

**PAGES
MISSING**

PUBLISHED EVERY
FRIDAY

CIRCULATES IN
EVERY PROVINCE

THE
CANADIAN GROCER
AND
GENERAL
STOREKEEPER

**COLMAN'S
MUSTARD**



BEST ON EARTH

There's one Name



that applies to all of our biscuits. They're "quality" biscuits, every one of them. From the cheap and plain to the high-priced fancys, everything is of highest quality.

Our New "MALTA" is quite a favorite already. Its only been on the market three weeks but we've sold a surprising lot. Have we sold them to *you*? It's a small, iced fancy, with about 85 to the pound. You'll find it a nice biscuit for any occasion.

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

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

Rice's Pure SALT.

It gives Universal Satisfaction.

R. & J. RANSFORD,

Established
1886

Clinton, Ont.

"GLOBE" METAL POLISH



INSIST ON HAVING IT

Write for a supply of show cards and advertising novelties.

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

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.
CAMDEN, N. J.

H. W. PETHERBRIDGE
BROOKLYN, N. Y.

DOMINION LICORICE & NOVELTY CO.
TORONTO, CAN.

Y. & S., SCUDDER, and M. & R. Brands of PURE STICK LICORICE, Aome 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.

The Auer Gas Lamp

"Turns night-time
into day-time."

New Models. Lower Prices.

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

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

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



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

That's the kind of a lamp we make.

EVERY LAMP GUARANTEED

Write for our Catalogue and Discounts.

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

THE CANADIAN GROCER

A new line for Spring

Instant Powdered



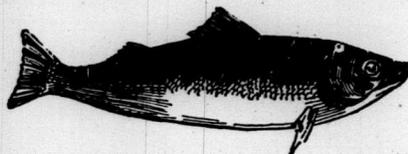
This is put up in packets of
1-doz., making 1-quart of
rich **Gelatine**.

It dissolves **instantly** in hot
water.

ARTHUR P. TIPPET & CO.,
General Agents.

Montreal and
Toronto.

British Columbia Salmon



We have on hand the following reliable brands :

Red Sockeyes

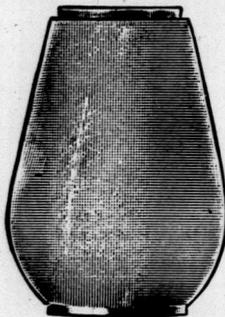
"Nimpkish" "Griffin"
"Sunset"

Cohoos

"Golden Net" "Empress"
"Harlock"

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

ARE YOU USING OUR



Cold Blast
or Jubilee
Globes

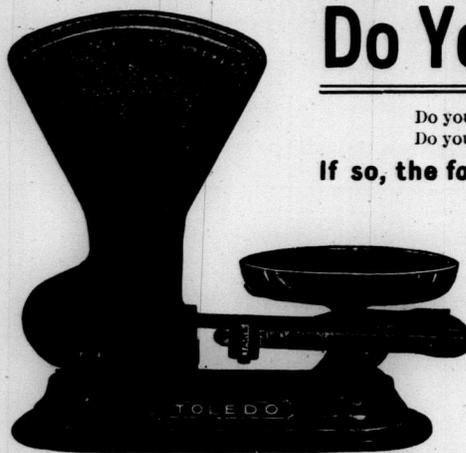
Aetna or
Quaker Flint
Chimneys?

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



For Sale Everywhere.

ASK FOR
MOTT'S



Do You Use Scales?

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

If so, the following facts should interest you :

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

MADE IN CANADA.

For Descriptive Catalogue and all information write to

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

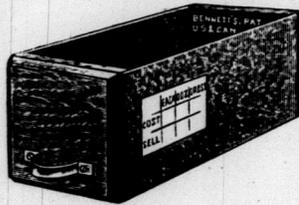
...THE...

Bennett Manufacturing Co.

(Successors to J. S. Bennett)

Bennett's Patent Shelf Box and Cabinets, for

Hardware,
Grocery,
Seed and
Drug Trades.



15 Marion Street, Toronto.

SEND FOR PRICE LISTS.

REFRIGERATORS.



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

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

Eureka Refrigerator Co.,

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

This cut represents No. 13.



This Package is Here to Stay.

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

No Dust No Dirt
No Rats No Dogs

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

"Sterling" Brand Pickles.

This brand of goods is often familiarly spoken of as "the Pickles that please." They please both the grocer and consumer. They are made from the best goods, and being put up in an attractive form, they command a ready and ever-increasing sale.

T. A. LYTLE & CO.

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

Not Everybody.

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

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

But we're gaining every day.

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

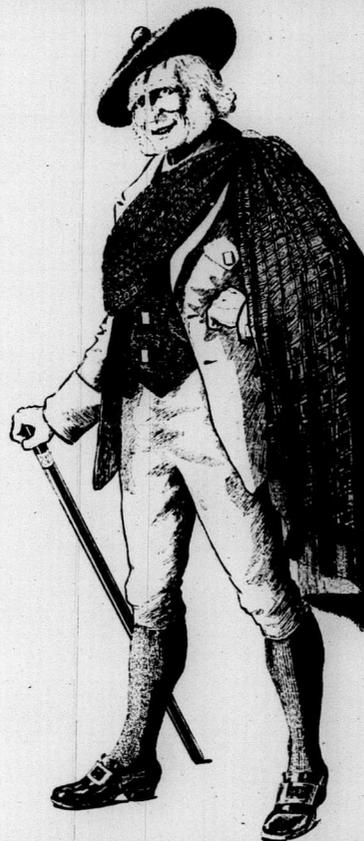
First orders come in heavy and repeats follow fast. So it runs.

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

How is it with you?

THE TILLSON COMPANY, Limited,

Tillsonburg, Ont.



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



THE MICHEL LEFEBVRE VINEGAR WORKS

Limited

Established 1849. Licensed Manufacturers of Pure Vinegars in Bond.



Made in Canada of Canadian Materials and

Brooms

Vinegars, Pickles, Jams

"Lion L" and "Bull Dog" Brand Vinegars



Sauces, Catsups, Preserves

Spices

Queen Alexandra and Duchess of York Teas

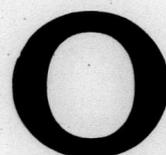
By Canadians for Canadians with Canadian Capital

Sole Selling Agents for the above Goods:



The "OZO" CO., Limited

393 ST. PAUL STREET
MONTREAL. TEL. MAIN 2537.



“Reasons Enough,”

replied the housewife emphatically when
asked why she preferred

CEYLON TEA

Black and Green

to all others.

Her Reasons Were—

Its Purity

Its Reliability

Its Fragrance

Its Taste

Undoubtedly the best tea sold in Canada.

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

Our Chief Business

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

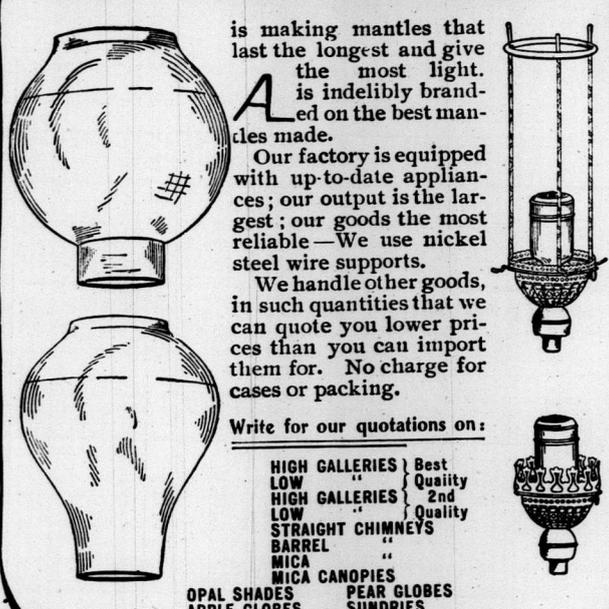
Our factory is equipped with up-to-date appliances; our output is the largest; our goods the most reliable—We use nickel steel wire supports.

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.



YOU WILL FIND IT
IN THE LAUNDRY EVERYWHERE.

Ivory Gloss Starch

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

Brands also manufactured for kitchen purposes.

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

IT IS NOT TOO EARLY TO BEGIN
YOUR INQUIRIES ABOUT THAT TRIP
YOU ARE GOING TO TAKE TO THE

British West Indies

this winter. We have just issued a booklet telling what some people saw and did on the same voyage last winter, and if you write us we will send you one.

THERE IS NO MORE DELIGHTFUL
WAY OF SPENDING SIX OR SEVEN
WEEKS THAN ON SUCH A TRIP AS
THIS. THE WHOLE COST FROM
HALIFAX AND RETURN IS \$130.00.

Pickford & Black - Halifax.

MOLASSES

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

FINE QUALITY

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

Note the way-down—
PRICES.

Think of the way-up—
QUALITY.

AURORA GOLDEN SYRUP.

"Aurora" quality is the highest quality possible to produce in Table Syrup. Pure, clear, delightful-flavored goods.

Just because some Canadian syrup manufacturers have found the large sales of "Aurora" making big, vacant-looking holes in their sales, down, down, went their prices, and down went ours. Here are our prices. "Aurora" costs more than we ask, to make. This may not last long. Now's the opportunity:

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

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

HAVE IT PROPERLY INTRODUCED.

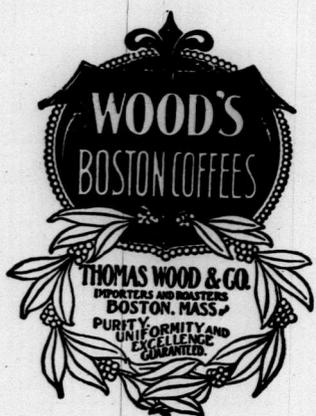
In society, the impression one makes, depends much upon the character of the introduction one is favored with.

