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FRIDAY

THE

CIRCULATES IN
EVERY PROVINCE

CANADIAN GROCER

AND
GENERAL
STOREKEEPER

**SELL
ONLY
THE
BEST!**

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

These substantiate our claim
that : : : :

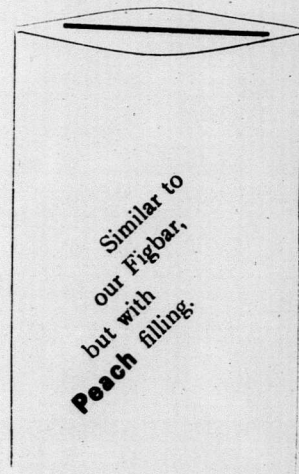
Colman's Mustard

IS THE BEST IN THE WORLD

SOMETHING NEW

*Our specialite' for April is our new
PEACH BAR. A dainty biscuit
of exquisite flavor, good alike for
wine or dessert.*

Have it in your store at once, do
not wait for inferior imitations.



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

The Auer Gas Lamp

"Turns night-time into day-time."

New Models. Lower Prices.

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

Would you buy a lamp which will save you half your expense for coal oil?

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

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

That's the kind of a lamp we make.

EVERY LAMP GUARANTEED

Write for our Catalogue and Discounts.

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



F. P. SCUDDER President ADOLPHE E. SMYLLIE Vice-Pres't and Sec'y H. W. PETHERBRIDGE Treasurer

National Licorice Co.

Successors to

YOUNG & SMYLLIE
BROOKLYN, N. Y.

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

MELLOR & RITTENHOUSE CO.
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DOMINION LICORICE & NOVELTY CO.
TORONTO, CAN.

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

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

Where all communications, orders and remittances should be sent.

"GLOBE" METAL POLISH



INSIST ON HAVING IT

Write for a supply of show cards and advertising novelties.

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



The 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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CANADIAN AND AMERICAN ENQUIRIES will receive prompt attention if addressed to the **LONDON OFFICE, 42 CANNON STREET, E.C.**

Specimen Copies Free on Application.

Good
Profits.

Stower's Lime Juice and Lime Juice Cordial pay you good profits. Besides that, the name "Stower" carries conviction with it in the Lime Juice season. It stands for honesty of purpose, high quality, and unvarying evenness of the grade.

Besides all this, the Lime Juice and Lime Juice Cordial that bear the name of "Stower" are most attractively put up, making them fine "shelf goods" for a grocer's store. They have received testimonials from the leading medical journals and the first physicians and surgeons of Great Britain for their absolute purity, excellent flavor and great wholesomeness.

Stower's Lime Juice.
Lime Juice Cordial.

Stower's Lime Juice is the concentrated essence of the choicest Limes, which are cultivated especially for the purpose. It is distinguished from all other Lime Juice because **it has no musty flavor**—no musty taste or smell. It is concentrated, and hence strongest and best.

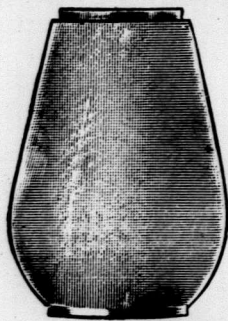
Stower's Lime Juice Cordial is pure, freshly squeezed juice and refined loaf sugar. All vegetable mucous or albumen substances, and all impurities, are skilfully removed in the process of making, thus assuring no fermentation or mustiness when the bottle is opened. The flavor is delicate—it is cooling and very healthful. It keeps perfectly in any climate.

ARTHUR P. TIPPET & CO., Agts.,

8 Place Royale,
Montreal.

20½ Front Street,
Toronto.

ARE YOU USING OUR
Cold Blast
or Jubilee
Globes



Aetna or
Quaker Flint
Chimneys?

Give them a Trial.
THE SYDENHAM GLASS CO.,
of WALLACEBURG, Limited



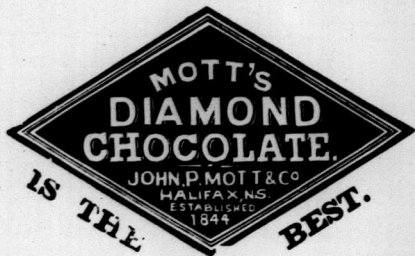
STILL AT IT
What?
Giving away your profits by down-weight and over-weight.
STOP IT
How?

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

MADE IN CANADA.

For Descriptive Catalogue and all information write to

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



For Sale Everywhere.

ASK FOR
MOTT'S.

REFRIGERATORS.



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

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

Eureka Refrigerator Co.,
Wilbert Hooley, Manager.
54 Noble St., TORONTO.
Phone Park 513.

This cut represents No. 13.

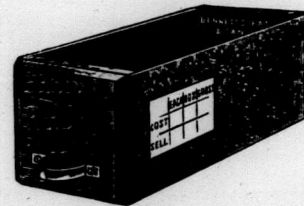
...THE...

Bennett Manufacturing Co.

(Successors to J. S. Bennett)

Bennett's Patent Shelf Box and Cabinets, for

Hardware,
Grocery,
Seed and
Drug Trades.



556 Dundas Street, Toronto.

SEND FOR PRICE LISTS.



and the very best of them
are used in packing

British Columbia Salmon

Order from the following brands:

RED SOCKEYES,

"Nimpkish"
"Griffin"
"Sunset"

COHOES,

"Golden Net"
"Empress"
"Harlock"

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

The "Perfection" Canister



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

This Package is a Guarantee of Quality.

For _____

JAMS
JELLIES
SYRUPS
STARCH

TEAS
COFFEES
SPICES
BAKING POWDER

The Dominion Canister Company, Limited

DUNDAS, ONTARIO, CANADA.

Lytle's
"Sterling"
Brand
Pickles

Are Perfection.

To the grocer who sells the best goods will come the best trade. "Sterling" Brand Pickles are in demand, because of their perfect quality. Customers are always pleased when they try "Sterling" Brand Pickles.



T. A. LYTLE & CO.

Manufacturers of high-class Pickles, Catsups, etc.

124-128 Richmond St., West, TORONTO.

Stubborn
Facts

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

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

TILLSON'S "PAN-DRIED" OATS

"The Oats that have the Flavor."

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

The Tillson Company, Limited.

The reason Japan Tea is such a good seller is because it is guaranteed by all dealers to be the only pure, healthy tea on the market.

JAPAN TEA

We have no hesitation in saying that Japan Tea is giving better satisfaction than any other.

Beware of Imitations



HIGHEST AWARD, LONDON, 1893.

STRETTON'S

(PRIZE MEDAL)

Worcestershire

SAUCE

Pure, Delicious, Best.

STRETTON'S IMPERIAL RELISH—A splendid selling line.

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

CANADIAN AGENTS:

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

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

Sole Manufacturers

Stretton & Co., Limited,

**WORCESTER,
ENGLAND.**

AUTUMNAL FLAVORED

Assam and Indian Teas

Amongst recent arrivals we have received the following hill grown teas :

"British Assam," Orange Pekoe.

"Sonajulie," Golden Tipped Or Pekoe.

"Bullabarrie," Pekoe.

"Oodlabarrie," Pekoe.

"Manabarrie," Orange Pekoe.

"Monabarrie," Pekoe.

"Sagmootea," Pekoe.

All the above are **strongly pungent** and have the true Autumnal Flavor so indispensable to blenders.

Bought in large blocks, we are in a position to offer them to the trade at very reasonable prices. Samples and quotations on application.

Warren Bros. & Co.

Toronto.

What is **Ceylon** Tea

It is the **Premier** Tea

We want you to see that nothing but **best** will do for your store.

To secure trade and hold trade, quality alone will count.

Many merchants have built up gigantic business and amassed immense fortunes by pushing only the **best** tea.

Ask them and they will tell you, that—**Pure Ceylon Tea**, Black and Green—has done it for them.

The public now know that no tea can approach **Ceylon**, Black and Green, for excellency and purity of flavor.

The successful Grocer must buy only

Ceylon Tea—Black and Green

The Earth's Premier Tea.

The Alleged Lumber Combine

A Review of its Methods and Possible Legal Eventualities.

HOUSE OF COMMONS, OTTAWA,
April 20, 1903.

PROBABLY the busiest band of members in the House from any one locality are the men from Manitoba and the Northwest. Nor is the reason far to seek. Representing constituencies in all cases large, in some equalling in area the smaller European kingdoms, constituencies which are rapidly growing in wealth and population, they are ever in need of something, and for their necessities they are not slow to ask. From the condition of things in these sparsely settled regions it often happens that from lack of proper competition grievances bearing hardly upon the settlers arise, and against these their representatives, whether Grit or Tory, vigorously protest. Thus it not infrequently happens that we have what is known as a "Northwest Day," when every member west of Lake Superior and east of British Columbia lays his lance in rest and joins in a merry onslaught on some tyrannical transportation company, or what not.

Of course, inadequacy of shipping facilities is the pet grievance, one likely long to remain, with population flowing in so rapidly that railway building can hardly hope to keep up with it, but just at present the most prominent minor trouble is the alleged "Lumber Combine" of the Western Canadian Lumberman's Association. We say "alleged" because there are always

TWO SIDES TO EVERY QUESTION, and the allegation is met by a sturdy denial on the part of the named company, in view of which it is premature to do more than publish various statements freely circulated in the corridors, statements which it is said will be soon made on the floor of the House. We shall note them briefly.

The Western Canadian Lumberman's Association is composed of

ACTIVE AND HONORARY MEMBERS,

the retailers being the former, the wholesalers the latter. The country dealer must buy only from the honorary member; is allowed to sell only at the price fixed by the association; can carry on his business only within definite territorial limits; must not do contracting or supply lumber on a

lump sum basis, and in the event of breaking any of these rules is liable to heavy fines, or to expulsion from the association. As against this the retailer is protected by a provision which forbids an honorary member to sell any stock to any person other than a member of the association, on pain of a fine amounting to 15 per cent. of the value of the material so sold. All agree to boycott any suspended or expelled member, which means practically an entire disability to further carry on his business.

It is said that the regulations are not acceptable to many of the retailers, and that the honorary members, so called, are the real masters of the situation, but so strong is the organization that these men are afraid to enter the slightest protest, as one even suspected is at once cut off from his supply, driven out of business, ruined by this commercial reign of terror.

The effect on the country in general is very serious, as the enormous advance in the price of dressed lumber within the last few years is largely attributed to the operations of this association.

A SHREWD DEALER.

The following story, told by a western member, of his own experience, will give some idea of the strong hold the company seems to have upon the country in general in the west. In 1901 he ordered a carload of lumber direct from Rat Portage, there being no lumber dealer of any kind within thirty miles of his home. He received it in due course, at a very high price, and afterwards learned that the retailer thirty miles distant had received a handsome commission on the transaction, although he had not figured at all in it, but because the consumer happened to live in his "territory." In 1902 the same gentleman required two carloads of dressed lumber, and made a personal trip to Rat Portage. He interviewed a certain wholesaler there, referred to the experience he had had the previous year, said he wanted no man to interfere in his business in that way, that he was buying in a wholesale quantity and would deal if the material were supplied at the price previously named less the commission of the distant retailer. After much humming and hawing, seeing that he meant what he said, and that un-

less his proposition were granted he would not deal, the sale was put through, and he saved \$30 in every hundred as a result of his enterprise. Beyond a doubt not many settlers would be able to do as this gentleman did—each would have to pay an enormous profit to the members of the association.

A TYRANNICAL PROVISION.

A very tyrannical alleged provision is that no new dealer can start up anywhere without the consent of the association, and if he has the hardihood to do so, getting his supplies from some small local mill not in the association, the nearest local dealer is instructed to sell at less than cost till the new man is driven out of business, the association bearing the loss. If these reports be true, there is established in the west one of the most complete and grinding monopolies that can well be imagined.

EFFECT ON SETTLEMENT OF THE COUNTRY.

What effect has this on other trades, in other parts of Canada? Indirectly a very important and a very deleterious one. The Northwest must fill up, and for many years to come at least its industry will be almost altogether agricultural. The east must manufacture for the west, and furnish it with all goods not produced in that country. It follows then that anything tending to impede the rapid settlement of that country tends also to impede the expansion of eastern trade. Now what can more seriously hamper the settler than an undue price put upon so prime a necessity as lumber?—a necessity ranking next to food itself. And yet, if we are correctly informed, money is being unfairly wrung from these people, and discontent is being engendered at the very time when immigration is setting towards our shores, at the very time when we should have the best inducements and accommodations to offer.

GOD-SPEED TO THE WESTERN MEMBERS.

And so we of the east say to the western members: "God-speed in your crusade. If this grievance exists, as you allege, it is very much in the common interests of Canada that it should be hunted down and wiped out; if it exists not, it is time the association, no doubt composed of respect-

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

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

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

MORSE BROS., Proprietors. Canton. Mass.

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

able men individually, should be cleared of a slanderous imputation."

Two courses lie open to attack the supposed monopoly; one Provincial, one Dominion. In the former the procedure would be, (in Manitoba, for instance) on the motion of the Attorney-General, putting in action section 520 of

THE CRIMINAL CODE,

a section dealing with combinations in restraint of trade, by the provisions of which individuals are liable to fines ranging from \$200 to \$4,000 or to two years' imprisonment, and corporations to a fine of from \$1,000 to \$10,000 if it be proven that they have conspired or combined to unduly enhance the price of some commodity. It is quite probable that any private individual might have proceedings instituted under this section through the county crown attorney of the county in which he dwelt, but the evil being widespread (granting for a moment the charges made) and the company a strong one, it is likely that any private individual would think twice before entering the lists even in this indirect way against the corporation.

THE JURISDICTION OF THE DOMINION

comes from Sec. 18 of the Customs Act of 1897, by which it is enacted that when the Governor-in-Council has reason to believe that a combine exists to unduly enhance the price of an article, a commission may issue to a judge to inquire in a summary way and report to the said Governor whether or no such trust does exist. If the judge finds the existence of the trust, the Governor-in-Council may then abolish the duty on the article in question, or so lower it as to admit of a satisfactory competition from the outside.

IN COMMUNICATION WITH THE GOVERNMENT.

It is said that one of the Northwest members is already in communication with the Government in order to obtain the ap-

pointment of the necessary commission, but the result of his negotiations is not yet known.

Those favoring the commission claim to be able to furnish overwhelming proof of the existence of the combine, and they hope for the total abolition of the duty on dressed lumber. If this be granted they say they can buy dressed lumber in the States as cheaply as the undressed, as the dressing materially reduces bulk, and so saves freight equal to the price of dressing it—usually about \$3 per thousand. This would certainly mean competition with a vengeance, and would no doubt remedy the existing evil.

ZED.

FOREST CITY GOSSIP.

Office of THE CANADIAN GROCER

365 Richmond St.

LONDON, April 21, 1903.

ALL the wholesale houses are busier this week, and one or two claim it is the best week since before Christmas. Travellers who came in last week had a fair number of orders for immediate shipment. Since the last change in the prices of starch the orders for this article have been extra good. Retail men are all laying in good supplies of starch, because it is considered one of the staple lines in everyday use from now out, all during the summer time.

* * *

All the smaller lines on a traveller's stock list are getting attention from the retail trade, such as baking powders, blueings, brooms, clothes-pins, extracts, soaps, carb. and sal. sodas; and the many different items that are called for, and in use about housecleaning time are on the move. These are the money-making sundries for the shopkeepers in outlying districts, where the departmental stores have less opportunity in splitting the profits on

lines depended upon to recoup for sugar sales with little margin.

* * *

In London, like every other place in Canada, the sales of a retail grocer consist of 40 per cent. in sugars and the balance in general goods, and the dealer who does a heavy sugar trade forgetting the smaller lines, is apt to have difficulty in making business a success. As a rule, sugars are not made leaders of in London, some bringing fruits and others teas to the front as specialties, while two or three good grocers advertise coffees to bring the crowd to their premises.

* * *

The firms engaged in the manufacture and sale of extracts, spices, sauces, jellies, etc., are doing a satisfactory amount of business, and report large orders both by letters and travellers from this province and the Northwest Territories.

* * *

Wall & Guppy, wholesale provision and fruit merchants, of Windsor, Ont., are opening a branch of their business in this city, and will be in full operation very soon.

* * *

Several carloads of oranges and other Californian fruits were received at the freight sheds last week and distributed amongst the dealers in that business. All Californian lines are quoted lower than usual.

* * *

As the subject of amalgamation of the wholesale grocers of Canada is becoming better understood, a considerable number of questions are being asked of each other when grocers meet, and it is becoming a burning theme with retail men, who are wondering where they will be on consummation of the scheme.

W. H. L.

THE CANADIAN GROCER

NEW MAPLE SYRUP

"IMPERIAL" Brand.

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

*also in
Barrels
Half-Barrels
and Kegs*

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

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



WHEN YOU HANDLE

**MacLaren's Imperial
MacLaren's Roquefort**

and

Canada Cream Cheese,



Consumer

Retailer

Jobber

Manufacturer



**A. F. MacLaren
Imperial Cheese Co.**

LIMITED

TORONTO.

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS AND COMPROMISES.

THOMAS MOUSSEAU, general merchant, Campbell's Bay, Ont., has assigned, and a meeting of the creditors was held on April 17.

Mrs. P. Cloutier, general merchant, St. Eugene, Que., has assigned.

Cyprien Levesque, grocer, Montreal, has assigned to Gagnon & Caron.

Robert Diprose, grocer, Strathroy, Ont., has assigned to Alexander Reed.

N. Sukloeff, general merchant, Brechin, Ont., has assigned to A. M. Gunn.

N. Couvrette, grocer, Montreal, has compromised at 20c. on the dollar.

There is a chattel mortgage held on the Vancouver Grocery Co., Vancouver.

Desistment of abandonment has been filed for N. Couvrette, grocer, Montreal.

A consent of assignment has been filed for Albert F. Dawes, merchant, Lachine, Que.

F. A. Labelle has been appointed curator for Geo. Reid, general merchant, Gracefield, Que.

A. K. Hudson, general merchant, Hebertville, Que., has compromised at 10c. on the dollar.

There is a chattel mortgage held on the grocery and bakery of Mrs. Wm. Murray, Vancouver.

Leader & Parsons, general merchants, Quyon, Que., are offering to compromise at 42½c. on the dollar, cash.

Johnson Bros., grocers, Winnipeg, have assigned to C. H. Newton, and a meeting of the creditors was held on April 21.

W. J. Gosselin, grocer, Orleans, Ont., has assigned to W. A. Cole, and a meeting of the creditors was held on April 20.

A meeting of the creditors of H. J. Bissailon, grocer and dry goods merchant, Coaticook, Que., was held on April 20.

Wald. J. Gosselin, merchant, Gloucester, Ont., has assigned to Wm. A. Cole, and a meeting of the creditors was held on April 20.

INCORPORATIONS AND CHANGES.

E. Rill has been registered as a trader in Montreal.

Black & Tate, grocers, Montreal, have been registered.

The Canada Grocers, Limited, Toronto, have obtained a charter.

ALL
ARE
PLEASED
AND
SATISFIED

THE CANADIAN GROCER

Dean & Co., grocers, Sault Ste. Marie, are succeeded by Braniff Bros.

The Grocers Real Estate Co., Limited, Toronto, have obtained a charter.

The Huron Navigation Co., Limited, Toronto, have obtained a charter.

The Western Brokerage Co., Limited, Toronto, have obtained a charter.

Piche & Levesque, grocers, Shawenegan Falls, Que., have been registered.

A. J. Killen, grocer, St. Louis de Mile End, Que., is giving up business.

F. Suzor, grocer and liquor dealer, St. Johns, Que., is giving up business.

Leda Frigon & Cie, general merchants, St. Tite, Que., have been registered.

S. Bourgeois & Co., general merchants, St. Hyacinthe, Que., have been registered.

The High-Grade Coffee and Specialties, of Ottawa, Limited, have obtained a charter.

Beauvais, Lalonde & Co., grocers and liquor dealers, Montreal, have been registered.

Crawford & Co., general merchants, Melfort, N.W.T., have been succeeded by Cliff Bros.

Hamelin Bros. & Co., general merchants, Melita, N.W.T., have been incorporated.

James Newman, general merchant, Cherry Valley, Ont., is succeeded by John H. Jones.

Genest & Co., grocers and liquor dealers, St. Louis de Mile End, Que., are giving up business.

The late J. C. Taylor, wholesale and retail crockery, etc., Hamilton, Ont., has been succeeded by Taylor & Mulveney.

Ed. A. Baker, Ernest W. Leeson, Samuel F. Johnston and James H. MacGill have been registered proprietors of The Baker, Leeson Co., wholesale grocers, Vancouver.

SALES MADE AND PENDING.

T. J. Willson, restaurant, Saskatoon, has sold out.

T. M. Davis, grocer, Mitchell, Ont., has sold out to W. F. Morenz.

H. D. Brown, general merchant, Saskatoon, is negotiating to sell out.

H. A. Day, general merchant, Lacombe, N.W.T., has sold out to D. M. Horn.

The assets of the general business of E. Laferriere, St. Julienne, Que., are sold.

G. R. Russell, general merchant, Prince

Albert, N.W.T., has sold out to Thos. Noble.

J. Kavanagh, grocer and liquor dealer, Ottawa, is advertising his business for sale.

J. C. Nation, grocer and dry goods merchant, Morpeth, Ont., is advertising his business for sale.

The grocery business of D. McDougall, Vancouver, was sold by sheriff's sale to Mrs. D. McDougall.

Betts & Gwynne, grocers and liquor dealers, Prince Albert, N.W.T., have sold liquor business to P. J. Flanagan & Co.

PARTNERSHIPS FORMED AND DIS-SOLVED.

Thomas Sales, butcher, Saskatoon, has been succeeded by Gordon Bros.

Ellis Bros., grocers, Ottawa, have dissolved, and H. C. Ellis continues alone.

Thompson Bros., general merchants, Brechin, Ont., have dissolved partnership.

N. H. Russell, butcher, Prince Albert, N.W.T., has been succeeded by Russell Bros.

Gagnon & Mailot, butter and cheese merchants, Three Rivers, Que., have dissolved.

K. B. Forbes, general merchant, Richibucto, N.B., has been succeeded by W. E. Forbes.

H. G. Dawson, grocer and butcher, Rosthern, has admitted his brother as partner.

Baker & Co., grocers, Montreal, Que., have dissolved partnership; there will be a new registration.

Noble & Philion, general merchants, Prince Albert, N.W.T., have dissolved; J. W. Philion continues.

A. G. Adams & Co., wholesale grocers, etc., Campbellton, N.B., have formed a new co-partnership of Allan G. Adams only.

Adams, Currie & Co., wholesale grocers, etc., Campbellton, N.B., have dissolved partnership; they are succeeded by A. G. Adams & Co.

FIRES.

Duncan Bros., tea merchants, Hamilton, had their stock damaged by water; insured.

DEATHS.

P. Martel, general merchant, Lorette, Que., is dead.

F. A. Phillips, general merchant, Bristol, N.B., is dead.

GLADIATORS

were strong men who in the early days fought for the amusement of hundreds of spectators—but you know all about them.

The kind of Gladiator we wish to interest you in just now is

Gladiator Pickles

which rank among the best low-priced pickles on the market.

We offer exceptional value in these pickles, which are in full sized 18-ounce bottles, and which you could retail at two for a quarter without injuring your profit any.

Remember these are a first class low-priced pickle or we wouldn't say so. You can get them **Mixed or Chow Chow.**

Our travellers will see you or write direct.

THE

DAVIDSON & HAY,

LIMITED

Wholesale Grocers

TORONTO



UPTON'S Jams, Jellies, and Marmalades

are "just as good as" any other brands, but other brands are not "just as good as" **UPTON'S.**

Customers are easily convinced of this fact.

