we think his ideas are not far wrong) that the window display that is required today, to be in keeping with the best trade, is the one where all "side-show" ideas are absent and where the display is made artistic by its simplicity and neatness. In other words, the displays that talk business, that present a silent argument, designed to influence the on-looker towards purchasing the goods on display.

Merchants are sick and tired of the old spectacular show, designed to show the cleverness of the decorator rather than the merits of his employer's goods. Many trimmers in the smaller cities still adhere to the "loud," "yellow" display. They spend two or three days on a display that will catch a crowd and perhaps block the sidewalk; but the main idea of window-dressing is lost sight of in such a display, and the window fails in its purpose, viz.: to get customers into the store to purchase. Another merchant told me that he would rather have one window display that would be the means of bringing a dozen customers in to purchase, than to have 20 displays of the spectacular sort that block the street but do not tempt the public to buy. And who could dispute this statement. There are lots of people on the street at all times of the day who like to be amused and have their curiosity aroused, but, as a rule, they are not the buying public. To sum up the question, I can safely say that everything points to a revival in the line of window decoration, and the plain, artistic, display, where the merchandise is the only feature, is the display that is required now by the best merchants in the country.

This does not necessarily follow, however, that the window dresser who has

been getting "big money" for putting in these spectacular trims is going to suffer in consequence of the "revival." He is not. His services are always in demand at a good salary. Under the new system he has just as much headwork to do; and, in fact, it requires more artistic ability to put in a simple, high-class display than was required for the elaborate trim. His displays are changed twice as often under the new idea than under the old. His duties are increased, if anything. In comparing the two systems, the new one is the one under which the high-class trimmer can feel that he earns his salary, by constantly keeping in mind that he is employed to show goods in the best possible way towards affecting their sale.

PREPARE AHEAD.

ANYTHING that is worth doing is worth doing well. Every retailer will admit that he should have a show window and have an exhibition of something in it; but too frequently it is regarded as a necessary evil, that must be disposed of in the quickest and cheapest possible manner. This is a great mistake. Good window-trimming cannot be obtained by trying to work on the inspiration of the moment, any more than an architect can build a house without first making out his plans. A man, to trim his window well, must give careful thought and study as to the material to be used and the way of using it. Before a thing is taken out of the window for a redressing, there should be a definite idea of what is to replace it. You may not follow your plans just as you originally intended them to be, but, at least, you will be able to redress your window in a much shorter time and to a greater advantage. Extra forms or stands for draping should be ready to put in the window the moment the old display is taken out. In this way the window is vacant only a short time, and you are thus able to get the most benefit out of the display.

MAKE STORE WINDOWS ATTRACTIVE.

The opinion that window displays are primarily to attract attention, says an exchange, is only half right. A live monkey might attract attention to a store, but would it sell refrigerators? A display's most important function is to call

attention to the fact that certain lines are carried. Further, it may tend to create a want.

Neat, serviceable fishing tackle or easy appearing hammocks will often cause a person who had no previous intention of procuring such articles to come into the store and make a purchase. An exhibit of nails and barb wire would be of little value, because it is taken for granted that a general store sells both.

But there are many things in a general store about which the average customer does not know. Should he be in need of such he will be at a loss unless he learns through displays or other advertisements where those articles are on sale. For example, if a man wants a chandelier and does not know just where to go for it, the first store he sees displaying chandeliers will probably sell him. Avoiding staples, we should fill our windows with novelties, lines frequently not carried by country merchants and goods which sell only during a certain season of the year.

The last requisite of display is that it makes a good impression. To do this only one line of goods and only the best grade of that should be shown. A window full of cheap cutlery might cause quite a run on those articles, but would do so at the expense of the store's reputation. Suppose a stranger in town should want to buy a set of tools and be referred to a store making such a display, would he not think "That is the place where I saw those bargain knives?" And would he not also think that if the knives were cheap the tools would be the same?

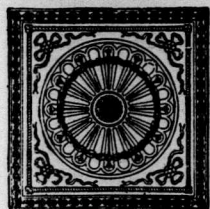
In addition to advertising the lines exhibited a window display should benefit the whole store. If the best goods are used, if the arrangement is such that they are shown to the best advantage, and if the window, as a whole, is neat and clean, this will be the result. If not, the window display has fallen short of the usefulness it should possess.

The voting on the question of granting a \$5,000 bonus to Sutcliffe & Muir for the purpose of erecting and operating a flour mill in Moosomin, showed an almost unanimous approval of the proposition. It is expected that Sutcliffe & Muir will begin building in a few weeks.

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.



Common Starch has to take a back seat now that the

Chinese Starch

is on the market.

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

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

OCEAN MILLS
MONTREAL.

BUY! USE! AND RECOMMEND



Without Reserve or Compunction

THE PURE, PALATABLE, WHOLESOME, TABLE AND PICKLING

VINEGARS

Manufactured by . . .

THE MICHEL LEFEBVRE VINEGAR WORKS
IN MONTREAL

under Government control, and manipulated by men, who since 1849 have made it a life study to produce a Vinegar that gives entire satisfaction. Many know the BRANDS, all of which have been coupled with the name **MICHEL LEFEBVRE** for many years.

Bull Dog, Quadruple Strength, Lion L Brand.

Imperial Triple Strength, Cote-D'or, Extra Super.

SOLE SELLING AGENTS FOR CANADA AND THE UNITED STATES.

THE "OZO" CO., Limited, Montreal



THE STORE ADVERTISING SCHEME

How it is Viewed by Different Interests.

A VIEW OF THE RETAILERS' SIDE.

By R. F. Evans, Corinth.

IN your editorial headed "Tying the Retailers Hands," you point out some objections to the advertising scheme. Your article is very fair, but you do not say much about the revenue the retailer will derive from this source.

"Sell your waste space" was the cry of the solicitor, and the inducement held out to the retailer was the percentage to be paid over by the manufacturer through the advertising company for the privilege of advertising in his (the retailer's) store.

The advertising rack would be placed in the store, free, by the advertising company, and 50 per cent. of the gross receipts would be handed over to the retailer. The agreement would remain in force from one to five years at the option of the company.

The agent could not say as to how the worth of different stores (as advertising mediums) would be arrived at. The right to place a card in a store in a small village would not be worth so much as the privilege of placing the same card in a large store in the city. Even in the same town you would imagine different stores would be of unequal value as advertising mediums. Would not this advertising concern have a difficulty in satisfying all the partners in the company?

Should not the manufacturer be allowed a free hand in advertising? The storekeeper would retain the right to reject any advertising that would conflict or compete with his interests. What will help the manufacturer in creating a demand for his goods will surely be of benefit to the retailer. Would not such schemes have a tendency to send the manufacturer directly to the consumer with his wares? Many manufacturers from choice now sell directly to the consumer—retailers should not compel other makers to do business in this way.

Your quotation seems to suit the case, and should be considered by every retailer before signing away his rights, viz.: "Is it not better to let well enough alone?" Corinth, Ont.

A MANUFACTURER'S VIEW.

I am very glad to find that you have taken up the matter of the Store Adver-

tising Scheme, and I think it will bear a good deal more ventilation. Merchants, as a rule, do not understand what kind of a contract they are signing, and I believe that all kinds of representations have been made by canvassers to induce merchants to enter into the arrangement. The dealer is completely tied up as to the advertising matter that may be displayed in his store for the next six years, even though only a single card is displayed, and all the rest left blank he has no option whatever as to the class of advertising that he is compelled to put before his customers. He may be a strong temperance man, but nevertheless he must display whisky advertisements. He may not believe in selling tobacco, but still he must advertise it. He may be pushing bulk teas, and entirely opposed to packages, but still he has to advertise the package teas; all, of course, providing the Store Advertising Company make contracts with the manufacturers of these goods. And as these three are among the most aggressively advertised goods in Canada, some of them, at least, are likely to be represented. Further, dealers often have exclusive rights to some particular line of goods while their competitors are handling another brand of the same class. If only one of these manufacturers should make a contract, then one of the dealers must stop advertising the line he is pushing, and help his competitor across the street by displaying advertisements of his special brand.

White enamel signs have been put up very extensively on shop windows all through Canada; these must all be scraped off unless the firms who put them up make contracts with the company. How many merchants would sign a contract to do this if they understood it? Not one in a hundred would scrape such a sign off after having given permission to put it up.

You will undoubtedly be doing the retail merchants good service if you can prevent them from going any further in this matter, as it is sure to lead to a lot of trouble for them.

St. John, N.B.

P.S.—In case you have no copy of the contract, I enclose one herewith.

J. A. McGee, president; T. W. Horne, vice-president; C. H. Westwood, sec.-treasurer; R. J. McKee, A. F. McLaren, M.P.; W. A. Hart, Sr., chief inspector; M. T. Lester, man.-director.

CANADIAN STORE ADVERTISING ASSOCIATION, LIMITED,

Head office, 52 Bay street, Toronto.

Memorandum of agreement, entered into this day of 190 , between of the first part, and THE CANADIAN STORE ADVERTISING ASSOCIATION of Toronto, Canada, of the second part.

I, the said party of the first part, do hereby agree to lease to THE CANADIAN STORE ADVERTISING ASSOCIATION, of the second part, all the space around the inside of my store, measuring

about 20 in. from the ceiling, for advertising purposes, and grant them exclusive rights for same for one year, with option of their renewing same for another five years if they so desire, my remuneration for above privileges to be 50 per cent. of their gross receipts which may accrue from such advertising in or about my store, the same to be paid to me quarterly.

In consideration of the above rights and privileges granted, THE CANADIAN STORE ADVERTISING ASSOCIATION agree that no expense for frames or advertising matter whatever shall be charged to me, "except a fee of \$1 per year," and that I shall receive 50 per cent. of their gross receipts for advertisements displayed by them inside or outside of my store.

It is further agreed by me, that in consideration of the payments mentioned above, I do hereby agree not to allow any kind of advertisement whatever to be displayed inside or outside of my premises, except which may be placed there by order of THE CANADIAN ADVERTISING ASSOCIATION, to whom I grant the exclusive right for advertising purpose.

This agreement or contract shall become operative and in force from the day they first begin to display their advertising matter, and I agree to remove all advertisements of whatever kind from my premises when notified by THE CANADIAN ADVERTISING ASSOCIATION.

It is understood that the foregoing conditions do not in any way apply to name, sign or other personal or non-commercial advertising.

In witness whereof the parties hereto have set their hand and seal.

THE CANADIAN STORE ADVERTISING ASSOCIATION, Limited.

Duplicate.

Per,

A TRAVELLER'S VIEWS.

I read with considerable interest an article on "Tying the Retailer's Hands," and again the report of a committee appointed by the Retailers' Association of Toronto to investigate the methods of the so-called Canadian Store Advertising Association in your issue of January 30.

During the past few months the writer has come in contact with many grocers and general storekeepers throughout Ontario, a number of whom have signed a contract agreeing to give the above-named association extensive advertising privileges, both inside and out of their stores, for a term of six years. Very few merchants appear to realize just where they stand under this one-sided agreement. Agents of the association have, in many instances, induced the retailer to accept the proposition by employing names of those who have signed or by various promises, which are not, and never were, intended to be embodied in the contract, and are, therefore, not binding upon the association.

I am surprised to find that, upon demand, a fee of \$1 has been paid by some who have kindly consented to sign away their advertising privileges. Many have not paid, and are now smiling at those who were so "easy." The most tempting bait handed out by the agents, paid so much per contract to bring in the unsuspecting retailer, is 50 per cent. of the receipts, less the annual assessment of \$1 as a slight consideration for allowing the association (1st) exclusive advertising privileges for six years, (2nd) to display

"THE NAME 'IMPERIAL' IS REGISTERED."



TEMPTATION

You all know what a heap of trouble poor Eve got into on account of a little apple, when she fell a victim to the temptor's wiles. It was hard luck, but she went into it with her eyes open. They opened wider afterwards when she saw the mistake she had made. ***Eve lacked experience.***

Since Mother Eve made such a bad beginning, the temptor, in various forms, has been continually getting in his fine work on the human family.

For instance, you may be worried and tempted to buy Vinegar—perhaps not a day passes that you are not asked to buy some kind or other—***with all the absolute guarantees attached thereto that the would-be seller can think of.*** He may even say, "***It's just as good as 'Imperial.'***" That's saying a good deal.

EXPERIENCE IS A GREAT TEACHER. This holds equally good in the manufacture of Vinegar. When we began making "Imperial" White Wine, we engaged the best known expert in this line in Canada—installed the most modern and tried machinery—and made QUALITY our watch-word from the start. ***That quality has made a reputation for "Imperial," and got for us the exclusive business of many of the leading pickle and sauce manufacturers in Canada.***

No risk in handling Vinegar that carries the highest endorsement of the best pickle men in the country.

"Imperial" is clear and sparkling, pleasant-flavored, full-Government strength, and (mark this) fully matured in wood before leaving our factory. To bring out the fine quality in Vinegar it must be properly matured.

DON'T BELIEVE A WORD THAT WE SAY till you've proven its truth, by comparing "IMPERIAL" with other Vinegars. Retailers who originally handled about five barrels of Vinegar a year—just ordinary Vinegar—now sell 20 packages of "Imperial" in the same time.



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

Sold by First-
Class Whole-
sale Grocers.



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.

NOW IS THE SELLING TIME FOR _____

**CALIFORNIA EVAPORATED APRICOTS.
CALIFORNIA EVAPORATED PEACHES.
CALIFORNIA PRUNES—ALL SIZES.**

WE OFFER THE LARGEST AND FINEST ASSORTMENT IN THE TRADE AT PRICES THAT WILL SHOW A PROFITABLE PURCHASE FROM ONE END OF THE PROVINCE TO THE OTHER _____

ASK US FOR SAMPLES AND QUOTATIONS, AND SEE HOW PROMPTLY WE WILL REPLY.

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

Importers and
Wholesale Grocers

any class of advertising they (the association) may happen to have, (3rd) absolutely barring the retailer from displaying any advertising which may be handed in to assist him in selling the goods he may wish to sell—surely, a most humiliating state of affairs for the retailer, who may at any time find himself called upon to display a line of advertising entirely foreign to his business and which he would refuse if it was his business to do so. If the retailer wishes to test this point, let him demand that a clause be inserted in his contract giving him the right to reject any advertisements which he may disapprove of (could anything be fairer?) and note the refusal.

A circular letter, issued a few days ago by the association, in one sentence says:

"We wish to secure the most desirable advertising first." May I not ask, what is likely to happen if the most desirable advertisers refuse to allow themselves to be used by this Store Advertising Association? Is there not a strong probability of the merchant having to display the least desirable class of advertising?

The C.S.A.A. are certainly not required to consult the wishes of the merchant, for has he not already given them a "free hand?"

I have found many entirely opposed to the scheme and prepared to prevent the agents of the association taking possession of their premises.

To those to whom promises of reward have been made, I would say, if your advertising space is worth what the associa-

tion agent has estimated it to be worth, why not ask them to guarantee at least one-half the amount, and note their refusal to comply with even this moderate request.

I would say to those who, by one means or another, have been induced to accept the terms of this agreement: Read your contract carefully; notes the clause which reads, "This contract or agreement to become operative and in force from the date on which they (the said Association) begin to display advertising," then decide whether you are prepared to surrender the rights and privileges you now enjoy. If not, the remedy is in your own hands. You must decide for or against this bold attempt at "Tying the Retailers' Hands." Barrie, Ont.

It Has Got to Come.

**YOUR BULK TEAS HAVE
GOT TO BE MADE AS PER-
MANENT IN Quality and Price**

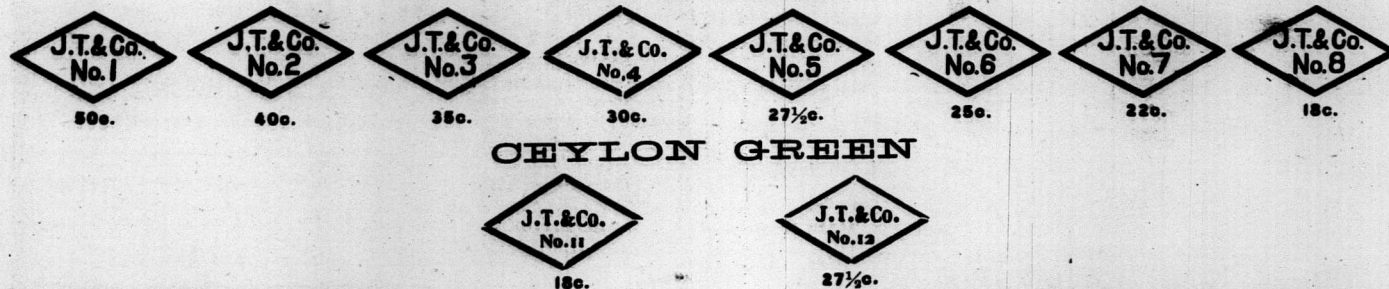
As Any Other Staple Article.