We take a deep interest in the introduction of our famous brands of

WOOD'S COFFEES

into new neighborhoods, so as to bring largest sales to the Grocer. We can give efficient aid to every Grocer who wishes to work up a large trade in these standard, popular brands.

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



WE APPEAL TO THE CASH BUYER.

BEST GOODS AT RIGHT PRICES.

Lea AND Perrin's Sauce **\$3.25**
Per Dozen.

TERMS: LESS 3 PER CENT. 10 DAYS. ANY QUANTITY.



We particularly want your trade, whether or not you desire to become a shareholder, but the consideration due the independent retailer will not be obtained without organization, and by co-operation you can not only obtain due recognition, but you can control the situation.

Grocers' Wholesale Company,
Limited, Hamilton.

CORRESPONDENCE
... SOLICITED.

COMMENT ON CURRENT TOPICS

"LITTLE drops of water, little grains of sand, make a mighty ocean and a beauteous land." Little grains of wheat are also as potent in the making of a great and mighty Canadian West.

* * *

The British Government last week had two narrow escapes from defeat, notwithstanding that the number of its followers in the House of Commons far exceeds those of its adversaries. But its army appears to be getting as undisciplined as that of the host which followed Xerxes into Greece to meet defeat instead of the anticipated victory. It was on a side issue that the Salisbury Government was defeated some years ago, and it would not be surprising if the present Administration met its fate from a similar cause if present auguries can be taken as a criterion.

* * *

The mobbing of Mr. Munn's, the erstwhile aspirant for political honors in North York, reminds one that our civilization has not yet outgrown the brute instinct of its youthful days. Fortunately, however, we seldom have these exhibitions of man's lower instincts in so pronounced a form.

* * *

In the three jurists which they have appointed to represent them on the Alaskan boundary commission, it is evident the United States feel they have three aces which cannot be beaten by any combination that Great Britain can put up against them. In Canada we are beginning to get suspicious. We fear that the cards have been stacked, and we are going to lose on the deal.

* * *

The Toronto man who was the other day sentenced to one year's imprisonment for voting for a dead man will be at least dead to the world for the period of his incarceration. And he will be buried alive, too.

* * *

One would judge from their speeches that the politicians deemed themselves the salt of the soil on which the industrial life of the country is developing so rapidly these days. But to many business men they appear to be as the tares which an enemy sowed while they (the business men) slumbered and slept.

"Ralph Connor," the novelist, said the other night that "Canadians had it in their own hands to make the country great." Certainly. Nations, like individuals, are the architects of their own fortune. In our schools, in our universities, in our warehouses, we cannot learn too thoroughly the art of how to build.

* * *

When Jack Frost relaxes his grip, the grippe appears upon the scene to afflict humanity.

* * *

The Canadian Manufacturers' Association demand that the tariff be taken out of politics. It will require a great deal of effort to convert the politicians to this way of thinking.

* * *

The farmers in Ontario want to hire men to work, and, judging from the revelations of the courts, the political parties in that Province are willing to hire men to vote.

* * *

Farm property in Manitoba increased \$750,000 last year. But this was nothing compared to the increase in the bank account of the farmers in that Province.

* * *

Judging by the report of the Ontario Educational Department it would pay teachers much better to sow seed in stoney land than sow the seed of knowledge in the minds of offsprings of stoney-hearted penurious parents.

* * *

Wireless telegraphy promises to be so common before long that men may experience difficulty in dodging the message-bearing electrical waves.

* * *

The opposition to Mr. Brodrick in the House of Commons is probably giving him a more uncomfortable quarter of an hour than was the persistence of the Boers during the most unpleasant features of the late war. The Boers never at any time seemed to be in danger of putting him out of office, but there is certainly a possibility of his opponents in the House of Commons doing so.

* * *

Mr. Tarte is to form a third party. Even should it consist of the ex-Minister of

Public Works alone it is safe to venture the opinion that it will be a factor in Canadian political life.

* * *

The unseated Conservative member for Centre Bruce charges Hon. Richard Harcourt, Minister of Education, with having broken faith in regard to the saw-off deal. And he seems to have made out a rather strong case. The head of Ontario's educational system should try and show a better example to the 500,000 children that are under his care. Few of them yet recognize the difference between breach of faith in political affairs and in that of every day affairs.

* * *

Now that the C.P.R. has purchased the Beaver Line of steamships, we expect to see them working like beavers to secure a good share of the Atlantic carrying trade.

* * *

It is possible that the 10 skeletons exhumed the other day at Ottawa are the remains of some of the politicians who disappeared from political life after the last general election.

* * *

Although the weather is cold in Manitoba, politics are getting pretty warm in that Province. Business men there should keep their heads cool notwithstanding.

* * *

In New Brunswick they are trying to determine who among the politicians are Conservatives and who are Liberals. In other parts of Canada a good many thinking men are trying to discover the line of demarcation between the respective political parties. So far they have met with little or no success.

* * *

The Northern Pacific Railway wants to enter Manitoba and build a system of 2,500 miles. If it will help build up Canada by all means let it come.

* * *

One of the excuses of the railway companies for the congestion of traffic is that they have not power enough. There are a good many people in Canada, on the other hand, who hold that Parliament has given the railways too much power.

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.

WESTERN OPINIONS ON THE GREEN FRUIT TARIFF.

[By Our Own Correspondent.]

WINNIPEG, FEBRUARY 22.—Your correspondent has interviewed several of the prominent wholesale fruitmen in Winnipeg on the question of a higher tariff on fruit. This was really a matter of form as there has been and there never can be but one opinion on the question in the West. At the time the Fielding commission sat in Winnipeg this matter was most fully gone into. All the prominent fruitmen appeared before the commission and gave the strongest possible testimony in favor of a reduction of the tariff on all lines and its entire abolition upon some. The situation in the West is practically this: There is no home supply, all our fruit is imported. There is never a time when the West gets or can get her supplies from Eastern Canada in such lines as lemons, oranges, peaches, strawberries, raspberries, cherries, plums, tomatoes. Bananas and pines are free. On apples there is a duty of 40c. per barrel. Now the Western dealers greatly prefer eastern Canadian apples, but these are not available at all seasons of the year, while the demand is a constant one. In as much as American apples are only purchased when eastern stock cannot be had, why should the consumer of the West be compelled to pay an additional 40c. per barrel.

In the matter of strawberries the duty is 2c. Ontario strawberries have never come in here in good condition, and they are much later than the American fruit. Last June Winnipeg's bill for strawberries was something over \$12,000, and of that amount \$1,750 was duty. The Hood River berries are the only imported strawberries that have yet reached this market in satisfactory condition. Eastern growers are not even trying to cater to this trade,

and yet we must buy our strawberries at this enormously increased cost for the benefit of the easterner.

Cherries.—This is another fruit that has never yet reached us from Ontario in good shape. British Columbia may, in the future, be able to send us some, but at present it looks doubtful. But long before the Ontario or British Columbian cherries are ready for the market, this fruit is coming in hear from the South and finds a ready sale.

If Ontario and British Columbia want the cherry trade of the middle West all they have to do is to send in supplies in good condition and of quality equal to the American fruit. On pears there is a duty of 25 per cent. This is a high duty, because the pears that are consumed here are the early varieties, and, as the tariff is based on the price in the orchard, it brings the cost of early pears up to a pretty penny. The conditions are the same as to plums, only the duty is 20 per cent. instead of 25. As an illustration of how much later the eastern fruit is, one of our Winnipeg men sent his family east to St. Catharines last summer. When they left here plums and peaches were selling on the Winnipeg market. When they had been east for three weeks there were neither peaches or plums obtainable in St. Catharines, so they wired to Winnipeg and had several cases sent down by express. The duty on peaches is 1c. per lb., or 20c. per crate. The early supplies of lettuce, radishes, onions, rhubarb and all come in tons from the American side and all pay duty. Florida and Californian tomatoes pay a duty of 2c. per lb. As the country has become more prosperous the trade in fruit has increased enormously, and during the

months of August and September Winnipeg's fruit receipts are in the ratio of three cars per day, and then there is all the fruit going in over the Soo line, yet it is safe to say that this trade would be doubled and trebled if the duty on these fruits was removed. If foreign fruits do not come into competition with home-grown in the Province of Quebec, much more emphatically may it be said that there is no such competition in the West.

The feeling of the entire Western trade is, let eastern Canada raise good fruit, pack it properly and send it to us at the right time and we will take all they can send. But it must be equal to the American fruit, and we must be able to get it when we want it, or, in spite of the duty, we will buy American fruit and content ourselves with less. This may be said to fairly cover the situation so far as the West is concerned.

In passing, it might be well to draw attention to the state of the apple market out here at the present time. In spite of warnings Ontario shippers have flooded this market with inferior stock, and auction sales are of frequent occurrence. This has completely demoralized the apple market.

CATALOGUES, CALENDARS, ETC.

BELL TELEPHONE CO.

The eastern division of their long-distance lines, the Ontario division and the Northwest division, are shown on the three calendars which The Bell Telephone Co. have issued for 1903. These maps should be of service to all business men. They may be had on application.

The E. W. Gillett Co. Limited, are inquiring of wholesale houses for the names of their travelling and sales staff. They will soon have for distribution a handsome memo book which they intend to present to them.

THE CANADIAN GROCER

LENT IS HERE.

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

LUCAS, STEELE & BRISTOL, Wholesale Grocers, Hamilton

THE ONLY YEAST WITH OREAM IN IT—
JERSEY OREAM.

THE ONLY YEAST WITH OREAM IN IT—JERSEY OREAM.

Canada for Canadians.

GILLETT v. LUMSDEN.

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

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

Jersey Cream Yeast Cakes.

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

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

LUMSDEN BROS.

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

No. 9 Front Street East, TORONTO.

THE ONLY YEAST WITH OREAM IN IT—JERSEY OREAM.