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

SELLING AGENTS

DAIRY PRODUCE AND PROVISIONS

and Cold Storage News.

BIG INCREASE IN CATTLE TRADE.

THERE will be an enormous increase in the number of cattle exported from Canada via St. Lawrence route this year over last. Mr. A. E. Cooke, freight manager of the C. P. R. cattleship line, says that the whole cattle shipping facilities of the port of Montreal will be strained to handle the stock this year.

During the months of May and June of last year the Elder-Dempster line carried from Montreal 4,900 head of cattle. The C. P. R., successors to the Elder-Dempster line, have booked already 24,000 head, nearly five times last year's number.

The embargo on Portland and Boston contributes equally to this extraordinary expansion of trade, but it is not the only reason. The fine condition Canadian cattle are in, compared with the distillery-fed cattle of Chicago, is a great factor.

It is not at all sure when the embargo will be lifted. But the pressure of export stock is such that bookings are being made two or three months in advance, so that the benefit to Canada is good to last for at least that much longer than the embargo.

CURED MEATS FOR SIBERIA.

Swift & Company, the pork packing firm of Chicago and Omaha, are about to make a shipment of between 600 and 700 tons of cured meats to Vladivostock, the terminus of the great transiberian railway, from whence it will be distributed to all parts of Siberia. The shipment will be made via C. P. R. to Vancouver, where it will be transferred to the steamship Empress of Japan, a Canadian Pacific Oriental flyer.

The cured meat trade thus opened with Siberia has every promise of attaining large dimensions within a very short time.

NEW COLD STORAGE PLANT.

The cold storage plant, which was in process of erection at Fergus, Ont., is now completed, and is undergoing a thorough test. Thus far everything has gone well.

It is claimed that the plant is one of the most complete yet installed in Canada, and will be a paying investment. The slaughtering capacity will be about 75 bullocks per day, while the chilling room is capable of containing four hundred car-

casses. Twenty-four hours after slaughtering, the meat is in a condition for shipment.

A 45 power engine for running the machinery and pumping water has been installed; and also a chemical compressor capable of reducing the temperature of the chilling room to almost zero.

Every part of the animal will be utilized in some way. All the blood is caught in a large vat, and with the offal and bones, is made in a fertilizer. The clean fat is made into high grade tallow, while the other scraps are made into a poorer quality.

A meeting of the shareholders will be held shortly for the arranging of all detail matters.

TO RAISE BUFFALOES FOR THEIR FLESH.

"Pawnee Bill," says The Butchers' Advocate, is said to be forming a buffalo trust and says that "the tenderfoot in the east will be eating buffalo meat before long." He has cornered a herd of 288 buffalos. Within a few weeks he expects to become the owner of all the remaining buffaloes outside of all government reservations. He has purchased a large stock farm near Kenosha, Wis., and will breed buffaloes there. He hopes before long to raise enough to begin shipping to Milwaukee, Chicago, Kansas City, Omaha, Fort Worth and other slaughtering points.

PROVISION NOTES.

REPORTS show that the Pacific Packing & Navigation Company and the Pacific American Fisheries Company, both of Seattle, U.S., are insolvent. The liabilities of the former company exceed the assets by \$33,146; the affairs of the latter company are in a still worse condition, the liabilities exceeding the assets by \$270,801.70.

A large number of hogs were shipped from Parkhill on the 13th inst.

A new cheese factory has been built near Morrisburg, Ont., and will be carried on by Mr. Allen Carr.

The Waterloo Produce Co., of which Messrs. Geo. Moore and John Nichol are the proprietors, has been dissolved by mutual agreement.

The cheese factories around Iroquois, Que., are all working now. Mr. Richard Gibbons, of Strathcona factory, shipped on April 14 and realized 13c.

A splendid new cheese vat has been built in the Mississippi cheese factory, Prestonvale, near Lanark, Ont. The factory has already opened up.

Mr. Moore, of Berlin, Ont., will operate a produce business in Waterloo, and intends erecting an up-to-date egg emporium during the coming season.

Wall & Guppy, wholesale provisioners, Windsor, Ont., have established a branch of their business in London. The branch will carry a full stock of provisions and grocers' sundries.

Mr. Gordua, of North Williamsburg, has been engaged as cheese maker in the factory near Morrisburg, Ont. Mr. Levi Whittaker will make cheese in the other cheese factory near Morrisburg.

The various cheese factories around Lanark, Ont., are commencing the year's operations somewhat earlier than in former years. Most of them have already opened up, whereas their usual time is early in May.

Mr. F. Burke, general salesman for M. Walsh, butcher, Kingston, is going into business for himself in a short while. Mr. Burke is a very popular young man, and it is expected that he will be very successful in his venture.

G. T. Bates, of the well-known firm of Williamson & Bates, cattle exporters, Liverpool, Eng., is in Toronto. It is understood that Mr. Bates will remain in Canada during the summer, conducting the Canadian part of that firm's business.

The Ingersoll Canning and Preserving Company have commenced contracting with farmers for the growing of the products which they will require. A specialty will be made of tomatoes this season, and the company hope to secure 150 acres of them. A number of contracts have already been made.

Mr. S. May has purchased the flour and feed business of R. Laing & Co., Petrolia, Ont. Mr. May will conduct both a wholesale and retail establishment, and will



See cut book 9
Page 55.

GILLETT'S
PURE POWDERED
LYE
BEST,
PUREST,
STRONGEST.

E. W. GILLETT COMPANY LIMITED
TORONTO, ONT.

When you have any

BUTTER
OR **EGGS**

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

The J. A. McLean Produce Co., Limited

75-77 Colborne Street

Telephone Main 2491.

Toronto.

F. W. FEARMAN CO.

Limited

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

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

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

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

Mess Pork,
Short Cut Pork,
Plate Beef.

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

RELIABLE GOODS AT RIGHT PRICES.

Write or wire for special quotations on car lots.

The Park, Blackwell Co.,

LIMITED

PORK PACKERS,
TORONTO, ONT.

handle a finely assorted line of flour, feeds, grains, all garden and field seeds, seed potatoes, barreled salt and baled hay and straw.

The creditors of the Charles A. Bull Produce Company, organized a year ago last winter, with a capital of \$50,000, do not expect to realize much of a dividend from the liquidation of the insolvent estate. The office furniture was sold out the other day by the curator for \$120. Mr. Bull is in England.

TRADE NOTES.

Chas. Fortin, butcher, Levis, Que., is dead.

J. G. Gignere & Co., butchers, Montreal, have dissolved.

McPhee & Hastings, dairy manufacturers, St. Armand West, Que., have dissolved.

Hunter Bros., butter and cheese manufacturers, Stanbridge East, Que., have been registered.

F. Colbourne, butcher, Moose Jaw, has sold out to N. & B. Reid & Co.

A. L. Beckwith, butcher, Rosthern, has been succeeded by Dirks Bros.

H. G. Dawson, grocer and butcher, Rosthern, has admitted his brother into partnership.

C. B. DeGeer, butcher, Saskatoon, has been succeeded by Gordon Bros.

Wm. Gibson, butcher, Clarksburg, Ont., is advertising his business for sale.

H. Charbonneau & Co., provision merchants, Montreal, have dissolved, and there will be a new registration.

Nadeau & Laplante, butter and cheese factory, St. Johns, Que., have been registered.

L. L. Mann, butcher, Franklin, N. W. T., has sold to A. Arnson.

INCREASE IN DAIRY PRODUCTS.

A bulletin on agriculture in New Brunswick was issued by the Census Department on April 15, and shows the enormous increase of 728 per cent. in dairy products in ten years. The value of dairy products, including the milk and cream sold to cheese and butter factories, amounted to \$203,552. There were in operation in the province during the census year 66 factories, of which 6 made cheese and butter, 47 made cheese only and 13 made butter only.

The cheese product was 1,851,167 lb., worth \$182,859, and the butter product

287,814 lb., worth \$58,589, making a total value of \$241,448. In the former census year there were nine cheese factories and one butter factory in the province, and the total value of product was \$29,152. The increase in the value of factory dairy products from the year 1890 to the year 1900 in New Brunswick was therefore \$212,296, or 728 per cent.

There was a decrease in the number of cattle, sheep and swine killed or sold for slaughter or export. The farmers are disposing of coarse-wooled breeds and acquiring fine-wooled varieties in their place.

N. W. T. CREAMERIES.

The men who will this year be in charge of the creameries operated by the Dominion Government in the eastern portion of the Territories have been selected. They will be stationed as noted below. The dates given are the dates on which the creameries begin operations:

- Churchbridge, J. W. Smith, April 27.
 - Qu'Appelle, S. A. Gibson, May 1.
 - Grenfell, C. W. McDougal, May 5.
 - Regina, Hermon Hunter, May 5.
 - Moose Jaw, J. E. Hopkins, May 12.
 - Moosomin, J. R. Flon, May 12.
 - Prince Albert, J. B. Doan, May 19.
 - Saltcoats, G. A. Smith, May 19.
 - Whitewood, H. W. Horrocks, May 19.
- Qu'Appelle creamery has been operated all winter.

THE PROVISION MARKETS.

TORONTO.

The provision business has been decidedly active since our last issue, and prices continue firm, with a possible stiffening toward a rise. The fresh meat market is firm, coming in in good condition. We quote:

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

EXTENSION OF PREMISES.

The J. A. McLean Produce Co., Limited, Toronto, have recently added the adjoining building to their already extensive premises. The total floor space of their buildings is now some 145,000 sup. feet, of which

80,000 is cold storage. Their revised address is now 73, 75, 77 Colborne street.

MONTREAL.

The market for hog products is not active, but smoked meats are 1c. per lb. higher than they were and lard is ¼c. stronger. We quote:

Heavy Canadian short cut mess pork	\$24 00
Light Canadian short cut clear pork	22 50 23 00
Canadian short cut back pork	23 00 23 50
American short cut clear pork	23 00 23 50
American fat back pork	23 50 24 00
Hams, per lb.	13 15
Bacon, per lb.	15 16
Extra plate beef, per bbl.	14 50 15 00
Pure Canadian lard, in tubs, per lb.	0 11 1/2
" " " pails, per lb.	12 1/2 0 12 1/2
" " " cases, per lb.	0 11 1/2
Fairbank's "Bour's Head" lard compound, 8 1/2c. tierce basis, with extras as follows:	
60-lb. tubs, over tierce	0 00 1/2
20-lb. wood pails	0 00 1/2
10-lb. tins	0 00 1/2
5-lb. tins	0 00 1/2
3-lb. tins	0 01
Snow White and Globe compound, per pail	1 80 1 90
Cottolene pails for 60-lb.	0 11 1/2
20-lb. for tubs, for Que. and Ont.	0 11 1/2

DRESSED HOGS—There have been no arrivals of country dressed hogs, and this business has now ceased for the season. Fresh killed abattoir dressed hogs are quoted at \$8.75 to \$9.

ST. JOHN, N.B.

In barrelled pork there is quite a good movement, chiefly for local packed stuff, which is quite freely offered. Full prices are asked. In beef sales are rather light. Lard is firmly held. There is quite a large stock here. Some of the pure held was bought during a little slump in price, and shows a good profit. Sale of refined lard is large. In fresh meats, beef is unchanged at rather easier figures. Veal and mutton both rule rather lower. Just after Easter the sale is not sharp. Pork is somewhat quiet. We quote:

Mess pork, per bbl.	\$21 50	\$23 50
Clear pork	22 50	25 00
Plate beef	15 00	16 00
Mess beef	12 50	13 00
Domestic beef, per lb.	0 06	0 07 1/2
Western beef	0 08	0 08 1/2
Mutton	0 08	0 08 1/2
Veal	7 1/2	0 08
Pork, pure, tubs	0 08	0 08 1/2
" " pails	0 11 1/2	0 11 1/2
" compound, tubs, per lb.	0 11 1/2	0 12
" " pails	0 09 1/2	0 09 1/2
" Fairbank's refined, tubs, per lb.	0 10	0 10 1/2
" " pails	0 10 1/2	0 10 1/2

Mr. Hobbs, representative for North & Co., Boston, called on the trade this week with the local agent, Wm. Barbour.

A car of Fairbank's refined lard was distributed to the trade this week.

OTTAWA.

The demand for smoked meats is very brisk. Quotations are as follows:

Breakfast bacon and Windsor	\$0 15
Rolls	0 11 1/2
Hams	0 13 1/2
Shoulders	\$0 10 1/2 0 11
Lard, in 50-lb. tubs	0 11 1/2
" pails	0 11 1/2
Cooked hams	0 21
" tongues	0 20
" beef ham	0 21

—COMING—

Hot weather is coming, not right away perhaps, but still it will be here before we think about it. Owing to certain conditions of the sugar market some merchants through the country are buying freely. If you are stocking sugars remember that summer plays the mischief with some yellows.

ST. LAWRENCE

YELLOW SUGARS

are acknowledged to be the best keeping yellows on the market. You may save yourself a heap of trouble by buying St. Lawrence Yellows.

THE
St. Lawrence Sugar Refining Co.

MONTREAL.

 Limited

DAIRY PRODUCE.

TORONTO.

BUTTER—Dairy butter is coming to hand in only moderate quantity and meets with ready sale; stocks held are consequently very light and prices hold firm. Several summer creameries are now in operation and creamery butter is coming in freely. We are advised that several more are well under way and are expecting operations the coming week. Prices of creamery butter are easing somewhat, but no quotable change. We quote:

	Per lb.	
Creamery prints.....	0 24	0 25
" solids, fresh.....	0 22	0 22½
Dairy rolls, large.....	0 18	0 19
" prints.....	0 19	0 20
" tubs, selected.....	0 16	0 18
" medium.....	0 15	0 16½
" common.....	0 12	0 14

CHEESE The cheese market continues inactive; no great quantity is coming to hand and prices have stiffened to a rise all around. Ready sales could be effected with exporters at advanced prices. We quote:

	Per lb.	
Cheese, large, old.....	0 14½	0 15
" twins, old.....	0 14½	0 15
" twins, new.....	0 14	0 14½
" large, new.....	0 13½	0 14

ST. JOHN, N.B.

BUTTER—Butter is scarce in all grades, so that prices are firmer. It takes, however, best stock to bring full figures. Eggs are easier. There is a good demand.

CHEESE—The market is about bare. Prices are very high and the outlook for new points to full figures. We quote:

Butter, creamery, prints, per lb.....	0 22	0 23
" creamery solids (fresh made), per lb.....	0 22	0 24
" prints.....	0 18	0 21
" tubs.....	0 14	0 16
" tubs, selected, per lb.....	0 18	0 20
Eggs, new laid, per doz.....	0 16	0 18
" case stock, per doz.....	0 12	0 13
Cheese, per lb.....	0 14	0 15

MONTREAL.

BUTTER—The butter market has taken a regular slump of 3c. per lb. during the past day or so, due to the heavy increase in arrivals on this market. There have been sales to-day at 19c. and 20c., and some dealers take even lower prices, but it is just possible that the acute decline may bring on a reaction that will send prices back a trifle. Exporters are doing nothing. We quote:

	Per lb.	
Fresh creamery.....	0 19	0 20
Dairy rolls.....	0 16	0 17
Manitoba.....	0 12½	0 14

CHEESE—The cheese market has not shown any radical change except that prices have a gradual tendency downward. This is due to the very heavy make in progress at producing sections and not to lack of demand. For instance, the factorymen down in the French country are

fully three weeks ahead of last year, and have already marketed a considerable quantity of cheese, a thing hitherto unheard of in the trade; for they have never sold cheese previously before the middle of May. At this writing Eastern makes are obtainable at 12½c. and Ontario at 12¾c. to 13c., which is a decline of about ¼c. per lb.

THE LONDON MARKET.

Thomas Nesbitt & Co., say regarding the London provision market as follows: Weather unsettled. Business fairly good.

Butter—Market generally dull at reduced values.

Bacon—Is selling rather better at quoted rates.

Hams—In steady demand.

Lard—Quiet at about late prices.

Eggs—Meet with a steadier trade at firmer rates.

Cheese—Market quiet but firm.

MEATS AND DAIRY PRODUCTS IN THE U.S.

Less interest has been shown in live hogs and pork products owing to the easier tone in the beef market, which is shifting consumption to the latter meat. Export trade is fairly well held considering the position of prices. Speculation in provisions at the west has fallen off, few outsiders following the manipulation of packers. Eggs are fractionally easier at 16c. and butter is steady at 26c. Milk is still quoted at 3¼c., an abnormally high position for the season. —Dun's Review.

CREAMERY EGG COLLECTION.

The Department of Agriculture, Ottawa, have decided, says The Whitewood Herald, to handle eggs in connection with the co-operative dairy work at the Whitewood creamery during the coming season. The eggs will be collected twice each week by the regular cream collector, who will deliver them at the creamery and from that point the Department will assume the responsibility. A monthly advance of 15 cents per dozen will be made on all good eggs, but no credit is given for worthless eggs. An expert eggman is employed at Calgary where all eggs are candled. The expert is able to tell who supplies bad eggs as each patron is allotted a number at the creamery which he is supposed to mark on every egg given to the collector, and the list of names and numbers is forwarded to Calgary. By this method he knows the class of eggs each man is sending, and discards all worthless eggs. Eggs will not be received from patrons unless they bear

the number given him by the local manager. Only those who are sending cream to the creamery will be privileged to send eggs, and when a patron stops sending cream we will not be able to handle eggs for him. The work of collecting and counting carefully all eggs is rather slow, and we would not be justified in keeping the cream of certain patrons standing in the hot sun during the summer while gathering eggs for those who have no cream on the wagon. Preparations are now being made to start this work, and we hope to be in readiness when the creamery opens.

LOBSTER INDUSTRY.

The Fisheries Department is at present considering a scheme to protect the lobster industry in the Maritime Provinces. The decrease in the supply during the last five years is very great. The scarcity is largely due to the unlawful destruction of spawn lobsters and the taking of those which are undersized.

The scheme which is being promulgated by the department is for the purchase of all spawn lobsters from the fishermen at market rate and impounding them in government ponds or enclosures until the close season, when they would be liberated to the open seas. These would distribute new hatched fry. This scheme will necessitate a large expenditure of money, but it is thought that the importance of the object will warrant the outlay.

THE BERMUDA ONION.

The island of Bermuda is anxious to increase exports of onions to Canada, and with this end in view, is now appointing agents at Halifax, St. John, Montreal, Toronto and Hamilton. A through bill of lading will be given by the Pickford & Black steamers from Bermuda to points in the west and it is expected that once Canadian people recognize the value of the Bermuda onion as compared with those from other sources of supply, the trade will assume considerable proportions. Hitherto the United States has been the most profitable market for Bermuda shippers, but now that special tariff concessions have been given to Porto Rico and will shortly be extended to Cuba, the Bermuda exporter finds the need of exploiting the Canadian field. The Bermuda onion has long been a favorite in the city of Halifax, and although of late years it has cost consumers more than the Egyptian or the domestic product, the demand for it in the early summer months is a feature of business in the grocery trade. We understand that Arthur C. Pyke will act as agent for the colony in Halifax, but who the representatives will be at other points has not yet been made public. Distribution to the retail trade will be made through the various wholesale houses. —Maritime Merchant.

45% INCREASE !!

My sales of tea in January, February and March, 1903, were 45% more than in the same month last year.

My advertising expenditure was less this year than last. Good goods advertise themselves when once introduced.

This accounts in a large measure for the great increase in sales.

RED ROSE TEA is the kind of tea that advertises itself, and if you sell it, it will advertise you as a dealer who sells good tea. The very best ad. you could get.

Estabrooks' Blended Teas in bulk are the same sort of stuff---**Teas that talk for themselves.**

A sample Case or Chest will, I think, convince you.

T. H. ESTABROOKS

Tea Importer and Blender,

Branches : Toronto, Winnipeg.

— ST. JOHN, N.B.

Window and Interior Displays

Timely Hints
and Suggestions.

CONSTRUCTING A SHOW WINDOW.

THE construction of a window upon which you depend to a great extent for the success of your business should be carefully considered, as a badly built window spoils or lessens the attractiveness of any display.

THE HEIGHT OF THE STORE

Perhaps a word is first necessary on the construction of the store, because the window has to be built to correspond with the store, and if the latter is not properly placed the window will be affected.

The store should never be built high up from the street, as a flight of steps, even of only three or four, takes away the business look that should always be so prominent.

Then, again, running up and down stairs is inconvenient, and will often prevent a woman from entering.

Modern stores are always built very slightly raised above the sidewalk—from 4 to 8 in. This makes only one step, and it occurs immediately at the edge of the sidewalk. This step or ledge runs, in most cases, along the entire front of the store to give a symmetrical appearance, as the line of the top of the doorway also continues along the entire front.

THE HEIGHT OF THE WINDOW.

The window should then be only about 20 to 24 in. from the ground.

A higher window affords practically only a front view treatment, whereas the best view of a window is very often one from above. At any rate, a combination of a view from above with a straight front view is best in all displays, as the effect of size and distance is very much assisted.

THE BASEMENT LIGHTING.

The intervening space between the bottom of the window and the ledge which shows the height of the floor of the store is taken up with windows supplying light into the basement, unless, as in the larger stores, the basement is used for a saleroom. In that case, prism glass is usually embedded in the pavement.

This is really the only satisfactory method of lighting a basement, as the light can be thrown in any direction, affording almost as good light at the back as in the front.

If the basement is thus lighted, fill in the space between the bottom of the window and the ledge with oak panelling.

The ornamental work at the bottom of the window and above the ledge will fill up about 6 in. of the space, leaving only about 8 to 12 in. as the height of the panelling.

THE GLASS.

The glass should, of course, be heavy plate and, if possible, of one sheet, as a break makes the window appear smaller and interrupts the display.

If a break must occur, make the necessary woodwork as small as possible.

The small brass divisions between sheets of glass are the best, and should be used also at the corners where the entrance turns in.

Where the break occurs it is well to have a removable partition run back through the window, affording space for two exhibits, and giving the effect of two large windows.

This partition should be about 5 ft. high, or above the eyes of a spectator, so that both exhibits cannot be seen at once.

THE FLOOR.

The floor of the window should be of the best hardwood and oiled, as many striking displays can be made on a good floor without any covering.

It should be on a level exactly with the lower edge of the glass, and should come close to the glass, so that no dust or dirt can get between them.

The floor should be built in a horizontal position rather than at a slant.

It is true that for the display of small articles a slightly inclined floor is the better, but this is required more in a high window than in one of the height I have advised.

The idea of the slant is so that small articles can be looked down on, as that is the only position in which they can be seen.

If this slant is required or desired a temporary platform can be built to place on the floor, in order to give the required incline.

This temporary structure should be constructed in two or three sections to facilitate removal.

On an inclined floor some displays look decidedly awkward, while on a horizontal floor any display (provided the window is not too high) is not out of place.

THE BACKGROUND.

Any window can be spoiled by its background. Too little attention is paid to this important part of the show window.

Tastes differ here, too, as many merchants favor an open back. But it is safe to say that in the majority of cases they speak in favor of the closed back. This style is better, in my opinion, in every way. The store is then distinct from the windows, as it should be; people looking in the window are not distracted by who may be, or what is going on, in the store. The windows can be kept clear of frost in winter time.

The making of special backgrounds for certain displays is much more easily accomplished. The best back to a show window is made up of sliding doors to the height of about 5 ft., or high enough to prevent anyone on the sidewalk seeing into the store. These doors can be made of neat framework filled with some opaque glass which will let in light without permitting one to see through it. If the light is not necessary solid doors are better. Above these clear glass is used to the top of the window.

To have the entire back removable is often necessary for the introduction of large articles into the window.

DEPTH OF THE WINDOW.

The best depth is a matter that is hard to set arbitrarily. It depends upon the size of the store and the width of the window more than on the goods to be displayed.