Tetley's Bulk Blends Are That.

We absolutely guarantee that the Teas you buy now will be replaced for you at same price and quality any time you want to buy, excepting under extraordinary circumstances.

You can buy any quantity from 25 lbs. up, send a sample order and be a future regular customer.

As Follows:



**Hudson Bay Co.,
WINNIPEG.**

or

**Snowden, Forbes & Co.,
MONTREAL.**

ONE AND THE SAME THING



Unconsciously you give away a part of your profits every time you give a customer Down Weight.

It may be small, but repeated dozens of times a day, hundreds of times a week, thousands of times a year—this loss represents a mighty total.

If you gave away consciously, in money, what you unconsciously give away in goods, you'd be astonished at the wastefulness incurred by using a Pound-and-Ounce Scale.

The primary benefit derived from our Money-Weight Computing Scales is in their Profit-Saving. They weigh in money. You know to a fraction the value of every article you sell by weight. No inaccurate weighing. No hit or miss calculations. The scale does the figuring and it is infallible—which grocers, grocers' clerks and the rest of humanity are not.

Sold on easy monthly payments
They earn their cost while you
pay for them.

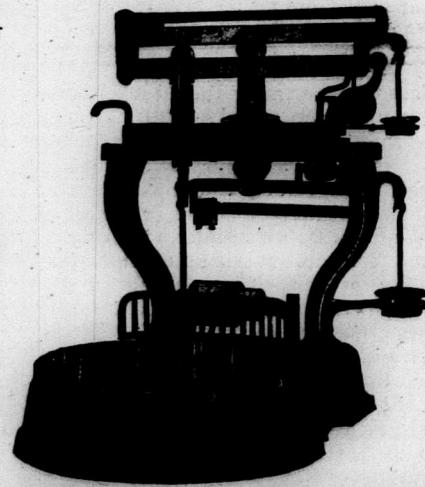
**THE COMPUTING
SCALE COMPANY,
OF CANADA, LIMITED**

164 KING ST. WEST, TORONTO, ONT.

MANUFACTURERS OF . . .

**DAYTON COMPUTING SCALES.
MONEY-WEIGHT SCALES.**

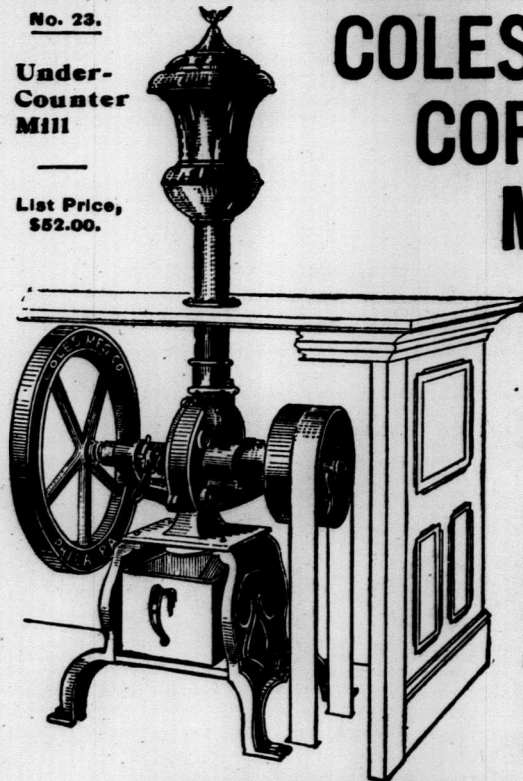
1663 Notre Dame St., Montreal, Que.
844 Pender St., Vancouver, B.



No. 23.

**Under-
Counter
Mill**

List Price,
\$52.00.



COLES COFFEE MILLS

None better for
Granulating or
Pulverizing.

Our mills will
Pulverize with-
out heating Caf-
fee.

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

**A GREAT
LABOR-SAVER.**

Our Grinders
wear longest.

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

**COLES MANUFACTURING CO., PHILADELPHIA,
PENNA.**

Hundreds of Grocers

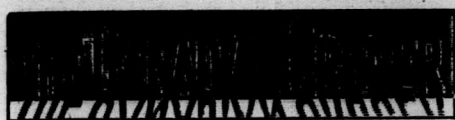
in Canada are making
money selling

Paterson's Worcester Sauce.



This is the Sauce that always gives
satisfaction to the user, and amply
rewards the retailer. If you are
not already selling it, why not begin
now?

ROSE & LAFLAMME,
Agents, Montreal.



President:
JOHN BAYNE MacLEAN,
Montreal.

The MacLean Publishing Co.
Limited

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

OFFICES,
MONTREAL - - - 232 McGill Street.
Telephone 1255.
TORONTO - - - 10 Front Street East.
Telephones 2701 and 2702.
LONDON, ENG. - - 109 Fleet Street, E.C.
W. H. Miln.
MANCHESTER, ENG. - 18 St. Ann Street.
H. S. Ashburner.
WINNIPEG - - - Western Canada Block.
J. J. Roberts.
LONDON, ONT. - - - Hiscox Building.
Walter H. Lindsay.
ST. JOHN, N.B. - - No. 3 Market Wharf.
J. Hunter White.
NEW YORK - Room 802 New York Life Bldg.
W. T. Robson.

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

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Adscript, Canada.

A CRYING EVIL OF THE WEST.

THERE is an evil that the retail trade of the Great West, particularly in the smaller towns, suffers from, and that is the continued and increasing practice of people sending to certain Toronto department stores for goods. This practice has become so common that it is very seriously menacing country retail trade. And what is there in it? It is a craze pure and simple. A very large proportion of the goods sent through by express and parcel post, if offered to the people in their home stores, even at the same price, they would not touch; in fact, no merchant would think of bringing such goods in, because he knows beforehand they are unsaleable here. And yet, simply because a certain house with the name for cheap goods, sends out catalogues and price lists, people are induced to neglect the home stores that in many instances have carried them as creditors for years.

When times were bad in the West, when there had been damaged crops for two seasons and everything was not on the high tide of prosperity that it is now, it was not the department stores who carried the farmers on their backs for three years and

let them have what they needed; it was the merchants in their own towns. These very farmers clamor from year's end to year's end for the highest price for their products.

It is not very long since a prominent farmer in the West declared he would not raise pigs because he only got \$5 per cwt. at his own station. He admitted that this price paid him well, but he thought the packer was making ¼c. more profit than he ought to do. And yet it is just such men who "round" on their country merchant and would, if possible, deprive him of business altogether. The department stores do not take any Western products, they do not buy our butter, cheese, bacon, beef or wheat. It must be all hard cash that goes to their net.

A hardware merchant who was in town during the Bonspiel, recited a rather good instance of this shortsighted policy. A man came to him and asked to buy a mop-handle. When told it was 25c., he said, "I can buy it for 15c. at Blank's," naming a certain department store in Toronto. "Perhaps you can," said the merchant, "but 25c. is the established retail price for Manitoba, and if I sold it for less I should absolutely have no profit."

The man went away and two weeks later the merchant saw him receive a mop-handle by express. On inquiry it was learned that it cost him 25c. for express. His bargain ran in this way: "15c. to Blank's for the handle, 2c. for letter ordering same, 25c. express; 42c. in all, and he had to wait two weeks for his goods. This is by no means a solitary instance.

There are not wanting signs that the country retailers are taking this matter up and are making a vigorous fight for their trade. One man who found the evil growing in his district sent out a card to all his various customers saying, "When you have your lists made out to send to Blank's give me a chance to tender on them first." One list was brought in to him amounting to \$165. He filled the whole of it, with the exception of \$5, and at the regular prices he was charging for the goods. The \$5 represented leaders that he neither had nor wanted to have in

his stock. He has filled a number of smaller orders and has had the satisfaction of being told that these customers will never send away again.

It is wise that the retail trade should take this matter seriously and make a united and determined effort to put a stop to this terrible leak in their business and profits. Manitoba farmers expect the merchants and jobbers to deal with them; they make a larger percentage of profit on their own produce, and for a smaller outlay than in any other business, and they should be willing to accord the merchants a living profit on their business. In doing this they would be serving themselves, for no one, no matter on what enormous lines he does business, can lay down the same quality of goods to be sold in Manitoba at the same price as they can be sold in Eastern Canada. What they gain as to price they, as a rule, lose as to quality.

FRENCH PEAS AGAIN.

Our remarks in last week's issue regarding the sale of Belgium peas as French goods has caused considerable comment.

The secretary of the French Chamber of Commerce of Montreal calls our attention to the manner in which the same practice was dealt with in New York.

There the French Board of Trade took legal action against such misrepresentations, having first obtained permission and power to do so from the French houses whose goods were thus imitated.

TOMATO POISONING.

The result of the analyst's examination into the supposed poisoning of two families in Montreal, which we reported several days ago, has been that the candy, which in one case was suggested, was found not to be injurious. Although colored with aniline, there was not enough in it to do any harm.

The second case, however, produced serious results. The family had eaten canned tomatoes, which, on examination, were found to contain a considerable quantity of lead. The tin was badly corroded, and these causes had made a very dangerous poison. The city health officers are watching closely for any tomatoes offered for sale in old or damaged tins.

AN IMPAIRED REPUTATION.

ON Tuesday next the Ontario Legislature reassembles for business. The Government while possessing a working majority will meet the House with ranks less strong, numerically, than were at its back prior to the general election.

The Government, of which Mr. Ross is the leader, has been, in many respects, a good one. It may have been less economical than its friends claim it to be, but it has certainly administrated the affairs of the Province in a more business-like way than has been the rule in the other Provinces of the Dominion. In regard to New Ontario, its policy is certainly to be commended, and it took hold of the railway question in a practical and business-like way, with the result that the Tamis-caming road is now in process of construction under the management of a commission.

Notwithstanding, however, the many redeeming features about the Government, it has undoubtedly lost a great deal of its popularity in the eyes of the people. In fact, the numerical strength of the Government in the house is scarcely a reflection of its strength in the country, some 7,000 more votes having been cast for their political opponents than for themselves.

The fact that the Government has lost prestige is scarcely due to the strength of the Opposition, or to any policy which it enunciated. To what, then, can be ascribed the cause? In the first place, the cry that the present party had been in power for a generation and that, therefore, it was "time for a change," no doubt influenced a great many votes. But the greatest of all factors was the strong opinion prevalent that the Government was surrounded by officials who were only too ready to resort to acts of corruption in order to keep their party in power.

In other words, a Government that was on the whole a fairly good one has had its reputation badly sullied by the officials who surround it.

While some of the Ministers of the Crown have recently been pixed up in matters which are not to their credit, we believe that the great majority of them,

while not brilliant, are at least of average ability, and would not lend themselves to acts of corruption, but at the same time they cannot escape the responsibility for the acts of their officials any more than can business men escape responsibility for the acts of their employes while performing their services.

Before the Ross Government can really possess the confidence of the people it must show a more intense desire to punish ballot manipulators and ballot stuffers, then it has in the past. It must show that it is more willing to relinquish office than to retain it by the employment of any other than legitimate means.

It is of no interest to THE CANADIAN GROCER whether the party in power be Liberal or Conservative, but it is of importance to it that the Government should be a good one, and that it holds the reins of office by merit and not by methods which would not be for one moment countenanced in the affairs of everyday life.

BUILD THE RESIDENCE.

THERE is quite a little discussion in Toronto University circles these days in regard to the relative merits of a residence and of chapter houses for the students.

A great deal is, no doubt, to be said in favor of both. It seems to us, however, largely a question of cutting the garment according to the cloth. It is a common complaint that the University is somewhat crippled for the want of sufficient funds to carry on the educational work of the institution. Under the circumstances, therefore, the preference should be given to the residence. The policy, however, of the Government, and of the Board of Trustees appears to be of the contrary character, they having already advanced money for the building of two chapter houses which are rather swell affairs, and only intended for students of more than moderate means.

A residence, on the other hand, would be for the accommodation of men of moderate means; and from this standpoint the argument is very strongly in its favor. Instead of having a number of exclusive

establishments like the chapter houses, it would be much more conducive to the welfare of university life to have a residence, wherein the large number of students from outside points could find a home at a moderate cost.

The economical phase of the argument is not, however, the only one. There is another that is perhaps equally strong, and that is in regard to the influence which life in a residence would have upon the students. By being brought into touch with each other in home life the tendency would be to broaden their minds and make them more fitted for life's duties.

It seems to us that the residence idea must eventually prevail, as the arguments in favor of it are so much stronger than those in regard to the chapter houses.

Of course, an important matter to be taken into consideration is the character of the Dean of residence. He must be a large man in the mental sense of the term and one who has sympathy with the students in their work. No one in the University probably will have greater opportunity for stamping his individuality on the students, and this makes it all the more important that he should be the man we have described.

THE HIGH COMMISSIONER'S SECRETARY

MR. J. G. COLMER, who, the other day resigned his position as secretary to Lord Strathcona, has been a faithful servant of Canada during the time he has held office. While handicapped by the fact that some years had passed since he was in active touch with Canadian industrial life and thought, he has, on the whole, performed his duties creditably, and has always been zealous to advance the interests of Canada in Great Britain. It is to be hoped that in his new sphere he will meet with that degree of success which he deserves.

In appointing a successor to him, it is gratifying to know that a Canadian has been appointed. A few years ago there were clerks in the High Commissioner's office who were dense in regard to Canadian geography. There was one clerk, for example, who, when asked for information regarding Regina, declared there was no such place in Canada.

WOMAN---THE AD. READER.

Nora Laughler, in Toronto Star.

As unto the bow the cord is,
So unto the man is woman;
Though she bends him, she obeys him;
Though she draws him, yet she follows;
Useless each without the other.

IN writing advertisements it is well to remember that the hand that rocks the cradle rules the (purchasing) world. A man reads his morning paper under pressure of time. He skims down the columns at breakfast or upon the street car. Even if he had the inclina-



Nora Laughler.

tion he has not the time to devote to reading advertisements. After supper, he probably reads more, but it is the leading articles, money markets, stocks, general news, foreign items. As a rule, ads. are ignored by him; he is too weary after a hard day's work to be bothered with the news that on the morrow he will be able to purchase three neckties for 50c. or a \$5 pair of shoes for \$3.50, or a \$3.50 derby for \$1. If he did read the announcements in all probability he would forget all about them the next day. Man is a busy animal, and if he is to be caught by an ad. he must be corralled by a strong fence of advertising. This corral may be constructed in two ways. First, by bringing very prominently before his notice some absolute personal need. His memory is usually equal to such an occasion. Second, by making his wife, mother, or sister the medium through which you reach his sense of need on his own behalf or that of his family. This is the most effective method. The query, "How to Catch a Man?" is thus answered "Through a Woman." The woman of the period purchasing her husband's neckwear is not a creature of the humorist's imagination--she is a reality. The hand that rocks the cradle rules the world and does the buying. Men may laugh, but women will shop, and quite right they are. Shopping is part of a woman's work. It is generally compulsory upon her, for Adolphus George scorns the idea of entering the store to ask for canned peas at three for 25c., or socks for little Joey at six pairs for 50c. No, Adolphus George would much prefer lording it around and paying 13c. per can for peas, and 25c. per pair for his son's and heir's hose upon any ordinary occasion than pushing and jostling in a most undignified manner through a crowded store in search of bargains. Indeed, he has a soul above bargains. Man necessarily gets measured for a suit or overcoat, therefore a good tailoring ad. is pretty sure to secure his attention. Then, he purchases his paper, pens and ink--the implements he uses in his office

--and his cigars and tobacco, but the purchasing proper is effected by his mother or wife. Jim's better half usually makes the first discovery that his shoes are giving out, and when Jim decides to purchase others he generally goes direct to the establishment whose ads. have been noticed, and, being noticed, have been talked of at the supper table or elsewhere by his worthy spouse. If Jim is so unfortunate as not to possess a wife, mother or sister to shop for him, he usually buys from the first store he sees. Woman does, in fact, 90 per cent. of the buying. Go any day, or any hour of the day, into Eaton's, Simpson's, Murray's, or any other store in Toronto (or elsewhere) and see for yourself.