THE ONLY YEAST WITH OREAM IN IT—
JERSEY OREAM.

Don't Close Your Eyes

to **quality** or the world will seem full of cheap things.

Excellence our Aim in Coffees.

Our **MECCA** cannot be beaten. Ground or whole from 2-lb. tins or barrels to suit everyone.

In spite of fierce opposition sales of this Coffee increase by leaps and bounds. We do no advertising to the consumer, we let the Coffee do that.

Command the respect of your customers by selling A1 Coffee.
Command the best Coffee Trade by selling MECCA.

JAMES TURNER & CO., Wholesale Grocers, Hamilton

Queen City Vinegar.

Quality the Best ♡ ♡

*New Company
New Goods
New Barrels.*

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

Order now for early Spring shipment.

Ask our Traveller to Show You Samples.

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

CHINA TEA TRADE.

NO more interesting statistics regarding China have been published than those relating to the export of tea during the year 1901, says Boyd's Commercial Guide for China. The figures reveal a parlous state of affairs and show plainly that unless active measures be immediately taken the once staple industry of China will be catalogued among the things of the past. Several reasons are advanced to account for the enormous falling off in the exports of this once eagerly-sought for product, the prime reason being, of course, the live competition of tea from Assam, Ceylon, Japan and Java. Everyone is aware that the supremacy in the world's markets of tea from the two first-named countries is in the main due to judicious advertising and the employment of up-to-date machinery in the manipulation and preparation of the leaf. This has been an acknowledged fact for years, yet those whose interests are immediately concerned in the production and export of China tea have been content to let things take their course with a complacency that is deserving of the severest censure. There seems to be a touch of fatalism in the way the industry has been allowed to work out its ruin.

A recent retrospect of the gradual decline of the industry has been cleverly sketched by an expert recently, from which we learn that 30 years ago the exports of tea from China aggregated 141,000,000 lb. From that time it has gradually diminished until it is estimated, and with very good reason, that the figures of the present year will barely reach 12,000,000 lb. Prices, too, during the last 20 years have fallen nearly 50 per cent. Almost simultaneously with the publication of these facts Mr. Playfair, the British consul at Foochow, sounds a note of alarm regarding the almost moribund state of trade, and urges with an earnestness that is highly commendable the necessity for remedies being applied without delay towards revivifying the dying industry. So that it is with no small degree of pleasure that we have received evidence within the last few days that at last a really live effort is being attempted in this direction.

MISSOURI BAKING POWDER LAW.

The Missouri baking powder law has been altered by a decision of the Supreme Court of that State. According to the law in question only cream of tartar baking powder was permitted to be manufactured

and sold in that State, but this has been changed by the decision referred to, and and grocers will now be allowed to sell any kind of baking powder they please. It will no doubt be remembered by the trade generally that similar action was taken by the Dominion Government a couple of years ago.

INQUIRIES ABOUT CANADIAN GOODS.

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

1. A Bristol firm, with large experience in the provision trade, desires to take up the agency for the sale of Canadian produce, and ask to be referred to houses needing such representation.
2. The names of leading Canadian flour millers are asked for by a gentleman who is about to join a firm of general merchants at Johannesburg.
3. A business house in Tunis is making inquiry for Canadian firms prepared to ship lumber, canned goods, etc., for which it is open to take up the agency.
4. A London firm doing business with Ceylon has made inquiry respecting the prospect in Canada for a trade in desiccated cocoanut.

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



**For Sale by all Live Jobbers
THROUGHOUT CANADA.**

Cartons, 1 Dozen Packages, **90c.** per Dozen.

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

Specially Low Price on Canned Peaches.

We have a specially low quotation on some **Choice Canned Crawford Peaches** to offer you. Retail them at regular rates and save the rest for yourself

Stocks of preserves are well nigh exhausted now and canned fruits are in demand.

Ask our travellers to whisper this price to you. It will please you.

THE DAVIDSON & HAY, LIMITED

Wholesale Grocers.

TORONTO.

THE BUTCHERS DINE.

THE Butchers' Association, of Montreal, held their 14th annual banquet in the Queen's Hotel on Tuesday evening, February 17. There was a large attendance, an excellent menu, and several interesting speeches. Two of them were delivered by F. D. Monk, M.P., and E. Leonard, M.P., in reply to the toasts of "Our Parliaments." Mr. Monk congratulated the Association on the success of their endeavors to keep the St. Lawrence market site.

"The Councils of the City of Montreal and Suburbs" was spoken to by Ald. Chausse; Ald. Lavallee, Ald. Couture, Ald. L. A. Lapointe, and Dr. Cardinal, of Ste. Conogonde, James Price, P. Cousineau, E. Leduc, and U. Bayard replied to "Our Guests." Before the company broke up, Mr. Monk proposed the health of the president of the Association, Alfred Leduc, who presided during the evening.

Those present included: Jean Lamoureux, Ald. E. Chausse, James Price, Philemon Cousineau, LL.D., of Laval University; T. A. Beaudoin, of The Moniteur du Commerce; W. Arcand, Ald. L. A. Lapointe, Fred. Bayard, P. E. Beaudry, Alex. Reeves, J. D. Fiset, H. N. Paquette,

C. Colorman, Nap. Cornéllies, A. Cardinal, S. Guenet, E. Chapleau, Geo. Giguere, S. Vinet, Emile Lapointe, A. Bisailon, H. Laurendeau, H. Lambert, F. Boucher, R. Daudelin, R. Benvil, M. Normandin, H. Arcand, T. Chaput, M. Guenard, F. St. Onge, Jos. Bonhomme, F. X. St. Auge, Jos. Coursol, L. St. Jean, Pierre Bedard, ex-President H. Dubois, J. E. Beaudry, F. Bayard, E. Laing, L. R. Trudeau, J. P. Dixon, J. C. O'Brien, M. de Repentigny, P. Daoust, A. Poupard, S. Jeannotte, E. Quintal, Alex. Richer, F. X. Giroux, Nap. Forest, H. Parthenais, F. A. Brisnet, A. Forest, Jos. Languedoc, A. Lapierre, Octave Hogue, Z. Senecal, E. Maliette, A. Chevral, A. Geoffrion, E. Collette, A. Brouillette, J. E. Gagnon, Max. Groulx, H. Simard, Jos. Simard, J. Jeannotte.

A NEW USE FOR SODA.

One of E. W. Gillett Co. Limited's eastern representatives received the following letter from his little eight-year old daughter:

DEAR PAPA.—Mamma is writing to you so I thought I would send a few lines. Say, papa, do you know "Magic" soda is good for something besides cooking? It cures tooth-ache and it is good for hives, not bee-hives though. Well good-bye daddy for this time.

Your little daughter,
LOUISE.

"IT'S DIFFERENT."

On page 5 of this GROCER you will find the advertisement of another cereal food, which is being placed on this market through John Sloan & Co., of Toronto, by the Strength Food Co., of New York, and is called "Strengthfude." It is a combination of wheat, oats and nuts in their proper proportions, prepared by Bernarr MacFadden, the well-known athlete and publisher of Physical Culture, and an acknowledged expert on nourishing foods. This preparation is highly recommended because of its digestive and nutritious qualities. Concerning it, a gentleman wrote to the company as follows:

DEAR SIRs.—A package of "Strengthfude" found its way to my office. Out of curiosity and because I like to keep in touch with new food products, I took it home and tried it. As a result, "Strengthfude" is installed in my house for good. In comparison, all other foods taste insipid and lack appetizing zest. It's a surprising fact that every member of my family felt the same on the subject.

(Signed)

(Name furnished upon application.)

This preparation is having a very large sale in the United States, and the prospects are that it will be a staple article in the grocery stores of Canada.



Quality Will Win Out

and the grocer who stocks quality goods will not lose, but rather gain customers.

UPTON'S MARMALADE

is a quality product, and is manufactured and sold on its merits as such. Be a quality grocer and you will have quality customers—and in quantities.

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

DAIRY PRODUCE AND PROVISIONS

and Cold Storage News.

LIVE STOCK INTERESTS IN THE WEST.

LAST week saw in Winnipeg important conventions of men, and the deliberations of these various bodies are full of interest to the country at large. The daily papers have devoted many columns of space to reports of the proceedings, so that there is nothing to be said along that line.

There are, however, one or two points of interest that call for more detailed mention. In the first place, the three live stock associations, viz., Sheep and Swine, Pure Bred Cattle and Horsebreeders, and the Dairy Association, have all joined forces and elected a permanent secretary. This is largely at the suggestion of the Department of Agriculture at Ottawa. The Department has guaranteed to stand behind the enterprise and make up the balance of the salary required over and above what the various associations are able to pay. The associations have assumed the responsibility of an office for the secretary with suitable equipment. This will form a rallying ground for all the stock and dairy interests. The secretary chosen (G. H. Greig, formerly Western editor of The Farmers' Advocate), is a capable man with considerable experience along all the lines indicated. The Provincial source of revenue for the various associations is the annual Government grant. The present conventions held under the new arrangement have been remarkably successful, and the school of stock judging that is to follow is already assured of a good attendance.

Now, as to points brought out at these conventions. The first day was devoted to the interests of sheep and swine, and it very soon became evident that the farmers of the West were waking up to the fact that they were neglecting a valuable market at their own doors when they failed to supply the mutton and bacon necessary for home consumption.

One of the best discussions that took place was on suitable pasturage for producing the bacon hog easily and cheaply. The remarks of J. H. Grisdale, of the Experimental Farm, Ottawa, on rape for this purpose, were well received. Another point that was satisfactorily cleared up was that expensive piggeries were not necessary. The breeders that have been most successful in the Province winter their pigs out of door with strawstack runs for them and convenient shelters in which they can feed out of the wind.