The best windows are not quite so deep now as they have been during the past few years. About 5 ft. is now generally considered the best depth for a window not too small.

USE OF MIRRORS.

Stationary mirrors at the sides (where possible) and sometimes a mirror to cover the back are now used in all the best windows. The primary expense is, perhaps, a consideration, but the improvement they make in any window more than pays for them.

They increase the apparent size of the window and quantity of articles displayed, and make a clean edge and better light.

When used, they should be about 5 ft. high, or the same height as the solid portion of the background, and should fit closely at the front and back of the window.

No lettering of any kind should break the clean face of the glass. All the lettering that is needed to denote name and business should be only in its proper place—the signboard.

THE CANADIAN GROCER

THE COFFEE INDUSTRY.

COFFEE is now consumed by the people of the United States to the amount of 1,000,000,000 lb. annually. Since 1894 the imports have more than doubled, and within the same period the per capita consumption has increased four pounds, the gain being greater than that made by any article used as a beverage. A division of this 1,000,000,000 lb. among the inhabitants of the country gives to each man, woman and child about 14½ lb., remarks The Chicago Tribune.

For a family of five persons this would mean one pound each five days, or 73 lb. a year. A fair average price for coffee of good grade at retail is 20c. per pound, involving an annual expenditure for this bean, which delights the palate, aids digestion, and makes the user thankful for the pleasures of the table, to the amount of \$14.60. This would make the annual expenditure of the people of the United States for coffee alone exceed \$200,000,000.

Imports for 1901 reached the grand total of 1,072,009,182 lb. In 1902 there was a slight decrease, the amount being 955,283,919 lb., making the annual average for the two years 1,013,646,550 lb. The source of this supply, together with the percentage of the total import contributed by each country, is shown in the following table. The figures are official and were compiled from the government records:

	Lb.	Per cent.
Brazil.....	764,658,963	80.1
Other countries, South America.....	63,824,056	6.7
Central America.....	45,512,114	4.8
Mexico.....	30,719,800	3.2
East Indies.....	20,814,403	2.2
West Indies.....	20,429,314	2.1
Other Asia and Oceania.....	5,003,563	..
United Kingdom.....	1,778,461	..
Netherlands.....	1,828,935	..
All other countries.....	714,310	..
Totals.....	955,283,919	99.1

It will be observed that from the western continent alone came almost 95 per cent. of the entire imports. Brazil furnished over 80 per cent. of the amount, while other South American countries, Central America and Mexico, sent us about 15 per cent. Of the 5 per cent. coming from coffee-producing countries other than those located in the western hemisphere, the entire East Indies sent to us but 2.2 per cent. The product of the island of Java, which is but a fraction of this 2.2 per cent., is considered the best of all coffees, and notwithstanding the small amount reaching us, it can, thanks to the enterprise of the American grocer, be obtained at any and all stores selling coffee.

Coffee sells at wholesale at from 8½c. to 33c. per pound for the green or unroasted article, the former being the lowest grade of Rio and the latter the best Java. A fair average price is around 15 to 18c. a pound. The range of prices on the roasted article is about the same as on the green, and the average near the same figure, perhaps 2 to 3c. higher. In roasting there is a shrinkage of about 15 per cent., and for roasting about 50c. per bag of 130 lb. is charged. The article is also sold ground or pulverized, and in broken grains, siftings or crushed. In whatever form desired it is packed in bulk, cans or packages to suit the wishes of the retailer, who finds it among the most profitable articles of merchandise. The profit varies from 25 per cent. to 40 per cent., and, like sugar, is a staple with a regular and steady sale, which yields a handsome return.

As a substitute for and adulterant of coffee chicory easily leads the list. It is largely grown in European countries, and in some localities takes the place of the coffee bean entirely. In other lands it is used in connection with coffee for the preparation of the decoction which so universally pleases mankind. This latter is its almost universal use in the United States, and epicures claim that it imparts an agreeable flavor to the drink unattainable without its presence. Chicory is known to be entirely harmless, whether used as an entire substitute for coffee or in connection with it. Until within comparatively few years all chicory consumed in the United States was imported, the main supplies coming from Germany. It now is grown in large quantities in several of the western states, Nebraska being the principal producer, where its culture and preparation for market occupies the time of several thousand persons.

A chemical fact in connection with coffee should ever be remembered by the housewife. Green (unroasted) coffee improves with age up to about four years, from which time it rapidly deteriorates in quality. Roasted coffee, on the other hand, quickly loses strength and flavor after leaving the ovens, and even when rigidly excluded from the air is not nearly so good as when first roasted. Coffee should never be ground or pulverized until the hour of its need if one is anxious to preserve the delightful aroma indicative of a really good cup of this popular beverage, nor should it ever be boiled, for the same reason. The French or drip process is considered by epicures to be the best method of preparing it. This makes an infusion instead of a decoction.

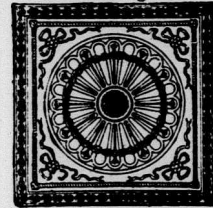
Should no great disaster strike the coffee industry prices are almost certain

to remain low for years to come. Brazil has more than quadrupled its production since 1880, and despite the fact that the grower realizes quite low prices, plantations are being extended in all of the most available sections of the country. Mexico is making rapid strides as a coffee-producing nation, the bean there grown being of a fine flavor and by some considered the peer of any raised.

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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.

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



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Write to-day.

Box 315. **W. EDWARDS,**
Carleton Place Ont.

THE CANADIAN GROCER

CHAT

ONTARIO.

S. DOWNER, Orangeville, Ont., has disposed of his grocery and crockery store to Duncan McFarlane, of Charleston, and will go to New York.

Dan Mahorny, a flourishing grocer of Welland, Ont., recently died from an illness caused by a paralytic stroke. He is survived by a widowed mother and three sisters.

The grocery store of R. A. Climie, of Listowel, Ont., was burglarized recently and \$10 in cash was taken. Nothing else of importance was touched.

Robert J. Puckering, for some years with W. G. Rowland, general merchant, Shelburne, Ont., has left that firm and has secured a position with The Preston Playfair Co., who have extensive business interests around Midland.

The Dowd Milling Co., of Arnprior, Ont., have their roller mill running now and all the machinery gives complete satisfaction. It is one of the largest mills in the district, having an output of 500 barrels of flour per day.

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

Wheat receipts at the C. N. R. elevator have been increasing considerably recently. There is now over 2,750,000 bushels in storage there.

David Wood, who has been in the grocery business with H. Bliss Murphy, of Windsor, Ont., has decided to go into business for himself. He has purchased a stand and is fitting it up in an up-to-date fashion.

From two to four carloads of sugar are being shipped out daily from the Warton, Ont., beet sugar factory. There are, however, nearly 1,000 barrels in stock yet, besides 10,000 barrels of brown sugar.

It is reported that potatoes are exceptionally scarce in the vicinity of Guelph. Carloads are being brought from Michigan and Wisconsin.

Levi Bruegerman, clerk in H. H. Enge & Co.'s department store, Hanover, Ont., has secured a good position with J. D. Miller, Kincardine.

Thomas Lawless, an employe of the London Soap Works, met with a bad accident on April 17. He in some unex-

plained way stepped into a kettle of boiling water and was very badly scalded.

Walter Pearson, broom manufacturer, has removed to Acton, Ont., from Bridgeport.

Mihell, Gill & Co., Strathroy, Ont., have leased the store until recently occupied by R. C. Wilhelm. The new acquisition will be connected with their present premises by arches, and will be stocked with crockery, etc.

MANITOBA.

Fire broke out in The Northern Elevator Company's elevator at Morden, Man., on April 12 and completely consumed the building in spite of all efforts to save it. It is supposed that 3,000 bushels of wheat were in the elevator at the time, and were burned.

NEW BRUNSWICK.

T. A. Tucker & Co.'s sardine factory at Quebec was destroyed by fire on April 10. The loss is placed at \$5,000 and the insurance at \$3,500.

Fifty-six bags of sugar were stolen recently from one of the C.P.R. freight cars at St. Stephen. The sugar belonged to the firm of A. F. Ted & Co. The authorities have been busy on the case with the result that one arrest has taken place and others are likely to follow.

St. Andrews has at last been incorporated. The town, in point of population, will be a small one, but the opportunities for growth are there, and once these are availed of growth will be rapid.

QUEBEC.

A meeting of the Iroquois Fruit Growers' Association was held in Iroquois on April 7. Elmer Lick, Dominion Fruit Inspector, gave very interesting and instructive addresses, both in the afternoon and evening.

Pierre Hamel and Joseph A. Bedard have formed a partnership to carry on a grocery business in Quebec.

Alfred Plouffe, grocer, City Hall ave., Montreal, died suddenly in his store on April 7 from heart disease. The deceased was between 55 and 60 years of age. The coroner will dispose of the case without calling a jury.

James Thompson, formerly head clerk with R. Johnston, grocer, Sherbrooke, has purchased the Nine Cent Store and commenced business with a full line of goods.

NEWFOUNDLAND.

It is said that the lobster fishing industry of Newfoundland is declining. During the past five years the production has dropped from 61,000 cases to 38,000 cases. It is the opinion of the people of Newfoundland that all factories should be closed for from three to five years in

order to give time for the waters to become better stocked with lobsters.

BRITISH COLUMBIA.

The petition of the British Columbia Packers' Association to have the affairs of the united canneries of British Columbia wound up has been dismissed.

NORTHWEST TERRITORIES.

The Lake of the Woods Milling Company were obliged to shut down their mill on April 9 owing to the failure of the C.P.R. to supply sufficient cars. The storage capacity of the mill is over-taxed and the delay of the C.P.R. will mean much inconvenience and a serious loss to the company.

Hanson Bros., Wetaskiwin, are building a new grocery store.

NEW INDUSTRY IN BRITISH COLUMBIA.

The Imperial Oil and Fertilizer Co., of British Columbia, has been organized, with a capital of \$250,000. The company are going to manufacture oil, glue and fertilizer from the fish offal and nonedible varieties of fish and waste from slaughterhouses. They will also engage in the packing of salmon, herring, sardines, crabs and other varieties of fish by the most approved methods. The shareholders are chiefly Toronto and British capitalists. T. F. B. Kinnell has been appointed managing director. The plant, formerly occupied by the British Columbia Fish, Glue and Fertilizer Co. at Gibson's Landing, has been purchased, and it is expected that everything will be equipped in time for the first of the fishing season.

MINNEAPOLIS MILLS CLOSED.

The big Minneapolis flour mills have been closed down temporarily because it is claimed that the discriminating in freights by the railways in favor of wheat is making milling unprofitable. The real difficulty is that wheat can be handled in bulk so much more cheaply than flour, either in sacks or barrels, that it pays better to take the wheat to the consumer than to grind it and take the flour. Wheat can be handled entirely by machinery, whereas flour has to be handled by manual labor. Wheat is transferred from elevator to car, from car to elevator, and then to lake vessel and steamship with a minimum of labor, and therein lies its advantage over flour. The further inland the flour is ground the more frequently it has to be handled in packages before it reaches the consumer, and every handling adds materially to the cost. When it reaches its destination it cannot compete in price with the flour ground from wheat transported in bulk.

The Retail Grocer May Wonder Why
Tetley's Bulk Blends

Are not offered more freely by the WHOLESALE TRADE.

THERE IS NOT ENOUGH IN IT—is the reason.

A GOOD ONE, WE MUST ADMIT.

BUT IT IS ALSO A GOOD ONE FOR YOU TO CONSIDER.

WHY IS THIS SO ?

BECAUSE Tetley is giving you and the consumer the value and aiding you in building up a trade that will stay with you.

BECAUSE the goods and prices are always the same.

HUDSON'S BAY CO., F. W. HUMPHREY, SNOWDON, FORBES & CO.,
Winnipeg. Toronto. Montreal.

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

If You Are Handling _____

Tetley's Bulk Blends

You Are Protected.

THE PRICES ON THESE GOODS DON'T CHANGE. NO MORE
DOES THE QUALITY. ISN'T IT A COMFORT ?

Get tea insurance free by buying...

TETLEY'S BULK BLENDS

Guaranteed against deterioration in quality and advance in price.

HEADS YOU WIN, TAILS WE LOSE!—a pretty safe proposition.

GET IN LINE AND GET THE BEST.

HUDSON'S BAY CO., F. W. HUMPHREY, SNOWDON, FORBES & CO.,
Winnipeg. Toronto. Montreal.

VARIETY

Asparagus,

Hickmott's Signature Brand, 2½-lb. square cans	
Extra Large White, cases 2 dozen	\$ 4.40 per doz.
Hickmott's Golden Crown Brand, 2½-lb. square cans,	
Cases 2 dozen	4.00 "
Talbot Freres' White Tips, cases 100 tins	19.00 per case

Okra,

Fresh Dwarf, 3-lb. tins, cases 2 doz., G. W. Dunbar's Sons'	2.25 per doz.
---	---------------

Griffin's

Stella Brand California Fruits, 2½-lb. tins, cases 2 doz.,	
Standard Apricots	2.50 per doz.
White Cherries	3.00 "
Black Cherries	2.75 "

Caviar,—¼ tins, cases 5 doz.

Dittman's Russian	5.00 "
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Shrimps,—Barataria Dry prepared,

G. W. Dunbar's Sons' 1-lb. tins, cases 4 doz.	1.40 "
G. W. Dunbar's Sons' 1½-lb. tins, cases 2 dozen ...	2.60 "

Brand's AROMATIC MIXTURE,

for Mince Pies, Plum Puddings, Bride Cakes, Negus, Muffled Wine, etc.	3.50 "
---	--------

Brand's HERBACEOUS MIXTURE,

To savoury Potted Game, Pies, Patties, Galentine, Stuffings, Forced Meats, Games, Civets, Soups, etc	3.50 "
--	--------

Artichokes Bottoms,—Cases 100 tins.

Talbot Freres	26.00 per case
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Tripes a la Mode de Caen,—Cases 100 tins.

Talbot Freres	24.00 "
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Macaroni and Cheese, prepared with Tomato Sauce,
2-lb. tins, cases 2 doz.

Van Camp's	2.40 per doz.
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Hominy,—3-lb. tins, cases 2 doz.

Van Camp's	1.40 "
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Sauer Kraut, cooked,—3-lb. tins, cases 2 doz.

Van Camp's	1.40 "
------------------	--------

Hudon, Hebert & Cie,
MONTREAL.

THE SOLE AGENTS IN CANADA FOR "BYRRH" WINE AND "RODERICK DHU" SCOTCH WHISKY.

THIS WILL INTEREST YOU.—

WE HAVE PASSED INTO STOCK ANOTHER CARLOAD OF

SINGAPORE CANNED PINEAPPLES

WHOLE—TALL TINS, 1½S & 2½S. SLICED—TALL, 1½S. CHUNKS—FLAT, 1S.

OUR QUOTATIONS ARE RIGHT.—A POST CARD WILL BRING THEM.

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

TO REDUCE COFFEE PRODUCTION.

THE weakness of the Brazil coffee market has awakened planters and exporters to the necessity of doing something to protect the industry, and naturally the first remedy that suggests itself is to restrict the production. Though there are many objections to this, indications are that the movement will gain rather than lose strength. It is stated that the visible supply of coffee six years ago was 4,000,000 bags, and although there has been an increase in the consumption, it has not been sufficient to keep in proportion with the increased output, the visible supply now being about three times the above amount.

Out of many suggested remedies there are only two which are regarded seriously as likely to bring about the desired result, namely, better prices for coffee. One of these is that a tax should be imposed amounting to about 20 per cent. of the total production, the tax to be paid in kind in the lower grades of coffee. This plan is opposed on account of the great waste which would ensue from growing and marketing the coffee, much of which would then be destroyed. Another proposal is to cut down 20 per cent. of the trees, which would grow again, and ultimately there would be no loss of capital, the production of coffee in the meantime being reduced.

Both the above plans have their supporters, and one of them is likely to be acted upon, if nothing else can be found to answer the purpose. At present it is not known which of them, if either, will be adopted.

THE CANADA GROCERS LIMITED.

In consequence of the formation of The Canada Grocers Limited, Geo. E. Bristol, of Lucas, Steele & Bristol, and H. C. Beckett, of W. H. Gillard & Co., Hamil-

ton, will shortly remove to Toronto in connection with the new company, while L. Mewburn, of James Turner & Co., of the same city, will have charge of the Calgary headquarters.

PERSONAL MENTION.

Mr. Milford Sipes, of Detroit, favorably known to the Canadian coffee trade, was in Toronto on Wednesday.

Mr. C. H. Crysdale, of the firm of C. H. Crysdale & Son, grocers, Oshawa, Ont., was in Toronto this week on business. He reports business flourishing, as usual.

S. J. Staples, proprietor of the North End Grocery and Clothing Store, Carman, has enlarged his premises to meet the demand made on his trade. He now occupies the full space that the building contains, which is well stocked with new and choice goods.

MILK FLOUR IN SWEDEN.

The following is the translation of an article lately published in a Swedish newspaper on milk flour:

Dr. Martin Ekenberg's invention was last Thursday afternoon exhibited to representatives of the press in the factory at Birger Jarlsgatan owned by the company which will utilize the invention.

By the assistance of the exsiccator, skimmed milk is transformed into a highly soluble powder, which, dissolved at a temperature of 60 to 70 deg. C. above zero in a proper quantity of water, gives a solution with the same taste, smell, and other qualities as common milk. The flour, or powder, can be easily transported and can be kept a long time without being spoiled.

The invention is considered to be of great importance for utilizing skimmed milk, which can be kept sweet only a very short time and cannot be transported long distances, but still has considerable alimentary value. The yearly output of skimmed milk from our dairies amounts to 600,000,000 liters (158,520,000 gallons), according to the statistics of the Department of Agriculture. This milk may

yield a quantity of milk flour of the same market value as the total export of butter.

The price of a large exsiccator, which evaporates 2,000 liters (528 gallons) of skimmed milk in ten hours—such a one has since last December been nearly every day in operation with good results—will cost 4,000 to 5,000 kronor (\$1,072 to \$1,310). At the present time, such apparatus are being built for ten dairies, and inquiries about the apparatus are nearly every day received from interested persons in Sweden and foreign countries, among whom Americans are prominent.

JAVA AND ITS TEA SUPPLY.

Some anxiety is felt as to the future of tea in Java. So far as we can learn, says The Ceylon Observer, planting is not extending in that island: our Dutch neighbors have learned caution by their experience both in coffee and cinchona. The former industry has been well nigh ruined by Brazil; while the price of bark and quinine can only with great difficulty be kept up to a remunerative level. The Java Quinine Factory has helped greatly to benefit the local cinchona planters, and its capacity is to be doubled, we learn. Meantime, as regards tea, with the experience of India and Ceylon before them, Java tea planters are bound to be cautious, and *festina lente* is their motto. Those who have tea fields or estates are trying to do the best they can by improved cultivation and manufacture, but any extensions of the area under this product will be few and far between for some years. Our latest news from Java is as follows: "Java is just now experiencing a very severe drought. This should reduce the output of tea from that island to some extent this season."

A satisfactory feature about the Java tea enterprise is the very considerable and steadily increasing proportion of the produce which is shipped direct to Holland. This means the gradual conversion of a good many of the Dutch people to afternoon, and, perhaps morning, tea. If this process continues, and Belgium, as well as the adjacent portion of Germany—the people of the Groningen and East Friesland Provinces have always been great tea drinkers—were induced to consume increasing quantities of Java tea, no one would regret some expansion in the Dutch planting enterprise. It is any increase in the shipments of Java tea to the London market that Ceylon and Indian planters deprecate.—"Tea."

Temper and Profits.

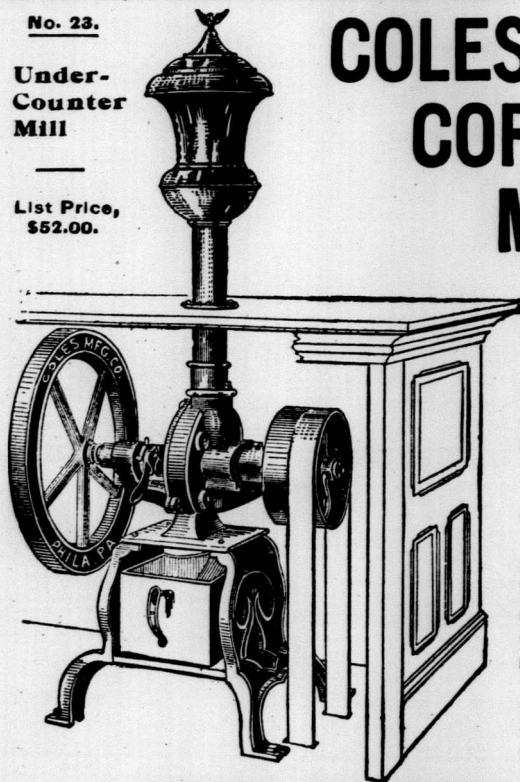
"A penny wise is a pound foolish"—sometimes. Better lose a penny or two of your profits than to lose a customer. When you're trying to stimulate a woman's interest it doesn't pay to irritate her temper. Let her find the articles you sell exactly as you represent them.

Windsor Salt

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

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

No. 23.
Under-Counter Mill
List Price, \$52.00.



COLES COFFEE MILLS

None better for Granulating or Pulverizing.

Our mills will Pulverize without heating Coffee.

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

A GREAT LABOR-SAVER.

Our Grinders wear longest.

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

COLES MANUFACTURING CO., PHILADELPHIA, PENN'A.



Do You Realize What You Are Losing?

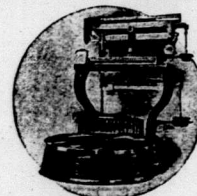
On your way to the bank, if you had an accident like the above you would thank a fellow who stopped you, and helped pick up the money you were losing.

Why not thank us for showing you where you are doing the same thing every day before you start to the bank. Fact is, we never had the chance to help you pick up the money we know you are losing.

We've got a mighty nice fellow who visits your town, and he will appreciate an invitation to call on you next trip. He can tell you all about The Dayton Computing Scale, our Systems of Moneyweight, of Nearweight and profit, also about Downweight and loss, and the Systems that will

Ask Dept. M. for Catalogue. *Save three Pennies* DO IT TO-DAY

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DEAR COD LIVER OIL.

IN our market reports last week we called attention to the scarcity of cod liver oil; to the fact that the Norwegian article was almost impossible to get at any price and that the Newfoundland cod liver oil, on which Canadian importers are now depending for their supplies, has advanced to about \$2.40 per gallon in wood. The Newfoundland market is quite firm in sympathy with the situation in Norway. The market price of Norwegian cod liver oil is now about four times as high as is usually the case at this season of the year, and the end may not be yet.

Norwegian cod liver oil has advanced from about \$25 per barrel to \$110 per barrel on this market in a very limited space of time; and in New York since January, 1902, the price has advanced from \$21.50 to \$125 per barrel.

The general belief that this has all been due to the small catch of Norway cod is not entirely correct. While the cod fishing was not as successful as in former years, it was by no means so great a failure as to warrant the advances in prices that

THE CANADIAN GROCER

have been made. The trouble, however, is that the production of oil from the fish was much less than usual, the livers being "leaner"—so lean that about 50,000 fish were required to produce one barrel of oil. The fishing season ends about the end of March each year. Taking this as the end of the season, it is shown that in the year 1897 the catch was 20,400,000 fish, yielding 14,200 hectolitres of oil (hectolitre = 22 gal. imp.); in 1898 the catch was 10,800,000 fish, yielding 8,200 hectolitres; 1899, 11,500,000 fish, 14,200 hectolitres; 1900, 6,500,000 fish, 8,000 hectolitres; 1901, 9,600,000 fish, 12,000 hectolitres; 1902, 10,800,000 fish, 7,500 hectolitres, and in 1903 the catch has been 4,000,000 fish, yielding 252 hectolitres of oil. By these figures it will be seen that the annual catch is much below that of a few years ago, and also that the yield of oil is less per fish than formerly.