Although metaphysics and philosophy may have proved that woman is intellectually a secondary factor in the affairs of humanity, yet, commonsense facts of everyday life have proved that she occupies a most important relationship to the family and race in being the determining factor--the actual homemaker and provider for personal, family and household requirements. While possibly not possessing such a versatile and highly-developed brain as man, yet she rules him. "she bends him, although she obeys him." On the average she may not be possessed of quite as high a degree of the power of reasoning as her lord and liege, yet she is vastly more capable than he of taking charge of his house and household, his children, and (frequently) the family purse. The "eternal feminine," though not generally credited with a genius for drift, is yet gifted with an admirable sense of intuition, foresight, and (don't scold me, oh, my sisters, if I add) feline subtlety to such an extent that she has proven the doctrine of "the survival of the fittest" to personally superintend the buying for her master, man. Woman undoubtedly has less genius for mathematics. She may not, in many cases, be capable of working out a simple problem; she may feel almost tearful at the sight of a long column of figures that she is incapable of adding up correctly, but her capability for striking bargains, her influence in the purchasing realm, are sufficient to move or to stop the wheels of industry throughout the civilized and

commercial world. Newspapers and magazines cater to this fact; ad-writers realize it to a very large degree. Take up almost any journal of to-day and you will find but few advertisements that appeal directly to men--only such ads. as tobacco, cigars, machinery, firearms, etc. The vast majority appeal directly to women. In the whole category of merchandise for "the seven ages of man"--from infant's food for the new-born babe to hairgrower for the baldness of age--from the cradle to the altar, from the altar to the tomb, advertisements are addressed to women.

Thus, it is well to bait your advertising hook or load your fowlingpiece according to the fish or game you seek. As 90 per cent. of the advertising has to interest women in order to be successful, it must be written to attract their attention and convince their judgment, and be placed where they are sure to see it. The 20th-century woman delights in knowledge--she is a human interrogation mark. What she does not know she is willing to learn. As she is constantly in search of information, the most natural source is through the columns of the daily press and the magazines. I believe, therefore, there are no better mediums than these to reach women.

ICE CREAM WITHOUT LABOR.

The "XXth Century Freezer" is a new and improved device put on the market by United Factories, Limited, Toronto, for bringing about the most satisfactory results in making ice cream without the customary laborious agitating process, and at the same time will save many times its value in ice and salt. It cannot get out of order and is always ready for use. It has proven its claim as being an invention of great merit, and is certainly worthy the attention of every user of this refreshing delicacy. United Factories, Limited, Toronto, will be pleased to furnish full particulars to all parties interested.

VISIBLE STOCKS OF LARD.

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

	1903. Mar. 1.	1903. Feb. 1.	1902. Mar. 1.	1901. Mar. 1.	1900. Mar. 1.	1899. Mar. 1.
Liverpool and Manchester	13,500	11,500	5,500	6,500	29,000	42,000
Other British ports	3,500	3,500	3,500	5,000	6,000	8,000
Hamburg	15,000	20,000	13,000	9,000	10,000	15,000
Bremen	2,000	1,000	1,000	2,000	3,000	3,000
Berlin	2,000	1,000	2,500	2,000	2,000	3,000
Baltic ports	10,000	9,500	8,500	6,500	5,000	10,000
Amsterdam						
Rotterdam	2,000	2,500	2,500	1,000	2,000	2,500
Mannheim						
Antwerp	7,500	4,000	2,500	1,500	3,000	7,000
French ports	500	250	1,800	4,500	4,000	8,500
Italian and Spanish ports	500	500	1,000	1,000	1,000	1,000
Total in Europe	56,500	53,750	41,800	39,000	65,000	100,000
Afloat for Europe	50,000	55,000	75,000	75,000	60,000	65,000
Total in Europe and afloat	106,500	108,750	116,800	114,000	125,000	165,000
Chicago prime steam	12,293	17,763	58,361	44,272	112,017	144,007
Chicago other kinds	12,011	13,251	13,567	8,283	14,251	11,482
East St. Louis	None	None	1,545	7,321	9,000	13,500
Kansas City	6,423	3,545	12,241	7,268	4,713	21,914
Omaha	3,703	2,272	6,302	2,771	3,340	5,308
New York	6,525	4,186	7,904	7,465	9,621	17,689
Milwaukee	862	848	2,300	2,078	7,041	6,973
Cedar Rapids			1,030	2,356	4,159	1,969
South St. Joseph	2,694	1,756	5,276	3,099	1,395	4,478
Total tierces	151,011	152,371	225,326	198,913	290,537	392,320

STILL CLIMBING UP.

The enormously increasing demand is getting decidedly interesting.

"SALADA"

Ceylon tea is beyond all question the best and purest ever placed upon the market, and is so extensively advertised that the grocer is in the happy position of having customers brought to his very counter.

"Salada" Ceylon GREEN tea sales continue to grow, they are fast displacing Japans. There are 11 million packets of **"Salada"** Ceylon tea sold per annum, or equivalent to 21 packets for every minute of our lives.

Address, **TORONTO or MONTREAL.**

Offices at New York, Chicago, Boston, Buffalo, Detroit, Pittsburg, Cleveland, Washington, Providence, and Wheeling, W. Va.

Every process in the manufacture of Sunlight Soap is supervised by expert chemists

There's nothing left to chance; everything is worked out on scientific and absolutely accurate lines. The result is a pure, good soap that washes the clothes white and won't injure the hands.

We could save a great deal of money with cheaper materials and less expert attention for a time. We have to maintain the reputation of

SUNLIGHT SOAP

and it pays us to make the best soap on the market.

LEVER BROTHERS LIMITED, TORONTO

WE PREPAY
FREIGHT ON

CELLULOID STARCH

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

THE BRANTFORD
STARCH WORKS,

limited.



ONTARIO MARKETS.

Toronto, March 5, 1903.

GROCERIES.

THERE has been a marked improvement in the state of trade since our last issue. Jobbers are generally satisfied that, considering the off-season, business is above the average. In several lines, the progress is distinctly marked; canned goods, particularly so, as is also dried fruits and syrups. Prices generally, remain firm and healthy. Canned goods are unchanged. Coffees are weaker, and this, notwithstanding a slight move in some markets and also a decrease in the world's supply, the decrease in the world's visible supply of coffee during February being between 200,000 and 250,000 bags. Nuts are unchanged; stocks are getting low, shelled Grenoble walnuts being quite exhausted. Rice remains firm at the old prices. Spices are firm with an upward tendency. Syrups remain steady. Sugars are developing rapidly. In London, Eng., and New York the markets are firm and advancing. Tea has still an upward tendency, and it is the general opinion that now is the buyers' opportunity. Dried fruits are remaining firm at old prices. We quote:

CANNED GOODS.

The demand for these goods has improved decidedly since our last issue, the sales of corn, salmon and fruits being particularly marked. We quote:

Apples, 3's.....	0 90	1 00
gallons.....	2 20	2 25
Asparagus.....	2 75	3 00
Beets.....	0 70	0 95
Blackberries, 2's.....	1 50	1 70
Blueberries, 2's.....	1 00	1 25
Beans, 2's.....	0 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 85	1 00
sifted.....	1 00	1 10
extra sifted.....	1 25	1 30
Pears, Bartlett's, 2's.....	1 25	1 50
3's.....	1 75	3 00
Pineapples, 2's.....	2 25	2 50
3's.....	2 25	2 60
Peaches, 2's.....	1 65	1 90
3's.....	2 50	2 75
Plums, green gages, 2's.....	1 10	1 25
Lombard.....	1 00	1 10
Danson, blue.....	1 00	1 00
Pumpkins, 3's.....	0 95	0 95
gallon.....	2 65	2 65
Rhubarb.....	1 40	1 65
Raspberries, 2's.....	1 50	1 75
Strawberries, 2's.....	0 90	1 00
Succotash, 2's.....	1 65	1 65
Tomatoes, 3's.....	3 25	3 25
Lobster, talls.....	3 50	3 70
1-lb. flats.....	1 75	1 80
1-lb. flats.....	1 00	1 25
Mackerel.....	1 50	1 80
Salmon, sockeye, Fraser.....	1 40	1 45
Northern.....	1 50	1 80
Horseshoe.....	0 05	0 15
Cohoos.....	0 95	1 00
Chums.....	0 14	0 16
Sardines, Albert, 1's.....	0 20	0 23
Spo.....	0 14	0 14
".....	0 13	0 13
".....	0 20	0 25
".....	0 25	0 27
P. & C., 1's.....	0 35	0 38
Domestic, 1's.....	0 04	0 04
".....	0 09	0 11
Mustard, 1 size, cases 50 tins, per 100.....	8 00	9 00
Haddies.....	1 00	1 10
Kipper herrings.....	1 00	1 55
Herrings in tomato sauce.....	1 00	1 70

CANNED MEATS.

Comp. corn beef, 1-lb. cans.....	1 50	1 65
2-lb. ".....	2 75	3 00
6-lb. ".....	8 25	8 25
14-lb. ".....	19 50	19 50
Minced callops, 2-lb. can.....	2 60	2 60

Lunch tongue, 1-lb. ".....	3 00
2-lb. ".....	7 00
English brawn, 2-lb. ".....	2 45
Camp sausage, 1-lb. ".....	2 50
2-lb. ".....	4 00
Soups, assorted, 1-lb. ".....	1 50
2-lb. ".....	2 20
Soups and Boull, 2-lb. ".....	1 80
6-lb. ".....	4 50
Sliced smoked beef, 1/2 s.....	1 60
1 s.....	2 80

COFFEES

The business in coffee is still slow and prices are somewhat lower in the lower grades on the local market. The Havre market reports a slight advance. Notwithstanding that universally there is a decrease in the supply, prices remain practically unchanged in both Brazilian and United States markets. We quote:

Green Rio, No. 7.....	Per lb. 0 07
" No. 6.....	0 07 1/2
" No. 5.....	0 08
" No. 4.....	0 08 1/2
" No. 3.....	0 09 1/2
Mocha.....	0 23 0 28
Old Government Java.....	0 22 0 30
Santos.....	0 09 1/2 0 10 1/2
Plantation Ceylon.....	0 26 0 30
Porto Rico.....	0 22 0 25
Gautemala.....	0 22 0 25
Jamaica.....	0 15 0 20
Mara aibo.....	0 13 0 18

NUTS.

The demand is steadily slowing down generally. There are now practically no shelled Grenoble walnuts in the market, but other stocks are unaffected. We now quote:

Brazil.....	Per lb. 0 15 0 17
Valencia shelled almonds.....	0 30 0 35
Tarragona almonds.....	0 13
Californian almonds.....	0 19 0 20
soft shell walnuts.....	0 19
Formegetta almonds.....	0 11
Jordan shelled almonds.....	0 49 0 52
Peanuts (roasted).....	0 08 0 10
(green).....	0 08 0 10
Cocoanuts, per sack.....	3 75
per doz.....	0 60
Grenoble walnuts.....	0 13 0 14
Marbot walnuts.....	0 11 1/2 0 12
Bordeaux walnuts.....	0 11 1/2 0 12
Sicily filberts.....	0 11 0 11 1/2
Naples filberts.....	0 09 1/2 0 10
Pecans.....	0 13 0 15
Shelled walnuts.....	0 27 0 28

SUGAR

The sugar market has developed considerable strength since our last report. Holders of raw sugar are indifferent sellers and are looking for higher prices. Meanwhile, prices are nominal at the basis last quoted, viz., 3 1/2c. for 96 test basis last quoted, viz., 3 1/2c. for 96 deg. test centrifugal. Holders at producing points are asking fully 1-16c. advance, and it looks as if the advance would be established in the near future. Despite the difference between the parity of centrifugals and beet sugars, noted in our last issue, the latter description has made a further advance of 2 1/4d. for the week and is now firmly held at 8s. 5 1/4d. per cwt., f.o.b. Hamburg. This firmness in Europe will tend further to strengthen the hands of holders of cane sugars and it is interesting to note, in view of the great disparity between beet and cane, that British refiners are inquiring for Cuban sugars, which heretofore have found their only market in the United States. Receipts at the three United States Atlantic ports for the week ending February 25 were 32,719 tons, whilst meltings remained unchanged at 20,000 tons, thus increasing stock for the week by over 12,000 tons, say, to 153,009 tons,

against 83,548 tons at the same period last year. To latest uneven dates combined stocks of European and American show a decrease of 208,571 tons against the same period in 1902. A cable from F. O. Licht, the well-known statistician, indicates moderate decrease in the beet sowings for Germany, which is quite in accord with the general expectation in view of the prospective withdrawal of the bounties. In refined, prices in Canada advanced 10c. per 100 lb. on March 3, and quotations are now as per list below. The market is very strong at the advance, and there are indications that this is but the beginning of the upward movement which has been anticipated for some time past, and for which there seems to be every justification in view of the increasing strength of raws. At the moment of going to press we have received notice of an advance on the New York market of 5c. per 100 lb on refined sugars. We quote:

Paris lumps in 50-lb. boxes.....	4 63
in 100-lb. ".....	4 53
" "Domino" brand, 50-lb. boxes.....	4 58
" "100" ".....	4 48
St. Lawrence granulated.....	3 58
Redpath's granulated.....	3 98
Acadia granulated.....	3 95
Maple Leaf granulated (Berlin).....	3 88
Crystal " (Wallaceburg).....	3 88
Beaver ".....	3 98
Imperial ".....	3 78
Phoenix.....	3 88
Cream.....	3 73
Bright coffee.....	3 73
Bright yellow.....	3 68
No. 3 yellow.....	3 63
No. 2.....	3 43
No. 1.....	3 33
Extra ground icing (bbbls).....	
Powdered (bbbls).....	

RICE AND TAPIOCA.

The situation in regard to rice is still that of strength. New York market reports are that only moderate supplies come to hand. Prices are maintained and better quotations are anticipated. The distributing business was still very active. Tapioca is weakening somewhat. We now quote:

Rice, stand. B.....	Per lb. 0 03 1/2	Per lb. 0 04
Patna.....	0 05 0 05 1/2	Tapioca..... 0 02 1/2 0 03 1/2
Japan.....	0 05 1/2 0 06	

SPICES

In spices the general disposition of the outside markets is to keep firm. Pepper is not in over demand and prices remain unchanged. Ginger is decidedly firm. We quote:

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

SYRUPS AND MOLLASSES.

There has been a decided move in the demand of canned syrups since our last issue and the market is in good condition for firm business. Prices are unchanged. We quote:

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

TEAS.

The markets are remaining decidedly firm. London is showing a disposition to further advance. The strong statistical position described in our last issue, is having a marked effect on the markets. An active demand has revealed itself, resulting in an advance of $\frac{1}{4}$ to $\frac{3}{4}$ d. per lb. on some grades, in both Indian and Ceylons. We learn that British-grown greens and Olongs are receiving more attention in the London markets and are meeting with ready sales. It is expected this will appreciably influence the imports of black tea into that market from now on. The local markets are low in both Indian and Ceylon greens on spot, for which there is some demand. Business on the street is somewhat slow, wholesalers being reluctant to increase their stocks until further exhausted. We quote:

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

FOREIGN DRIED FRUITS.

CURRENTS.—These have been in good demand during the past week and are still creating interest, the prices being well maintained. We note that a large cargo of this fruit has been recently landed at New York en route for Canada. The sale of prunes continues good. In the outside markets prices are disposed to advance. On the local market prices are firm. There is a general disposition for firm trade in dried fruits generally. Sultanas are slightly easier, notwithstanding that stocks are well reduced and there is still several months' consumption to work off the present supplies. We quote:

CURRANTS.	
Fine Filiatras.....	Per lb. 0 05 up 0 07
Patras.....	Per lb. 0 06 0 06 $\frac{1}{2}$
RAISINS.	
Valencia, fine off-stalk.....	Per lb. 0 07 0 08
selected.....	0 08 $\frac{1}{2}$ 0 09
selected layers.....	0 09 0 10
Sultana.....	0 09 0 13
California seeded, 12-oz.....	0 08 $\frac{1}{2}$ 0 09
1-lb. boxes.....	0 10 $\frac{1}{2}$ 0 11
unseeded, 2-crown.....	0 07 $\frac{1}{2}$ 0 08
3-crown.....	0 08 0 08 $\frac{1}{2}$
4-crown.....	0 09 0 10

DATES.	
Hallowees.....	Per lb. 0 04 0 05
Sairs.....	Per lb. 0 03 $\frac{1}{2}$ 0 04 $\frac{1}{2}$
Fards.....	Per lb. 0 07 $\frac{1}{2}$ 0 08

PRUNES.	
100-110s.....	Per lb. 0 04 0 04 $\frac{1}{2}$
90-100s.....	0 04 $\frac{1}{2}$ 0 05 $\frac{1}{2}$
80-90s.....	0 06 0 06 $\frac{1}{2}$
70-80s.....	0 06 $\frac{1}{2}$ 0 07
60-70s.....	0 07 0 07 $\frac{1}{2}$
50-60s.....	0 08 0 08 $\frac{1}{2}$
40-50s.....	0 08 $\frac{1}{2}$ 0 10

CANDIED PEELS.	
Lemon.....	Per lb. 0 10 0 12 $\frac{1}{2}$
Orange.....	Per lb. 0 11 0 13
Citron.....	Per lb. 0 15 0 18

FIGS.	
Tapnets.....	Per lb. 0 04
Naturals.....	Per lb. 0 06 $\frac{1}{2}$ 0 09 $\frac{1}{2}$
Elemes.....	Per lb. 0 10 0 15

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

PEACHES.	
California evaporated.....	Per lb. 0 08 0 12

GREEN FRUITS.