There was less enthusiasm about sheep, one of the great difficulties experienced in Manitoba being the destruction of sheep by wolves. Even this nuisance was shown to be abating. The following day was devoted to types of beef steers and dairy cows. In this connection many good things were said about finishing the Western range steers in Manitoba on their

way east, as is done on the American side. Previously this idea has not found much favor, but it was well entertained upon this occasion.

At the horsebreeders meeting the point on which special stress was laid was the need of a higher minimum value on horses coming in from the American side. During the past year a very large number of American horses had been brought in on which duty had been paid on a valuation of \$26. The general feeling was that the minimum should be \$100, as horses that would not stand that valuation were not wanted in Manitoba.

The Dairy Association introduced a new feature in the shape of an exhibit of Winnipeg butter. There were a fair number of entries, and Professor J. A. Ruddick, of Ottawa, scored for the prizes and gave a demonstration of the points wherein lay success or failure.

But the thing that awakened the greatest interest was the discussion of the possibility of holding a winter cattle fair. This was talked over at length at all the meetings, and committees appointed to go into the pros and cons carefully and see what could be done. There was a perfectly unanimous opinion that a good stock fair would be greatly appreciated. The difficulties that looked large were the need of a proper building and the transporting of stock long distances in cold weather. The winter stock fair for the West may not come next winter or even the winter after, but it will come. There is no Province of the Dominion that has as fine material for a show as Manitoba, and with the example of Little Amherst, down among the slow-moving Nova Scotians, spending \$15,000 on a building for a winter fair, the West will be up and doing.

COLD-STORAGE CALENDAR.

"The Canadian Grocer" has received from "Cold Storage" a copy of the "Cold-Storage Calendar" for 1903, just issued. This is its third year of publication, and contains a list of the cold stores and ice factories in the United Kingdom, a directory of directors of cold-storage companies, a buyers' guide, useful tables, and a quantity of other information in compact form of use to the refrigerating industry which cannot be obtained in any other publication. Cold Storage is published at 19 Ludgate Hill, London, E.C.

ABATTOIR COMPANY.

The Canada Dressed Beef and Abattoir Co., has been incorporated with a capital of \$1,000,000, with the object of constructing and equipping abattoirs and cold-storage plants, and to buy, sell and otherwise deal in and advance money on the security of live stock and dressed meats. Toronto Junction will be the

scene of the operations, and these gentlemen have identified themselves with the application for the charter: Gideon Grant, F. W. Halliday, H. R. Frost, George McDonald, A. E. Oxley, S. T. Sutton, L. J. Kent, G. W. Meyer and William Mackey.

WARNING TO CATTLE DEALERS.

H. A. MULLINS, M.P.P., has something to say after his recent trip to Great Britain. Mr. Mullins is a resident of Winnipeg, and undertook his trip in connection with the cattle business in which he is largely interested. While there he made arrangements with T. Baker & Co., of Liverpool, for the handling of stock. When interviewed, among other things he said:

"In connection with my business I visited many portions of England, Ireland and Scotland. In passing through the rural districts of the latter country I could not help noticing how anxious the people were to have the embargo on Canadian cattle removed. They feel as we do, that an injustice is being done Canadians in keeping our cattle shut out from the open markets of Britain. I have no hesitation in saying that it is political exigencies that keeps us out, not any disease among our herds. Our cattle are entirely free and have been, from any disease whatsoever, so that there is no excuse whatever on that score for the continuance in force of the embargo. The cattle dealers and the Government should not rest until they have secured an open market for Canadian animals. I fully and unreservedly endorse Mr. Henderson's views. If our cattle had the freedom they once had in the British markets, they would bring from \$5 to \$10 per head more, for butchers would pay that much extra for good cattle at meat markets.

DEAD-MEAT TRADE.

"The people of Canada can entirely abandon the idea of ever making the dead-beef trade a success. I had an experience last fall in the dead-beef trade which I do not desire repeated. When the British officials placed the embargo on cattle from Boston and Portland last fall, as a result of the outbreak of foot and mouth disease in Maine, I had 600 head of cattle at Boston, which I was compelled to slaughter. I sent the meat to the British markets, but the price realized was \$20 per head less than if I had landed the animals alive.

WORD TO DEALERS.

"The recent action of the British officials in placing Argentine cattle on the same footing as Canadian cattle is a matter of vital importance to Canadian dealers. For the past three years, and until only the other day, Argentine cattle were prohibited entirely from entering Great Britain. Now, they may be landed, but must be slaughtered within ten days, as have cattle from Canada. Dur-

All Bacon AND Hams



Registered Trade Mark Brand
Found on all our Bacon and Hams.

cured by this company are done after the Irish process, which has made Irish Bacon famous the world over. We guarantee a cure and quality equal in every respect.

OUR LARD is absolutely pure, and we are confident of repeat orders wherever it receives a trial.

These are some of our varieties: Breakfast Bacon, Short Roll Bacon, Long Roll Bacon, Wiltshire Bacon, Cumberland Bacon, Long Rib Bacon, Long Clear Bacon, Back or Windsor Bacon, Long and Short Cut Hams, etc.

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

When you have any

BUTTER OR EGGS

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

The J. A. McLean Produce Co., Limited

75-77 Colborne Street

Telephone Main 2491.

Toronto.

F. W. FEARMAN CO.

Limited

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

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

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

Our English Brawn

Twelve 5-lb. Tins
in a Case.

Cooked and Ready
for Slicing.

Are you selling this line ?

If not, you are losing business.

It is positively a trade-winner and holder.

Do not delay ordering Sample Case.

The Park, Blackwell Co.,

PORK PACKERS,

LIMITED

TORONTO, ONT.

ing the years in which Argentine cattle have been shut out from Great Britain, great stocks have accumulated, and now will be rushed to the market. These cattle are of excellent stock, and are well bred, for the Argentine stockraisers have for years been importing the best animals procurable for breeding purposes. This has had the effect of turning out a good class of animals, which are always well conditioned before shipment, and as a result stand the sea voyage well. These cattle will prove strong competitors to Canadian animals, and it behooves Western raisers and dealers to secure good stock, feed it well and give it the best of care in every way, so as not to let Argentina take a place ahead of us. If we do not look to it the South Americans will beat us out. There are no better cattle anywhere than in Canada, but they should be fed stronger and put in better condition. The only complaint against the breeding of Western cattle is between Winnipeg and Moose Jaw. West of the latter place the cattle thrive well on the ranches without much looking after. If our cattle were given the attention given cattle elsewhere they will never have to take a second place to any. Well bred and finished Canadian cattle during the past season sold for as much money in England as cattle from any other portion of the world. Canadian dealers should carefully watch their herds to see that no disease is brought in from the outside."

ST. LAWRENCE MARKET.

CITY Commissioner Coatsworth and Superintendent Frame reported as follows on February 19 to the sub-committee of the property committee in regard to the establishment of a cold-storage plant in the St. Lawrence Market, Toronto:

"While the installation of a cold-storage system would undoubtedly tend to popularize the market, it would be conducted at an annual loss of upwards of \$2,700. Taking the cost of installation at \$42,000, covered by 3.5 per cent. debentures, maturing in 1929 (when the issue of bonds for St. Lawrence Market improvements are payable), the annual charges for operation, maintenance, interest and sinking fund, together with estimated revenue, would be approximately as follows:

OPERATION, MAINTENANCE, ETC.	
1,825 tons of coal at \$3.38 per ton.....	\$ 6,168
First engineer, per year.....	1,000
Second engineer, per year.....	800
Third engineer, per year.....	800
Three firemen at \$1.75 per day each.....	1,916
One warehouseman at \$10.80 per week.....	561
Oil, waste, repairs, etc.....	200
Total.....	\$11,445
INTEREST AND SINKING FUND.	
Interest at 3 per cent. on \$42,000.....	\$ 1,470
Sinking Fund, 2.59 per cent. on \$42,000....	1,087
Total.....	\$ 2,557
Grand total.....	\$14,002
ESTIMATED REVENUE.	
Butchers, poultry, and provision dealers, for cold storage service in refrigerators.....	\$ 2,600
Storage-rooms in basement, containing 131,000 cubic ft., at 5 per cent. per cubic ft. per annum.....	6,550
Total.....	\$ 9,150
Deficit.....	\$ 4,852

Against this amount (\$4,852), there should be credited the sum of \$2,085, made up as follows:

CREDIT.

Amount of engineers' salary as per estimates for current year.....	\$ 475
Amount of firemen's salary, as per estimates for current year.....	360
Fuel, as per estimates for current year.....	1,250
Total.....	\$2,085

which would reduce annual deficit to \$2,767.

"This credit would be rendered possible by reason of the fact that exhaust steam from engine would be utilized for heating purposes, and the one engineering staff would suffice.

"The plant, if installed, would be in operation continuously, rendering essential the presence of a qualified engineer during the entire 24 hours of the day.

"The staff above prescribed could handle a much larger quantity of refrigeration than that at our disposal.

"The revenue has been estimated on the basis of the market tenants renting cold storage to the equivalent of their present outlay for ice, viz., \$2,600 per annum, while the return of 5c. per annum per unit cubic foot of refrigeration is the rate received by one of the best paying cold-storage plants in the city.

"The difficulty in the way of netting a revenue from a cold-storage plant in St. Lawrence Market appears to us to be the comparatively small space available for storage purposes."

J. B. Harris, of The Harris Abattoir Co., addressed the committee and gave them his experience. Last year he had lost \$1,400 on his cold-storage plant.

Mr. Kent, who makes the tender on behalf of The Linde British Refrigerator Co., of Montreal, said Alex. Manning had a plant similar to the one his company was offering to the city, and it had paid a profit of over 10 per cent. on the investment. He strenuously objected to the statement that 1,825 tons of coal would be needed, and he stated that his firm would guarantee that not more than 800 tons of coal would be required. The cost of operating the Manning plant would show how much a plant would cost the city. "They do it with two men—one on in the daytime and the other at night; surely the city can do it as well."