CASH IN BUSINESS.

THE Toronto retail grocers, at their last meeting, discussed the cash and credit systems of running retail grocery stores. Several grocers gave some of their experiences in regard to the matter, most of which supported the theory that the cash system is the best in the end.

Much may be said, and has been said, in support of the credit system. However, there can be little doubt in the mind of any business man that, if all businesses were run on a strictly cash basis, his troubles would be reduced to half what they now are. But, as we have not this ideal state of affairs, we may put it aside and consider the question as it really is.

The credit system has become very deeply rooted into business life, and it will take a tremendous amount of digging before this tree of evil—shall we call it so?—can be uprooted.

There are very few grocery stores where nothing is sold except for cash. Of course, there are grocers who claim that they run a strictly cash business, but all our readers know that this is almost an impossibility. The running of a weekly, monthly or annual grocery account has become such a traditional custom with the housewife

that to her it often does not seem right to buy groceries in any other way.

If all people were honest this buying on account would be all right, but as many persons do not believe in that old maxim, "Honesty is the best policy," it is far from being all right. Think of the saving of time, worry and expense if purchasers paid as they bought. How much happier would a business man's life be if such were the case! How much pleasanter would the relations between buyer and seller be! But such is not the custom, and a grocer starting up business has to face this question: "Whether is it better to run my business entirely on a cash basis in spite of what my neighbors do, or to follow in the beaten path of custom?" It is very difficult to decide.

If the grocer sells only for cash he must offer some strong inducement to people to come to his store instead of going to the credit ones. Some grocers claim that they can make larger sales by giving credit, because, if a person is running an account at a certain store, that person will make all, or nearly all, purchases at that place; whereas, if a person always pays cash, that person is not very particular whether the purchases are made in one place or another.

That is quite true. A grocer can certainly keep in closer touch with his customers by giving credit than by selling only for cash. On the other hand, the strictly cash grocer can afford to sell on a closer margin than the credit grocer, since he has not the expense and losses connected with the credit system of business, neither does he have to lie out of his money. Still, if he does this, he will get the ill-will of his brother grocer, who will claim that he is cutting prices.

Considered from all points of view, however, for the grocer commencing business, we are of the opinion that the cash system is the better of the two. For those grocers who have been running a credit business, we do not think that it would be a wise or profitable policy, as a rule, to turn around and sell only for cash, unless the process of change is gone through slowly and carefully. But there are, of course, exceptions to every rule.

THE SURTAX AND THE GROCERY TRADE.

IT IS to be regretted exceedingly that tariff war between Canada and the German Empire appears to be inevitable, for tariff warfare like physical warfare is certain to cause injury to both combatants, but in the one, as in the other, warfare is as a rule waged in an effort to bring about a better state of affairs when all other means of securing the desideratum have failed. And in reading over the correspondence which was laid before the Dominion Parliament the other day it is evident that the Canadian Government had for four years up to nearly the close of 1902 made every effort to induce, by means of diplomacy, the German Government to relax its discrimination against Canada before deciding to impose a surtax against the products of the German fatherland.

As we have said in previous issues, the position that Germany has taken in regard to Canada is decidedly unjust. When Canada induced the British Government to abrogate the Anglo-German Treaty of 1865, which was negotiated and ratified before the Dominion had an existence, it was merely with a view to being allowed to grant the products of Great Britain and her colonies preferential tariff treatment. In other words, to make an arrangement of a purely internal and domestic character. It was at this purely internal and domestic arrangement that Germany took umbrage. The discrimination which followed this umbrage was made notwithstanding that no such action was or has been taken against the French colonies, which gave the metropolitan country a preference under their tariff.

In a letter which came through the British authorities from the German foreign office at Berlin it was pointed out Canada had deprived Germany of a valuable right. Naturally, Germany was desirous of the privileges being continued which had accrued to her under the treaty of 1865, but in which Canada had no voice. At the same time, however, the results do not appear to have been in any way injurious to the export trade of Germany with Canada. Her export trade to Canada

last year was the largest in our history, amounting to nearly \$11,000,000, while our exports to that country were only a little over \$2,600,000.

As we have pointed out, both countries are likely to suffer somewhat from tariff war, but it is evident that Germany stands to lose the most thereby. At the same time, however, it is to be hoped the present unpleasant relations between the two countries will only be of a temporary character, and that Germany will finally see the injustice of the position which she has taken.

The grocery trade is possibly less interested in the tariff in the surtax than most other branches of trade. Outside sugar, the importations from Germany appertaining to the grocery trade are small. As far as sugar is concerned, there are other sources of supply for the raw material, while of the refined article, we last year imported less than \$500,000 worth, which, even if there were no other foreign source of supply, our own refineries would be able to supply without any discomfort whatever.

The following are the principal articles appertaining to the grocery trade and allied trades which Canada imports from Germany, and, by way of comparison, we give the figures for 1898, the year that the preferential tariff went into force and that Germany's discrimination against Canada began, as well as for the last fiscal year, 1902 :

	1898.	1902.
Glue and mucilage.....	\$ 29,392	\$ 56,877
Seeds and bulbous roots	3,716	7,272
Provisions	529	1,240
Soap	1,151	1,303
Spirits and wines.....	21,760	16,568
Sugar (refined).....	127,025	446,678
Sugar (raw)	1,887,963	3,127,269
Tobacco and manufactures of.....	10,749	2,089
Tobacco pipes and cases	13,252	35,951
Saltpetre.....	20,532	23,381
Gelatine	6,751	11,460
Brooms and brushes	26,099	32,484

As a rule, Canadians, while realizing the unpleasantness of tariff warfare, are thoroughly in accord with the action of the Government. At the same time business men who had ordered goods in Germany some time ago, which could not be delivered for some months, are naturally perturbed over the fact that these goods must pass the Customs before June

30 in order to escape the surtax. It is to be hoped that if the Government can at all do so, it will further extend the time for importing goods ordered prior to April 16.

It is worthy of note that incidentally the Canadian manufacturers, who were complaining against the competition of German goods, have secured indirectly the increased protection which directly the Government refused to grant them.

THE PASSING OF A GREAT MAN.

It is not Ontario alone that mourns Sir Oliver Mowat. Every province drops a tear on his bier. He was one of the greatest of her sons, and even though his years ran beyond man's allotted span his passing away cannot but be regretted.

He helped to bring the Dominion into existence, and no man was more zealous for her future development and for her national eminence.

Sir Oliver was not without his political sins; and because of the strong moral fibre that so characterized him his lapses therefrom politically were looked upon with less charity than were similar offences of other politicians.

But the ideal politician this or any other country has not yet produced. At any rate few of his contemporaries stood on the same moral plane politically, and certainly none stood on a higher one. And no man in Canadian politics ever approximated so closely as he to the late William Ewart Gladstone.

AN ECONOMICAL ASSIGNEE.

It is very seldom that an estate pays such a substantial per cent. as the Spring estate in Rossland, B.C., has done.

The assignment was made to Sheriff Robinson on May 14, 1902, with liabilities of \$9,741.96. In spite of the quietness prevailing in all lines of business since then, Mr. Robinson has very recently succeeded in making a distribution which paid 92c. on the dollar.

This establishes a new record in British Columbia, and says much for the ability of Mr. Robinson in the performance of his duties and his excellent management of this special estate.

THE GREAT WEST.

TOBACCO SITUATION IN THE WEST.

Winnipeg, April 20, 1903.

THERE has been a pretty lively week in tobacco circles, and apparently the end is not yet. So far as jobbers are concerned the state of the case seems to be about as follows: The vice-president for Tucketts, Limited, has been in the city all week, until Friday. He had two meetings with the Winnipeg branch of the Grocers' Guild. At the first meeting, the proposition made was that if the jobbers would handle Camafax cigarettes to the exclusion of all others, they would receive a 2c. per lb. discount on all T. & B. tobaccos. The jobbers considered that this offer would not pay them so well as the 8 per cent. discount on The American Tobacco Co.'s cigarettes, which they get, if they handle them exclusively, and the Tuckett proposition was declined. It is said, and pretty well authenticated, that following this refusal there was a withdrawal of all quotations on T. & B. goods to the various houses. In any event, after the lapse of a day or so, there was another meeting and a further proposition, that if the Winnipeg jobbers would handle Camafax as well as American cigarettes, they would be allowed a discount of 1c. per lb. on T. & B. goods. The meeting, it is understood, stated, that as a guild, they had no power to deal with the question; it was one for the individual jobber, and that if The Tuckett Co. wanted to make a guild matter of it, the Dominion Guild was the place where it should come up.

So far as the individual jobber was concerned, the proposal seems to have been declined to a man. So far as The American Tobacco Co. is concerned, they do not appear to have taken any hand in the controversy. Their representative was not present at any of the meetings, but there is no manner of doubt that the course of events was very closely watched. Incidentally, it was learned that many large retail dealers are very sore on the subject of The American Tobacco Co. combine. Some of them who carry the American goods have also been selling the Tuckett goods, and it is understood were sharply called to account in the matter of discount. It seems also that retail dealers are in receipt of a good many complaints from consumers as to the poor quality of The American Cigarette Co.'s goods.

THE BARR COLONY.

PERHAPS never in the history of the West has there been a more epoch-marking week than the one just closed. Four train loads of the Barr colonists passed through the city on their

way to their destination on the Saskatchewan, and as we write are under canvass at the little town of Saskatoon, on the Prince Albert branch of the C.P.R. that first became known to fame during the Rebellion of 1885. Equal numbers of immigrants have arrived in one day before; in fact, there have been days in the history of the West when double that number arrived and departed, but this was the first extensive organized movement to bring to the West a desirable class of settlers from the British Isles. The proposed colony has been talked of and written about for weeks, and Winnipeggers were on the qui vive to size the colonists up. They have come and gone, but the end is not yet; in fact, we are hardly well at the beginning.

It has been said over and over again that the success of this colony would depend entirely on the class of settlers who were brought out, and here and now it may be said that physically and intellectually, the Barr colonists rank A No. 1 in the history of Western immigration. Strong, vigorous, eager, were the words suggested by a first sight of them. A very large percentage of them were the class that Canada and the West wants. Young farmers, and farmers and their wives and families. Another per centage were young men not accustomed to farm work, but willing to go among farmers and learn, and the remaining proportion (and there were more of them than there should have been) had very vague ideas as to what they wanted to do, and even by the time they reached Winnipeg were moving into grumbling alley. A very searching inquiry left no doubt that the steamer accommodation had been very bad indeed, but the very large majority expressed themselves as highly pleased with the train journey. As to the colony scheme all old Westerners are dubious. The land on which these people are to settle is just 157 miles from a railroad, and not only will they have to be transported over that long and toilsome journey, but everything they need for 18 months, at least, will have to be taken in the same way, with the exception of some lumber which can be floated down the Saskatchewan river. The colony reserve is about 60 miles long and 40 wide, and these people are to be allowed to take up land in any portion of it they fancy. Two thousand settlers sounds big, but it will be a handful in a section of country like that. All their stores and houses have to be built this summer, and the majority know absolutely nothing about undertaking work of any kind in a new country. The builder who is an adept at his trade in England may easily prove a failure when the nearest point at which he can buy a

nail or get a tool is 70 miles away. The English farmer, with the best of intentions, may make grievous blunders in the totally unfamiliar conditions by which he will be surrounded. Everyone in the West feels that this colony, to have the best possible chance of success, should have been settled on a line of railway and, still better, in the immediate neighborhood of Canadian farmers familiar with the country, or some of the new American settlers, who are already accustomed to farming under similar conditions. Mr. Barr has made the statement to the press that he does not want his colony contaminated with Americans, but unless all signs fail, there will come a time when the same colonists will be more than glad of a little admixture of American and Canadian ingenuity to help them over the hard places. Of course, the Immigration Department have made, and are making, almost superhuman efforts to assist these people, and should the colony fail it will be through no fault of theirs, but it is quite certain that if it does not fail it will be because of Government instruction and help and in spite of singularly unfavorable conditions.

The large percentage of the colonists will not fail, because they are clear grit, but if the colony succeeds as a colony, it will not be thanks to its founder, but to the perseverance of the individual settler and the fostering care of the Immigration Department. That there will be a percentage of failures there is no doubt; there has never been any very large undertaking without them, and when, in the West, we read that a Manchester dressmaker has come out to do dairy farming in Saskatchewan, it does not require a prophet to tell what the end will be. Practically in the same class is the younger son of the county family, who, having stated to the Immigration Department his desire to learn farming was sent to a farm not 60 miles from Winnipeg, where pure-bred stock was kept, and left on the second day because, as he expressed it, with many adjectives, he had not come from the Old Country to be valet to a bull.

The actual vagueness of many of the people who come out, not only as to conditions, but as to the bare geography of the country, can only be grasped by talking to them. One woman asked, "Is Winnipeg in Canada or the United States?" Another remarked, on getting off the train, "Don't see many Yankees about," and on being questioned, said, "I thought they were all Yankees at Winnipeg." After all that has been said and written about Canada such absolute ignorance on the part of ordinarily intelligent people is simply appalling. It gives those who have to deal with them a feeling of utter helplessness.

That these people should succeed as a colony or as individuals is a matter of supreme importance, because it spells success or failure in the inducing of other immigrants of desirable class to come. A good deal is said about the Rev. Barr having promised these people too much, and he may have done so, but when you find people who have reached mature age putting a wholly erroneous construction on the most plain and simple statement of facts in the Government pamphlets you cannot help wondering whether those who complain of being misled may not have misled themselves. There will be more to be said about this movement as time goes on.

"Being under the Settled Conviction" that there's nothing like "Quality" and value as a lasting foundation for any business.

The promoters of **"SALADA"** Ceylon Tea have by this time pretty clearly demonstrated to the world that their ideas and convictions were well founded.

10 years established 11 million packets sold annually.

This marvellous and almost universal appreciation . . .

Is due to merit alone.

No Gainsaying This.

Black or Sealed Lead Write for terms, Natural Green. Packets only. **"SALADA,"** Toronto or Montreal.

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



HORSE SHOE BRAND OF SALMON

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

For sale by all leading Grocers throughout the Dominion.



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

THE BRANTFORD STARCH WORKS, Limited, BRANTFORD, CANADA.

MARKETS AND MARKET NOTES

ONTARIO MARKETS.

GROCERIES.

Toronto, April 23, 1903.

THERE is general satisfaction in the manner in which business is coming to hand and every confidence is felt in the future outlook. There has not been a particular rush in any distinctive lines, but a general good demand all around. The extra activity in the sugar market which followed the fall in price of recent date has been somewhat steadied by the advance announced in our last issue of 10c. per 100 lb. and the still further advance of 5c. in our present, but the demand is still good and important business is being transacted. In canned goods there is little to note; the demand continues good and prices firm. The home coffee market continues featureless and lacks activity. In nuts there still exists a steady demand and prices remain firm. A cargo of new Brazils is advised for arrival in Toronto, and will sell at 14 to 15c. In rice, the demand continues fair with prices firm to stiffening. Tapioca is in small demand and prices tending toward a fall. The spice trade continues good at previous quotations. There is a steady demand in syrups and molasses, with firm prices ruling. In Barbados molasses there has been an advance of 5c., attributed to the active demand in face of short supply. The tea trade has continued without any distinctive feature. There has been the ordinary active demand at fully quoted prices, but trade on the streets has shown but little activity. Dried fruits have continued with but little marked activity. Prices, however, remain firm.

CANNED GOODS.

Demand in these goods continues active and prices are well sustained. We quote:

Apples, 3's	0 80	0 90
" gallons	1 90	2 00
Asparagus	2 75	3 00
Beets	0 60	0 95
Blackberries, 2's	1 50	1 70
Beans, 2's	0 85	0 85
Corn, 2's	0 90	1 00
Cherries, red, pitted, 2's	2 00	2 10
" white	2 30	2 50
Peas, 2's	0 85	1 00
" sifted	1 00	1 10
" extra sifted	1 25	1 30
Pears, 2's	1 00	1 50
" 3's	1 75	2 00
Pineapples, 1's	1 50	1 60
" 2's	1 80	2 00
" 3's	2 25	2 40
Peaches, 2's	1 35	1 55
" 3's	2 25	2 50
Plums, green gages, 2's	1 00	1 10
" Lombard	0 85	1 00
" Damsion, blue	0 85	1 00
Pumpkins, 3's	0 85	0 90
" gallon	2 65	2 65
Rhubarb	2 10	2 25
Raspberries, 2's	1 25	1 40
Strawberries, 2's	1 35	1 50
Succotash, 2's	0 85	1 00
Tomatoes, 3's	1 50	1 65
Lobster, tails	3 50	3 35
" 1-lb. flats	3 50	3 70
" 1/2-lb. flats	1 75	1 85
Mackerel	1 00	1 25
Salmon, sockeye, Fraser	1 45	1 55
" Northern	1 35	1 40
" Horseshoe	1 55	1 60
Cohoos	1 00	1 10
Chums	0 95	1 00
Sardines, Albert, 1's	0 13	0 14
" Sportsman 1's	0 19	0 20
" 1's	0 14	0 23
Portugese 1's	0 08	0 10
P. & C. 1's	0 25	0 27
P. & C. 1's	0 35	0 38

" Domestic, 1's	0 03	0 04
" "	0 09	0 11
" Mustard, 1/2 size, cases 50 tins, per 100	8 00	9 00
Haddies	0 95	1 00
Kipperd herrings, domestic	0 90	1 00
" imported	1 45	1 55
Herrings in tomato sauce, domestic	1 00	1 70
" imported	1 45	1 55

CANNED MEATS

Comp. corn beef, 1-lb. cans	1 50	1 65
" 2-lb. "	2 65	2 75
" 6-lb. "	8 00	8 25
" 14-lb. "	18 50	18 50
Lunch tongue, 1-lb. "	2 85	3 00
" 2-lb. "	6 00	6 00
English brawn, 1-lb. "	1 50	1 60
English brawn, 2-lb. "	2 75	2 85
Camp sausage, 1-lb. "	1 50	1 65
" 2-lb. "	2 65	3 00
Soups, assorted, 1-lb. "	1 00	1 50
" 2-lb. "	2 20	2 30
Soups and Boull, 2-lb. "	4 50	4 50
Sliced smoked beef, 1's	1 50	1 70
" 1's	2 65	2 80

COFFEES.

The coffee market continues featureless. The demand is only of a limited nature and for the better grades. In New York the markets have been particularly unsteady, but closed without quotable change. We quote:

Green Rios, No. 7	Per lb.	0 07
" " No. 6	0 07	0 07
" " No. 5	0 08	0 08
" " No. 4	0 08	0 08
" " No. 3	0 09	0 11
Mocha	0 23	0 28
Old Government Java	0 09	0 10
Plantation Ceylon	0 26	0 30
Porto Rico	0 22	0 25
Guatemala	0 22	0 25
Jamaica	0 15	0 20
Maracaibo	0 13	0 18

NUTS.

There is no great activity in business in nuts. There is a steady but small demand. Stocks held are light and the prices ruling firm. A large consignment of new Brazils is expected to arrive at a very early date, and the price will rule at about 15c. We quote:

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

SUGAR.

The strength reported in our last issue has been more than fully maintained, and for the week there have been two advances of 1-16c. in raw sugars in New York, bringing the price of centrifugals at the close up to 3 11-16c., at which figure quite a large business transpired on the two closing days of last week, approximating fully 80,000 bags, Cubans, for shipment within 30 days. The market closes very strong and favors sellers. Beets have also maintained their strength and we have to record a further advance for the week of 1/4d. per cwt., quotation for 88 deg. being 8s. 5/4d. basis f.o.b. Hamburg, which is equivalent to the parity of 4.05c. for 96 deg. test centrifugals, duty paid, New York. The differ-

ential in favor of cane sugar is now 34c. per 100 lb.

In Cuba four central factories have finished up their season's work, and there are now 167 estates grinding, but the season will rapidly be brought to a finish and receipts at the shipping ports are falling off, last week's being 6,000 tons less than the previous, while stocks are 38,000 tons less than at the same time last year.

As we went to press last week we had to record an advance of 10c. per 100 lb. in domestic refined sugars, and our list of quotations was revised accordingly. Since then a further advance of 5c. per 100 lb. has been made, viz., on Tuesday, April 21. These changes have been made in sympathy with the American refined market, where prices have advanced 20 to 25c. per 100 lb. from the recent lowest points, and all refiners there now quote on net basis without shadings or special gratuities. The demand in both markets has considerably improved and all indications would seem to warrant purchases ahead of requirements.

Stocks in the United States Atlantic ports for week ending April 15 were 212,352 tons, of which 17,400 were held by importers and the balance by refiners. As an indication of improved demand from the country, millings were increased to 30,000 tons. The combined stocks of Europe and America at latest uneven dates were 3,062,352 tons, or, say, 153,264 tons less than at the same period last year. We quote:

Paris lumps, in 50-lb. boxes	4 68
" in 100-lb. "	4 58
" "Domino" brand, 50-lb. boxes	4 53
" "100" "	4 53
St. Lawrence granulated	4 03
Redpath's granulated	4 03
Acadia granulated	3 98
Maple Leaf granulated (Berlin)	4 03
Crystal (Wallaceburg)	4 13
Beaver	3 88
Imperial	4 03
Phoenix	3 93
Cream	3 78
Bright coffee	3 78
Bright yellow	3 73
No. 3 yellow	3 68
No. 2	3 48
No. 1	3 38
Extra ground icing (bbis)	3 38
Powdered (bbis)	3 38

RICE AND TAPIOCA.

The demand in rice continues fair and prices remain firm at previous quotations. In New York the markets are stiffening to a rise. The mills have now shut down and stocks held are reported light, with both internal and export buyers fairly active. Tapioca is still weak, but without quotable change. We quote:

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

SPICES.

There has been a fairly active business in spices at firm quotations. The new York market remains firm with business advancing. In gingers, the supply was short and prices advancing in certain grades. We quote:

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

SYRUPS AND MOLASSES.

There is still a good business doing in these goods and prices rule firm. The stock of Barbados molasses is very short, attributable to the shortness of recent crops, and prices of this line have, in consequence, advanced 5c. The New York market reports stocks as in small compass, with the demand fair and prices firm. Syrups were under good inquiry and prices continued firm. We quote:

Syrups		
Dark	0 30	0 32
Medium	0 35	0 37
Bright	0 40	0 42
Corn syrup, bbl., per lb.	0 02	0 02
" " " " "	0 02	0 02
" " " " "	0 03	0 03
" " " " "	0 30	0 30
" " " " "	0 90	0 90
" " " " "	1 90	1 90
" " " " "	2 35	2 35
" " " " "	2 25	2 25
" " " " "	2 10	2 10
Molasses		
New Orleans, medium	0 22	0 30
" open kettle	0 45	0 50
Barbados	0 38	0 40
Porto Rico	0 38	0 42

TEAS.