The market has been more brisk than usual, the demand for Valencia and navel oranges having acquired a strong tone. Strawberries have at last come on the market, and although the price puts them beyond the reach of most buyers, the sight of fresh fruit will have a stimulating influence on the demand for all fruits. Tomatoes are arriving more freely and are taking on a finer color. Bananas show a slight raise in price and cucumbers have come down a little. We quote:

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

VEGETABLES.

The market is picking up with the warmer spring weather. Fresh onions and rhubarb are a little more plentiful and prices are down. We quote:

Cabbage, per doz.....	0 40
Cabbage (red), per doz.....	0 50
Carrots, per bag.....	0 40
Parsnips.....	0 50
Turnips.....	0 30
Onions.....	0 75
Beets.....	0 50
Lettuce, per doz.....	0 35 0 40
Mint and parsley, per doz.....	0 20
Artichokes, per peck.....	0 25
Fresh onions, per doz. bunches.....	0 12 $\frac{1}{2}$
Rhubarb.....	1 00
Radishes, per doz. bunch.....	0 50

COUNTRY PRODUCE.

EGGS.—A further decline in the price of eggs has almost convinced dealers that prices are down for good. It is much earlier than usual for eggs to sell at 15c. for new-laid, but the warm weather and the amount of cold storage that has been carried have effectually lowered prices until the approach of the cheap season. The pronounced easier feeling has proven that eggs are on the down grade. Last year at this time prices were 23 to 24c., but the mild March weather brought the prices down with a jump just a week after to 12 to 14c. We quote:

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

BEANS.—We quote:

Handpicked.....	Per bush. 2 10 2 25	Per bush. Prime..... 1 95 2 00
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DRIED AND EVAPORATED APPLES.—We quote:

Dried apples.....	Per lb. 0 04 0 04 $\frac{1}{2}$	Per lb. Evaporated..... 0 06 0 06 $\frac{1}{2}$
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HONEY.—We quote:

Extracted clover, per lb.....	0 08 $\frac{1}{2}$ 0 09
Comb, per doz.....	1 50 1 75

POTATOES.—There is comparatively nothing of interest in the market, Prices range about the same. We quote:

Eastern stock, on tra k, per bag.....	1 00
Best Ontario stock, on track, per bag.....	1 10 1 20

POULTRY.

What few turkeys there are are selling at 16 to 18c., with chickens (young), 85c. to \$1.

FISH.

Of course, the demand for fish has increased materially on account of Lent. Stocks are fair and prices the same. We quote:

FISH FOR LENT.

OYSTERS, FINNAN HADDIE, British Columbia Sea-mon. LABRADOR HERRINGS, SMELTS, BLOATERS, FROZEN SEA HERRINGS, HOLLAND HERRINGS, DIOBY HERRING. We carry a full line. Frozen, smoked, and salted fish, and would be pleased to have your orders.

WHITE & CO.

Write for Price List. TORONTO.

COX'S GELATINE Always Trustworthy ESTABLISHED 1726.

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

FISH AND OYSTERS WHOLESALE.

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

FRESH FRUIT and FISH....

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

HUSBAND Bros. & Co. Wholesale Fruit and Commission Merchants. 82 Colborne St., TORONTO. Phones, Main 54, Main 3428.

McWilliam & Everist

Commission Merchants. Fruit Importers and Exporters.

Canadian Apples a Specialty.

CORRESPONDENCE SOLICITED

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

25 and 27 Church St., TORONTO, Can

Long Distance Phone Main 645. Warehouse Phone Main 4384.

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.

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**

**McGregor's Home-Made
MARMALADE**

The best thing on the market.

Strictly Clean and Absolutely Pure.

PACKED IN
Quart Gems—16-oz. Glass 10-oz. Glass.

Try sample shipment. Write for prices.

**CLEMES BROS.,
TORONTO.**

Trout, per lb.	0 08
Pike	0 04 0 05
British-Columbian salmon, per lb.	0 09 0 10
Whitefish, per lb.	0 07 0 08
Mackerel	0 15 0 20
Extra smelts	0 12 0 14
Halibut	0 09 0 10
Live lobsters	0 25
Oysters, standard, in small pails	3 75
" " large	6 25
" " selects	4 65
Smoked ciscoes, per basket	1 25
Digby herring, per bundle	0 75
Finnan haddies, in 15-lb. boxes	0 06 0 08
Pure boneless cod	0 06 1 80
Quail on toast, per lb., in boxes	0 05 0 04 1/2
Boneless cod	0 04 1/2
Kipper herring, per box of 5 doz.	1 00
Labrador herring, in 1-bbls.	3 00
Lake herring, in 100-lb. kegs	4 00
Salt sea salmon, per 100 lb.	8 00 10 00
" " mackerel, per kit.	2 00
Sea " per 100	1 50 1 60
Bloaters, Yarmouth, per box	1 10 1 25

GRAIN, FLOUR AND BREAKFAST FOODS.

The market is somewhat stronger with a good demand for corn cereals. Prices are unchanged. We quote:

Red wheat, per bushel	Per bbl.	0 70 0 72
White wheat	0 70 0 72	
Barley	0 40 0 45	
Oats	0 35	
Peas	0 76	
Buckwheat	0 52	
Rye, per bushel, (on track, Toronto)	0 50	

FLOUR.—We quote:

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

BREAKFAST FOODS.—We quote:

Oatmeal, standard and granulated, carlots, on track	4 30
Rolled oats, standard, carlots, per bbl., in bags	4 00
" " " in wood	4 15
" " " for broken lots	4 25
Rolled wheat, per 100-lb. bbl.	2 25
Cornmeal	3 50
Split peas	4 75
Pot barley in bags	4 00
" " in wood	4 15
Swiss food, per case	2 88
Aunt Sally's Pancake Flour, per case	2 00

HIDES, SKINS AND WOOL.

The market is fairly strong with calfskins picking up a little. Wool is quiet. We quote:

HIDES.—We quote:

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

CALF SKINS.—We quote:

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

WOOL.—We quote:

Unwashed wool, per lb.	0 08 1/2 0 09
Fleece wool	0 16
Pulled wools, super, per lb.	0 15 0 17
" " extra	0 19 0 20

SEEDS.

The export of alsike has entirely ceased, leaving what appears to be too large a stock in the country for the domestic trade. The soft weather has scarcely been with us long enough to get the jobbing trade going. Alsike will, no doubt, see lower prices. Red clover and timothy remain unchanged. We quote:

Alsike, aboard at outside points, per bush	5 00 6 00
Red clover	6 50 7 25
Timothy	1 75 2 25

The "Salada" Tea Co. shipped out this week 17 Grand Trunk loads of goods.

White & Co. have a car of "Sunflower" brand navel oranges this week. This brand is an old-timer and a very popular one in past years. Judging from the quality it will be a rapid seller.

White & Co., Front street east, Toronto, received their first refrigerator chest of 80 boxes of strawberries last week, direct from Florida. The fruit showed up remarkably well, being firm and of good color, and sold rapidly at 60c. per box wholesale

CANADIAN MEATS CHEESE and BUTTER.

Consignments handled in—

London, Liverpool, Glasgow,

or sold cost freight and insurance.

WHITELEY, MUIR & CO.,

Head Office, 15 Victoria Street.

LIVERPOOL, - ENGLAND.

SEND YOUR NAME if you have, or will get,

H AND H
TRADE MARK

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

H. J. ASH

WHOLESALE FRUIT and PRODUCE
COMMISSION MERCHANT.

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

66 Colborne Street, - TORONTO.

WILLARD & CO.

Wholesale Produce and Commission
Merchants.

Consignments Solicited of

BUTTER, EGGS, POULTRY

and all kinds of Produce. Prompt returns.

86 Front St. E., - TORONTO.

Winnipeg Brokers.

M. B. STEELE

Wholesale Commission Merchant
and Broker.

Correspondence and Agencies Solicited.

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

E. NICHOLSON

Wholesale

Commission Merchant

and Broker.

Correspondence Solicited from
Manufacturers and Shippers.

WINNIPEG, MAN.

OUR BUSINESS METHODS

Regardless of the Cost of our Stocks, we always drop our prices promptly in accord with lower markets, and we even anticipate them when we can, but we are very slow in advancing our prices when the situation favors us.

We do our business honorably—on broad lines—and in a manner which cannot fail to be agreeable as well as profitable to our patrons and gratifying to ourselves.

A few trial orders will convince you of **OUR RELIABILITY.**

VAN CAMP PACKING CO., Indianapolis, Ind.

Van Camp	2-lb. tins	Red Kidney Beans,	Cases 2 doz.	\$1.25 per doz.
Van Camp	$\frac{1}{2}$ -lb. tins	Boned Chicken,	Cases 2 doz.,	3.00 "
Van Camp	1-lb. tins	Boned Chicken,	Cases 2 doz.,	5.50 "
Van Camp	$\frac{1}{2}$ -lb. tins	Boned Turkey,	Cases 2 doz.,	3.00 "
Van Camp	1-lb. tins	Boned Turkey,	Cases 2 doz.,	5.50 "
Van Camp	3-lb. tins	Hominy,	Cases 2 doz.,	1.40 "
Van Camp	2-lb. tins	Macaroni and Cheese,	Cases 2 doz.,	2.40 "
Van Camp	$\frac{1}{4}$ -lb. tins	Potted Ham,	Cases 4 doz.,	.60 "
Van Camp	$\frac{1}{2}$ -lb. tins	Potted Ham,	Cases 2 doz.,	1.10 "
Van Camp	$\frac{1}{4}$ -lb. tins	Devilled Ham,	Cases 4 doz.,	.60 "
Van Camp	$\frac{1}{2}$ -lb. tins	Devilled Ham,	Cases 2 doz.,	1.10 "
Van Camp	$\frac{1}{4}$ -lb. tins	Potted Tongue,	Cases 4 doz.,	.60 "
Van Camp	$\frac{1}{2}$ -lb. tins	Potted Tongue,	Cases 2 doz.,	1.10 "
Van Camp	$\frac{1}{4}$ -lb. tins	Potted Chicken,	Cases 4 doz.,	1.20 "
Van Camp	$\frac{1}{2}$ -lb. tins	Potted Chicken,	Cases 2 doz.,	1.80 "
Van Camp	1-lb. tins	Plum Pudding,	Cases 1 doz.,	3.00 "
Van Camp	2-lb. tins	Plum Pudding,	Cases 1 doz.,	5.50 "
Van Camp	3-lb. tins	Sauer Kraut,	Cases 2 doz.,	1.40 "
Van Camp	1-lb. tins	Concentrated Soups,	Cases 4 doz.,	1.10 "

HUDON, HEBERT & CIE

Importing Wholesale Grocers and Wine Merchants,

MONTREAL.

ONE OF THE MOST LIBERALLY MANAGED FIRMS IN CANADA.

The use of Cream in Yeast would be a positive injury.
The use of Gillett's Cream Yeast in making
bread is all right.


Gillett vs. Lumsden

To put it mildly, the advertisement of Lumsden Bros., in issue of this paper of February 27th, contains a number of mis-statements. It is an easy matter to make statements, but much more difficult to prove them and we defy them to prove statements in that advertisement. In the advertisement they say there never was an injunction granted against them, or, at least, this is what they endeavor to say. We emphatically state that the court records show that The Honorable Mr. Justice Street on July 10th, 1902, granted us a **PERPETUAL** injunction, restraining Lumsden from using the word "Cream" in connection with Yeast or Yeast Cakes, and this injunction is still in force. We have so notified the trade several times, and our solicitors (Messrs. Masten, Starr & Spence) will, before long, take proceedings to collect damages from merchants handling the imitation goods, as well as from Lumsden Bros., as we are **determined** to prevent all infringements of our registered trade-marks.

We wish to be fair to our customers and all concerned, and should we be compelled to bring damage suits, it will not be our fault, but the fault of those who have not heeded our warning. On general principles we are opposed to any concern (be it a small one or a large one, a hard-up one or a wealthy one) appropriating the established name or trade-mark of another. The trade name in question (Gillett's Cream Yeast) is a valuable asset of this company, and we will fight anyone to the last ditch who disputes our right to it.

MERCHANTS. You are told in the advertisement referred to, that you like fair and honorable competition. We ask, is it fair and honorable for any concern to trade on reputation of goods made by this company in introducing a similar article? Is it fair and honorable to endeavor to make you believe that our goods are not made in Canada, when the fact is, every article we produce has been manufactured continuously for the past **17 YEARS** in the building known as 32 and 34 Front Street West, in the city of Toronto? Is it fair and honorable to cause you to think that this is a United States company when such is not the case? There are nearly 300 Canadian merchants interested in this company as stockholders, and every man, woman, boy, and girl, employed in our factory and office, as well as each representative on the road, is a true and loyal British subject.

Why did not this concern, who talk about being fair and honorable, stop the infringement of our trade-mark when their attention was first called to it, and thus do away with the necessity of any litigation, especially as they did not have a leg to stand on? Their ideas of fair and honorable treatment seem to be very peculiar and slightly confused.

 Refuse all imitation articles. It is always safer to handle the genuine. You **are** safe in handling

GILLETT'S CREAM YEAST.

You take big chances in having anything to do with

LUMSDEN'S CREAM YEAST.

E. W. GILLETT COMPANY LIMITED

(An all-Canadian Company)

In all cases give Canadian-made goods the preference.

TORONTO, ONT.

Beware of imitators and their products.

Here is a List of Our Leading Articles :

Magic Baking Powder, Gillett's Perfumed Lye, Magic Baking Soda, Gillett's Washing Crystal, Gillett's Cream Yeast, Imperial Baking Powder, Gillett's Cream Tartar, Royal Yeast Cakes.

NOVA SCOTIA MARKETS.

Halifax, March 2, 1903.

TWO months of 1903 have now passed and, on the whole, the wholesale grocery trade has not been up to the average of the last three years, although, considering a period of ten years, the average was fairly well maintained. Many of the jobbers and retailers have only been buying just sufficient to meet present requirements, but, as their stocks are running very low, the slightest change in general conditions should result in heavy buying and greater activity in the wholesale line. The firmness and high prices of many commodities has, no doubt, been the cause of this slackness in business, and at present there is little sign of any easier feeling prevailing.

Prices in breadstuffs are very firm and the higher grades of flour have been subject to advances. Cornmeal is firm, owing to the fact that millers are unable to procure corn as fast as they require it. Oatmeal and rolled oats are also firm, though lately they were subject to considerable weakness. Beans remain firm at very high prices, considering other years.

There is no material change in hay, and considerable is coming into the hands of dealers, as the producers are able to haul the same from their stacks and barns on the meadows and marshes. Oats remain at about last week's quotation. Feeds are now very firm, and this is the season when they are most in demand.

Butter is slightly easier, as dealers are able to import from Montreal to advantage. Usually, this is only in the cheapest grades, but lately large quantities of fresh-made creamery has been imported, and it gives good satisfaction. The best is just now about out of this market, and the lower grades are bringing about the usual prices of the best. Eggs are rather scarcer than usual at this season of the year, but Montreal limed have been imported to advantage. As the season advances, especially if spring opens early, the price of eggs will go down very quickly, as the price has been abnormally high all winter.