The report was sent to the property committee with a recommendation that the city commissioner be instructed to get all the information he can regarding the cost of operating the Manning plant and other cold-storage plants in the city, and also that the space reserved for cold storage be leased.

The rental of stalls in the market also caused the sub-committee some reflection. It was claimed that speculators had bought the best stalls at a big price, and as a result the prices of other stalls were increased. Two petitions were laid before the committee—one from the butchers and the other from the poultrymen—asking for a reduction of the high prices.

The petitions were opposed by J. Ingham and J. Jones, two butchers, who thought the bargains should be respected on a business basis, and that no reduction should be made.

No action was taken in the matter. Mr. Coatsworth, in a report upon the cost of putting in blinds to protect the butchers' meat from the sun's rays, additional ventilation and wooden covering for the concrete floor, puts the total cost at \$1,461, divided as follows: Blinds, \$311; ventilating apparatus, \$650; board flooring, \$500. He does not recommend

the floor, and advises the butchers to put down sawdust.

To put gas in the market would cost \$348, the commissioner reports, and he favors the installation.

The commissioner and Superintendent Frame are at odds over the question of removing the basketroom from the entrance to the lower market to the south end. The city commissioner does not favor the removal and the superintendent does. The butchers want the basketroom moved below them, to attract trade by their stalls.

TO REMOVE THE EMBARGO.

The member for East Norfolk, England, has given notice of an amendment to the address of the commissioner, calling for the repeal of the law excluding Canadian cattle.

RIVALRY OF CANADA.

The Vancouver Province, under date of February 17, has the following interesting article:

"A Glasgow firm of importers of Canadian food products points out that even if the United States does cease to export butter, cheese, bacon, hams and similar articles, to Britain, Canada will none the less find keen competition in the British market, as other sources of supply are being drawn on to fill the gap. Russia is already a keen competitor for the business of supplying Great Britain with butter and eggs, and the firm quoted goes so far as to say that there is not the least doubt that Siberia is going to be the butter producer of the future. In eggs, Russia is also making big headway, the quality of eggs sent to England last year from that source being exceptionally good.

"A peculiar point is brought out in the same letter, it being stated that cold storage threatens to do as much damage to the Canadian butter trade as it ought to do good. This is because makers of Canadian butter, relying upon cold storage as a means of holding their produce, have tried to hold butter which should have been shipped 24 hours after making."

THE PROVISION MARKETS.

TORONTO.

There are practically no changes in dressed meats. Veal is reported in some quarters a trifle firmer. In dressed hogs, the market is a little firmer. Offerings have been smaller and prices are now likely to be steady. This is because a considerable number of hogs have been shipped to the Buffalo market, where, as all over the United States, high prices have prevailed for some time. Exporters, however, claim that as far as the export market for Britain is concerned there is no probability of high prices. The exporters dislike seeing the hogs exported to the United States, and hope for an improvement in that market by the time goods will be cured and ready for placing there. We quote:

Dressed hogs, carlots, per cwt.....	\$7 50
Small butchers' hogs.....	8 00 8 25
Beef, hind quarters.....	7 00 8 00
" front quarters.....	5 00 6 00
" choice carcasses.....	6 00 7 25
" medium.....	5 50 6 00
" common.....	5 00 5 50
Mutton.....	0 06 0 07
Lamb.....	0 07 0 08
Veal.....	8 00 9 50

The provision market remains unchanged. We were, perhaps, last week a

BY REQUEST.

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

St. Lawrence Extra Granulated

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

THE
St. Lawrence Sugar Refining Co.

MONTREAL.

 Limited

to
cost
l he
dent
n of
en-
outh
not
dent
sket-
rade

and,
the
for
dian

le of
rest-

Can-
even
port
nilar
the
itish
are
ussia
busi-
but-
goes
the
o be
In
way,
last
nally

the
cold
mage
ught
rs of
stor-
duce.
ould
mak-

es in
some
logs,
rings
now
ise a
been
e, as
rices
ters,
port
is no
rters
the
rove-
oods
here.

87 50
8 25
8 00
6 00
7 25
6 00
5 50
0 07
0 08
9 50

un-
ek a

The Manufacturers' Banquet at Brantford

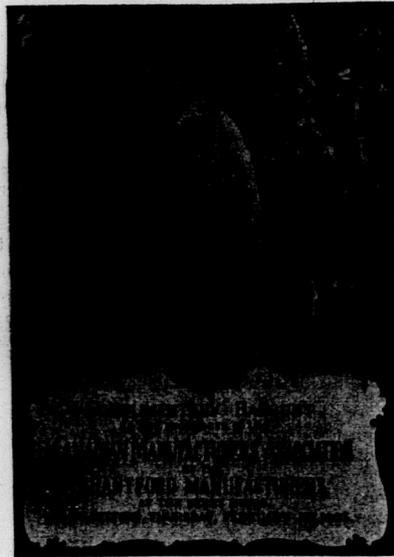
THE manufacturers of Brantford, Ont., have long been noted as manufacturers. They now have the reputation for hospitality. This reputation was earned beyond all peradventure on February 19, when they tendered a banquet to the members of the Canadian Manufacturers' Association. In compliance to the invitation to partake of their hospitality, there were a number of manufacturers present from Montreal, Toronto, Hamilton, Guelph, Paris, Detroit, Mich., Peterboro', Port Hope, Goderich, Galt, Ingersoll, London, etc.

A special train left Toronto on Thursday evening at 5.20 o'clock and it had on board, besides a goodly representation of men from the "Queen City," Robt. Munroe and George E. Drummond, of Montreal, who, notwithstanding that they had been in the railway accident at Whitby, were determined to accompany their conferees to the "Hello City." C. A. Birge, the president of the Association, who had been in Toronto to attend a meeting of the executive committee, was also on hand.

At Hamilton a number of other manufacturers were picked up, and here a little incident occurred which nearly prevented President Birge from proceeding farther. His man was to have met him at the station with his valise and banquet garments; in other words, his dress suit, but he failed to materialize. Remembering the experience of the man who had been cast into utter darkness, because he had appeared at a feast without his wedding garments, it was some time before his fellow members of the Association persuaded him to proceed on his journey, in the hopes that at Brantford some good Samaritan might be discovered who would lend him a dress suit. The train was about three-quarters of an hour late before leaving Hamilton, but no one has yet charged that it was due to the absence of Mr.

Birge's dress suit. Although a man above the average size, fortunately, Mr. Birge was able to procure in Brantford a dress suit that "fitted him like the paper on the wall."

The Brantford manufacturers had made preparations for the entertainment of their guests far in excess of anything the latter had dreamed of. The banquet was simply magnificent, besides which it was surrounded by many unique features,



Cover of Menu Card.—One-Fourth Original Size.

which will long impress it upon the memory of those who were fortunate enough to be the guests on the occasion.

The banquet was held in the Kirby House and along the northern wall of the

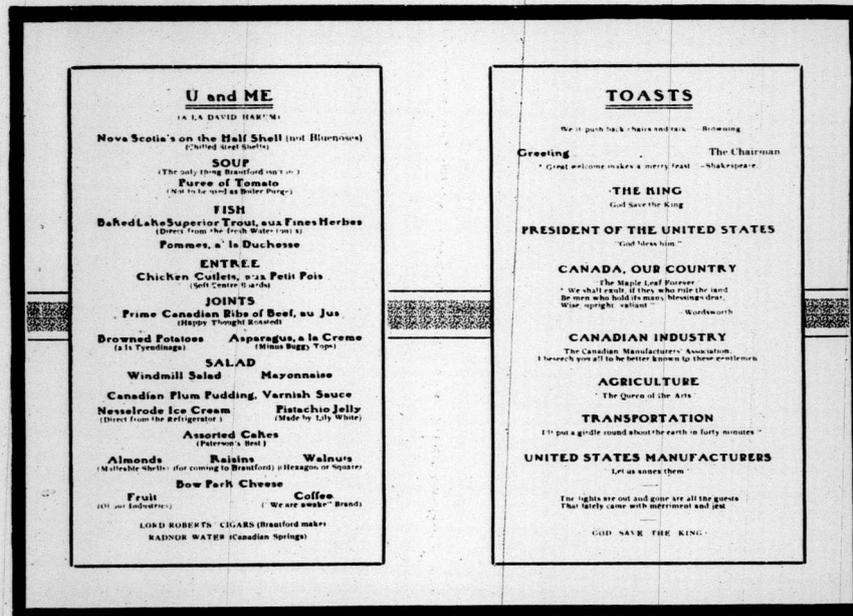
G. O. Wisner, C. H. Waterous, sr., Wm. Buck, W. A. Scarfe, L. T. Whitehead, J. G. Cockshutt, I. Cockshutt and John Elliott, and underneath these was a banner bearing this device: "The Fathers of Brantford's Industry."

One could almost imagine, as he gazed on the faces of these famous men, that he could discern a smile of approbation on their countenances. Of course, at a banquet, it is sometimes possible to imagine many things, but this was noted at an early hour in the evening.

Covers were laid for 200 guests, and every chair had an occupant. The decorations of the tables were unique. Each guest had in front of him several articles to remind him of the manufacturing industries of Brantford. Probably the most unique of these articles was an inkstand, representing the McCord oil box, which is extensively used by Canadian railroads, and is manufactured at the Brantford Malleable Iron Works. Another souvenir, which will be much remembered, was a lead pencil presented by The Brantford Screw Co., and was 3½ in. long and made in imitation of a wood screw, with a gold-plated head. Shuttleworth & Harris presented each guest with a small pot of Bow Park cream cheese and a neat little notebook. The Cockshutt Plow Company, Limited, had before each guest a neat little buttonhole badge in the shape of a plow-share made of aluminum and finished in gold bronze, with a neat safety pin and red, white and blue ribbon attached. From the factory of T. J. Fair & Co., were three "Bobs" cigars, neatly tied together with yellow ribbon.