There has been a fair business done in teas since our last issue at fully up prices. Wholesalers, however, show little disposition to stock up, their purchases being more of the character of immediate requirements. The most recent advices from England show a decidedly firm market for all low and medium grades, these teas all changing hands at fully advanced prices. It is anticipated that an active demand will follow immediately upon the publication of the Budget, as many buyers are holding back pending its issue and the prospects are, therefore, of still further hardening. We have received reliable information of the Japan crop promising to be of an exceptionally good character in quality and that there is every probability of the first crop teas being 10 per cent. higher in price than at the opening of last year's market. We quote:

Congou	half-chests, Kaisow, Moing, 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
	Pekoe Souchong	0 27	0 30
	Pekoe Souchong	0 17	0 35
China	Greens - Gumpowder, cases, extra first	0 42	0 50
	" " " " "	0 22	0 28
	" " " " "	0 35	0 40
	" " " " "	0 28	0 38
	" " " " "	0 16	0 18
	" " " " "	0 15	0 15
	" " " " "	0 28	0 32
Pingsueys	Young Hyson, 1/2 chests, firsts	0 18	0 19
	" " " " "	0 28	0 32
Japan	1/2 chests, finest May pickings	0 38	0 40
	Choice	0 33	0 37
	Finest	0 30	0 32
	Fine	0 27	0 30
	Good medium	0 25	0 28
	Medium	0 21	0 23
	Good common	0 20	0 20
	Common	0 19	0 19

FOREIGN DRIED FRUITS.

The demand for these goods has been slow and no great progress has been made since our last issue. Prices, however, remain unchanged. We quote:

CURRANTS.			
	Per lb.		Per lb.
Fine Filiatras	0 05	up	0 07
Patras	0 06	0 06	0 08
RAISINS.			
			Per lb.
Valencia, fine off-stalk			0 07
" selected			0 08
" selected layers			0 09
Sultana			0 09
California seedling, 12-oz.			0 08
" " " " "			0 08
" " " " "			0 10
" " " " "			0 07
" " " " "			0 08
" " " " "			0 09
" " " " "			0 10
DATES.			
	Per lb.		Per lb.
Hallowees	0 04	0 05	Fards
Saire	0 03	0 04	

THE MARKETS

PRUNES.			
	Per lb.		Per lb.
100-110s	0 04	0 04	0 07
90-100s	0 04	0 05	0 08
80-90s	0 05	0 06	0 08
70-80s	0 06	0 07	0 10

CANDIED PEELS.			
	Per lb.		Per lb.
Lemon	0 10	0 12	Citron
Orange	0 11	0 13	

FIGS.			
	Per lb.		Per lb.
Tapnets	0 04	0 04	0 10
Naturals	0 06	0 06	0 15

APRICOTS.			
			Per lb.
Californian evaporated			0 08
			0 12

PEACHES.			
			Per lb.
Californian evaporated			0 08
			0 12

COUNTRY PRODUCE.

Eggs continue to arrive in fair quantity and trade continues brisk; contrary to expectations prices have stiffened since Easter week and are now quoted at 1c. advance on last week's quotations. Although packers are now prepared to handle any surplus which may arrive, up to the present time little surplus has had to be dealt with. We quote:

New laid	Per doz.	0 12	0 12
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BEANS.—There is little trade in beans and prices remain unchanged. We quote:

Handpicked	2 00	2 10	Prime	1 50	1 85
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DRIED AND EVAPORATED APPLES.—These goods continue to occupy little or no attention and the following low prices remain. We quote:

Dried apples	0 04	0 04	Evaporated	0 05	0 06
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HONEY.—There is still a moderate demand for honey, and previous quotations remain firm. We quote:

Extracted clover, per lb.	0 07	0 07
Comb, per doz.	1 45	1 50

MAPLE SYRUP.—Syrup is coming to hand but moderately and prices are continuing firm; all good syrup coming in is meeting with ready sale at quoted prices. We quote:

Imperial qts.	0 27	0 27
1-gal. cans	0 95	1 00
5-gal. cans, per gal.	1 00	1 00
Barrels, per gal.	0 90	0 90

POTATOES.—The potato market this week is very good, even better than last. There are not, however, many shipments coming in from Ontario. Those from the Maritime Provinces are coming in much more freely. The city trade has not been very good during the past week. We now quote:

Eastern stock, on tra k, per bag	1 05	1 05
Best Ontario stock, on track, per bag	1 00	1 05

GREEN FRUITS.

The green fruit market still continues to be good, there being a good demand in all lines except strawberries. The strawberry market has suffered a severe decline during the past week, owing to the excessive receipts and inclement weather. The southern season was fully 15 days earlier this year and, as a consequence, the price has been low from the outset. They are now quoted at 19c. and 20c. per quart. A cable on Valencia oranges show an advance of 75c. per case, but as yet there has been no raise on the Toronto market. Tomatoes are still scarce. Shipments of Bermuda onions and potatoes are coming in more freely. We quote:

Californian navel oranges, per box	2 75	3 50
Mexicans	2 50	2 50
Valencias, 714s.	5 50	6 00
" 420s, large	5 50	6 00
" 420s, small	4 50	4 75
Tangerines, per half box	2 00	2 25
Seville	2 50	2 75
Pineapples, per case	4 00	4 75
Grape fruit, per box	3 50	4 00
Malaga grapes, per bbl.	6 00	7 00

BANANAS.
NAVEL ORANGES,
BERMUDA ONIONS, (Crates)
EGYPTIAN ONIONS, (Bags)
LEMONS,
STRAWBERRIES.

All Fruits and Vegetables in and out of season. Your fruit account solicited.

WHITE & CO.

Wholesale Fruits,
Phones { Main 4106
 Main 4107 } **TORONTO.**
A PRICE LIST FOR THE ASKING.

A 10 cent packet of

Wilson's
Fly Pads
has actually
Killed a Bushel
of Flies

FISH AND OYSTERS
WHOLESALE.

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

Tomatoes—We are receiving some very fine Florida Tomatoes in crates of about 30-lb. Try a crate.
Pineapples—We have some fancy Pines, all sizes.
Oranges—Choice and fancy California Navels, Mexicans, Valencias, all sizes.
Bananas—Jumbo, Port Limons and South-side Jamaicas.
Lemons—Palermo and Messina, 300's and 360's.
Grape Fruit—Fancy California, in 64's, 80's, 96's.
Satisfaction and quality guaranteed. Write for price lists.

HUSBAND Bros. & Co.

Wholesale Fruit and Commission Merchants.
82 Colborne St., TORONTO
Phones—Main 54, Main 3428.

Send Us Your Fruit Orders.

Our Fruit is the best we can buy, and our facilities for handling are unexcelled.
See Weekly Price List. Yours for the Asking

McWilliam & Everist
DOMESTIC FOREIGN
FRUIT and VEGETABLES.

Telephone Main 645, Office 3394, Warehouse ...TORONTO

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

HIDE BUYER 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.

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

Consignments solicited.

Prompt returns.

83 COLBORNE ST.,

TORONTO

Butter Cheese
Eggs Poultry

Consignments Solicited.

Highest Prices. Prompt Returns.

The Wm. Ryan Co.,

... Limited.

70 and 72 Front St. E., Toronto.

BUTTER and EGGS

— WE ARE —

BUYERS and SELLERS

Correspondence solicited from ONTARIO
MANITOBA and LOWER PROVINCES.

Rutherford, Marshall & Co.

Wholesale Produce Merchants,
TORONTO.

The

DAWSON Commission Co., Limited

FRUIT, PRODUCE AND COMMISSION MERCHANTS.

Cor. Market and
Colborne Streets,

TORONTO

CLEMES BROS.

37 to 41 Church St., TORONTO.

WHOLESALE FRUIT IMPORTERS
AND COMMISSION MERCHANTS.

Special This Week

422

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

ASK FOR OUR WEEKLY PRICE LISTS.

THE MARKETS

Jersey cranberries, per bbl.	10 50
Sweet potatoes, per bbl.	5 00
Bananas, per bunch for ordinary	1 35
large bunches	1 75
Californian lemons, per box	2 75
Messina	2 35
Cucumbers, per doz.	2 25
Strawberries, per qt.	0 19
per pt.	0 10
Tomatoes, per crate	4 50
Canadian apples, in bbls.	1 75
Spanish onions, per crate	0 65
per case	2 00
Bermuda onions, per case	3 50

VEGETABLES.

There is no change in the vegetable market of any consequence. The market at this time of the year is always very steady and continues to be so until the field-grown vegetables come in. There is a slight drop in the price of onions since last week. There is a fairly good demand in all lines. We quote:

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

FISH.

The prices on the fish market have been very steady during the past week and there is no change to note. The market still remains very quiet, although there are a few more consignments of fresh fish coming in. We quote:

British-Columbian salmon, per lb.	0 12	0 16
Halibut	0 09	0 10
Live lobsters	0 25	0 25
Oysters, standard, in small pails	3 75	6 25
large	4 65	6 25
small	1 25	1 25
Smoked ciscoes, per basket	0 07	0 08
Finnan haddies, in 15-lb. boxes	0 06	0 07
Pure boneless cod	1 80	1 80
2 doz. box	0 05	0 04
Quail on toast, per lb., in boxes	1 00	1 00
Boneless cod	3 00	3 00
Kipper herring, per box of 5 doz.	4 00	4 00
Labrador herring, in 1/2 bbls.	8 00	10 00
Lake herring, in 100-lb. kegs	2 00	2 00
Salt sea salmon, per 100 lb.	1 50	1 60
mackerel, per kit.	1 10	1 25
Sea	0 10	0 12
Bloaters, Yarmouth, per box	0 08	0 10
Whitefish, fresh, per lb.	1 00	1 00
Trout, fresh, per lb.	0 74	0 75
Herrings, fresh, per 100	0 45	0 45

GRAIN, FLOUR AND BREAKFAST FOODS.

GRAIN.—The grain market has been very unsettled during the past week on account of speculating. Although navigation has opened up as yet no shipments have arrived in Toronto, and, as a consequence, there is still not much doing on the Toronto market. Since quoted last week red wheat has gone up 1 1/2c. per bushel, white wheat, 2 1/2c. per bushel, and oats, 1c. per bushel. Shipments are expected to arrive in a week or ten days, when the market will, in all probability, be quite active. We quote:

Red wheat, per bushel, on track Toronto	0 74
White wheat	0 75
Barley	0 45
Oats	0 32
Peas	0 75
Buckwheat	0 54
Rye, per bushel	0 55

FLOUR.—The flour market, like the wheat market, has been very fluctuating during the past week, on account of the extensive speculation on the Chicago and New York markets. The price of flour naturally goes up or down in unison with the wheat market. Navigation has opened up, but as yet no shipments have been made. The prices are about the same as at this time last week. We now quote:

Ontario patents, per bbl.	3 25	3 60
Hungarian patents	4 10	4 20
Manitoba bakers	3 75	3 90
Straight roller	3 20	3 30

BREAKFAST FOODS.—The breakfast food market is good, and remains very

The Canadian Grocer

COX'S GELATINE ALWAYS TRUST-WORTHY

Established 1725.

Agents for Canada:

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

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

Taylor & Pringle Co., Limited, Owen Sound

Manufacturers of

QUEEN QUALITY PICKLES, BULK PICKLES,
PURE TOMATO CATSUPS.

Our goods have a reputation. MADE IN CANADA.

SEND YOUR NAME if you have, or will get,



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

H. J. ASH

WHOLESALE FRUIT and PRODUCE
COMMISSION MERCHANT.

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

66 Colborne Street, - TORONTO.

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

DRIED, GREEN, EVAPORATED APPLES.

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

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

Winnipeg Brokers.

M. B. STEELE

Wholesale Commission Merchant
and Broker.

Correspondence and Agencies Solicited.

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

E. NICHOLSON

Wholesale

Commission Merchant

and Broker.

Correspondence Solicited from

Manufacturers and Shippers.

WINNIPEG, MAN.

THE MARKETS

The
Canadian Grocer

MANITOBA MARKETS.

Winnipeg, April 20, 1903.

TRADE has been brisk all week. The weather has been well nigh perfect. Spring work is well under way, labor is well employed, and although some country trade has been held back by bad roads, the general movement of goods is heavy and regular. There have been few changes of prices during the week, and steady with an upward tendency is the report of the market in all lines.

SUGARS.—An advance of 10c. per 100 lb. on granulated was announced on Thursday. This will bring the price of extra standard granulated up to \$4.55.

CANNED GOODS.—Corn has advanced 10c. per case and is now quoted at \$2.20. Tomatoes are unchanged as to quotations, but it is understood some houses are shading on American goods, which have not been wholly satisfactory. We quote:

Tomatoes, according to brand and pack.....	83 50	83 75
Corn.....	2 10	
Peas, according to brand and size.....	2 20	2 35
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, Californian.....	4 75	
Pears.....	4 95	

EVAPORATED AND DRIED FRUITS.—The market holds steady, and for evaporated goods, especially, there is a very fair demand. We quote:

Fine off-stalk Valencias.....	2 30	
Layer.....	8 50	
Sultanas.....	0 04	
2-crown muscatels.....	0 07	
3-crown ".....	0 08	
4-crown ".....	0 08	
Seeded ".....	0 10	0 10

PRUNES—We quote:

120s.....	0 03	
90-100s.....	0 04	
80-90s.....	0 04	
70-80s.....	0 05	
60-70s.....	0 06	
50-60s.....	0 07	
40-50s.....	0 08	
California Evaporated		
Peaches, according to brand.....	0 08	0 09
Pears.....	0 09	
Nectarines.....	0 08	
Silver prunes.....	0 08	
Black pitted plums.....	0 08	
Evaporated apples.....	0 06	
Dried.....	0 06	

COFFEES.—The demand is good and prices are without change. The market here is practically unaffected by the regulation re green coffees from Holland, as the only effect it can have is to increase direct importation from Java, and this would naturally come by way of Vancouver. Indeed, Vancouver is quite elated over the possible opening of a direct import trade. The heavy business of this market is in Rios, which are extensively bought by the Germans, Russians and Icelanders, and these continue at 7 $\frac{1}{2}$ to 8 $\frac{1}{2}$ c. Jobbers anticipate an increased consumption of coffee from the influx of Americans, but the difference at present is not appreciable.

TEAS.—The lower grades of Indian teas show an advance of 2 to 3c. over the opening prices of last year. There is nothing much to say as to the trade here as it is steady all the year round.

SALT.—The market is steady at the prices quoted last week, though there is some talk of a further advance. We now quote:

Common, fine or coarse.....	1 85	
Dairy, in 50-lb. print bags.....	0 40	
" duck bags.....	0 47	
Table salt, in 3-lb. bags, per cwt.....	3 30	
" 5-lb.....	3 20	

VINEGAR.—The market is lower in tone, and although the new list has not been issued it is understood that the price of genuine proof-spirit vinegar will be from 5 to 8c. less than last year.

RICE.—The situation shows no new developments and prices are steady. We quote:

Japan.....	0 05	0 05
B rice.....	0 04	0 04
Patna.....	0 05	0 05

FLOUR.—The trade is enormous and all mills are oversold. The domestic trade is exceptionally heavy and there is a good foreign demand. Prices remain unchanged at the advance quoted last week, the base price being \$2.05 for patent No. 1.

CEREALS.—Nothing new to be recorded of this market. We quote:

Rolled Oats, 80-lb. sacks.....	81 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	

DAIRY PRODUCE.—Dairy butter is still in very limited supply, and jobbers offer 17c. Winnipeg for round lots of strictly fresh in tubs. There are no supplies of creamery being offered.

EGGS.—Supplies are increasing, and as the Easter demand is over, the price has dropped to 13c. Winnipeg.

NEW BRUNSWICK MARKETS.

St. John, April 21, 1903.

WITH this week the winter port business may be said to cease. It has been by far the largest season we have had. The increase in the number of immigrants landing has been beyond any expectation, and this season the very large proportion have been for Western Canada, and not for the United States. And the best point has been the very large number of English-speaking immigrants. There are very grave doubts if we are helping our country by encouraging such large numbers of the very poorest and most helpless class of Europeans to come. In markets values keep firm. Molasses is the feature of interest. Cream of tartar is still high. Stocks held are light.

OIL.—In burning oil the high prices are still held. Sales are quite large. The business of chief interest is in lubricating oils. April is perhaps the month of the largest shipments in this line. Prices remain firm at full figures with an upward tendency. Linseed oils are unchanged and there is an increased sale. In turpentine, it looked like lower prices, but the market has recovered, and prices are still high. Cod oil is unchanged.

American Water White.....	0 22	
Best Canadian.....	0 21	
Prime.....	0 20	
Linseed oil, raw.....	0 54	
" boiled.....	0 67	
Turpentine.....	0 95	0 96
Cod Oil.....	0 29	0 31

SALT.—Dealers obtained as large shipments of Liverpool coarse salt by the last regular direct boats as possible, but the boats would not accept all offered. There is a fair stock held, but prices are firm and high. In fine salt there is little new, except the quantity of Canadian

fine in boxes used is not as large as formerly, English salt being repacked here.

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

GREEN FRUIT.—Oranges are still the large sellers. Prices are rather higher. Stocks, here, particularly of Valencias, are quite large. These need to be repacked in many cases, so there is quite a range in price. Jamaicas are again on the market. Californians have a small sale. In Mediterranean fruit, except some demand for bloods, the sale is light. In lemons, prices are unchanged at quite low figures; there is a good demand. Apples are freely offered, but the season is late. There is a wide range in price. Bananas are cheap and sell freely. Pineapples are offered.

Californian navel, per box.....	3 50	3 75
Valencias, 71s.....	5 00	5 50
" 420s.....	4 00	4 50
Messina lemons.....	3 00	3 50
Cocoanuts, per bag of 100.....	3 50	
Bananas, per bunch.....	2 00	
Potatoes, per bbl.....	1 75	2 00
Canadian apples, in bbls.....	1 75	3 50
Sweet potatoes, per bbl.....	5 50	
Malaga grapes, per keg.....	5 50	7 00

DRIED FRUITS.—Sales are quiet. Prunes have a fairly good demand; prices are still low. In seeded raisins quite large stocks are held, and prices here show little change; other raisins sell slowly. Currants have a good demand, and the price is still low. Figs are scarce. Dates are held firm. Apricots and peaches are a fair stock, but the sale is not large. Evaporated apples are still low; there is just a fair business. Onions are very dull here; New Egyptian are offered, but the sale is not sharp, there being some old Canadian still held. Price of Egyptian unchanged.

CURRANTS.		
Fine Filiatras, per lb. in cases.....	0 04	
" cleaned.....	0 06	
" in 1-lb. cartons.....	0 06	
VALENCIA RAISINS.		
Finest off-stalk, per lb.....	0 07	0 07
Selected, per lb.....	0 07	0 08
Layers.....	0 08	0 08
MALAGA RAISINS.		
London layers.....	1 75	1 90
" Connoisseur Clusters.....	2 25	2 50
" Royal Buckingham Clusters, 1-boxes.....	1 15	
" Excelsior Windsor Clusters.....	4 50	4 60
" ".....	1 30	1 40
CALIFORNIA RAISINS.		
Loose muscatels, per lb.....	0 08	0 09
" seeded, in 1-lb. packages.....	0 10	0 10
FIGS.		
Comadres, per tapnet.....	1 20	
Elemes, per lb.....	0 10	0 20
DATES.		
Dates, Hallowees, per lb.....	0 04	0 05
CALIFORNIA EVAPORATED FRUITS.		
Apricots, per lb.....	0 11	
Peaches.....	0 09	0 10

SUGAR.—Holders of stocks are somewhat encouraged, but prices are no higher. There is an inclination to push sales. There is but a fairly active demand. We quote:

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

MOLASSES.—This is a matter of chief interest. Stocks are very light of either old or new goods. There are two small cargoes of new here, one of Barbados and one of Porto Rico, but the owners are naming high prices, particularly on Bar-

bados. The market is still climbing. New Orleans also shows an advance; stock as yet here is small. We quote:

Barbadoes	0 34	0 36
Porto Rico	0 35	0 38
New Orleans	0 28	0 30

FISH. There is a good demand for fresh fish, but supplies are light. There have been some haddock brought from Boston, but they are now not offering. The Gaspereaux catch continues very small. Halibut are also very scarce. Pickled fish are a light stock and full prices are asked. In dry fish values are unchanged. Cod fish is in fair demand. Smoked herring are held at full figures. We quote:

Haddies, per lb	0 05	0 05½
Smoked herring, per lb	0 11	0 12
Fresh haddock and cod	0 02	0 02½
Boneless fish	0 04	0 05
Pollock, per 100 lb	1 75	2 00
Pickled herring, per half-bbl	2 10	2 25
Dry cod	3 35	3 50
Pickled shad, half-bbl		6 00
Halibut	0 10	0 12
Fresh Gaspereaux, per 100		0 75

FLOUR, FEED AND MEAL.—Flour is unchanged at the rather lower prices which have been quoted. Oatmeal, we quote lower, and cornmeal is easier. Beans are also rather lower. Feed is unchanged. In seeds there is a very active business. That having the largest sale here is American timothy. All seeds are rather easier. We quote:

Manitoba flour	84 60	4 75
Best Ontario	4 00	4 10
Medium "	3 55	4 00
Oatmeal	4 00	4 25
Cornmeal	2 80	2 90
Middlings, in small lots	24 00	26 00
Oats	0 40	0 44
Hand-picked beans	2 20	2 30
Prime "	2 00	2 20
Yellow eye "	2 80	3 00
Split peas	5 25	5 50
Barley	4 25	4 40
Hay	9 00	11 00
American timothy	2 00	2 15
Canadian	2 70	3 15
Red clover	0 11½	0 15
Mammoth clover	0 15	0 15½
Alsike	0 13	0 15

NOTES.

A. L. Goodwin received this week a car of new crop Jamaica oranges.

L. G. Crosby has a cargo of Porto Rico molasses and one of Barbados here.

Smoked Gaspereaux are the most seasonable fish. These, as well as fresh Gaspereaux, are freely offered by John Sealy.

The Canadian Drug Co. were burned out this week. They have secured a store and expect to at once resume business.

At this season there is a demand for preserved fruits. Goodwillies, in glass, are absolutely pure, the best that can be made. Geo. S. de Forest & Sons are the only jobbers here offering these.

The high price of West-Indian molasses is causing a demand for New Orleans goods. The Boston Molasses Company, through their local representative, J. Hunter White, are showing some nice values. These goods are in small packages.

NOVA SCOTIA MARKETS.

Halifax, April 20, 1903.

WHOLESALEERS report a good week's business, with orders coming in fully up to the average of previous years. Easter retail trade was heavy in the city, and similar reports come from the various towns throughout the province. The condition of the roads throughout the country has been bad, but this has not affected the volume of

trade as much as in former years. Conditions generally, continue good, and there is every prospect of a heavy volume of business being done throughout the summer. There is more of a scarcity of money, however, than usual, but the farmers have still considerable stocks to dispose of, which may have a bettering effect in this respect. Payments are not being met with former promptness, but renewals are not beyond the average usually expected.

As formerly noted, the wholesalers paid no attention to the decline in sugar some three weeks ago, and in this they seem to have acted judiciously, as the foreign market during the last week gained all it had previously lost. Molasses are firm, and reports would now indicate that the advances in primary markets will be well maintained. There has been considerable of this article imported lately. Molasses and cocoanuts had a "fall" in the late railroad collision, there being large quantities of both on the fast freight for Montreal, which was scattered over the road in all directions.

The provision markets were considerably active during the last week, and the various lines of produce were in good demand. Eggs are now quoted at 12c. Cheese continues firm at 14c. Butter is only coming along in moderate supply, as the producers are turning their attention to cheese on account of the high price. With table creamery retailing at 28c., which a few years ago was only worth, for gilt edge stock, less than 24c., the dairymen should be able to make butter profitably.

There appears to have opened up an extremely good market in the West Indies for Canadian butter, and, notwithstanding the cheese situation, one of the largest provision merchants in Halifax is organizing the operation of some half-dozen butter factories in the Annapolis Valley to make and put up this article especially for the West Indian trade. The firm hope to make this a profitable line of their business.

Hay remains unchanged, with very little moving, at 810 to 810.50; oats are steady at 43c. Beef is in fair supply and there is a good local demand. Some very prime beef was in the market at Easter and since that date.