The burning out of Moir, Son & Co.'s large bakery and confectionery works, which occurred on Saturday night, will be a distinct loss to the city and will seriously affect the large number of workmen employed by them, who number about 350. The property destroyed is estimated at \$140,000, with about \$76,000 insurance. The firm is already making arrangements to rebuild, and in the meantime will commence operations on a small scale in temporary quarters. It will, however, be a serious loss to the firm by breaking up business connections and otherwise. The firm has made arrangements already to fill their contract for supplying the army and navy with bread. This firm baked daily 40,000 loaves. Other sufferers in the grocery business by the fire are: T. D. Stewart, with a loss of \$3,000, covered by insurance; Adams & Co., with a loss of \$1,500, fully covered by insurance; Wm. Austin (confectionery), stock totally destroyed, valued at \$2,000, partially covered.

There is no change in the sugar market. Wholesalers report that molasses, in both Porto Rico and Barbados, are opening up much higher. They are not buying largely at present, as they seem to think that prices will gradually come down to old figures. R. C. H.

THE MARKETS

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.

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

BUTTERMAKER WANTED FOR CREAM-gathered creamery. Apply, with references, A. G. Calder, Winthrop, Ont. f

WANTED—BAKER—MUST BE STRICTLY first-class on bread and cakes. Apply, with references, also stating salary expected, to M. McLean, box 362, Brandon. f

SALESMAN—CALL ON GROCERY AND hardware trade—experienced and a hustler. Call, 8 to 9 a.m., 88 King west. f

THREE EXPERIENCED EGG MEN WANTED. Apply J. A. McLean Produce Co., Toronto. f

BUTCHER WANTED—SINGLE MAN—state wages, experience and references. Box 101, Harriston. f

WANTED—SKILLED PACKING HOUSE men; good wages to good men. Apply to The Collingwood Meat Co., Limited, Collingwood. f

WANTED—BOY FOR WHOLESALE grocer's office; neat and rapid writer, willing to make himself generally useful. Box 370, Telegram. f

SITUATION WANTED.

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

FOR SALE OR RENT.

PORK PACKING ESTABLISHMENT—PETERBORO—f.r sale or rent; best hog section in Canada; good established trade. For easy terms, apply Geo. Carton, Peterboro'. f

FOR SALE.

FOR SALE—GENERAL STORE—STOCK about \$4,000; splendid opening for a live man. Apply Geo. B. Hearn, Richard's Landing, Algoma. f

A SNAP—GENERAL BUSINESS FOR SALE at rate on the dollar; parties not caring to buy stock, will rent first-class store for term of years. Apply at once, R. H. Benson & Co., box 117, Dundalk, Ont. f

RUNNING GENERAL STORE—STOCK about \$3,000; exceptionally fine location and premises; clean, well-assorted staple stock; at rate; country village. Box 445, Globe. f

EVAPORATOR AND APPLE BUTTER PROPERTY for sale; good local trade and plenty of fruit. Box 235, Globe Office. f

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

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

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

Canned Goods

ALL KINDS
Wanted

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

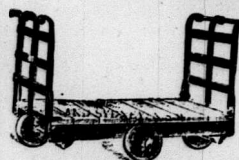
by the undersigned, who is in a position to place big quantities amongst the largest wholesale buyers in England.

Highest References.

Alex. S. Duffus, Jr.,
27 Leadenhall St.,
LONDON, E.C., ENGLAND.

TRUCKS

for Warehouse
and Factory.



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

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

MADE IN CANADA.

H. C. SLINGSBY,

Agent for Canada.
Factory, Ontario Street,
Temple Building,
MONTREAL.

A Thief and A Scoundrel.

The manufacturer who will put up injurious flavoring extracts and label them of perfect purity and extra fine quality, is a thief and a scoundrel. To be safe confine yourself to the use of such flavors as your experience and judgment tell you are of the purest quality. **Jonas' Delicious Flavoring Extracts, Vanilla, Lemon, Orange, etc.,** are just as they are represented to be. If not the cheapest they are the best, and no puddings, cakes, creams, or other table delicacies are spoiled by their use.

THE CANADIAN GROCER

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



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



BORDEN'S CONDENSED MILK CO.

Originators of Condensed Milk.

Established 1857.

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

"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



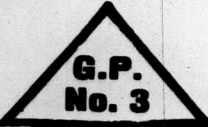
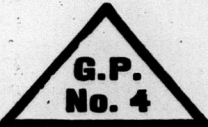
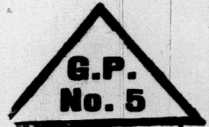
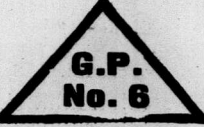
Quinine in a palatable form—50 years' reputation.

Export Agents:

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

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

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

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

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

George Payne & Co., Limited,

Wholesale Tea Blenders, Importers and Exporters,

Minories, London, E.C., Eng.

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

CORKS CORKS

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

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

Telephone Bell Main 65
Merchants 522.

Toronto Branch, 87 YORK ST.
TELEPHONE MAIN 204.

Telephone orders receive prompt attention.

**BLACK,
MIXED,
CEYLON GREEN**

**IT'S
A
BUSINESS
BRINGER**

When a woman enters your store and sees Blue Ribbon Tea on your counter she at once makes up her mind that you (you) are a first-class grocer. Then she tells her friends.

MANITOBA MARKETS.

Winnipeg, March 2, 1903.

TRADE has been steady throughout the week. The weather has been exceptionally fine and warm and this has tended to slightly increase interest in spring goods. Prices are steady, there being scarcely a variation in any line.

FLOUR—There is an active domestic trade and a fair amount of export. Western domestic trade shows a marked increase over previous years, owing to the largely-increased population. All the mills are oversold. We quote:

No. 1 patent \$2 15
No. 2 patent 1 95
No. 3 patent 1 60

CEREALS—Trade steady in all lines. An increasing demand for such package foods as Force and Malta Vita. We quote:

Rolled Oats, 80-lb. sacks \$1 75
Standard and granulated oatmeal 2 40
Cornmeal 1 65
Split peas 2 70
White beans 2 40
Pearl Barley 3 30
Pot Barley, per sack 2 20
Rolled Wheat, per sack 2 25
Wheat Granules, per sack 2 00
Cream of Wheat, per case 5 50
Malta Vita, per case 4 50
Force, per case 4 50

CANNED GOODS—Market quiet and steady and without change of price in any line. The sales of canned vegetables continues small, owing to the high price. Canned fruits are selling at about as usual. We quote:

Tomatoes, according to brand \$3 50 \$3 65
Corn 2 10
Peas 2 00 2 10
Beans 1 65
Canned Fruits—
Strawberries, in heavy syrup 3 00
preserved 3 30
Raspberries, in syrup 2 90
preserved 3 30

Black raspberries 2 60
Pineapples, whole, imported 4 10
grated, imported 3 85
Pitted red cherries 4 50
Apples, 3s 2 40
Apples, gallon 1 30
Plums, according to brand 2 25 3 60
Apricots, Californian 4 10
Peaches 4 75
Pears 4 95

EVAPORATED FRUITS—The prices of all Californian evaporated fruits are firm and with a tendency to advance. We quote:

Apricots, according to brand 0 08 0 09
Peaches, according to brand 0 08 0 09
Pears 0 09 0 10
Nectarines 0 08
Silver prunes 0 08
Black pitted plums 0 08
Evaporated apples 0 06 0 07

PRUNES—We quote:

120s 0 03
90-100s 0 04
80-90s 0 05 0 05
70-80s 0 06
60-70s 0 06
50-60s 0 07
40-50s 0 07

RAISINS—We quote:

Fine off-stalk Valencias 2 35
Layer 3 60
Sultanas 0 02 0 10
2-crown muscatels 0 07
3-crown " 0 08
4-crown " 0 08
Seeded " 0 10 0 10

CURRENTS—We quote:

Fine Filiatras, in cases 0 04 0 05
Cleaned Filiatras 0 05

DATES—We quote:

New dates, in cases 0 05 0 07

FIGS—We quote:

56-lb. bags, cooking figs 0 04
In mats 0 04
Table figs, according to brand 0 10 0 13

SUGARS—Business normal and no change in price. We quote:

Best granulated 4 45
Light yellow 3 85

RICE—Steady trade and no change in prices. We quote:

B rice, according to size of package 0 04 0 04
Japan rice 0 05 0 05
Patna " 0 05
Tapioca 0 03
Sago 0 03

HONEY—A very fair trade is being done in honey, particularly strained honey. We quote: Choice pure white clover in 1-lb jars \$2.25 per doz.

GREEN FRUITS—Small quantities of Florida tomatoes are coming in and a few pineapples. With these exceptions, there are no additions to the staple's winter list. Business is quiet for the time being, and prices are without change. We quote:

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

VEGETABLES—A few lines of early vegetables are being imported, principally lettuce and celery. During the fine days of the past week there has been considerable movement in stored vegetables, as it has been possible to get into storage cellars and other places without danger of frost. We quote:

Californian celery, per doz 0 75 0 90
Lettuce 0 40
Paranips, per bush 0 40
Cabbage, per ton 15 00
Carrots and beets, per bu.sh 0 40
Onions, per bu 0 60
Potatoes, " 0 40
Turnips, " 0 25

H. T. Parmer, flour and feed merchant, Vancouver, B.C., is advertising his business for sale.

HINTS TO BUYERS.

Contributors are requested to send news only not puff. of goods they handle, or the arrival of standard good 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.

E. D. Marceau is just receiving 50 bales of very fine Mocha, and 25 bales choice Zanzibar cloves, which he offers at close prices.

Buyers of molasses should get samples and prices from H. P. Eckardt & Co.

Dixon's carburet of iron stove polish is in store with W. H. Gillard & Co.

A fine 10c. bottle of pickles, 8 doz. to bbl., is being offered by W. H. Gillard & Co.

L. Chaput, Fils & Cie., are offering French alimentary peas at attractive prices.

H. P. Eckardt & Co. report a good business in repeat orders for Hudson's dry soap.

W. H. Gillard & Co. report large sales of "Aurora" table syrup in 5-case lots from factory.

A new line of green Ceylon tea, to be retailed at 25c., is to hand with L. Chaput, Fils & Cie.

L. Chaput, Fils & Cie., have a carload of Hallowee bright dates, which they offer at very low prices.

"Wheatine," a fine breakfast food, in bags, is being offered by W. H. Gillard & Co.; 2-bag lots delivered.

"We find a good demand for canned fruit. We have a large assortment, and our prices are right," say H. P. Eckardt & Co.

The R. & J. H. Simpson Co. report the arrival of another car of superior New Orleans molasses, bbls. and 1/4-bbls. The price is in the buyer's favor.

E. D. Marceau is offering a lot of bleached Jamaica ginger at lower figures than were ever heard of here before. The quality is extra fine, and the price, in bags, is 12 1/2c. per lb.

The R. & J. H. Simpson Co., tea importers, Guelph, have just received a large consignment of Japan and Ceylon green tea, which they are quoting at interesting prices.

PERSONAL MENTION.

Mr. Charles Chaput, senior member of Messrs. L. Chaput, Fils & Cie, accompanied by Mrs. Chaput, left for St. Augustine, Florida, on Friday, February 27. They will spend there a six week's holiday.

Mr. Geo. H. Macfarlane, general Western representative of E. W. Gillett Co. Limited, is now looking after the company's business on the Pacific coast, and reports trade in that part of the Dominion to be first-class.

Year In—Year Out

The demand for

Clark's Meats is steady.

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

60 Varieties.

"Sarnia" OIL

LAMP

Equal to best American Oil.

GROCERS ALL SELL IT.

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

SAMUEL ROGERS, President.

EPPS'S

GRATEFUL.
COMFORTING.

IN 1/4-LB. LABELLED TINS. 14-LB. BOXES.

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

THE MOST
NUTRITIOUS.

COCOA

THE STRONG POINT IS

Capstan Brand Pure D. S. F. Mustard,

MANUFACTURED FROM CHOICE ENGLISH SEED.

Put up in Tins to retail at 10c.

Ask your grocers for it, or see our travellers.

The Capstan Manufacturing Co.,

TORONTO, ONTARIO, CANADA.



FANCY CALIFORNIA, NAVEL, ORANGES

VALENCIA, SEVILLE.

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

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

GRIMBLE'S English Malt

Six GOLD Medals

VINEGAR

GRIMBLE & CO., Limited, London, N.W., Eng.



ONTARIO.

A. E. LAMBERT, a well-known and popular member of the Commercial Travellers' Association, died in Toronto after a brief illness. The remains were taken to Kingston for interment. The deceased was one of the western travellers for the Canada Furniture Co.

A. A. Osborne & Co., general merchants, Midland, were recently installed in their new and up-to-date store. The new premises present a very attractive appearance, great ingenuity having been displayed in the different arrangements.

The bee industry of Ontario seems, at the present time, to have poor prospects. There is scarcely any demand for honey, and, consequently, a large stock has accumulated, and the price has dropped; it is 1c. lower per lb. than at this time last year.

In order to effectually protect the fisheries on the Rainy River and the Lake of the Woods, the State of Minnesota and the Dominion Government are acting conjointly. An agreement has been made by which a close season will be established in May and June, and the size limit will be defined; provision will also be made for the prohibition of certain devices employed in catching fish.

QUEBEC.

The trade in hay between the United States and the Province of Quebec is said to be assuming large proportions.

NEW BRUNSWICK.

A fish dealer of St. John reports that the supply of fish is no more than equal to the demand, and that there is a possibility of a scarcity during the Lenten season; the weather has interfered with the fishermen's work.

BRITISH COLUMBIA.

On February 14, the new Dominion fisheries protection cruiser, Kestrel, was launched at Vancouver. It is the first Government boat built on the Pacific Coast, which made the launching an especially interesting event. The new vessel has been constructed in the most up-to-date fashion, and is well adapted for her duties.

A complete biscuit plant, for the manufacture of both plain and fancy biscuits, will be added to the Ramsay confectionery and syrup factory, Vancouver, during the coming year. The preparatory cost of the

addition will be about \$25,000, and when completed from 40 to 50 more men will be employed by the firm.

PRINCE EDWARD ISLAND.

The contract for the building of the lobster hatchery, to be established in Hillsborough Bay, has been awarded by the Department of Marine and Fisheries to Parkman & Crabbe. The hatcher will begin operations as soon as the lobster season opens, and will remain so for about three months.

NORTHWEST TERRITORIES.

J. M. Young, of the Regina Trading Co. and ex-president of the board of trade of that city, has disposed of his interest in the business, and will open up a real estate office.

Regina is to have an agricultural college and experimental station. The necessary funds for its maintenance during a couple of years have been raised, and the college will be established very shortly. The seven main branches of practical agriculture will be taught by an efficient staff under the directorship of W. H. Courd, LL.D., of the Dominion Department of Agriculture. The fee for a term will be \$10.

S. Sargent, one of the principal merchants in Dawson, says that there is a marked development of trade in the Yukon during the last 12 months, although the output of gold was disappointing to most of the miners. Abnormal prices are, he says, a thing of the past; labor which used to be worth \$12 per day is now to be had for from \$3 to \$4, and, of course, there is a corresponding decrease in the price of provisions and board.

FRAUD IN THE FISH TRADE.

Editor CANADIAN GROCER,—It is a great wonder to me that many of the grocers throughout the country have not made use of your columns to complain about the abominable condition of the fish trade. Of course, there are really very few retailers in Ontario to-day who know much about fish—unfortunately for the public—and it may be on that account there are so few kickers. The consumption of many lines of fish has decreased of late tremendously, and it is due a great deal to the fact that people who like fish cannot procure from any of the dealers what they could a few years ago.

Herrings are placed in the hands of wholesale houses for distribution and branded as "Labradors" which are nothing but a fraud. They are branded either in Hamilton, Toronto, or down in the

Lower Provinces, at people's discretion. And the way the majority of them turn out is proof of the fact that they are nothing more or less than very ordinary fish, both in size and quality.

Half barrels of sea salmon are placed in the hands of retailers and supposed to contain 100 lb. of fish, but if the retailer takes the trouble to examine them he will find that they only run from 85 to 90 lb. net weight. Then, again, look at the finnan haddie trade. How many men buying a case 30 lb. weight, supposed to be, ever get more than 26 or 28 lb., and so on it goes. If the grocers, both wholesale and retail, of this country would hunt up items of this description right in their business, they would not have to be squirming so much all the time at the loss of profit.

WATCH DOG.

[Remarks: This is not the first time the question has been raised in regard to this matter, but "Watch Dog" has revived it. We would like to hear from other dealers.—THE EDITOR.]

CATALOGUES, CALENDARS, ETC.

A PRETTY CALENDAR.