On the centre table was a model of a windmill, manufactured by Gould, Shapley & Muir Co. It was silverplated, stood about 4 ft. high, and was driven by an electric fan. On this same table was a model in wood of the new Carnegie library, which is being built in Brantford by Schultz Bros. Co.,

Limited. The Brantford Starch Works, Limited, had boxes of starch located at the different tables, and The Farmers' Binder Twine Co., Limited, had tiers of twine scattered here and there. Scarfe &



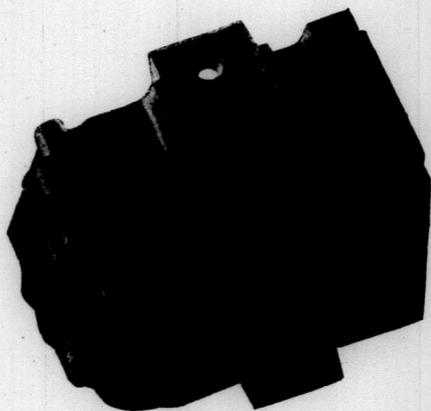
Menu and Toast List.—One-Fourth Original Size.

THE CANADIAN GROCER

Co. had neat, little varnish tins placed in front of each guest. Illustrations of some of these souvenirs, which were presented to the guests, are illustrated in this article.

C. H. Waterous, of The Waterous Engine Co., Limited, was chairman, and an excellent chairman he made. His remarks were not only to the point, but there was a spice of dry humor running through them which the audience seemed to fully appreciate.

On the right of the chairman were: C. A. Birge, president of the Manufacturers' Association; G. F. Ellis, president of



Souvenir of Brantford Banquet—Ink Stand presented by Malleable Iron Works.

the Toronto Board of Trade; Robert Munroe, past president of the Canadian Manufacturers' Association; P. W. Ellis, another past president; W. F. Cockshutt; J. B. Henderson, president of the Paris Board of Trade; and C. B. Heyd, M.P. On his left he had H. B. Timmerman, general superintendent of the Canadian Pacific Railway; O. P. Letchworth, Buffalo, president of The Pratt and Letchworth Co.; George E. Drummond, vice-president of the Canadian Manufacturers' Association; A. K. McNaught, president of the Toronto Industrial Exhibition; T. A. Russell, manager of The Canada Cycle and Motor Co.; R. Scarfe and T. H. Preston, M.P.P.

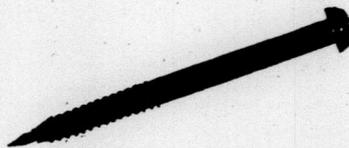
The menu card, which was printed by The Expositor job department, of Brantford, was in keeping with the excellence of the banquet. It was in three colors, and some idea of its appearance may be judged from the accompanying reproduction. This reproduction is about one quarter of the size of the original.

Mr. Letchworth replied to the toast of the "President of the United States," and he, from the start, put himself quite in sympathy with the guests. He said that the sentiment of the President of the United States towards all foreign people, and especially toward those whom he considered were joined to the American people by kinship and blood, were of the

warmest character. His greatest interests were towards his closest foreign friends, the Canadians. Of course, this remark brought forth loud applause. Mr. Letchworth confessed that he had undergone conversion in regard to the question of reciprocity between Canada and the United States, and expressed the opinion that he was in favor of a higher duty being put on pig iron and approval of the principal of protection in general.

First to respond to the toast of "Canada, Our Country," was C. A. Birge, of Hamilton, the president of the Canadian Manufacturers' Association. Like everyone else, it was natural that he should preface his remarks with words of appreciation of the hospitality of the manufacturers of Brantford, and hoped that he would see more of them affiliated with the Association. He said that the membership was now 1,213, with 29 more applications to hand that day. He hoped that the number would soon reach 1,500, which, he said, would be within 100 of the great and influential Manufacturers' Association of the United States. This announcement, which was a surprise to a great many, created quite a little applause. Referring to the tariff, he said that the Association took strong grounds in regard thereto, even in waging war on foreign competitors. It was desirable, he declared, to adopt a tariff that would be suitable to both political parties. Canada could now stand alone and a policy should be adopted in Canada in Canadian interests, regardless of Great Britain, United States or Germany. This remark, too, was evidently in sympathy with the views of the guests, for it received warm approval.

George E. Drummond, of Montreal, also spoke to the same toast, and although he had been badly shaken up in the railway accident in the morning, he made an extremely able speech. In fact, more than one gentleman present was heard

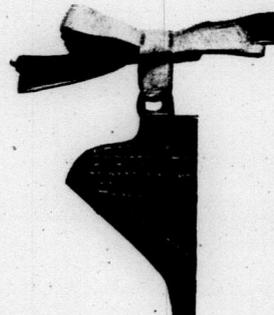


Souvenir of Brantford Banquet—Pencil presented by Brantford Screw Co.

to remark that he did much better than could possibly have been expected under the circumstances. He declared that if Canada was true to herself she would become a great country. In things material she had a good start and she should be careful to maintain and develop that prosperity so that by no means it could be cut out of its foreign or home markets. It was not a political question, but one in which all Canadians should be

united. In proportion to population, Canadians were very wealthy. The country, however, while prosperous, needed further development in the interests of the farmers and the manufacturers.

One thing lacking, he declared, was population, and, unfortunately, Canada had not succeeded in holding its natural increase. In his opinion, the cause of this was that the whole burden of national life had been laid upon the farmer, and this should not have been. There was no quarrel between the manufacturers and the political parties, but to develop the manufacturers the first thing to do was to protect labor interests, by providing tariff adequate to secure home markets against foreign labor. The coun-



Souvenir of Brantford-Banquet—Badge presented by Cockshutt Plough Co., Limited.

try absolutely demanded it and no one could afford to delay doing the right thing.

Technical education finds much favor with Mr. Drummond, and he took the opportunity of putting in a strong word in favor of it.

Another energetic speech on the toast "Canada, Our Country," came from Robt. Munroe, of Montreal, who delivered one of his characteristic, vigorous speeches, in spite of the fact that he was feeling very much the effects of the shaking up which he received in the railway accident at Whitby that morning. Mr. Munroe, it might be mentioned, was in the wash-room when the accident took place, and in endeavoring to make his way through the narrow passage, between it and the main part of the car, was knocked about considerably, receiving some nasty blows on the head. He declared that the matter of the tariff was a plain business proposition, and the fact that there was a balance of \$70,000,000 against Canada in her trade with the United States, was, to him, a convincing argument in favor of a higher tariff. Technical education also came in for warm remarks of approval, and he deprecated the fact that in Canada too much time was given by boys to sports and not enough to study.

An original poem was here read by W. F. Cockshutt, entitled "Made in Canada," and was composed by Miss Pauline Johnston, the well-known poetess. This

THE CANADIAN GROCER

SPECIAL LINES FOR
LENTEN TIMES

Comadre Figs—in mats.

Very fine quality—can be bought to retail at 5c. a pound.

Tomato Sauce—in 3's tins.

Delicious with soup. Can be retailed at 10c. a tin.

Succotash—in tins.

A mixture of corn and beans. A delicious article. Big profit by selling 10c. a tin.

Pearl Tapioca

At an unheard of low price.

Japan Tea

A quality which can be sold at 25c. and give a big profit. We guarantee that no better value than our "PRINCESS LOUISE" can be given at the price we quote.

Valencia Raisins

We can deliver the very highest grades of Valencias in 7, 14, 28-lb. boxes.

Prices are Correct.

Write for Quotations—no trouble spared to give satisfaction.

Laporte, Martin & Cie,
MONTREAL

A Few Specimens of our General Prices.

3-lb. TOMATOES.....	\$1.50 per dozen.
" Simcoe," " Red Cross," " Little Chief,"	
" Quaker," " Boulter," " Belleville,"	
" Kent," " Thistle."	
GALLON TOMATOES.. " Belleville," " Simcoe,"	3.50 "
2-lb. CORN..... " Kent," " Belleville," " Simcoe," ..	.85 "
2-lb. SUCCOTASH..... " Log Cabin,"85 "
2-lb. STRAWBERRIES.. " Belleville," " Simcoe,"	1.25 "
2-lb. BLUEBERRIES ... " Jubilee," " Ice Castle,"	1.10 "
3-lb. APPLES	" Graham,"
GALLON APPLES..... " St. John Valley,"	1.85 "
1-lb. TALL MACKEREL, " Neptune,"75 "
¼-lb. TIN CANADIAN SARDINES, " Brunswick,"	3.15 per case.
CHOICE BRIGHT BARBADOS GROCERY RAW SUGAR, in barrels.....	.03 per lb.
CALIFORNIA CHOICE DRY LIMA BEANS, 80-lb. pkts.	.04 "
FINE HALLOWEE DATES.....	.04½ "
COMADRE FIGS, tapnets reputed 15 kilos, or 33 lbs.....	1.15 per tapnet.
BORDEAUX SHELLED WALNUTS, 55-lb. cases25 per lb.

HUDON, HEBERT & CIE

Importing Wholesale Grocers and Wine Merchants,

MONTREAL.

ONE OF THE MOST LIBERALLY MANAGED FIRMS IN CANADA.

HOW
IS YOUR
STOCK OF

FISH

FOR YOUR **LENTEN REQUIREMENTS**

YOU SHOULD HAVE OUR QUOTATIONS ON

BONELESS FISH—BULK—and BLOCKS.

CODFISH—PURE 1's—SKINLESS CASES, 100 lbs.—DRIED Hf. Qtls.

HERRINGS—SCALED—LABRADOR and SHORE—Bbls. and Hf. Bbls.

SPECIAL.—A LIMITED QUANTITY OF **FRESH WATER HERRINGS**—KEGS.

GUARANTEED PRIME No. 1 FALL CAUGHT.

Do Not Order Before Getting Our Quotations.