During the week some 13,000 bags and 814 barrels of sugar were imported from the West Indies, principally by the ss. Orinoco. This was largely for Halifax firms. Ten puncheons of molasses from Antigua, and 50 puncheons from Trinidad, also came by the same steamer. The brigantine Sceptre, from Fajardo, Porto Rico, brought 237 puncheons, 21 tierces and 42 barrels of molasses for The Dominion Molasses Co. The schooner F. B. Watte, from Mayagues, Porto Rico,

brought 181 casks, 40 tierces and 18 barrels of molasses for Montreal parties.

There was much comment and considerable satisfaction among the wholesale grocers last week with reference to the announcement of the German "surtax" in the Finance Minister's budget speech. Among the many lines which this will affect is that of sugar. The surtax of one-third additional will practically shut out German sugar, and while helping along the growing industry of beet-root sugar in Canada, will incidentally assist the sugar situation in the West Indies. The possibility that the surtax may eventually make higher sugar was also commented on, but this is a matter which the output and general state of crops, from year to year, must always affect to a large extent. The consensus of opinion is that the Finance Minister has acted wisely.

R. C. H.

HINTS TO BUYERS.

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

CHOICE values in green Ceylon teas are offered by Lucas, Steele & Bristol; they also show a variety of Ceylon Young Hysons.

Rowat's imported pickles, full assortments, from a 10c. bottle retail, upwards, are in store with Grocers' Wholesale Co., Limited.

First spring shipment of "Shell" castile soap, bars and cakes, is now in store with Grocers' Wholesale Co., Limited.

Lucas, Steele & Bristol are selling agents for "Shinon." Every grocer should have it.

Blue label Hillwattee tea can be procured from Lucas, Steele & Bristol.

Lucas, Steele & Bristol's "Valentine" stringless beans are equal or better than any imported goods; they also offer the red kidney bean.

The Eby, Blain Co., Limited, have just passed into stock a shipment of "Shell" and "LaVirge" brands French castile soap.

"See our travellers' samples of fancy imported Japan rices." The Eby, Blain Co., Limited.

For snaps in prunes and evaporated peaches write the Eby, Blain Co., Limited.

The Eby, Blain Co., Limited, report large sales of their special brands of coffee.

Buyers of canned fruits should communicate with H. P. Eckardt & Co., who are selling at interesting prices.

A pure cane sugar syrup of very fine flavor is being sold by H. P. Eckardt & Co.

White & Co., Toronto, received the first car of strawberries to arrive in Toronto this year, and sold at auction at 16 to 19c. per quart. The car came from North Carolina.

THE CANADIAN GROCER

NEW OFFICES.

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

Mail orders receive prompt attention.

Samples furnished on application.

S. H. EWING & SONS

Toronto Branch, 29 CHURCH ST.

96 KING ST., MONTREAL.

TELEPHONE MAIN 686.

Telephone Bell Main 65
" Merchants 522.

Telephone orders receive prompt attention.

Marmalade Wafers

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

Include this in your next order.

THE CANADA BISCUIT CO., LIMITED

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

King and Bathurst Streets, TORONTO.

BUY! USE! AND RECOMMEND

Without Reserve or Compunction

**THE PURE, PALATABLE, WHOLESOME,
TABLE AND PICKLING**



Manufactured
by

VINEGARS

THE MICHEL LEFEBVRE VINEGAR WORKS

IN MONTREAL

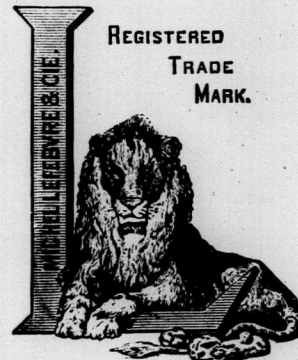
under Government control, and manipulated by men, who since 1849 have made it a life study to produce a Vinegar that gives entire satisfaction. Many know the BRANDS, all of which have been coupled with the name **MICHEL LEFEBVRE** for many years.

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



CONFECTIONERY.

TRADE PROSPECTS.

THE three slack months, just after Christmas, in the confectionery trade are past, and the prospects for a good trade during the coming summer season are bright. Last year, on account of the very wet summer months, the confectionery trade suffered considerably, especially in the case of those dealers who depend very largely on the tourist trade. This year promises to be warm and dry, so that the trade will in all probability be good, especially in the line of ice cream and summer beverages. The Easter trade this year assumed larger proportions than in former years. It is becoming more the custom each year to make Easter time like the Christmas season; that is, the custom of giving and receiving gifts is becoming more universal. It will be to the interest of all confectionery dealers to foster and encourage this custom all they can. There is nothing that would make a nicer Easter gift, if gifts are to be given, than a box of choice confectionery done up in an attractive style of the season.

BAKERY SCHOOL.

A two days' school of technology in baking and bakers' methods will be held in the Technical School, Toronto, on April 29 and 30. Arrangements were made with the Department of Agriculture of Ontario by the Canadian Master Bakers' Association for the holding of these classes, which will be absolutely free. The programme is as follows:

WEDNESDAY.

11 a.m.—Lecture, Prof. Harcourt. "Chemistry of Flour."
12.30 a.m.—Discussion on above.
2.30 p.m.—Lecture, Prof. Harrison. "Normal Fermentations."
4 p.m.—Discussion on above.
5 p.m.—"Modern Cake Baking," Model Bakery.
8 p.m.—"Modern Bread Baking," Bredin's Bakery.

THURSDAY.

10 a.m.—Lecture, Prof. Harrison. "Abnormal Fermentations."
11 a.m.—Discussion on above.
11.30 a.m.—Discussion on Ovens.
2.30 p.m.—Lecture, Prof. Harcourt. "Chemistry of Bread."
4 p.m.—Discussion on above.
4.30 p.m.—Demonstration, Cake Ornamentation.

Special railway rates have been arranged for, so that outsiders may be induced to attend the classes. A first-class fare ticket for Toronto should be bought and a regular receipt received for it. At the school the receipt will be signed by the secretary, and a return ticket may be purchased at one-third fare. Accommodation for the two days will be provided free on complying with certain forms.

Bakers should, if possible, make it a point to be at these lectures, for it is

expected that they will be very interesting as well as instructive.

BACK AFTER 22 YEARS.

Robt. Hall, 2273 St. Catherine street, Montreal, caterer and confectioner, will remove about May 1 to the corner of Victoria and St. Catherine streets. The reason for this removal is owing to the sale of the property of the late Robt. Hall, to The City & Districts Savings Bank, otherwise the change would not be made. Twenty-two years ago this firm started business at the same place where they are now moving into, and which was at that time a private house.

TRADE NOTES.

Kent & Turcotte are curators for Leon Jasmin, baker, St. Louis, Que.

J. D. Marshall, baker and confectioner, Winnipeg, is advertising his business for sale.

There is a chattel mortgage held on the grocery and bakery of Mrs. William Murray, Vancouver, B.C.

Ebbenson & Roikjer, bakers and confectioners, LaCombe, N.W.T., have sold out to E. Titsworth.

John H. Strachan, confectioner, etc., Aylmer, Ont., has admitted George Strachan into partnership.

Oswald & Johnston, confectionery dealers, Hartney, Man., have been succeeded by Johnston, Betts & Gurney.

Ernest Turner, restaurant keeper, of Medicine Hat, N.W.T., has been succeeded by Christie & Burkett.

J. Brinkman, confectioner dealer, of Warton, Ont., has assigned to William Irwin, and a meeting of the creditors will be held on April 24.

On or about May 1 James M. Aird, baker and confectioner, 1845 Notre Dame street, Montreal, will remove to larger premises at 1859 Notre Dame street.

Hamm Bros., biscuit manufacturers, St. John, N.B., are about to erect a three-storey building on a site adjoining their present premises. The building will contain a frost-proof cellar, and will be fitted up in a most up-to-date manner.

OTTAWA TRADE GOSSIP.

BUSINESS here is brightening up. Wholesalers and retailers report being pretty busy. Although the weather is keeping cold and the growth is backward, country people look forward to a good summer. Opening prices for new cheese are extra high for the first makes, and it has a tendency to keep the butter market firm. Sugars advanced 5c. on Tuesday, making prices for granulated \$4.02, and yellows \$3.37. This is the

highest sugar has reached for some time. Molasses are firm at 32c. in puncheons; smaller lots 35 to 36c. In canned goods, corn and peas are firm at 90c. Tomatoes can be had quite readily at \$1.50. Canned gallon apples are plentiful on this market. The demand is now quiet and offers are being made at cost prices last fall.

* * *

The butter market is in better shape than a few weeks ago. Prices are not any lower, but supplies of fresh dairy are easier to be had. Prices are for choice dairy 19 to 20c.; dairy blocks, 21c.; creamery pound blocks, 24 to 25c.; in bulk, 22c. Eggs are a shade higher, partly owing to cold weather and to eggs being put away for winter use. Quotations to-day in any quantity are 12c.

* * *

Evaporated fruits have not been selling as good as expected at this season. Prices remain about the same. Evaporated apricots, 10 to 10½c.; evaporated peaches, 9 to 9½c.; evaporated apples, 6 to 6½c. In green fruits, at the Ottawa Fruit Exchange, business has been brisk. Bananas have been scarce for ripe stock and prices soared high. Oranges are selling at better prices than a few weeks ago. Pineapples are a little lower. Malaga grapes sold very low. The following prices were about the rule: Bananas, No. 1, \$1.65 to \$1.75; No. 2, \$1.35 to \$1.45. California oranges, \$3 to \$3.45. Valencia oranges, 420s, \$4 to \$4.50; 714s, \$4.25 to \$4.50. Apples, No. 1 spies, \$3.25 to \$3.50; No. 2 spies, \$2.40 to \$2.75; No. 1 russets, \$2.50 to \$3; No. 2 russets, \$2 to \$2.40. Lemons, 300s, \$2 to \$2.40; 360s, \$2.25 to \$2.50. Malaga grapes, \$3.75 to \$4.

NOTES.

Joseph Kavanagh, grocer, Wellington street, is advertising his business for sale.

It is rumored that a son of H. N. Bate is going into the spice and coffee business.

A special meeting of the Ottawa Retail Grocers' Association is called for Monday, April 27.

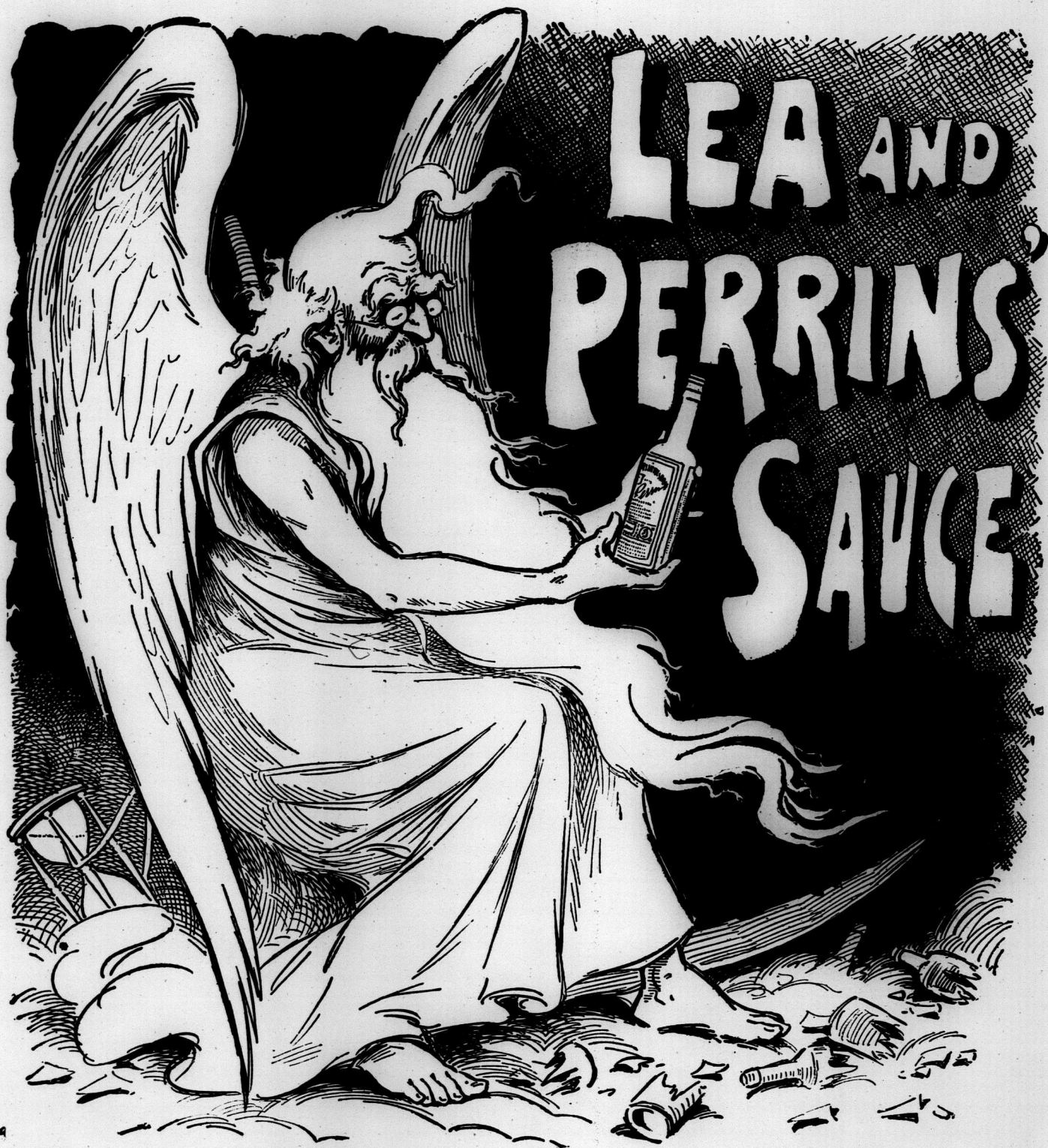
F. A. Scott & Sons will take over the business of M. H. McVeity, of Bank street, this week.

Mr. Dunbar Hudson, late of Hudson and Powell, intends to leave for British Columbia shortly.

Jas. F. Ellis, of Ellis Bros., left for Alberta last week. He intends to settle in the West, as he has secured a good situation.

Mr. John Everett, of Christie, Brown & Co., and Mr. T. J. Levy, of United Factories, were among the number of travellers who called on the trade this week.

Mr. Hugh Davis, well known to Ottawa grocers, has taken charge of the agency of the Canada Biscuit Co. here, and is meeting with good success.



DEPARTMENT OF ADVERTISING SUGGESTION AND CRITICISM

Edited by

W. Arthur
Lydiatt,

TORONTO.

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

What are you doing to advertise your store? What methods have you found most successful in increasing business, and what schemes have you tried that didn't pan out just as you thought they would?

Take a half hour some day and write me—tell me what you are doing and what you have done toward extending the scope of your business. Then I can tell other readers about the things you have done that turned out successfully, and warn them against schemes that meant "wasted money." Don't hang back—tell your experience first. Make this department the medium for the exchange of ideas so that we may all profit by each other's experiences.—THE EDITOR.

HERE is a story that has been published more than once, but I guess there are plenty of THE CANADIAN GROCER readers who have never seen it, so I'll repeat it again for their benefit.

The story is told of Henry W. Grady, at one time editor, etc., of a newspaper in the Southern States, whose struggles for existence were hard indeed. "Dolph" and "Wes" Rounsaville, big merchants, declined to advertise, notwithstanding Grady's persistent entreaties. "We don't need to advertise," said "Wes," senior partner. "It won't do any good. Nobody reads advertisements anyway." "Don't read 'em!" cried Grady. "I'll show you." The next day's paper followed one of the editor's brilliant articles with this notice:

WANTED—Immediately, 2,000 cats, for which we will pay 50c. each. J. W. Rounsaville & B. Co.

It rained, snowed and hailed cats. Every boy in town stole cats to sell. Farmers hauled them in from the country. The railroads brought them in by freight and express. They arrived in sacks, bags, boxes, kegs and barrels. "Wes" and "Dolph," who had not read the advertisement, were nearly paralyzed with fear. It was the town's business to stand about the corner of the store and enjoy the fun. Grady himself leaned against a telegraph pole splitting with laughter and crying with every fresh breath: "Nobody reads advertisements, eh? Nobody reads 'em? The Rounsavilles were glad to compromise on a contract for a year's ads.

People will answer most any ad. that offers anything. They'll sell—even cats—whenever they see a good opportunity.

They'll buy, too, whenever they see a good opportunity. Of course, the better the opportunity, the more people will want to take advantage of it. But they usually look for such things in the newspapers.

TWO CLASSES—WHICH IS YOURS?

There are two classes of merchants.

In the one we find the man who is bigger, every way, than his store. It

doesn't make much difference how big his store is. He runs it on close, practical business principles. He is acquainted with every detail of his business. He is master of every situation.

He knows how to get business, keep it and make a profit.

He advertises to get business—advertises to keep it—and because he gives his advertising due attention it pays a good profit.

In the other class we find the man whose store is bigger than he is. His business is an elephant on his hands. No matter how large or small the store is, it is a great deal too big for him. He don't run the store—the store runs him—often into the bankruptcy court.

He has tried advertising—has proved more than once that it doesn't pay. He advertised in much the same way that he tries to run his store.

Conclusion: There are lots of men in business for themselves who need a pilot. They would make more money working for somebody else.

ADVERTISING IN PROGRAMMES, ETC.

There has lately been considerable discussion regarding advertising in programmes gotten out by charitable, social and educational institutions, and such charitable publications.

Now a really good programme is not without its value, but the trouble is there are so many of them, and most of them are absolutely worthless. Money spent for such advertising should be charged to charity instead of to advertising expenditure.

In some sections this kind of advertising has been sought in such quantity and so persistently that retail merchants have felt constrained to decline such advertising, because they are unable to trace any returns from it.

The New Haven (Conn.) Business Men's Association has decided that advertising of this kind has become such an evil that it

required united action on their part. They accordingly passed a resolution prohibiting their members from advertising in such publications, and supplied each member with a card similar to the one here reproduced.

It measures 11 x 14 inches and is supposed to be hung in a conspicuous place in the store of each member of the association.

This would seem to be a good plan to abate the nuisance, where it exists.

If more merchants would put the money they spend on advertising in these programmes into the newspapers and other forms of legitimate advertising I don't think we would hear so much grunting about advertising being a necessary "expense." Advertising, rightly done, is not an expense—it is an investment, pure and simple.

THIS WEEK'S REVIEW.

The ad. reproduced this week comes from that part of our country about which we hear so much just now—the Northwest.

FREE POTATOES

FOR SEED

We have a car of the famous Free Potatoes due in a day or so. These potatoes are free from bluish or disease of any kind and are the only reliable potatoes for seed. We would advise farmers to leave their orders early so that they will not be disappointed. We have a number of orders already. You can't be too early: prices are sure to go up when the demand for seed potatoes commences. This car was bought right and will be sold right—as long as it lasts.

SPRING TIME

Now is the time to spring a pound of Imperial Tea on your wife. Try it and see how delighted she will be. 40 and 50c. a pound.

McGAMMON,

The Main Street Grocer,

GROCERIES OYSTERS CIGARS TOBACCO
MOOSE JAW, N.W.T.

Scribbled on the margin of the clipped advertisement was the question: "How is this for an ad.?" Possibly if "The Main Street Grocer" had read my remarks in last week's issue before he had sent this ad. in, he might have favored me with a

THE CANADIAN GROCER

Has stood
the test
of every
climate.



Purest
and best
for all
purposes.

ST. CHARLES CREAM

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

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

Home Office and Address:

Correspondence and trade orders solicited.

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

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



QUALITY FIRST

Schepp's Cocoa Nut.

Packages and Bulk

The best of its kind.

L. SCHEPP CO.,

CANADIAN FACTORY: TORONTO, CAN.
NEW YORK.

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



Sit right down

and write us for particulars
about selling

BREAD
AND CAKES

Morning or Evening Shipments. Expressage Prepaid.

The Nasmith Co.

TORONTO. LIMITED



In lead Packages
Black or Green

QUAKER

Do you know of any other
packet tea sold in Canada
and

SEALED
IN
CEYLON ?

Do you realize the guaran-
tee of purity and flavor given
by the words "Sealed in Cey-
lon" ?

TEA
"CEYLON"

J. A. Mathewson & Co., Montreal

AGENTS FOR CANADA AND NEWFOUNDLAND.

letter something after the manner of the one reproduced last week, and he might also have sent several specimens so that I might get a better idea of the general run of his ads. However, perhaps he'll do this for me next time.

This advertisement is nicely displayed, reads very well, and should have been productive of good results. The first part of it might have been improved by a little editing. The same could be said in much fewer words, and thereby much more effectively. Why not have mentioned the price?

I would like, when possible, if any grocer sending in ads. would tell me something of his experience in advertising—how much advertising he does, where and how, and with what results he meets. It will cause discussion of the merits of different forms of advertising which is sure to be of benefit to all.

A good point about this ad. is that only two articles are mentioned. Unless you have a number of good specials, it is always well to confine your talk to one or two articles at a time.

I noticed this ad. in a Moose Jaw paper before it was sent in for criticism, and smiled when I saw the "spring" joke. It's not a bad idea to "spring" a joke occasionally (note that I say "occasionally"), provided it fits in. In this instance I think it would be better to have addressed the housewife and suggested that she "spring" some of the tea on her husband. Wives usually buy the tea—down this way, at any rate. Perhaps out West the wife does the work and the husband brews the tea, in which case this might be all right. But, as a rule, it is advisable to address your talk to the lady of the house. 'Tis she who reads and buys.

I would like to see some more of Mr. McCammon's ads. and hear something about his business, too. I think he would have an interesting story—from the West—and if his other ads. are as good as this one, they might prove to be good examples for Ontario and Eastern grocers to follow.

Other ads. received will have attention next week.

A SIGN OF PROSPERITY.

Hewitt & Daley, who formed a partnership recently and commenced in the grocery business on April 1 last at Hagersville, Ont., report business with them good and prospects very bright. They expect to begin soon upon plans for refitting their store with plate glass windows and up-to-date fixtures, and to enlarge the space in it.

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

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

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

ABOUT READY.



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

Also:—

COFFEE, BAKING POWDER,
FLAVORING EXTRACTS, CURRY POWDER.

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

LEES & LANGLEY, 53 Colborne St., TORONTO.

EPPS'S GRATEFUL. COMFORTING.

IN ½-LB. LABELLED TINS. 14-LB. BOXES.

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

THE MOST
NUTRITIOUS.

COCOA

FANCY CALIFORNIA, NAVEL, ORANGES VALENCIA, SEVILLE.

Car FANCY MESSINA LEMONS just in, free of frost. Finest Brands of Oysters and Finnan Haddies, all at lowest possible prices. Send us your orders.
HUGH WALKER & SON, Direct Importers, GUELPH, ONT.

The greatest seller of the day

The Capstan Brand of English Worcestershire Sauce.

Equal to any sauce in the world.

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

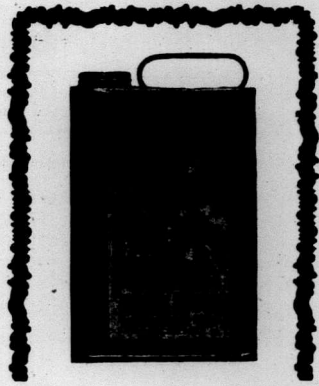
Sold by all Wholesale Grocers.

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



THE BELLEVILLE BUSINESS COLLEGE, LIMITED
BELLEVILLE, ONTARIO.

Send for handsome Catalogue fully describing all Courses taught. o J. Frith Jeffers, M.A., Principal.