Very handsome indeed is the calendar for 1903, issued by the Equitable Life Assurance Society of the United States. It is arranged on six pages, size 13 x 10 in., which are held together by a silk ribbon. On each of the pages is a beautiful representation of "A Bit of American History," all being cuts of ladies displaying the American flag at different periods in its history; they are in order: "The Flag of Our Own Times," "Our First National Flag," "Our Pine Tree Flag of the Navy," "Our First Union Flag," "Our Liberty Flag," and "Our Rattlesnake Flag." The plates are exceptionally fine, the outline and color combining to give an exquisite effect.

SYDNEY'S RETAIL CLERKS.

The Retail Clerks' Protective Association, of Sydney, held an enthusiastic meeting recently. A large amount of business was transacted, special attention being paid to the early-closing question. The reports of the various committees show remarkable success, the business men having given great encouragement. The following officers were installed:

- President—J. L. Bray.
- First Vice-President—H. T. Payne.
- Recording-Secretary—S. S. Aymar.
- Second Vice-President—J. Connick.
- Treasurer—E. M. Reid.
- Financial-Secretary—W. R. Keirstead.
- Guardian—C. Harshman.
- Guide—W. B. Bowser.

THE CANADIAN GROCER

Thou art losing a profit that might easily be thine if thou dost not handle that exquisite Quaker Tea.



BLACK OR GREEN.
POUNDS AND HALVES.

QUAKER ^{CEYLON} TEA

TRY A
SAMPLE ORDER.

J. A. Mathewson
& Co.

MONTREAL

Wholesale Agents
for Canada.

SODA BISCUITS

The original "Cream" Sodas, only made by us; the others are copies of the "Registered" article. The original are in 3-lb. Round-Cornered Tins only.

THE CANADA BISCUIT CO., LIMITED

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

King and Bathurst Streets, TORONTO.

**BOECKH'S
BAMBOO HANDLE
BROOMS**
Sell themselves
but not the buyer

**BOECKH'S
PAINT
BRUSHES**
Have many imitators
but no rivals

**BOECKH'S
HOUSEHOLD
BRUSHES**
For every purpose
in the house

Cane's
Newmarket
Woodenware
and
Boeckh's Brushes
and Brooms

**BOECKH'S
HOUSEHOLD
BRUSHES**
Just what the dealer
wants for Spring trade

**BOECKH'S
HORSE
BRUSHES**
Are leaders in profit
and satisfaction

**BOECKH'S
STABLE
BROOMS**
Leave no room for
improvement

make the best of all window displays for the Spring Trade. They suggest housewives the need of replenishing their household appliances before housecleaning time, and carry a wide margin of profit to dealers.

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

UNITED FACTORIES,

Head Office: TORONTO. LIMITED.

MONTREAL BRANCH: 1 and 3 DeBresoles St.

LONDON BRANCH: 71 Dundas St.

FINANCE AND INSURANCE

THE day has gone by when Canadian financial, insurance and banking institutions confined their operations to the limits of the Dominion. During the past couple of years the tendency to expand and to invade other countries has become quite marked. Some of our banks have now branches in different parts of the United States and in the West Indies. Our insurance companies have followed suit. Among the latest of the latter class to invade the United States is the Manufacturers' Life Insurance Co., of Toronto. It is now arranging to establish a branch in Michigan, and a deposit of \$100,000 in bonds of the Michigan Central Railway Co. has been made by that company with the State Treasurer as a preliminary step to doing business there.

During the last session of the Dominion House of Commons it will be remembered that the C.P.R. obtained authority to increase its capital by \$20,000,000 in order to procure funds for improving its system. Large as this sum was, it is proposed by the Pennsylvania Railroad Co. to expend an amount far in excess of this figure. The sum it proposes to expend is \$67,000,000 on its line east of Pittsburg.

It is asserted that some of the steel manufacturers in the United States have succeeded in turning out a steel tie for railroads at a price which will allow of its general use. Of course, this is something that has long been desired, and if the present efforts are as successful as claimed, it should, no doubt, appreciate the value of the steel stocks on the markets. It is estimated that in the United States alone about \$10,000,000 per year would be expended on steel ties if they come into general use.

The annual report of the Merchants' Fire Insurance Co. showed a most gratifying condition of the company's affairs. The gross premium income was \$55,725.31, and the number of policies in force, 7,896.

The coming of age of The Toronto General Trusts Corporation, which was established in 1882 by the present managing director, J. W. Langmuir, was marked by the submission to the shareholders at the annual meeting on February 25 of a financial statement of the year 1902, indicating continued prosperity and increasing confidence in this pioneer amongst Canadian corporations which undertake the duties of a trustee. The profits of the year's operations of the company under consideration, while of a very satisfactory character to the shareholders, bear a very moderate ratio to the \$20,000,000 of estates in its care.

During the year 1902 the deposits with The Canada Permanent and Western Canada Mortgage Corporation increased \$176,610.71, while the amount invested in its currency bonds increased \$395,619.32. Thus, the amount of Canadian funds for which this company has afforded a safe and profitable investment has increased in one year by the large sum of \$572,430. Following as it does similar large increases in previous years, this may be taken as another indication of the remarkable prosperity our Canadian people are enjoying. We say "Canadian" people, because neither its depositors nor bondholders are confined to the city of Toronto, but are to be found in every Province and Territory of the Dominion. It

also clearly indicates the confidence which all classes of the people have in the Canada Permanent, a trust which is well merited, as it is based upon a solid foundation of capital, reserve fund and assets. Its paid-up capital of \$6,000,000 is equalled by only three of our largest banks. Its depositors, either in Toronto or elsewhere, are afforded every customary facility. Accounts may be opened and money deposited and withdrawn by mail without any inconvenience. Its bonds are a legal investment for trust funds.

In their weekly letter of February 27 Amelius Jarvis & Co., Toronto, say, in part, as follows, regarding the local stock market as far as banks are concerned:

The public here have also shown considerable attention to certain bank stocks. Dominion Bank has advanced several points. We have not been able to obtain reliable information as to the cause of its sudden rise. A bonus is hinted at, but no official information can be obtained. Bank of Ottawa sold yesterday at 220, closing with a bid at that price, none being offered under 223. This is, of course, ex-allotment, and is high-water mark for the stock. At the risk of repetition we would say that we believe this stock is not as high as it deserves to be when one considers the splendid condition of the finances of the bank. The stock of the Bank of Commerce has always been selected by us as an excellent investment for our clients. We have also felt that, besides a fair return upon their money, considering the security afforded, they have, in addition, a very good chance of substantial increase in the price. Within the last few days there has been heavy buying of the stock. Under its influence the price advanced sharply, sales taking place yesterday at 168½, the stock closing with 168½ bid, 169 asked; while this morning the price advanced still further, the stock selling at 170. This bank has for some years shown a policy successfully combining sound business methods with great progressiveness. A short time ago they absorbed the Bank of British Columbia, which had a very strong hold upon the business of British Columbia. There is still a portion of Canada where the bank is practically unrepresented, that is the Maritime Provinces. Yesterday an announcement was made of an increase of the capital of the bank from \$8,000,000 to \$10,000,000.

The bank of Toronto will shortly open three new branches in Toronto and Montreal. One at the corner of Queen and Spadina avenue, Toronto, as soon as their new building at that prominent corner is completed, and one at the corner of St. Catherine and Guy streets, Montreal. The office is in the Board of Trade Building, Montreal, to which reference was made in our last issue. This bank is giving public notice of its intention to apply to the Treasury Department for authority to increase its authorized capital from \$3,000,000 to \$4,000,000.

FINANCIAL AND INSURANCE NOTES.

The Royal Bank will shortly open branches at Pembroke and Prescott.

A new branch of the Merchants' Bank of Canada has been opened at Olds, Alberta.

H. H. Beck has been reappointed managing director of The Manitoba Insurance Co.

E. R. Blanchard, cashier of the Bank of St. Hyacinthe, Que., died suddenly on February 15 of hemorrhage of the brain.

Herbert Fox, accountant of the local branch of the Standard Bank, Kingston, is joining the staff of the head office in Toronto.

The clearing house of Winnipeg was established in 1893, and the first full year's clearing was \$50,311,000. This increased to \$188,370,000 in 1902.

The Canada Permanent and Western Canada

MORTGAGE CORPORATION

Toronto Street, TORONTO.

Paid up Capital, - \$6,000,000
Reserve Fund, - 1,500,000
Resources, - 23,000,000

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

DEPOSITS.

\$1 and upwards received on deposit and interest thereon paid or compounded half-yearly at 3½%

DEBENTURES.

\$100 and upwards are received and debentures for fixed terms issued therefor with interest half-yearly at 4%

GUARANTEE BONDS.

We issue Bonds of all descriptions--At a minimum cost. Write for particulars.

We also issue ACCIDENT and SICKNESS Policies, on the most approved plans.

The Dominion of Canada Guarantee and Accident Insurance Co'y.

Head Office: TORONTO.

THE TIME TO INSURE IS
NOW

While you are WELL, STRONG and INSURABLE.

THE

**Confederation
Life**

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

PROTECTION FOR YOUR FAMILY.
PROFITABLE INVESTMENT FOR YOURSELF.

Pamphlets and full information sent on application.

W. H. Beatty, Esq.,
PRESIDENT.

W. D. Matthews, Esq., Frederick Wyld, Esq.,
VICE-PRESIDENTS.

W. C. MACDONALD,
ACTUARY.

J. K. MACDONALD,
MANAGING DIRECTOR.

HEAD OFFICE, - TORONTO.

THE BANK OF TORONTO.

(Incorporated 1855.)

Head Office: - TORONTO, ONTARIO.

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

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

SEND FOR OUR BLUE BOOK ON "BANKING."

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

BRANCHES:

TORONTO—Cor. Church and Wellington streets; cor. King and Bathurst streets; cor. Queen and Spadina ave.
MONTREAL—Cor. James and McGill streets; cor. St. Catherine and Guy streets; at Board of Trade, and at Point St. Charles.
ONTARIO—Barrie, Brockville, Cobourg, Collingwood, Copper Cliff, Creemore, Elmvalle, Gananoque, London, London East, Millbrook, Oakville, Peterboro', Petrolia, Port Hope, St. Catharines, Sarnia, Stayner, Sudbury, Thornbury, Wallaceburg, Gaspe, P.Q., Rossland B.C.

INVESTMENT SECURITIES,
GOVERNMENT, MUNICIPAL
AND CORPORATION BONDS

Yielding from 3½ to 6½ per cent.

Four per cent interest allowed on funds awaiting investment.

A. E. AMES & COMPANY

MEMBERS OF THE TORONTO STOCK EXCHANGE.

BANKERS

18 KING STREET EAST, TORONTO.

WESTERN ASSURANCE COMPANY.

Incorporated 1851

FIRE AND MARINE

Head Office
Toronto, Ont. Capital Subscribed - \$2,000,000.00
Capital Paid Up - 1,000,000.00
Assets, over - 2,320,000.00
Annual Income - 2,300,000.00

HON. GEO. A. COX, President.

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

C. C. FOSTER, Secretary.

EXPERT SERVICE.

This is An Age of Specialists.

In every department of professional and commercial life expert service is required.

The Trusts Corporation is a specialist in all the duties pertaining to the offices of EXECUTOR, ADMINISTRATOR, or TRUSTEE and its knowledge, experience and organization are available to everyone at a reasonable cost.

THE TORONTO GENERAL TRUSTS CORPORATION,

59 YONGE STREET.

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

Tobaccos, Cigars, and Smokers' Accessories

A DEPARTMENT FOR
RETAIL MERCHANTS.

GAINING GROUND.

WE are gratified to learn by assurances from all sections of the country that our continued efforts to induce our grocery friends to devote more attention to the tobacco and cigar business has borne good fruit, and that the increased interest shown by the trade generally is already very noticeable.

Manufacturers report a substantial increase in the volume of business, and a marked improvement in the demand for a better class of goods. Many retailers who have acted on our suggestions say that they are more than pleased with results.

We feel satisfied that in so strongly urging our readers to give special attention to this matter we are moving in the right direction and in the best interests of the retail grocery trade.

The additional fittings would cost but little, as a handsome showcase can be procured at comparatively small expense.

The addition of a small and carefully-selected stock of pipes, tobacco and cigars will net a good profit and amply justify the small additional outlay.

SOME DELUSIONS ABOUT CIGARETTE SMOKING.

ALL delusions are harmful, and many an anxiety and alarm would have been spared to nervous people had they known a few simple truths about cigarettes. What follows may prick a bubble or two of popular superstition. The most primitive of delusions concerning cigarettes is that about the poisonous effects of the paper. The paper used in cigarettes has to be absolutely pure fibre. If it contained anything but fibre, which is necessary to hold it together, it would be thick and unpleasant to the smoker. If it contained arsenic or any other poisonous substance it would leave a very perceptible ash. Burn a cigarette paper and see what it leaves behind. Ignorant people think that all tobacco smokers have the same habit. They might as well believe that because a man is fond of pate de foie gras he must also like corn beef and cabbage. There is a refinement of taste in smoking as well as in eating. One man likes strong drinks; another, wines with a bouquet. One smoker likes a pipe or cigar; another, the dainty cigarette. All smoking is not the same, and there can be no dispute about tastes. De gestibus non disputandum. Many people believe that cigarettes are made of refuse tobacco, of cigar ends, stubs, stems, cheap growths, and other things too unpleasant to mention. The statistics of the tobacco trade show that the very best growths of American tobacco are bought by the cigarette manufacturers. The dissection of any cigarette made

by a reputable concern would show that it contains nothing but straight, clean tobacco. Opium is one of the most expensive drugs on the market. To have the slightest effect it must be consumed in appreciable quantities, as every physician knows. Standard cigarettes of American make retail at considerable less than 1c. each. Taking off the jobbers' profit and the retailers' profit, does it stand to reason that the manufacturer can use even the mildest solution of opium? Blowing cigarette smoke through a handkerchief is often taken as an evidence of the tremendous quantity of nicotine taken into the system through smoking cigarettes. Did anyone ever try the same test with smoke from a pipe or a cigar? The result might be startling. The fact is that the brown deposit is not nicotine at all, but a combination of substances no more harmful than charcoal or vaseline. Any number of official analyses made by the leading chemists show that the amount of nicotine to which the cigarette smoker is exposed in his daily consumption of cigarettes is far less than that to which the pipe smoker or cigar smoker subjects himself. Occasional mention is found in the sensational prints of persons who have become insane or have committed suicide through excessive smoking of cigarettes. The usual tale is that the victim was accustomed to smoke a certain number of packages of cigarettes a day. To most of these stories an arithmetical computation of the number of cigarettes in a package

and the number of minutes in a day gives the lie at once. None of them are confirmed by the records of coroner's offices or insane asylums, or by cases reported in the medical journals. Under date of October 12, a Chicago despatch to the New York papers announces the result of an official investigation by the health department of that city into the purity of cigarettes on sale there. Fourteen brands were purchased in the open market. No impurities were found in any of them by the department experts, Dr. Gehrman and Professor Kennicott. Exhaustive analyses were made of every brand of cigarette found for sale in the city. All were found to be entirely free from opium, morphine, jimson weed, belladonna, atropine, hyoscyamine, or other substances foreign to

The following Brands manufactured by

The AMERICAN TOBACCO CO.

OF CANADA, Limited.

Are sold by all the Leading Wholesale Houses

CUT TOBACCO . . .

OLD OHUM MEERSCHAUM
 OLD VIRGINIA.

CIGARETTES . . .

HIGH ADMIRAL
SWEET OAPORAL 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 20 cents, and pays a good profit.

BOBS is well advertised.

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

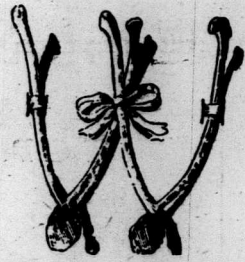
BOBS is A BIG PLUG FOR LITTLE MONEY

Made by

THE EMPIRE TOBACCO CO.,

LIMITED

MONTREAL, QUE.



Luck !

I wasn't "born with a silver spoon in my mouth." I wasn't "lucky" perhaps. I believe that the great sales of my Cigars have reached present figures through **sheer merit of the goods !**

No thank you—no "luck" in my business. I'd like to send you on a "trial order" of my cigars at my own expense. **Payne's Cigars** It won't be "luck" if you keep them ; it will be the merit of the goods !

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

We are now prepared to ship the trade

Tonka

Beaver

AND **Apricot**

McAlpin Consumers Tobacco Company,

Head Office : TORONTO.