THE

EBY, BLAIN CO., LIMITED

WHOLESALE GROCERS, TORONTO.

poem was at the end of every verse liberally applauded, and read as follows:

What is the creed and the calling that we of the North uphold—

It is never the cry for power, it is never the greed of gold.

Let the east and south and west contend like wolves for a maverick's bone,

But Canada for the Canadians is the creed that we call our own.

Good wines are at Kaiser Wilhelm's, good cakes are at Uncle Sam's.

And in dear old Britain's larders are the best of plums and jams.

But beef and bread and a blanket, a pipe, a mug and a fire.

Are the things that we have in Canada—what more can a man desire?

We don't need the marts of Europe, nor the trade of the Eastern Isles.

We don't need the Yankee's corn and wine, nor the Asiatic's smiles.

For what so good as our home-made cloth, and under the wide blue dome.

Will you tell me where you have tasted bread, like the bread that is baked at home?

And we are the young and strong, and who so fit for the fight as we?

With our hands of steel and our iron heel and our hearts like the oaken tree.

For we are home-made, home-fed, the pride of a princely land.

And the things that are made in Canada, are the things that her sons demand.

So this is the creed and the calling, that we of the North uphold.

It is never the cry for power, it is never the greed of gold.

Let the east and south and west contend like wolves for a maverick's bone.

But Canada for Canadians is the creed that we call our own.

J. B. Henderson, of Paris, in a brief speech, declared that he was proud to be a member of the Association and felt that great good would result from its work. W. K. McNaught, president of the Toronto Industrial Exhibition, made a humorous and happy speech, particularly when he related some of his own experiences as a boy in Brantford. In fact, it was in Brantford that he first got his first business experience. He related, amid much laughter, his first business transaction. He had bought, at the suggestion of a relative, 100 lb. of butter in the fall, which he kept till the spring, and had made into 1 lb. rolls. He sold the butter on the Brantford market, but the next week his customers were looking for the boy from whom they had purchased the butter. Of course, he was not to be found, but Mr. McNaught declared that he owed his success to this first venture.

J. F. Ellis, president of the Toronto Board of Trade, in responding to the

toast, declared that he was proud of Brantford. Brantford men, he said, had always occupied a high standard, and it was a matter for congratulation that she was the third city in the Dominion in importance in regard to exports of manufactured products.

J. P. Murray spoke in favor of revision of tariff and a higher tariff. He dwelt particularly on the necessity of a commercial agent in Great Britain and urged that the recently appointed agent, who was to be located in Birmingham, should first of all be brought in touch with the manufacturers of Canada, in order that he might be able to act in an intelligent manner when he began his duties. He referred to the direct steamship line to South Africa, and said that he had been under the impression until the other day that the Canadian Government had control of the rates by that line, but, unfortunately, it was not so. He thought that at least the rates should not be in excess of those from New York.

It now fell to the lot of Harry Cockshutt, the vice-president, to propose the balance of the toast, and in doing so he made one of the best speeches of the night and was liberally applauded. Referring to the tariff, he declared that it would be well to bear in mind the interests of all concerned.

The next toast on the list was that of "Agriculture," and was responded to by Thomas Brooks, a farmer, who lives near Brantford. The speech was an able one, and although the speaker took an opposite view in regard to the tariff, his remarks were couched in such humorous terms, that he was frequently applauded. In fact, if any of the speakers were more cordially received than any other it was Mr. Brooks. His remarks in regard to the proposal to increase the duty on agricultural implements were particularly vigorous and at the same time amusing. He said that he knew personally the manufacturers of agricultural implements in the vicinity of Brantford, and, said he: "I know they are working night and day to fill orders. Furthermore, I know that some of them are millionaires. Why in the world, therefore, do you want higher protection? I tell you if you seriously attempt to have the duty increased you will have a kick from the farmers. In fact, to use a barnyard phrase, they will kick like steers. Yes, and while not perhaps as often, will kick like mules, although they will kick lower." (Loud and prolonged applause.)

Mr. Stratford also spoke to this toast, and as he is a manufacturer of binder

twine as well as a farmer, to the amusement of those present, spoke both from the point of a protectionist, manufacturer and a free-trade farmer.

The toast "Transportation," was responded to by H. R. Timmerman, Superintendent of the C.P.R., and Mr. Fisher, general manager of the T. H. and B. Railway.

"United States Manufacturers—Let us Annex Them," brought a brief speech from J. Inglis, of Detroit, Mich. He said he had heard some talk in the United States of annexing Canada, but he had never before heard of Canada annexationizing the American manufacturers. However, he wanted to see the two countries get along together, and to help this purpose he was willing that such annexation should take place. (Laughter.)

It was now nearing 2 o'clock, and after complimentary remarks had been exchanged between the manufacturers of Brantford and their guests, what was undoubtedly the best banquet in the history of the Manufacturers' Association of Canada, was brought to a close.

A special train was awaiting the Hamilton, Toronto and Montreal contingent that desired to return to their respective cities that morning, but quite a number remained over till the regular morning train, while others, again, remained over until the evening, in order to take advantage of the drive about Brantford and suburbs, which had been arranged for by the local committee, to take place at 10 o'clock. A half dozen large sleighs were provided, and under the charge of a local committee, the visitors were driven around to the various factories, for which Brantford has become famous. Unfortunately, the time, at the disposal of the party was too limited, to allow the visitors to stop off at more than one of these factories. The one selected was that of The Watrous Engine Works. Here they were most cordially received, and made a flying trip through the engine shop. What particularly interested the visitors were the sawmill plants, which were being got ready for shipment to Australia, Tasmania and New Zealand.

The cargo of the Canada-Jamaica Steamship Co. (Canada's direct line to Jamaica), consisting of 1,000 boxes Jamaica oranges (new crop), 150 boxes grape fruit marmalade oranges, 200 boxes Jamaica grape fruit, 1 car coconuts, bananas and other fruits, arrived Thursday, and is being handled by their Toronto agents, White & Co., Front street east.

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

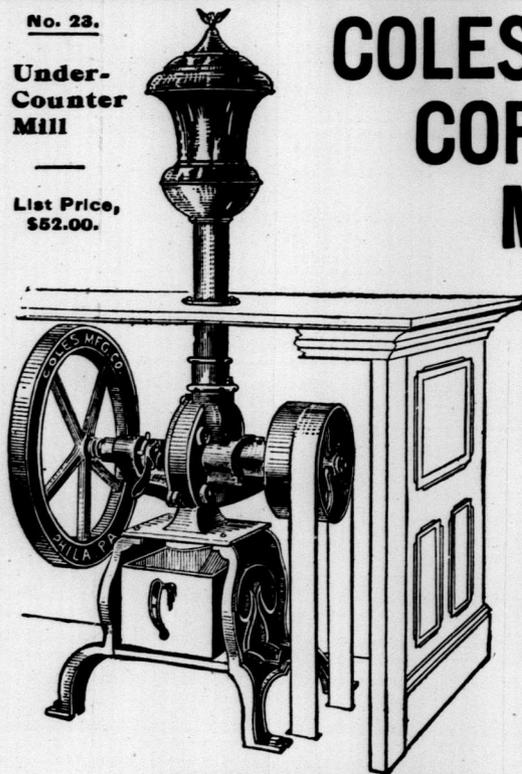
shows you a good profit, but the high quality of the salt itself is not sacrificed to enable you to *make* that profit. A woman won't lose her temper when she buys Windsor Salt and opens the package at home, because the salt won't cake—there is no impurity in it—each separate crystal is a salt crystal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

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

**A GREAT
LABOR-SAVER.**

Our Grinders
wear longest.

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

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



*"The sauce that
sells on sight."*

PATERSON'S WORCESTER SAUCE

The best and cheapest sauce on
the market.

ROSE & LAFLAMME,
AGENTS, - - MONTREAL.



President:
JOHN BAYNE MacLEAN,
Montreal.

The MacLean Publishing Co.
Limited

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

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

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

Published every Friday.

Cable Address { Adscript, London.
Adscript, Canada.

FALSE COLORS.

ONE of our large importers of canned goods calls our attention to the practice which has apparently become quite general this year in cities of offering canned Belgium peas as French goods.

He had noticed in the windows of several of the very best groceries in Montreal, placards announcing that they were selling French peas at 12½c., and on looking closely at the tins he discovered that they were not what they were represented to be.

They were Belgium peas, put up very much after the manner of the French article.

Indeed, so closely did they resemble the latter that there could scarcely be any doubt but that the labels had been designed to deceive purchasers into taking them for French goods. Even the name Belgium was missing; but the district they were grown in showed their origin.

This is decidedly unfair to customers. If these Belgium peas were offered as something "just as good" as the French-grown variety, there would not be the sale for them that there is. It is the

EDITORIAL

reputation the French goods have held for years which makes them foremost of the world's peas. Customers purchasing these Belgium goods never think of making an examination of the labels, to find out if they really are what they are claimed to be, and they buy them in good faith as French goods.

A dealer said, "Oh! What's the difference between Belgium and France? It's all the same thing." It is no more the same thing than English and Irish bacon are the same.

Belgium peas are good, but they are not up to the French standard; they are raised in a more northern country and lack the tender, delicate qualities of the southern article. But they are capable of selling well on their own merits. Then why not sell them that way?

This manner of disposing of reliable Belgium goods is not one which reputable grocers should allow. It is no doubt done unthinkingly, but it is, none the less, an imposition on the customer. And the latter is apt to decide that his grocer's line of French peas is scarcely up to the required standard.

MAKE USE OF THE TRAVELLER.

I had made one or two calls and found that any subject but the atmospheric conditions would not be tolerated, so I suggested to one man who had no less than three clerks in the store—doing nothing—that we make a window display. The idea found favor with the proprietor. I at once secured a frock coat, got right down to work and succeeded in arranging a very neat and tasty display—excuse my modesty. Accidentally we found that a certain line was getting low. Result—an order for several cases of that particular line; a knowledge of his best seller in our line; and of his stock of our other goods. We got nearer our customer; we did him a favor; we did our firm some good; and I was certainly benefitted. He said, "Thank you very much; come again." Boys, when you feel that the weather is too bad to travel much, fall in with some man and trim your sails and make sales by trimming his window.