**"IMPERIAL BRAND"
MAPLE SYRUP**

is sold by grocers
who are wise in
knowing a good
thing. — Do you?

ROSE & LAFLAMME,
Agents,
MONTREAL.

BATGER'S

MARMALADES

are found in stock in every
up-to-date grocery store.
Their quality compels it.

==

ROSE & LAFLAMME,
Agents,
MONTREAL.

THROW AWAY THE IDEA

that you can't sell another cereal because there are so many of them already. Certainly there are lots of them, but you know how the old ones keep dropping down and out of sight, simply because people like a change of cereals as well as anything else, and then they're after the newest there is. **STRENGTHFUDE** is about the newest, and besides it seems to tickle the palate better than any of them. The wheat, oats and nuts combination does it.

It's a summer food, and the food for this summer. Can't make a miss on a case and samples with it.

=====
JOHN SLOAN & CO. :: TORONTO.

(Canadian Agents for The Strength Food Co., New York.)

JAPAN'S GRANT IN AID OF THE TEA TRADE.

The following has been sent to THE CANADIAN GROCER for publication and explains itself :

Yokohama, March 13, 1903.

To the Chairman, Yokohama Foreign Chamber of Commerce :

Dear Sir.—We beg to call your attention to the fact that the Japanese Tea Guild is now petitioning the Government for a renewal of the grant, or subsidy, that has been allowed the Guild during the past seven years, and amounting to yen 70,000 annually.

We may say that this grant was originally made by the Government as an offset against the extensive advertising in the United States and Canada by the Ceylon and Indian tea growers and merchants, which it was feared would greatly prejudice Japan teas if some counter step was not taken by those interested in the Japan trade.

At the time the grant was originally made many of the foreign firms in Japan engaged in the tea trade offered their assistance to the Japanese Guild in advising on the most suitable means of attaining the object of the Government, that of increasing the sale of Japan teas, but this proposal was coldly received by the Guild, and the foreign firms were not consulted in the matter.

The extensive advertising of the Ceylon growers has been attended with the most successful results, inasmuch as those teas are now being largely taken in the United States and Canada, and the demand for them is increasing. In Canada the Japan tea trade is rapidly disappearing, the export of Japan teas to that country now being one-third only of what it was seven years ago.

During the past seven years, during which time the subsidy for the extension of the Japan tea trade has been paid, the falling off in the export of Japan teas amounts to 10,000,000 lb.

We are of opinion that this sum is not being used for the purpose for which it was intended by the Government, but is being expended in the furtherance of direct trade by the Japanese.

If this is the case, it is in direct violation of the new treaties, which provide that the subjects of the contracting parties shall enjoy respectively "the same treatment in matters of commerce and navigation as native subjects," and again that "the subjects of each of the high contracting parties shall enjoy, etc., and a perfect equality of treatment with native subjects in all that relates to warehouses, bounties, facilities and drawbacks."

In the report just published by the Guild the expenditures of the past year are as follows :

	Yen.
Expenditure on extension of the market in	
Russia.....	10,000
New York agency.....	15,908
Chicago agency.....	11,260
Montreal agency.....	10,300
Sample-rooms, New York, Chicago and	
Montreal.....	8,900
Expenses of commissioner sent abroad.....	2,500
Incidental expenses.....	5,332
Expenditure central board office.....	2,800
Advertisements.....	3,000
Total.....	70,000

It will be noted that the largest part of this bounty is devoted to the maintenance of agencies and sample rooms in New York, Chicago and Montreal, but these agencies are not used for the furtherance of the Japan tea trade in general, but are devoted to the interests of certain private Jap-

anese companies, and we would point out that the foreign firms engaged in the business, having similar agencies in these centres, are obliged to defray these expenses themselves, the Japanese firms therefore being relieved of a large item of expenditure.

It will also be seen that out of the yen 70,000 provided, only yen 3,000 is appropriated for advertising.

Without questioning the accuracy of the figures given by the Guild as to the expenditure of the bounty, we may state that some of the native tea shipping companies include in their balance sheets considerable sums received as assistance money (Tasuke Kin).

We are, therefore, of opinion that the Japan direct shippers are being largely assisted, if only in the payment of sums towards the upkeep of their branches in the American market, and that this assistance is contrary to treaty and not in accordance with the object of the Government.

We remain, dear sir, yours faithfully,

(Signed,) HELLYER & CO.,
HUNT & CO.,
JARDINE, MATHESON & CO.,
BERNARD & CO.,
G. H. MACEY & CO.,
AVERILL & CO.

THE TEA EXPERIMENTS IN TEXAS.

Mr. Wilson, Secretary of Agriculture, has left Washington for an extended tour of the South for the purpose of investigating the work that is being done by the department at a number of experimental farms. "I will visit Texas," the Secretary is quoted as saying, "to investigate the results that are being obtained from tea experiments. I am convinced that the soil in some parts of Texas is just suited for the growing of the finest tea produced in the world."—Tea and Coffee Trade Journal.

SALTPETRE FROM AIR.

United States Consul-General Richard Guenther, writing from Frankfort, March 3, 1903, says that Professor Muthmann, of the Polytechnical Academy at Munich, in a recent lecture before the Chemists' Association of his city, stated he had demonstrated that saltpetre can be produced from air by electricity at less than one-fourth its present cost. It has for some time been known to scientists, the professor continued, that nitric acid can be formed by passing high electric currents through moist air between two platinum poles, and suitable apparatus is all that is now needed for the manufacture of nitrates on a large scale.

S. Bourgeois & Co., general merchants, St. Hyacinthe, Que., have dissolved partnership.

The assets of the general business of J. G. Plante, St. Victor de Tring, Que., are to be sold on April 30.

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.

GROCERY clerk—Experienced, for store in British Columbia; young, unmarried man preferred; state age and give references. G. T. Rogers, Cranbrook, B. C. f

BAKER wanted—Must be first-class; state wages, with board. Fraser's, 323 King east, Hamilton. f

BUTCHERS—Handy young men with some knowledge of the trade, wanted. The Harris Abattoir Co., Limited, Toronto. f

BAKER wanted—Good bread and cake baker wanted, for village trade; married man preferred. Apply at once, stating wages. L. E. Nix, Brighton, Ont. f

BAKER wanted—An all-round man of long experience; state wages wanted for one year engagement or more. D. M. Davidson, Port Arthur. f

BAKER wanted—Must be first-class, especially on bread; good wages to right man; married man preferred. Address, Wm. Stoneman, Box 206, Mitchell, Ontario. f

FOR SALE.

FOR SALE—Grain warehouse, on Grand Trunk, Hamilton; capacity fifty thousand; hoppers bins; good facilities. Box 15, Globe, Hamilton. f

FOR SALE—A but her business in thriving village of Clarksburg, the only one; reason for selling proprietor going ranching in the Northwest; first come first served; this is a good chance for a hustler; all your own way. Apply to or address Wm. Gibson, Box 5, Clarksburg, Ontario. f

FOR SALE—General store, in country village; first-class stand; post office in connection; also dwelling; stock can be reduced to \$4,000. Apply to Box No. 6, Murillo, Ont. f

A SNAP—General business for sale, best stand in town; proprietor going west; stock all new; must be disposed of at once. R. H. Benson & Co., Box 177, Dundalk. f

CHEESE factory outfit for sale, complete with power. The A. R. Williams Machinery Company, Limited, Toronto. f

IRELAND.

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

Having pleaded guilty to two counts of an indictment charging him with smuggling tobacco across the Canadian border, Byron E. Lurcher, of Pembroke, Me., was recently sentenced to serve three months' imprisonment in the Charles street jail, Boston, Judge Lowell taking into consideration the fact that he had already spent some time in jail awaiting trial.



THE
**PARKHILL
BASKET CO.**
Limited

..Manufacturers of..

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

OWEN SOUND, ONT.

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

BERLIN BRUSH CO.



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

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



KING EDWARD is Supreme Head and rules the British Empire.

"HIRES" is **"Supreme"** and a Head of all other **ROOT BEERS.**

Handle and Sell nothing but **the Best**, it pays you to do so.

Send your order in now, the warm weather is at hand.

W. P. DOWNEY, Sole Canadian Agent,
20 St. Peter St., **MONTREAL.**

**TIP TOP
SOAP CHIPS**

is a simple preparation to save labor in washing.

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

**GREATEST
SELF-WASHER
INVENTED.**

NEW PROCESS
TIP-TOP
(REGISTERED)
**SOAP
CHIPS**

FOR HOUSEHOLD AND
LAUNDRY USE.

MANUFACTURED BY
The Industrial Soap and Oil Co.,
LIMITED,
TORONTO, CANADA.

Actual Size Package, retails 5c.

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

There is profit in it for you, too.

**Ask your
jobber
about it.**

The Amalgamation of Wholesalers.

(VIEWS OF MERCHANTS IN LONDON, ONT.)

Masuret & Co., Wholesalers.

Mr. Ed. Masuret said: "So far as we are concerned, we will have nothing to do with the amalgamation, as we cannot see how we can be benefitted. This business has been established 45 years, under our own supervision; we know our customers, and they know us thoroughly. In the event of an amalgamation of wholesale grocers, we do not feel that our position as an old established house would be imperilled in the slightest."

John Garvey, Wholesaler.

"I am not interested about the amalgamation of the wholesale grocers, and don't feel inclined to give any opinion."

E. Adams & Co.

Mr. Screaton, of E. Adams & Co., in being interviewed, said: "You may report we have not anything to say about the amalgamation."

Elliott, Marr & Co.

"Without further knowledge of the scheme, we are not in a position to express an opinion."

T. B. Escott & Co., Wholesalers.

"The principal of concentration of capital and division of labor is generally accepted as a progressive movement, and it usually tends towards the reduction of costs of production or distribution. There is no reason, therefore, why the amalgamation of several of the wholesale grocers should not be in the best interests of all concerned, distributors as well as the consumers, and I am heartily in sympathy with any movement that will better serve the overworked and poorly remunerated retail grocers of this country.

"The success or failure of the proposed amalgamation will depend largely on the efficiency of the management; so, if the policy of the promoters is carried out, that practical men who are conducting the wholesale grocery business in this country shall continue in charge of the new concern, its success should be assured, providing they do not forget the fact that the interests of the wholesale and retail grocers

are identical, the success of the former depending upon the prosperity of the latter."

A. M. Smith & Co., Wholesalers.

"As we do not intend to join the wholesale grocers' amalgamation it may not be quite right for us to express any opinion about it. We can only say that we intend to remain independent, and that we are quite confident that no corporation or firm will be able to sell goods cheaper than we can."

Lind, Kerrigan & Co., Retailers.

"The retailers will not support a concern which is directly antagonistic to their own interests and an evil that has been discussed at length by their associations at various times. I refer to the departmental store, and in support of my statement cite the fact that the strongest supporter of the Michigan concern is the head of a Chicago departmental store that ordinarily is not entitled to preferred prices; it follows that there is nothing to prevent the same conditions existing here in time, and the concern being controlled by capital furnished by the department people. For this reason the intelligent men that are to-day in the retail business do not see how the scheme can be a success."

A Retailer.

"In looking over THE GROCER of April 17 issue, page 54, I see there is a scheme on hand to form a combine which means to monopolize the wholesale and retail grocery trade. I for one would feel very sorry if such happened to be the case. It means that the combine would force us to buy from them at their own prices. Competition is the life of trade. Therefore we should use all our efforts against such a scheme."

DRAWING BOOKS FOR IMMIGRANTS.

MR. W. C. Murray, general eastern representative of the E. W. Gillett Company, Limited, Toronto, was in St. John, N.B., the day the "Lake Manitoba" arrived, conveying Barr's colony of English emigrants to this country, their future home. Mr. Murray, who lived for

over ten years in the Old Land, and has been in nearly every town in England and Scotland, reports that they are the finest body of people he ever saw. They are not only neat and clean, but in most cases the women in the party are stylishly dressed. They have, in nearly every case, a substantial "nest egg," and in some cases, when the accommodation was exhausted in the cabin and second class, some of those who were compelled to come steerage had with them upwards of £1,000 sterling. In many cases there were fathers of families, who had well-established businesses, but who had two or three sons who wanted to come to Canada. They sold out their businesses and came along too. Mr. Murray was informed that there are 20,000 in England who are watching and will watch the success of this party, and if everything turns out as they expect, they will follow.

The object of Mr. Murray's visit was to distribute to some of the boys and girls of the party one of the well-known drawing books which E. W. Gillett Company, Limited, send out as premiums, and many a long hour will quickly pass on the long trip on the train by the younger folks tracing the pictures, which are already sketched in this handsome little volume. Not only were the hearts of the younger ones made happy, but a number of the mothers carry with them to their far-off home a sample can of the celebrated "Magic Baking Powder," and one of the first cakes they have will be "all Canadian," a capital blend—the world renowned Canadian flour and the equally world renowned "Magic Baking Powder."

AN ASSIGNMENT.

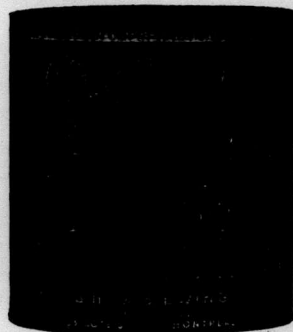
Erskine, Wall & Co., one of the largest grocery firms in Victoria, B.C., has made an assignment, which has caused some surprise and considerable regret throughout the city. The assets show a large surplus above the liabilities, the former being about \$40,000 and the latter \$16,000. The cause of the embarrassment is said to be chiefly the heavy loss the firm suffered about a year ago from the disaster to H. M. S. Condor.

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.

FRESH VEGETABLES, in tins.

CORN (in the ear), gallon tins.

Beets, 3's ; Spinach, 3's ; Carrots, 3's ; Turnips, 3's ;

Cabbage, 3's, etc.

TOMATO CATSUP, gallon tins.

— These are ready sellers. A luxury at small cost.

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

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

WE KEEP ALL CODES.

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

THE NATIONAL COFFEE CODE AXTELL'S

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

Price, \$1.00 Postpaid.

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

THE UNIVERSAL SUGAR CODE AXTELL'S

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

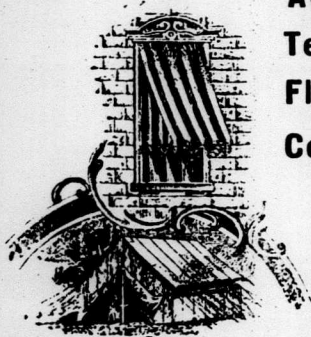
Price, \$1.00 per copy Postpaid.

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

AMERICAN CODE COMPANY

313 Nassau Street, - NEW YORK CITY
Discount to dealers only.

BUY OF THE MANUFACTURERS . . .



Awnings
Tents
Flags and
Covers.

WRITE
FOR
QUOTA-
TIONS.

RAYMOND BROS., Windsor, Ont.



REFRIGERATORS Useful to every one. 40 different styles. Silver medal, Quebec 1901. Diplomas: Toronto, Ottawa, Montreal.

C. P. FABIEN,

Merchant and Manufacturer,

Montreal, Can.

3167 to 71 N. Dame St.
Write for Illustrated Catalogue.

Dried Apples

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

The W. A. Gibb Co.

7 Market St., Hamilton



TANGLEFOOT

SEALED STICKY FLY-PAPER.

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

Tobaccos, Cigars, and Smokers' Accessories

A DEPARTMENT FOR
RETAIL MERCHANTS.

THE TOBACCO MONOPOLY.

THE report of Judge McTavish, who investigated the alleged tobacco monopoly, was tabled at Ottawa on the 15th inst. The charge inquired into was that the adoption of an exclusive contract system by the American Tobacco Company of Canada, Limited, and The Empire Tobacco Co., Limited, to prevent those who dealt in the goods supplied by these companies from selling the goods of other manufacturers, resulted in creating a monopoly prejudicial to the interests of other manufacturers and of growers.

The contract which was made between the American Tobacco Co. and most of the wholesale grocers and jobbers in Ontario, Quebec, Manitoba and the Maritime Provinces allowed a commission of two per cent. to the consignee on the amount realized from the sale of cigarettes consigned, the cigarettes remaining the property of the company until sold by the consignee. If the consignee handled the cigarettes of the American Tobacco Co. exclusively he received an additional six per cent. It was established that the commission of two per cent. was not sufficient to compensate the wholesale merchant or jobber for handling the cigarettes of the American Tobacco Co., but the extra six per cent. for exclusive handling enabled the merchant or jobber to make a good profit, and in consequence most of the larger dealers in cigarettes have given in to the agreement with the American tobacco Co., to the exclusion of the sale by them of other manufactures of cigarettes. It was also established that wholesale merchants and jobbers are unable to purchase goods from the American Tobacco Co. except under the terms of this contract.

A contract was also entered into by nearly all the leading wholesale grocers and jobbers of Ontario, and by many Quebec merchants, with the Empire Tobacco Company, who manufacture tobacco from Canadian-grown leaf, and are under the same general management as the American Tobacco Company. A rebate of 5c. per lb. under this agreement is allowed to the purchaser if he handles no manufactured tobacco made from Canadian leaf or from a combination of Canadian or foreign leafs, other than that manufactured by the Empire Tobacco Co. The tobacco is not

furnished on consignment, but when sold becomes the property of the purchaser. The wholesale merchants who are parties to the contract and gave testimony appeared to be satisfied with its provisions, and the growers have apparently suffered no inconvenience from the system.

No evidence was adduced to show that as a result of this contract the price of tobacco was enhanced to the consumer, but, on the contrary, it appeared that the consumer obtained fair value for his money.

Judge McTavish reaches the following conclusion: That the contract system complained of does, in fact, exist, and is in general use in the cigarettes and tobacco made in Canada. That the provisions of the contracts in question are not illegal, either under the common law or under any statutory law heretofore enacted by the Parliament of Canada. That the manufacturers of cigarettes and of Canadian tobaccos, other than the American and the Empire Tobacco Companies, are at a disadvantage in the distribution of their goods and in the prosecution of their business generally by reason of such contract system.

The judge adds: The extent to which legislative control over the freedom of con-

tract should be exercised, and how far the rules of trade can be interfered with by statutory enactments without injury to the public interest, are questions of policy for the consideration of Parliament.

SUBSTITUTION AND IMITATION.

Granda Hermanos y Ca. complain that they are frequently made the victims of substitution and imitation, and are determined to adopt stringent measures to put down the practice. If there are some dealers who resort to questionable methods to increase profits, their policy is bound to react upon themselves in time. The public

The following Brands manufactured by
The AMERICAN TOBACCO CO.
OF CANADA, Limited.

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

OLD CHUM MEERSCHAUM
 OLD VIRGINIA.

CIGARETTES . . .
HIGH ADMIRAL
SWEET CAPORAL DERBY

YILDIZ MAGNUMS
Pure Egyptian Cigarettes.

POPULARITY

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

“BOBS”

CHEWING TOBACCO

In 5 and 10c. Plugs.

**BOBS costs you only 39 cents,
and pays a good profit.**

BOBS is well advertised.

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

**BOBS is A BIG PLUG FOR
LITTLE MONEY**

Made by

THE EMPIRE TOBACCO CO.,
LIMITED
MONTREAL, QUE.

CIGARS

The Canadian Grocer



We are now prepared to ship the trade

Tonka

Beaver

AND **Apricot**

McAlpin Consumers Tobacco Company,

Head Office : TORONTO. Limited

Factories : Leamington and Toronto.



Don't run away with the idea that

Tuckett's Marguerite Cigars

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

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

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

TUCKETT CIGAR CO., Limited, HAMILTON.

The Canadian Grocer

is probably long-suffering, but it will not put up very long with having inferior cigars foisted upon it under the guise of a better brand. The injustice to the manufacturer is two-fold, viz., loss of business and loss of prestige.

In the case of a manufacturer who imitates another firm's goods, or expects his agents to get rid of them by fraud and misrepresentation, he should be carefully avoided by all self-respecting dealers.

It is about two years since "Grandas" cigars were first made, and in spite of the usual difficulties besetting a new enterprise they have attained an enviable position in the cigar world.

MAY START A BOOT AND A HAT FACTORY.

J. M. Fortier, Limited, report that trade is satisfactory and that their sales so far show a noticeable increase over those for the same period last year. The idea of giving a premium for bands of the "Chamberlain" has caught on to such an extent that the feasibility of starting a boot and hat factory has been seriously considered. The firm gives a \$3 hat for the return of 100 large or 300 small cigar bands, and a \$5 pair of shoes for 165 large or 500 small bands. Dur-

TOBACCOS

ing the month deemed over 12,000 Chamberlain bands on hand in Newfoundland, with the opening of na-

NOTES OF THE

THE cigar and & Mason, by smoke a

H. Simon & Son Montreal, have been Bedard & Laro St. Hyacinthe, Qu

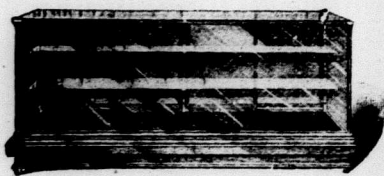
A meeting of Gerrie, cigar and real, will be held.

The Imperial C St. John, N.B., insurance, \$15,500.

A. & I. Isaacs, St. John, N.B., fully insured.

Geo. R. Miller has returned home several months ago

Geo. Harris, of a cigar store



OUR "CORONATION."

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

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

Dominion Show Case Co.

53 Richmond St. East. TORONTO.

RO. 10

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

Only wholesale tobacconist in Toronto **uncontrolled by the TRUST.**

The new 5c. union-made Cigar, Havana filled with that rich full flavor you are always looking for. Order early. Enuf said

The Erie Tobacco Co., Limited

WINDSOR, ONTARIO.

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

Free Hats and Boots

Given in exchange for the bands of the

Chamberlain Cigar

Save the bands and return them to

J. M. FORTIER, Limited
Montreal

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

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



Our Bird Seed
selling at the price it does with a **Free Bird's Treat** in every package is one of the biggest bargains the grocer ever had to offer to the public. The public know it too. Be ready when they ask for it.
Samples and full particulars free.
NICHOLSON & BROCK, TORONTO.

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

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

15 TO 25 ALICE STREET
12 TO 18 TRINITY SQUARE

TORONTO

Do You Require
good wrapping paper in your store? If so, our brown and manilla wrapping papers will suit you. Strong, durable, and of good weight, they invariably give satisfaction.
---Made in Canada---
by the
CANADA PAPER CO., Limited
TORONTO and MONTREAL.

**BUTTER PARCHMENT
PAPER.**
BUTTER TUBS.
Prompt shipment ex Factory
or Warehouse.
WALTER WOODS & CO.
HAMILTON and WINNIPEG.

COWAN'S

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

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

Are the standard goods for purity and excellence.

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



Maple Syrup

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

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

"ACME" TABLE SALT

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

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

20th Century Account Keeping.

Don't think because your grandfather made money 50 years ago with old style keeping of accounts. YOU can do so. Times have changed, and if you would be successful you must watch your credits. Why use the old style pass book with your credit customers? Be modern. See here—



IF A MAN WANTS CREDIT

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

For Sale in Canada by

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

TRADE WITH ENGLAND

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

"Commercial Intelligence"

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

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

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

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.

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.

AMALGAMATION OF COMPANIES.*

By Howard R. Wellington.

THE subject which the committee have selected for me to-night is no doubt one of the most important before the business world to-day, and is so wide and far reaching that, it is with a great deal of hesitation I undertake the task. It might be better, perhaps, to discuss the experience of an average bookkeeper in one of the amalgamating companies, and the matters which would come under his notice during the operation.