Limited

Factories : Leamington and Toronto.

A Powerful Story

in six chapters.

1897	Sales of "Marguerite" Cigars	820,960
1898	" " "Marguerite" Cigars	1,202,775
1899	" " "Marguerite" Cigars	1,850,675
1900	" " "Marguerite" Cigars	2,691,210
1901	" " "Marguerite" Cigars	3,566,565
1902	" " "Marguerite" Cigars	4,752,575

TUCKETT CIGAR CO., Limited, HAMILTON.

pure tobacco. Neither was there any lead or arsenic found in the paper wrappers.

A THREATENED STRIKE.

There are rumors afloat to the effect that the London cigarmakers contemplate asking for higher wages in the near future. The Manufacturers say that they cannot advance wages and compete with Montreal firms. The men now make from \$12 to \$17 a week, which is considered a good wage for a city like London.

A RAID ON CIGAR STORES.

Several detectives recently raided a number of saloons and cigar stores in Montreal and seized some 35 or 40 slot machines. The raid was the outcome of numerous complaints, as to the number of slot machines with immoral pictures that were running in the city.

NOTES OF THE TOBACCO TRADE.

SIR W. C. McDONALD has donated in all \$175,000 to the McDonald Institute at the Ontario Agricultural College.

Geo. M. Miller, tobacconist, Winnipeg, has gone on a trip to California, and will visit Mexico before his return.

The stock of the estate of F. Hemmings, tobacco merchant, Raf Portage, Ont., has been sold at 51c. on the dollar.

TOBACCOS AND CIGARS

Fred Spires, formerly with W. R. Webster & Co., of Sherbrooke, is now representing G. A. McGowan, of Kingston.

Bernard Cohen, Toronto, has entered suit against the police commissioners of that city to compel them to grant him a tobacco license.

J. T. Horrocks, Toronto, reports a phenomenal demand for "British Navy," their sales in this line of tobacco being largely in excess of that of any previous season.

The annual catalogue issued by The W. H. Steele Co., Limited, Toronto, under the title of the "Silent Drummer," is now ready and will be mailed free on application. Grocers should drop a card and secure a copy as a useful work of reference.

Harry Simon, the cigar manufacturer, London, who recently opened a factory in Montreal, is now closing up his business in the former city. His two sons having joined him, the Montreal business will be carried on under the name of H. Simon & Sons.

If the business at J. B. Payne's cigar factory at Granby is any indication, he is certainly manufacturing "cigars that win." Busy man as he is it keeps him hustling these days to keep pace with his orders, and we are glad to note that he gives much credit to THE GROCER for his increased prosperity.

Carter & Co., St. Mary's, shipped 2,000 sacks of flour to Durban, South Africa, during the last week in February.

The W. H. STEELE CO.
Limited

40 Scott St.

TORONTO



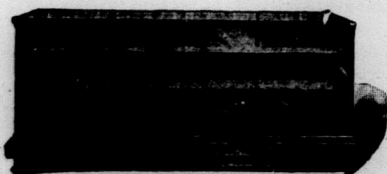
Offers the Grocery Trade full lines of

**Tobacco,
Cigars and
Cigarettes**

with a complete assortment of Pipes and Tobacconists Sundries.



A copy of the "Silent Drummer," the most comprehensive catalogue published in Canada, sent on application.



OUR "CORONATION."

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

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

Second-hand cases in stock.

Dominion Show Case Co.

53 Richmond St. East, TORONTO.

Phone Main 3611.

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

Specially adapted to the grocery trade.

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

Write for price list.

Not controlled by the Trust.

The Erie Tobacco Co., Limited

WINDSOR, ONTARIO.

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

J. M. FORTIER, Limited,

Manufacturers of all kinds of

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

Cigarettes and Cut Tobaccos.

Special Brands a Specialty.

Office: 1982 Notre Dame St.

Factory: 151 to 161 St. Maurice St.

MONTREAL.

INTERESTING FIGURES

Shipments of Japan Tea to Canada :

1902	1901
3,919,066 lbs.	6,392,591 lbs.

Shipments of Ceylon Green Tea to America :

1902	1901
1,968,456 lbs.	797,796 lbs.

In addition to the above figures it is important to note that of the Japan shipped to Canada, part was exported to the United States, and of Ceylon Greens to America, the chief part came to Canada, and also a considerable quantity shipped from Colombo to London was re-shipped to Canada and does not appear in the above statement.

These figures emphasize very forcibly a recent advertisement of mine in which I recommended merchants who have been in the habit of placing import orders for Japan Teas, to be very careful and consider the situation well before doing so this season. The prices of Japans are likely to be high again this year as the output will no doubt be restricted.

Better buy *what you want—when you want it*, rather than place very big orders ahead.

I sell Japans as well as Ceylon Greens and will be prepared to sell you either one for *delivery any time* and in *any quantity* at prices quite as low as you would pay for import orders.

T. H. ESTABROOKS,

BRANCHES:

Toronto,
Winnipeg.

Tea Importer and Blender,

St. JOHN, N.B.

THE CANADIAN GROCER

Established 1845

Established 1845

COFFEE



1 and 2-lb. Tins.

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

SPICES

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

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

THE DOMINION BREWERY CO., LIMITED

Brewers and Maltsters

TORONTO

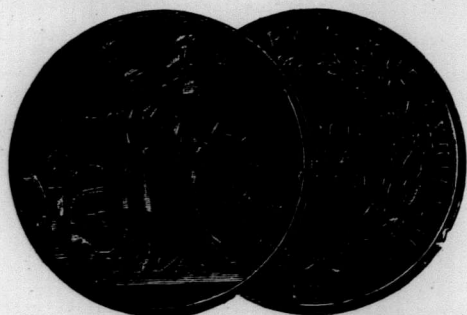
Manufacturers of the Celebrated

WHITE LABEL ALE

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

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

WM. ROSS, Manager.



HIGHEST AWARD, LONDON, 1893.

STRETTON'S

(PRIZE MEDAL)

Worcestershire

SAUCE

Pure, Delicious, Best.

STRETTON'S IMPERIAL RELISH—A splendid selling line.

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

CANADIAN AGENTS:

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

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

Sole Manufacturers

Stretton & Co., Limited, WORCESTER, ENGLAND.

THE CANADIAN GROCER

THE BEST FLOUR.

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

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

All kinds of FEED, etc., etc.

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

MODEL ROLLER MILLS, Perth, Ont.

The popularity of our brown and manilla wrapping papers is due to the

FACT

that they are strong, tough and durable. They are a very reliable paper for store use.

L. COUNT. FULL WEIGHT.

Made in Canada by the

CANADA PAPER CO., Limited
TORONTO and MONTREAL.

BUY

Star Brand

COTTON CLOTHES LINES

-AND-

COTTON TWINE

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

For sale by all Wholesale Dealers

See that you get them.

GOLD MEDAL, PARIS, 1900.

Walter Baker & Co.'s

PURE, HIGH GRADE

Cocoas and Chocolates.



TRADE-MARK.

Breakfast Cocoa.—Absolutely pure, delicious, nutritious, and costs less than one cent a cup.

Premium No. 1 Chocolate.—The best plain chocolate in the market for drinking and also for making cake, icing, ice-cream, etc.

German Sweet Chocolate.—Good to eat and good to drink; palatable, nutritious, and healthful.

WALTER BAKER & CO. Ltd.

ESTABLISHED 1780.

DORCHESTER, MASS.
BRANCH HOUSE, 12 and 14 St. John St., MONTREAL.

TRADE-MARK ON EVERY PACKAGE.

We Aim to Please

And it is gratifying to know that our efforts along this line have been crowned with success, judging from the almost universal well-pleased expressions from our many customers. We are constantly on the alert looking up bargains to place before our customers, and we get them, too. For example, we can give you a superior New Orleans Molasses in Barrels and Half-Barrels, if you write quick, at 20c. per gallon, worth at least 25c. We can also quote you interesting prices on all lines of Canned Fruits and Vegetables.

LET US HAVE AN INQUIRY FROM YOU.

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

WHOLESALE GROCERS AND TEA IMPORTERS,

Telephone No. 275.

Guelph, Ont.

If Your Oil Man

should quote you a confidential price of two cents below the market, he would be pretty sure to get your order because

YOU ARE IN BUSINESS FOR PROFIT

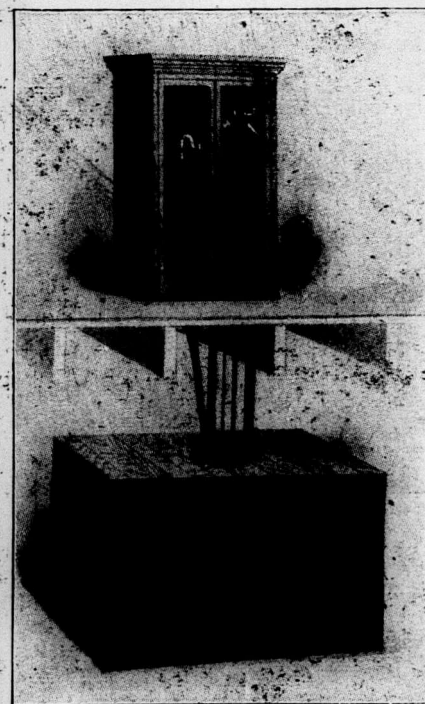
and that two cents per gallon means profit. Yet you hesitate to equip your store with a

**BOWSER
THREE MEASURE
SELF MEASURING
OIL TANK**

which as surely means a saving greater than two cents on each and every gallon of oil you handle. It prevents loss from leakage and evaporation; it saves the oil you now lose from sloppy measures; it saves loss from pilfering while you are gone to the cellar after oil; it saves other goods from contamination from kerosene; it saves your time; it saves your back; it saves your labor, and muss, and dirt. All this it saves and more.

S. F. BOWSER & CO.

FORT WAYNE, INDIANA,
65 Front St. E., TORONTO.



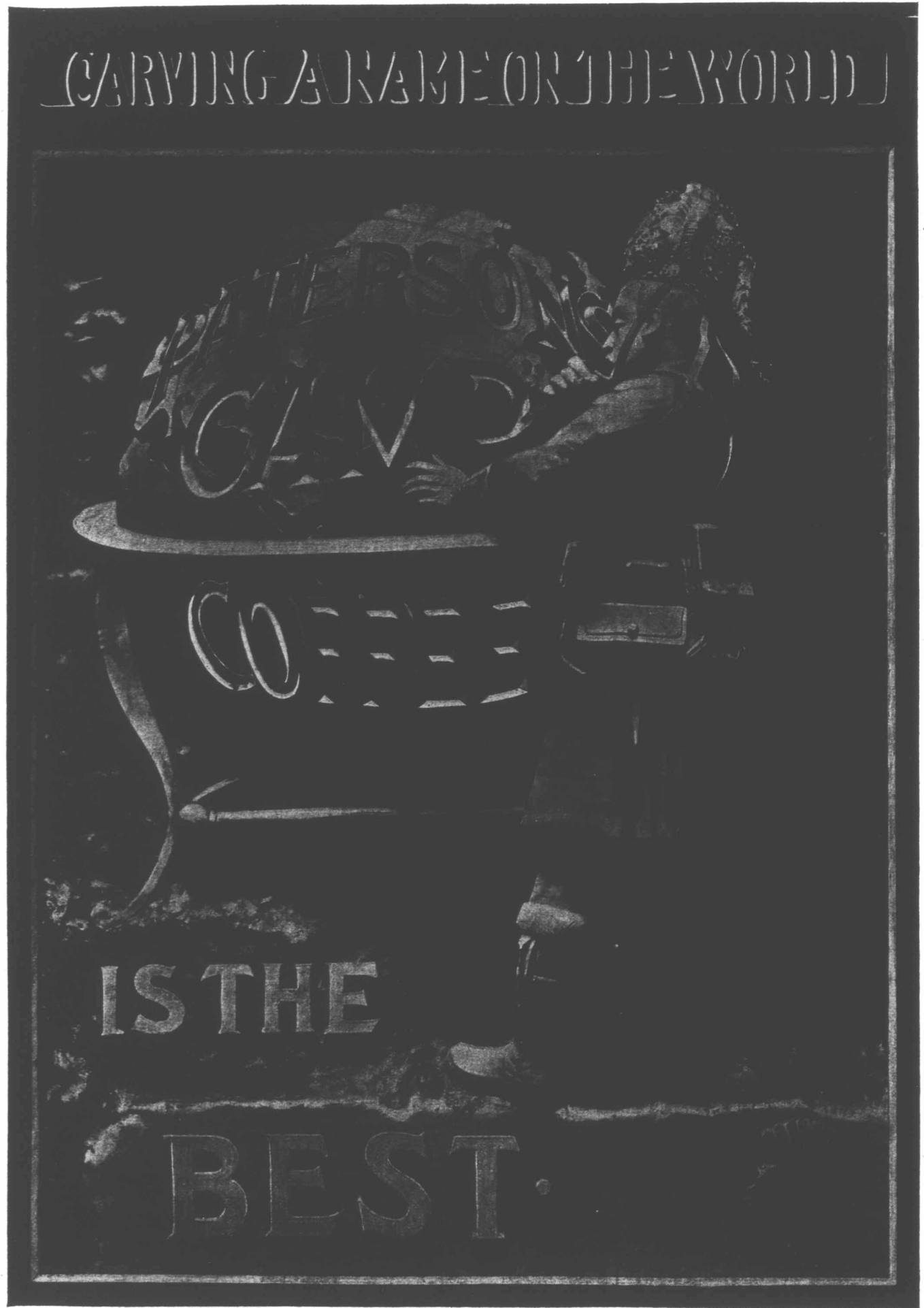
**OUR GLASS PANEL
CELLAR CABINET.**

is a Beauty and as Good as it is Handsome.

**PUMP FULL NICKEL OR
BLACK ENAMEL
GRAINED OR
ANTIQUOAK CABINET**

Is This What You Have Been Waiting For
ASK FOR CATALOGUE "B"—IT'S FREE.

CARVING A KAKE ON THE WORLD



IS THE

BEST.

THE CANADIAN GROCER

Grocers and Confectioners can rely upon the purity and excellence of

COWAN'S Cocoa, Chocolate
and
Famous Blend Coffee.

**Cowan's Cake
Icings,**

and
**Cowan's Pure
Confections.**

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

CHOCOLATE CREAM BARS.
COWAN'S SWISS MILK CHOCOLATE.

THESE ARE CHOICE CHRISTMAS GOODS.

THE COWAN CO., Limited

TORONTO.



FREE

Remember, our **BIRD TREAT** goes free with every package of Brock's Bird Seed. No advance in price (7c. lb. package). Guaranteed fresh and pure. Trial order will convince.

NICHOLSON & BROCK, TORONTO.

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

MANUFACTURED BY
J. Hungerford Smith Co.,
Limited

15 TO 25 ALICE STREET
12 TO 18 TRINITY SQUARE

TORONTO

Imperial Vinegar
Finest quality

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

Perkins, Ince & Co.

TORONTO.

No 197

SYRUP PUMP

**SELF PRIMING and
MEASURING.**

Saves time, money and syrup

WALTER WOODS & CO.
HAMILTON and WINNIPEG.

"ACME"
TABLE SALT

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

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

**A Two Cent
Mistake**

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



IF A MAN WANTS CREDIT

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

For Sale in Canada by

THE EBY, BLAIN CO., Limited, TORONTO.

C. O. BEAUCHEMIN & FILS, MONTREAL.

ALLISON COUPON CO., Manufacturers,
Indianapolis, Indiana.

Canadian Maple Syrup

We are putting up what we call the **"EMPRESS BRAND"** Maple Syrup, put up in nice, showy, lithographed cans, and every grocer should have some of it. The article is good and pure and will please your customers. Money refunded if not all we claim for it.

Canadian Maple Syrup Co., TORONTO,
Canada.

Established 1860.
Geo. Wells & Matthews

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

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

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

Want Ads.

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

MacLEAN PUBLISHING CO., Limited
Montreal and Toronto

TEA.

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

"COMMISSIONER,"

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

THE CANADIAN GROCER

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

KENNEDY & CO., general merchants, Brome, Que., have assigned, and a meeting of their creditors will be held on March 6.

Wilfrid Bousquet, grocer, of Maisonneuve, Que., has assigned.

H. W. Simpson, grocer, Rossland, B.C., has assigned to W. J. Robinson.

J. A. C. Blackwood, general merchant, Edrans, has assigned to C. H. Newton.

Gonzaque & Gagnon, general merchants, Thurso, Que., are offering 30c. on the dollar.

R. L. Scott, general merchant, Mather, has effected a compromise at 80c. on the dollar.

M. J. Wigle & Co., general merchants, Essex, Ont., have assigned to Chas. E. Naylor.

The Globe Manufacturing Co., grocery supplies, Toronto, are offering to compromise.

A. W. McCraney, general merchant, of Bronte, Ont., has assigned to Hugh Campbell.

A consent of assignment has been filed for Wilfrid Bousquet, grocer, of Maisonneuve, Que.

F. W. Schaefer, general merchant, of Carthage, Ont., has compromised at 45c. on the dollar.

Page & Storey, grocers and butchers, of Ottawa, are offering to compromise at 50c. on the dollar.

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

A meeting of the creditors of J. A. C. Blackwood, general merchant, of Edrans, Man., has been held.

A meeting of the creditors of G. Gagnon, general merchant, Thurso, Que., was held on February 26.

J. A. Destales & Frere, grocers, Shawenigan Falls, Que., have assigned; Gagnon & Caron are curators.

A meeting of the creditors of P. F. Pinsonnault, crockery merchant, of Three Rivers, Que., was held on February 26.

A meeting of the creditors of David Lepage, crockery merchant, Montreal, was held on February 26. Alex. Desmartheau is curator.

R. E. Claridge, general merchant, Hepworth, Ont., has assigned to S. A. Riffe, and a meeting of the creditors will be held on March 13.

SALES MADE AND PENDING.

E. J. Griffith, grocer, Ottawa, has sold out.

C. P. Sellars, grocer, London, Ont., has sold out to Chas. Pugh.

T. J. Medland, grocer, Toronto, is advertising his stock for sale.

P. Collins, grocer, Peterboro', Ont., has sold out to Arthur Hawley.

Bella Crysdale, general merchant, of North Port, Ont., is selling out.

Victor Legault, grocer, Valleyfield, Que., has sold out to Daoust & Richer.

Alex. A. Campbell, Apple Hill, Ont., has sold his stock of general merchandise.

The assets of the crockery business of Deniger & Mercille, Montreal, are to be sold.

The assets of Isidore Renaud's grocery business, Maisonneuve, Que., have been sold.

Edmond McKenty, general merchant, of Bath, Ont., is offering his business for sale.

William Bishop, general merchant, of Kornoka, Ont., has sold out to D. Mathewson.

The R. Pickard & Co., general merchants, Exeter, Ont., have sold out to Bennett & Snell.

The assets of the crockery business of P. F. Pinsonnault, Three Rivers, Que., are to be sold.

The stock of the estate of H. W. Mockler, general merchant, Durham, Ont., is advertised for sale.

The assets of the general business of Thomas Dulac, St. Victor de Tring, Que., were sold on February 27.

Beaudoin & Croteau, general merchants, Black Lake, Que., have sold their stock at 67½c. on the dollar to G. Rochette.

The sheriff is advertising the sale of the general merchandise of the estate of T. H. Logan, Carberry, Man., for March 6.

The balance of the assets of R. E. Jamieson, baking and biscuit manufacturing business, Ottawa, have been sold.

The stock of men's furnishings of H. F. Steward, general merchant, of White Horse, B.C., have been sold to Taylor & Drury.

INCORPORATION AND CHANGES.

Thos. A. Dunlop, grocer, St. John, N.B., has retired from business.

H. M. Durkee, general merchant Bayham, Ont., has admitted B. Dell.

D. Henripin & Cie have been registered in Montreal as fruit and vegetable merchants.

Isaac Greenblat, general merchant, of Winkler, has been succeeded by Greenblat & Nitikman.

Joseph Philibert, general merchant, of Duck Lake, has been succeeded by Philibert & Houle.

Wm. Hopkins, general merchant, of Lauder, Man., has been succeeded by Hamelin Bros.

The style of M. Dagenais, grocer and liquor dealer, Ottawa, has been changed to John Dagenais.

Ingalls Bros., general merchants, of Grand Manan, N.B., have dissolved, and Roy Ingalls continues.

McGougan & Wright, general merchants, Summerside, P.E.I., have dissolved, and I. A. Wright has retired.

FIRES.

Moir, Son & Co., bakers and confectioners, Halifax, have been burned out.

Carrie Booth, wine and liquor merchant, Orangeville, Ont., has been burned out.

J. Murray, baker, Vancouver, B.C., had an estimated loss of \$500 by fire; insured.

George Salvas, general merchant, St. Francois du Lac, Que., has been burned out; partially insured.

The knitting mill of D. Graham, Sons & Co., knitting mill and general store, Inglewood, Ont., has been burned; partially insured.

DEATHS.

Charity L. Bond, grocer and provision merchant, Toronto, is dead.

John Hazleton, grocer, Beachburg, Ont., is dead.

J. D. Ryan, general merchant, Flatland, N.B., is dead.

J. S. Machum, of the firm of J. S. Armstrong & Machum, grocers, St. John, N.B., is dead.

Miss Embleton, of the firm of Johnston & Co., confectioners and fancy goods, of Melita, Man., is dead.

ANOTHER NEW BISCUIT.

Peek Frean & Co., the English biscuit manufacturers, have just placed another new biscuit on the market, called "Snap Dragon". It has a nice shortbread taste, with just the slightest tinge of ginger. This biscuit is sure to have a good run as it is very delicious.

The retail grocers who belong to that section of the Merchants' Association, Toronto, have endorsed the spice section of the Manufacturers' Association in their movement for legislation to prevent the adulteration of food products.

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.

WE KEEP ALL CODES.

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

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

THE NATIONAL COFFEE CODE AXTELL'S

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

Price, \$1.00 Postpaid.

Messrs. E. H. & W. J. Peck, New York City, says 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

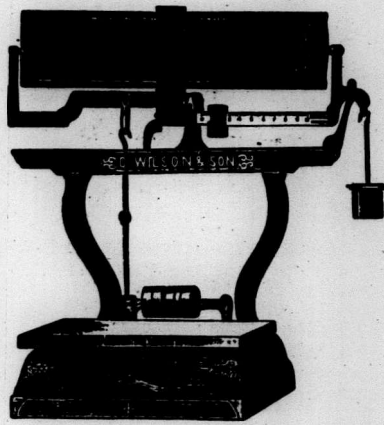
is the standard code for Sugar Brokers. Ask one who uses it and you will get a commendation. If you never saw it, send for a copy to examine.

Price, \$1.00 per copy Postpaid.

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AMERICAN CODE COMPANY
83 Nassau Street, - NEW YORK CITY.

THE CANADIAN GROCER



**Honesty
Goes
Hand in
Hand
With
Prosperity**

If you are not honest you may prosper for a short time, but your fall will be swift and sure.

If you are honest and find that you do not prosper your case will stand investigation, and in nine cases out of ten the reason the honest grocer does not prosper is because he uses old and infirm scales in his business, and when he thinks he is selling a pound of sugar or rice, or anything else, he really is parting with about a pound and a quarter for the price of a pound.

Are you prospering as you should?

If not, it might be a good thing to look into the scale question. We have a Ball-Bearing Computing Scale which is HONEST. We guarantee this scale and sell it on easy terms.

Wilson's Scales
are
"MADE IN CANADA"

C. WILSON & SON,
69 ESPLANADE ST. E. TORONTO

"Empire" Soda

BEST FOR BAKING

IS HANDLED BY

CAREFUL GROCERS

because it is **PURE.**

ECONOMICAL GROCERS

because it is **CHEAP.**

PROGRESSIVE GROCERS

because it yields **MORE PROFIT.**

PATRIOTIC GROCERS

because it is **BRITISH.**

WINN & HOLLAND

MONTREAL,

SOLE AGENTS FOR CANADA.

The **American Coffee Co.**
IMPORTERS AND
JOBBER, TORONTO.

Special Blends:

"GOLDEN EAGLE," "MANHATTAN,"
"MONTERY."

Correspondence Solicited.

THE PEOPLE OF
JAMAICA

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

KINGSTON

"GLENER"

might bring inquiries. Better write for rates to

I. C. STEWART, Halifax.

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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.

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

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

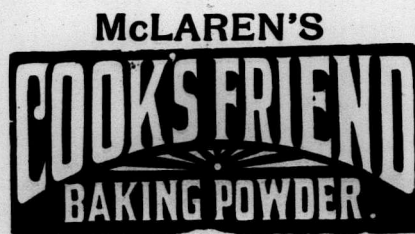
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The Best Grocers make a point of Keeping it always in Stock.

THE LEADING

TABLE SYRUP

IN TINS

EDWARDSBURG "CROWN" BRAND.

2-lb. TINS, 24 in case, **\$1.90**, to retail at **10c.** each.
 5-lb. TINS, 12 in case, **2.35**, " " **25c.** "
 10-lb. TINS, 6 in case, **2.25**, " " **45c.** "
 20-lb. TINS, 3 in case, **2.10**, " " **85c.** "

Freight paid on 5-case lots.

Manufactured and absolutely guaranteed by

The EDWARDSBURG STARCH CO'Y, Limited
 Established 1858.

53 Front St. East,
 TORONTO, ONT.

Works:
 CARDINAL, ONT.

164 St James St.,
 MONTREAL, QUE.

Cocoanut.

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

Condensed Milk.



Borden's Condensed Milk Co.

"Eagle" brand	\$1 65
"Gold Seal" brand	1 30
"Peerless" brand evaporated cream	1 20

Coffee.

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

E. D. MARCEAU, Montreal.

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

Cheese.

Imperial—Large size jars	per doz.	\$8 25
Medium size jars		4 50
Small size jars		2 40
Individual size jars		1 00
Imperial holder—Large size		18 00
Medium size		15 00
Small size		12 00
Roquefort—Large size		2 40
Small size		1 40

Coupon Books—Allison's.

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

\$1, \$2, \$3, \$5, \$10 and \$20 books.	Un- num bered.	Covers and num Coupons numbered.
In lots of less than 100 books, 1 kind assorted	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	3½c.

Allison's Coupon Pass Book.

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

Clothes Pins.

UNITED FACTORIES, LIMITED.

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

Extracts.

HENRI JONAS & CO.	Per gross.
8-oz. London extracts	\$ 6 00
2-oz. " (no corkscrews)	5 50
2-oz. Spruce essence	9 00
2-oz. " "	6 00
2-oz. Anchor extracts	12 00
4-oz. " "	21 00
1-lb. " "	36 00
1-oz. flat " "	70 00
2-oz. flat bottle extracts	9 00
2-oz. square bottle " "	18 00
4-oz. " (corked)	21 00
8-oz. " "	36 00
" " "	72 00

8-oz. glass stop extracts	Per doz.	\$3 50
3-oz. " "		7 00
2½-oz. round quint essence extracts		2 00
4-oz. Jockey decanters		3 50

Food.

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

Ginger Ale and Soda Water.

Cantrell & Cochrane's imported ginger ale and club soda water	Per doz.	\$1 40
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Jams and Jellies.

SOUTHWELL'S GOODS.	Per doz.
Frank Magor & Co., Agents.	
Orange marmalade	\$1 50
Clear jelly marmalade	1 80
Strawberry W. F. jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant " "	1 55
Other jams	\$1 55
Red currant jelly	2 75

T. UPTON & CO.

Pure Fruit Jams—	
1-lb. glass jars, 2 doz. in case, per doz.	\$0 95
2½-lb. tin pail, 2 doz. in crate, per lb.	0 06½
5 and 7-lb. tin pails, 8 and 9 pails to crate	per lb. 0 06
7, 14 and 30-lb. wood pails,	" 0 06
Pure Fruit Jellies—	
1-lb. glass jars, 2 doz. in case, per doz.	0 95
7, 14 and 30-lb. wood pails,	per lb. 0 06
Home Made Jams—	
1-lb. glass jars (16-oz. gem.) 1 doz. in case	1 50
5 and 7-lb. tin pails	per lb. 0 09
7, 14 and 30-lb. wood pails	per lb. 0 09

Licorice.

YOUNG & SMYLYE'S LIST.	Per doz.
5-lb. boxes, wood or paper	per lb. \$0 40
Fancy boxes (36 or 50 sticks)	per box 1 25
" Ringed " 5-lb. boxes	per lb. 0 40
" Acme " pellets, 5-lb. cans	per can 2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans	per can 2 00
Licorice lozenges, 5-lb. glass jars	1 75
" " 20 5-lb. cans	1 50
" Purity " licorice 10 sticks	1 45
" " 100 sticks	0 73
Dulce large cent sticks, 100 in box	

Lye (Concentrated).

GILLET'S PERFUMED.	Per case
1 case of 4 doz.	\$3 50
3 cases	3 50
5 cases	3 40

Mince Meat.

Wetley's condensed, per gross net	\$12 00
per case of doz. net	3 00

Mustard.

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

HENRI JONAS & CO.

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

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—	
1-lb. tins	per lb. \$0 35
1-lb. tins	" 0 35
1-lb. tins	" 0 32½
4-lb. jars	per jar 1 20
1-lb. jars	0 35
"Old Crow," 12-lb. boxes—	
1-lb. tins	per lb. 0 25
1-lb. tins	" 0 23
1-lb. tins	" 0 22½
4-lb. jars	per jar 0 70
1-lb. jars	0 25

Olive Oil.

Per case	
Barton & Guestier's quarts	\$8 00
" " pints	9 00

Orange Marmalade.

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

1,000 BOXES ONLY

Brusson's Jeune

OF

TOULOUSE & VILLEMUR, Haute Gironne, France.

Alimentary pastes, the finest manufactured. They are made of the best hard wheat, "TANGAROCK," of Russia. The packages are attractive, and the quality unsurpassed.

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"WE HAVE A FULL ASSORTMENT"

Of Valencia Raisins, Table Raisins, and Figs.

Ferchen F. O. S.

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Arguimbau Finest Selected.

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Trenors Finest Selected.

Trenors, & Pallares 4-Crown Layers.

Connoisseur Clusters, boxes and $\frac{1}{4}$ -boxes
Extra Dessert, 4-Crown, " " "

Royal Buckingham, boxes and $\frac{1}{4}$ -boxes
Gomez, 4-Crown, " " "

One Star Table Layers Figs	-	-	1 $\frac{1}{8}$ inch
Two Stars " "	-	-	2.07 "
Three Stars " "	-	-	2 $\frac{1}{4}$ "

Comadre Figs in Tapnets.

Quality of these goods is guaranteed. Prices are right, as usual.

Quick shippers. No trouble to Quote.

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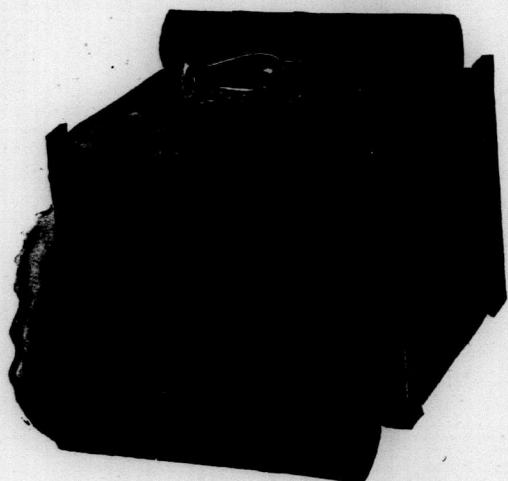
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Importers of Teas, Wines, and Liquors.
Established in 1842.

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"Climax" Cartons

The saving in breakage in transit
 more than covers cost over
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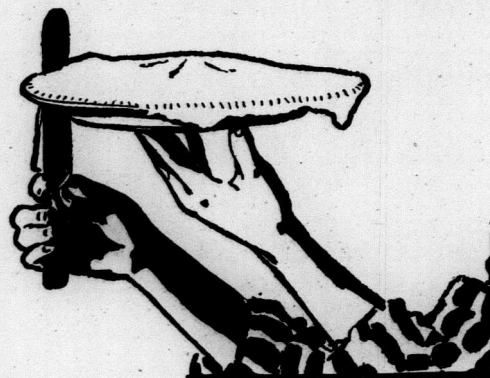


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and finest meats and fruits are employed and spiced so that

Wethey's Mince Meat

is the most delectable ever placed before an epicure. If your customer likes good eating, you can't go wrong in recommending our brand.

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

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**Crosse & Blackwell's
 ORANGE MARMALADE**

1, 2, 4, and 7-lb. Tins; and New Package, 1-lb. Glass.

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