There seems to be a diversity of opinion as to there being any difference between trusts, combines, and amalgamations, although, there is no doubt some fine distinction. A trust is a combination of like industries for the sole purpose of waging war against all other manufacturers of such lines as are manufactured by the trust, and forcing such manufacturers either to sell out to the trust or go under. An amalgamation is more of a natural growing together of various industries for the purpose of self-defence against unjust competition, and, in a large majority of instances, the tendency has been to lower, rather than raise prices. The object of an amalgamation is primarily to concentrate interests, the entire business being under one executive head and management; to reduce expenses, such as managers' and foremen's salaries, travelling expenses—one traveller handling all lines manufactured, and not crossing and recrossing the routes of other travellers; and lastly, probably the most important feature, to increase profits, which may be accomplished by buying raw materials, etc., in larger quantities, hence at lower prices; with a larger capital the volume of business is increased, and, as prices are usually maintained, profits increase accordingly. It need hardly be necessary to go into the details in regard to the necessary steps leading up to the procuring of a Charter of Incorporation, as these requirements may be readily obtained from the Joint Stock Companies' Acts, but there are unavoidably a great many troublesome entries which confront the bookkeeper during, and especially after, the amalgamation, and which it might be advisable to discuss. The course of procedure with companies intending amalgamation depends largely upon the agreement with the vendors and the circumstances of each case.

Probably the first step after arrange-

ments have been made, and the documents necessary to the transfer completed, would be for each concern to take stock of all merchandise, and value the plant and equipment, the stock being thoroughly audited by an accountant. Such stock at cost, together with plant, equipment, goodwill and other assets would be transferred to the new company and shares given in payment of same. Usually in a large business, it would be impossible to have the stock taken and audited within the short period in which the transfer is effected, and to overcome this difficulty, an estimated value, based upon previous years' stock and annual



Howard R. Wellington.

sales is arrived at, and the transfer effected accordingly.

Should the estimated value prove to be less than the actual value, when ascertained, the new company would either pay cash for the amount transferred over and above the estimate, or give additional shares for such, but, if the estimate prove to be more than the actual value, the vendors of course would have to pay the company the difference.

If the value may be readily ascertained, no such course would be necessary, the individual companies simply receiving shares in the new company in payment of the amount transferred.

The "goodwill" of each company amalgamating, which forms a part, and sometimes a very large item, of every transfer, depends entirely upon the nature of the business and its length of operation, and is arrived at simply by an agreement between the vendors them-

selves. In some cases all assets, both fixed and moveable, are transferred, as well as all liabilities, but the method of effecting a transfer, which meets with general favor to-day, is to arrange to have the individual companies collect all accounts receivable contracted prior to the transfer, and also pay all accounts payable and other liabilities, the new company taking over the plant, stock, etc., only.

There is some difference of opinion among accountants as to the manner in which the profits of companies intending amalgamation for the period of years under review, should be set forth in the prospectus, the prevailing method being to show the combined average yearly net profits for the three years preceding the amalgamation.

It is held by some, however, that the annual net profits should be shown for each company separately for a period of five years previous to the amalgamation, in this way showing the earning power of the individual company each year.

As the accountant's certificate influences the investment of thousands of dollars, this fact being recognized now more than ever before, great care should be exercised and serious thought given when making up a statement of this nature.

The parties applying for Letters Patent are the provisional directors of the company until the directors are elected at the first general meeting of the shareholders. The petition for charter should set forth the objects of the amalgamating companies, and various other matters, all of which may be obtained from the Companies' Acts, but it must be very specific, as the charter will only be granted for the purposes enumerated in such petition, and no change may be effected afterwards unless through the usual formalities of applying for a Supplementary Letters Patent.

After the charter has been obtained by the provisional directors, and the prospectus, setting forth the names of directors, capital stock, prospects, objects, etc., issued, and the stock is subscribed for and allotted, a meeting of the shareholders is called by the provisional directors, to transact any business necessary to the operation of the new company; to pass by-laws and to elect officers, or, rather a board of directors, from whom the officers are elected at a special meeting of the directors usually held directly after the meeting of the shareholders.

The directors are elected from, and are accountable to, the shareholders, and are usually elected from the various officers of the different companies amalgamating. A great amount of care should be exercised in getting up a prospectus, as false statements or misrepresentations might

*Paper read at the regular meeting of the Chartered Accountants' Students' Association, Toronto.

THE CANADIAN GROCER

There is always a big demand for

Blue Ribbon Ceylon Tea

It's the most delicious tasting tea on the market. Once a customer tries it no other tea will be used. You can never overstock Blue Ribbon Tea.



"Best in the World."

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

PURE ENGLISH

MALT VINEGAR

Delicate in Flavor and Aroma.
Splendid keeping properties.

ROBERT WATERS' QUININE WINE

Quinine in a palatable form - 50 years' reputation.

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

THE DOMINION BREWERY CO., LIMITED

Brewers and Maltsters

TORONTO

Manufacturers of the Celebrated

WHITE LABEL ALE

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

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

WM. ROSS, Manager.



THE CANADIAN GROCER

cause serious complications when discovered.

In every amalgamation, organization expenses, such as lawyers' fees for searching deeds, records, patent rights, etc., promoters' expenses, such as railway fare, salary, etc.; charter fees, advertising prospectus, printing, etc., are incurred, and are settled by the company on its formation. But suppose the company does not form, each provisional director or promoter binds himself by his own act only, and the subscriber for stock may recover the full amount of his deposit, unless such subscriber has signed an agreement authorizing the promoters to defray expenses of organization out of the deposit paid upon shares. Promoters are very often paid for their services in stock in the new company, the entry generally being—Organization Expense To Capital Stock Account.

Organization expenses usually form a large item in the amalgamation of companies, but it is hardly fair that the full amount be charged against the profits of the first year. To overcome this, a proportion is written off each year, and the balance carried forward as an asset until it eventually disappears. It would be impossible to give a set of opening entries, as it would depend entirely upon the arrangement made with the vendors in regard to the transfer, but, in a general way, the assets transferred should be debited, "Crediting Shareholders of Old Company;" the liabilities credited, "Debiting Shareholders of Old Company," the balance in the shareholders' account showing the amount of stock held by them in the new company, the completing entry being:

SHAREHOLDERS OF OLD COMPANY.
TO CAPITAL STOCK ACCOUNT.

If stock is offered for public subscription, the entries for general ledger purposes might be made as follows:

SHAREHOLDERS.
TO CAPITAL STOCK.

For amount of stock subscribed:

CASH
TO SHAREHOLDERS.

as installments are received on subscriptions, thus closing "Shareholders' Account" in the general ledger.

If various classes of stock are subscribed for, such as First Preference, Second Preference, or Common, these divisions may be credited instead of simply using the term "Capital Stock." As a rule shareholders are treated collectively in the general ledger, one, two or three accounts being kept according to the class of shares subscribed for, the accounts for individual shareholders being kept in the stock ledger.

Certain books are required to be kept by law, the principal being, a book containing a copy of the Letters Patent, or Supplementary Letters Patent; a record

book of all shareholders, stating occupation, address, and number of shares held by each; a record of directors' names, addresses and date of election and retirement; a register of transfers, recording all changes in shares; and a stock ledger, showing shares held by individual owners.

Probably the first difficulty with which the office man will have to contend when the amalgamated company has not taken over the accounts receivable or payable of the individual companies, will be upon receipt of a cheque, which includes accounts for both the old and new companies. Suppose, for instance, that Brown & Smith owe the old company \$10, and the new company \$15, subject to cash discount of 2 per cent. Upon receipt the cheque may be entered in the cash book of the new company, as follows:

Brown & Smith..... \$24 50
Less amount of Old Co. a/c.... 9 80 30 \$14 70

The balance, \$9.80, being entered in cash book of old company in the usual way, the new company paying amount each time, or the aggregate amount due, at the end of day or week.

When goods are returned, after the amalgamation, which were charged prior to the date of transfer, the correct method (although more lengthy) would be to credit same through the books of the old company and, if necessary, transfer such credits by means of cross entries, to the books of new company, charging new company with all goods thus returned and credited, at cost, periodically. If this course were not adopted, the goods would be taken into stock by the new company and a liability assumed for the selling value, whereas such goods should be taken into stock at cost, as the old company had originally made the profit on them. The following outline of a system would no doubt answer in a general way for running the offices of the various companies after amalgamation.

Each branch shall keep its own cash book in the form of loose sheets, a duplicate sheet of each day's cash transactions being sent to head office, where it shall be checked and filed.

All books shall be kept by head office, where all posting shall be done.

Each branch to have a bank account, and all monies received shall be deposited, remittances being made by draft to head office of all over a stipulated amount.

All accounts payable shall be settled by head office, unless goods are paid for at time of purchase; every payment by branch being vouched for by manager of such branch, and voucher forwarded to head office, with the copy of cash statement.

Each branch shall do its own invoicing, in triplicate, one copy to be kept on file by branch for reference only, one to be

sent to head office for posting medium, the original being sent to the customer.

All purchase invoices must be received in duplicate by head office, where the copy is kept on file until original is passed by the branch, thus assuring that all goods received are settled for, receiving books being used in each branch.

The sales of each branch are to be recapitulated, both by the head office and by the branch, which makes a sure check on the totals.

The accounts may be arranged in such a manner as to show the profit made by each branch of the business during the year, charging each branch with all goods purchased for it, and, by a system of internal invoices, charging at cost all goods delivered to it by the head office or other branches; crediting each branch with its sales, less returns; charging against the gross profit from trading account, all branch expenses and also a proportion of the general expenses, the balance being the net profit for the period.

I have endeavored to treat this wide subject in a general way, and hope that it may lead up to a discussion, as it certainly is a subject which is not easily exhausted, and which furnishes ample material for thought.

GRAIN SHIPMENTS VIA ST. JOHN, N.B.

It has been the hope of the C. P. R. that the grain shipments from this port during the present year will reach the 5,000,000 bushel mark, and thus exceed any previous year. At present this does not seem probable, although the shipments have been good.

At the end of January the total deliveries from the elevator aggregated 1,828,469 bushels of all kinds of grain, and there were in the elevator and on the track 468,703 bushels more, making a total of 2,297,172 bushels handled up till the end of January.

During the month of February grain was delivered on 20 days, and these shipments amounted to 904,962 bushels, and there are now in the elevator 463,105 bushels. Thus the total shipments to date amount to 2,733,431 bushels, which, with the quantity now in the elevator, gives a grain total of 3,202,134 bushels handled this year to date.

Last year the whole grain shipments were only 2,141,937 bushels, so that this season's shipments have already exceeded those of last season by 1,057,191 bushels.

In 1899-1900 the grain handled amounted to 4,596,589 bushels, and this exceeds the present year by 1,394,455 bushels.

It is possible that during the six or seven remaining weeks of the winter port season the grain may come along with a rush and make the shipments exceed any previous year, but this is rather doubtful.—Sun, St. John, N.B.

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

Our Chief Business

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

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

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

Write for our quotations on:

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



AUER LIGHT CO., - MONTREAL.

Brunner, Mond & Co's

BICARBONATE OF SODA

in Kegs, Drums and Casks.

Unquestionably

PUREST CHEAPEST and BEST.

THE STANDARD OF EXCELLENCE.

Winn & Holland

MONTREAL Sole Agents for Canada

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

"GOLDEN EAGLE," "MANHATTAN,"
"MONTREY."

Correspondence Solicited.

THE PEOPLE OF
JAMAICA

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

KINGSTON

"**GLENER**"

might bring inquiries. Better write for rates to

I. C. STEWART, Halifax.

BASKETS

We make them in all shapes and sizes. We have

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

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

THE . . .

Oakville Basket Co.

Oakville, Ont.

BUSINESS NEWS

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

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

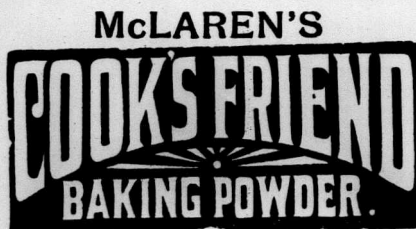
"Clippings from any Canadian paper on any subject."

CANADIAN PRESS CLIPPING BUREAU,

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

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

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



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

For over a Century
and a Half.



KEEN'S MUSTARD

has been on the market since 1742.

Its trade has been increasing ever since
this time.

Looks as if it must have stability.

Its stability has been built up on its quality.

Leading grocers all sell it.

Current Market Quotations for Proprietary Articles

April 23, 1903.

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

Baking Powder.

Cook's Friend—	Per doz.
Size 1, in 2 and 4 doz. boxes.....	\$4 40
" 10, in 4 doz. boxes.....	2 19
" 2, in 6 ".....	0 80
" 12, in 6 ".....	0 70
" 3, in 4 ".....	0 45
Pound tins, 3 doz. in case.....	3 00
12-oz. tins, ".....	2 40
5-lb. ".....	14 00

W. H. GILLARD & CO.

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

IMPERIAL BAKING POWDER.

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

MAGIC BAKING POWDER.

Cases.	Sizes.	Per doz.
4 doz.	5c.	\$0 40
4 " "	4-oz.	0 60
4 " "	6 " "	0 75
4 " "	8 " "	0 95
4 " "	12 " "	1 40
2 " "	12 " "	1 45
2 " "	16 " "	1 65
2 " "	16 " "	1 70
1 " "	2 1/2-lb.	4 19
1 " "	2-lb.	7 30
1 " "	5-lb.	14 55
1 " "	16 " "	24 55

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

JERSEY CREAM BAKING POWDER.

OCEAN MILLS.

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

Blackening.

HENRI JONAS & CO.

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

Blue.

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

Black Lead.

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

Boeckh's Corn Brooms.

UNITED FACTORIES, LIMITED.	doz. net.
Bamboo Handles, A, 4 strings.....	\$4 35
" " " B, 4 " ".....	4 10
" " " C, 3 " ".....	3 85
" " " D, 3 " ".....	3 60
" " " E, 3 " ".....	3 35
" " " F, 3 " ".....	3 10
" " " G, 3 " ".....	2 85

Biscuits.

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

Cafe Noir.....	\$0 15
Ensign.....	0 12 1/2
Metropolitan, mixed.....	0 09

Canned Goods.

HENRI JONAS & CO.

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

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

French Sardines—	
1/2 Rolland.....	9 50 10 00
1/2 Delory.....	10 50
1/2 Club Alps.....	2 50

Cereals.

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

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

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

Chocolate— per lb.

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

FRY'S.

Chocolate— per lb.

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

Cocoa— Per doz.

Concentrated, 1/2's, 1 doz. in box.....	2 40
" " 1-lb. ".....	4 50
" " 1-lb. ".....	8 25
Homeopathic, 1/2's, 14-lb. boxes.....	0 24
" " 1/2's, 12-lb. boxes.....	0 24
Epp's Cocoa, case of 14 lb., per lb.....	0 35
Smaller quantities.....	0 37 1/2

JOHN P. MOTT & CO.'S.

R. S. McIndoe, Agent, Toronto.

Per lb.

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

CADBURY'S.

Frank Magor & Co., Agents. Per doz.

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

STARCH PRICES

If you are offered STARCH at seemingly attractive prices, be sure and ask **WHAT BRAND?**

There are **Starches** and **Starches**. Don't be persuaded that another is **Just as good**.

Ask for **EDWARDSBURG** or **BENSON'S** and **INSIST** upon getting it.

SEE OUR NEW LIST

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

Established 1858.

53 Front St. East,
TORONTO, ONT.

Works:
CARDINAL, ONT.

164 St. James St.,
MONTREAL, QUE.

WALTER BAKER & CO., LIMITED.

Premium No. 1 chocolate, 12-lb. boxes	Per lb.	\$0 38
Vanilla chocolate, 6-lb. boxes		0 47
German sweet, 6-lb. boxes		0 27
Breakfast cocoa, 1, 1/2, 1 and 5-lb. tins		0 43
Cracked cocoa, 1-lb. pkgs., 12-lb. boxes		0 35
Caracas sweet chocolate, 6-lb. boxes		0 37
Caracas tablets, 100 bundles, tied 5's, per box		3 00
Soluble chocolate (hot or cold soda)		0 42
1-lb. cans		0 28
Vanilla chocolate wafers, 48 to box, per box		1 65

Cocoanut.

L. SCHEPP & CO. Per lb.

1-lb. packages, 15 and 30-lb. cases	\$0 26
1-lb. "	0 27
1-lb. "	0 28
1/2 and 1-lb. packages, assorted, 15 and 30-lb. cases	0 26 1/2
1/2 and 1-lb. packages, assorted, 15 and 30-lb. cases	0 27 1/2
5c. packages, 4 doz. in case, per doz.	0 45

Condensed Milk.

"Anchor" brand, cases 4 doz., per case \$5 00
evap. cream, cp. 4d. " 4 65

Borden's Condensed Milk Co.

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

Coffee.

THE EBY, BLAIN CO., LIMITED.

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

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

High Grade package goods—

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

JAMES TURNER & CO. Per lb.

Mecca	\$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12 1/2

E. D. MARCEAU, Montreal. Per lb.

"Old Crow" Java	\$0 25
"Mocha	0 25
"Condor" Mocha	0 30
"Mocha	0 30
15-year-old Mandheing 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 Coupons numbered.
In lots of less than 100 books, 1 kind assorted.	4c. 4 1/2c.
100 to 500 books	3 1/2c. 4c.
100 to 1,000 books	3c. 3 1/2c.

Allison's Coupon Pass Book.

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

Cane's Clothes Pins.

UNITED FACTORIES, LIMITED.

Clothes pins (full count), 5 gross in case, per case	\$0 60
4 doz. packages (12 to a case)	0 75
6 doz. packages (12 to a case)	0 95

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. Anchor extracts	6 00
2-oz. " "	9 00
4-oz. " "	12 00
1-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
8-oz. " "	72 00

Food.

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

Ginger Ale and Soda Water.

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

Jams and Jellies.

SOUTHWELL'S GOODS. Per doz.

Frank Magor & Co., Agents.

Orange marmalade	\$1 50
Clear jelly marmalade	1 80
Strawberry W. F. jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant " "	1 85
Other jams	\$1 55 1 90
Red currant jelly	2 75

T. UPTON & CO.

Pure Fruit Jams—

1-lb. glass jars, 2 doz. in case, per doz.	\$0 95
2 1/2-lb. tin pail, 2 doz. in crate, per lb.	0 06 1/2
5 and 7-lb. tin pails, 8 and 9 pails to crate	per lb. 0 06
7, 14 and 30-lb. wood pails	0 06

Pure Fruit Jellies—

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

Home Made Jams—

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

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper	per lb. \$0 40
Fancy boxes (36 or 50 sticks)	per box 1 25
"Ringed" 5-lb. boxes	per lb. 0 40
"Acme" pellets, 5-lb. cans	per can 2 00
" " (fancy boxes 40) per box	1 50

Tar licorice and Tolu wafers, 5-lb. cans per can 2 00

Licorice lozenges, 5-lb. glass jars 1 75

"Purity" licorice 10 sticks 1 45

" " 100 sticks 0 73

Dulce large cent sticks, 100 in box

RECKITT'S BLUE and BLACK LEAD (Always give your Customers Satisfaction.)

THE CANADIAN GROCER

Lye (Concentrated).

GILLET'S PERFUMED.		Per case.
1 case of 4 doz.	.....	\$ 3 60
3 cases	.....	3 50
5 cases	.....	3 40

Mince Meat.

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

Mustard.

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

HENRI JONAS & CO.

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

E. D. MARCEAU, Montreal.

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

Olive Oil.

	Per case.
Barton & Guestier's quarts	..... \$ 8 00
pints	..... 8 90

Orange Marmalade.

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

T. UPTON & CO.

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

CLEMES BROS.

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

Pickles.

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

Soda.

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

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

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

Soap.

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

Starch.

EDWARDSBURG STARCH CO., LIMITED.		per lb.
Laundry Starches	.....	0 06
No. 1 White or blue, 4-lb. carton	.....	0 06
No. 1 " 3-lb. "	.....	0 06
Canada laundry	.....	0 04 1/2
Silver gloss, 6-lb. draw-lid boxes	.....	0 07 1/2
Silver gloss, 6-lb. tin canisters	.....	0 07 1/2
Edward's silver gloss, 1-lb. pkg.	.....	0 07 1/2
Kegs silver gloss, large crystal	.....	0 06 1/2
Benson's satin, 1-lb. cartons	.....	0 07 1/2
No. 1 white, blbls. and kegs	.....	0 05
Benson's enamel	.....	per box 1 25 to 2 50

Culinary Starch	.....	0 6 1/2
Benson & Co.'s Prepared Corn	.....	0 6 1/2
Canada Pure Corn	.....	0 05
Rice Starch	.....	0 10
Edwardsburg No. 1 white, 1-lb. car.	.....	0 05
Edwardsburg No. 1 white or blue, 4-lb. lumps	.....	0 08 1/2

BEE STARCH.

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

BRANTFORD STARCH WORKS, LIMITED

Ontario and Quebec.

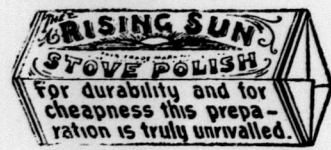
Laundry Star hes	.....	\$0 04 1/2
Canada Laundry, boxes of 40 lb.	.....	\$0 04 1/2
Acme Gloss Starch	.....	0 05
1-lb. cartons, boxes of 40 lb.	.....	0 05
Finest Quality White Laundry	.....	0 06
3-lb. Canisters, cases of 48 lb.	.....	0 06 1/2
4-lb. " " " " " "	.....	0 05
Barrels, 200 lb.	.....	0 05
Kegs, 100 lb.	.....	0 05
Lily White Gloss	.....	0 07 1/2
1-lb. fancy cartons, cases 30 lb.	.....	0 07 1/2
6-lb. toy trunks, 8 in case	.....	0 07 1/2
6-lb. enameled tin canisters, 8 in case	.....	0 07 1/2
Kegs, ex. crystals, 100 lb.	.....	0 06 1/2
Brantford Gloss	.....	89 07 1/2
1-lb. fancy boxes, cases 36 lb.	.....	89 07 1/2
Canadian Electric Starch	.....	2 50
Boxes of 40 fancy pkgs., per case	.....	2 50
Celluloid Starch	.....	3 40
Boxes of 45 cartons, per case	.....	3 40

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



OCEAN MILLS.
Chinese starch, per case of doz., \$4.

Stove Polish.



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



Syrup.

"CROWN" BRAND PERFECTION SYRUP.

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



Teas.

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



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

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



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



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

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

TETLEY'S INDIAN AND CEYLON TEAS.

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

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

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

"CROWN" BRAND.

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

E. D. MARCEAU, Montreal.

Japan Teas—

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

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

"Condor" Ceylon black tea in lead packets—

Green Label, 1/2 s. and 1 s.	.....	0 25 at 0 20
Grey Label, 1/2 s. and 1 s.	.....	0 30 at 0 23
60-lb. cases	.....	0 35 at 0 36
Blue Label, 1/2 s. and 1 s.	.....	0 40 at 0 30
50-lb. cases	.....	0 50 at 0 34
White Label, 1/2 s. and 1 s.	.....	0 60 at 0 40

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

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

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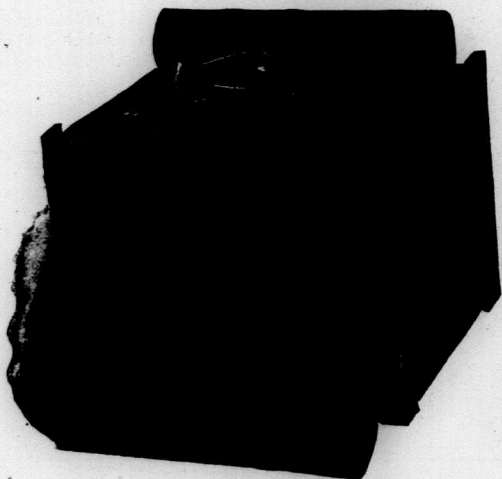
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