The above is from a commercial traveller's letter and suggests that frequently a dealer may get excellent ideas on window trimming from travellers who call on him. Going from place to place, visiting all stores from the largest to the smallest, they must come across a number of clever displays of goods which could be repeated by other dealers to advantage.

Very often dealers do get good ideas in this way in arrangement of the store,

The
Canadian Grocer

fixtures, etc. But it is not the traveller's business to look after these things and he seldom opens the subject unless prompted by his customer.

THE LONDON TEA SHORTAGE.

MANY people are at a loss to know what is causing the present stringent condition in the tea market. They are aware that both in the London market and other markets, prices have lately been advancing very considerably. In fact, recent advices would seem to indicate that there has been almost a panic in the English capital.

Teas which could be sold here at 15 and 16 c. per lb. last year, could not possibly be secured to-day to sell below 18½c. Buyers are exercising their keenest judgment in securing teas at reasonable prices, and they are daily being confronted with a more complicated situation. The explanation of it all apparently is that the supply has failed to keep pace with the demand.

The situation to-day in London will give some inkling of what is meant. The figures here given have been derived from a reliable source and are trustworthy. From June 1, last, until January 31, last, it is found that the imports into London of all teas were 11,400,000 lb. less than in the corresponding period 12 months previously. This in itself is not so serious a shortage, but, on the other hand, we must take into account that the deliveries during the same period were 3,300,000 lb. in excess of what they had been during the period under comparison. Add to this, again, the fact that on January 31, last, the stock in London stood at 105,200,000 lb., while on January 31, 1902, it totalled 114,800,000 lb., and it is readily seen that the situation is decidedly stronger at the present day than it was 12 months ago.

In the matter of Ceylon tea alone, the same condition is to be noted. During the five months ending January 31, the imports of Ceylon tea were under 35,000,000 lb., while the deliveries stood at 42,000,000 lb. If this does not alarm those interested in teas, it would be hard to find what would.

THE FACULTY OF TORONTO UNIVERSITY.

WE pointed out in last week's issue that the chief weakness in Toronto University was the Faculty. This weakness, if it is more evident in one department than in another, is in that of the Arts. As this is one of the chief, if not the chief department in the whole University system, it naturally follows that the whole University would be effected thereby. Not only is the Faculty in the department of Arts lacking in that individuality and force of character, which is so necessary to the turning out of efficient students in the strictest sense of the word, but it causes the University itself to be stamped with inefficiency by the great mass of people abroad.

Some one has recently said that what is wanted in the universities of this continent is a combination of the German and British university systems. The German system is professional, aiming primarily at the training of lawyers, doctors, etc., while the British system aims at the development of scholastic ideals.

The atmosphere around Toronto University has become decidedly professional, and throughout the country Toronto University has become associated in the minds of nearly everyone, as an institution for turning out lawyers, doctors, clergymen, and other descriptions of professional men. This belief may be exaggerated to some extent, but when one recognizes that every attempt to bring about a better state of affairs in the University is pooh-poohed and their suggestions that more practical works should be done are termed vain and vulgar, it is not surprising if people do get exaggerated views.

As a result of the spirit which predominates within the institution, it must be evident to even the most cursory observer of the trend of university affairs throughout the world, that Toronto University is out of touch with modern thought and modern ideas as to the service, which such an educational institution can render the country.

Throughout this continent it is recognized to-day by nearly all thinking men that a university is failing in its purpose

when it ignores the importance of trade and commerce. Throughout the United States and to some extent in England, it is repeated being pointed out by even men in connection with university work, the necessity of making the university attractive to men who are designed for commercial life, as well as to men designed for the professions. Principal Gordon, the new head of Queen's University comes to us fully impressed with the importance of this. In his inaugural address at Kingston the other day, he was very emphatic upon this point. "It is often asked" he said, "Has the university no special help for young men to look forward to commercial life? We know that the manufacturers are dependent upon the investigation of science. The pulp mill and the iron works require their chemists. The university laboratory, if properly equipped, should be a field for research that tells on the commerce of the country. All this we recognize, but if there comes to us a young man who desires to fit himself for dealing in a large and effective way with the work, and problems of a mercantile career, what can the university offer him? This, at least, we can do. We can select for him from our list of subjects a course of studies that would be specially suited to prepare him for commercial life."

Principal Gordon evidently recognizes the necessities of the case.

A newspaper that cannot be accused of being unfriendly to the University of Toronto is The Toronto World, and yet it, in a recent article on the University affairs, said: "We have no leisured class in this country, and the education must fit men for their aim in life, especially for scientific farming, mining, pharmistry, the building of railways and bridges, and all the work which accompanies the development of a new country."

It is true that Toronto University, on account of the strength of opinion among the commercial interests in this country, has established a commercial course. But what is it? As we pointed out last week, it has one student, and it is scarcely likely to have any more as long as the Faculty

remains as it is and the sentiment in the University is so anti-practical, and the professional atmosphere so evident.

That the Toronto University is not only out of touch with the sentiment and spirit of to-day, but we are reminded by a perusal of a report issued 57 years ago by the father of our educational system in Ontario, namely, the late Dr. Ryerson, that as long ago as that views were held which were in advance of those held even to-day by the authorities of Toronto University. From his report we extract the following which speaks for itself:

By education, I mean not the mere acquisition of certain arts, or of certain branches of knowledge, but that instruction and discipline which qualify and dispose the subjects of it for their appropriate duties and appointments in life, as Christians, as persons in business, and also as members of the civil community in which they live.

The branches of knowledge, which it is essential that all should understand, should be provided for all, and taught to all; should be brought within the reach of the most needy, and forced upon the attention of the most careless. The knowledge required for the scientific pursuit of mechanics, agriculture and commerce must needs be provided to an extent corresponding with the demand and the exigencies of the country, while to a more limited extent are needed facilities for acquiring the higher education of the learned profession.

Dr. Ryerson, it will be noticed, placed first in importance "the knowledge required for the scientific pursuit of mechanics, agriculture and commerce"; and that relating to the learned professions be placed second. Toronto University to-day reverses the order, although knowledge for the "scientific pursuit of mechanics, agriculture and commerce" was never required more than it is to-day.

The trouble in the Toronto University is that it is trying to live on its past. If it is to be such a force for good in the life of Canada as it was 10 or 12 years ago, it must come out from the narrow and exclusive position which it now occupies. But before it can do this we fear that there will have to be a complete remodelling of the Faculty and the system under which the University is conducted.

A LINE TO PUSH.

The list of canned goods includes a line to which the grocery trade give but little attention. This is succotash.

A combination of the best sweet white corn and lima beans, it is one of the most palatable of the canned goods assortment, and yet it sells much less than corn, though the same price.

It is a good, profitable line to handle; but few customers ever think of it, and are never reminded of it by the dealer. A little pushing on this line might add to the grocer's stock of canned goods a quick selling line. There are lots of customers who don't know what succotash is. Ask them and see.

THE CANADIAN GROCER

FOREST CITY GOSSIP.

Office of THE CANADIAN GROCER,
London, Ont., February 24, 1903.

THE wholesale grocery trade of this city, like a well-trained steed that knows its own gait, has got down to steady business, and is "pursuing the even tenor of its way." This is apparently satisfactory to all concerned. There is no rush in any department. The normal trade prevails, and prices remain the same as last week. Teas are the only item specially mentioned as having extra shipments, one firm doing a larger business than usual in Japans at 18 and 19c. Retailers are happy when they find something special in price, and value in quality, to retail at 25c.

Favorable snow and moderate temperature usually assist in crowding the Saturday Covent Garden market in London, but last week, for some unexplained reason, favorable conditions had no power in swelling the attendance. There was room and to spare in many sections, the offerings not being up to the usual Saturday exhibit. Provision dealers and grocers were astir quite early, and replenished, to a large extent, their depleted stocks at prices which could not be termed excessive, although in a few lines the absence of deliveries caused holders to demand figures beyond the real value of the products. The trains from the north, south, and north-east, brought in many visitors, and with them came large consignments of butter, eggs and poultry. This fact, however, did not seem to cause much of a reduction, if any, in the figures hitherto paid on the London market. Dairy produce was in evidence all around, and butter and eggs held their own from opening to close. Roll butter sold at 19 to 21c.; crocks, 18 to 20c.; creamery, 22 to 24c. Fresh eggs brought 17 to 19c.; crates and packed lots, 16 to 18c. Poultry, was plentiful at 75c. to \$1 per pair; ducks, 75 to \$1 per pair. The ordinary citizen grumbles a good deal at the high prices demanded for very ordinary fowls.

The Port Stanley fishermen are none too well satisfied with the success they have had during the past two seasons. In this connection it might be stated that fresh fish can be had in very good variety at the market, and elsewhere in the city of London.

The labor-saving cigar machine in use in Montreal, and which they are strenuously endeavoring to make a success there, the cigarmakers of London have not considered of sufficient worth as to introduce into a single factory. Cigarmen say the output of cigars will be greater this year than last. This London industry can afford to lose a factory now and then, and still show a steady growth.

The Bank of Toronto have secured an option on the Hiscox Building, the greater part of which they now occupy, and it is said to be practically certain that the deal will be closed at once. It is understood that the premises will be continued as an office building, and that the bank will use the whole of the ground floor. Its present quarters are considerably cramped in consequence of the rapid growth in the volume of business handled. The entrance

to the offices will be on the south side, and the ground floor offices occupied by Bradstreets and The London and Lancashire Life will be absorbed by the bank. The project is on foot, also, to add two storeys, making it a six-storey structure. The most modern equipments, including a new elevator, will be put in, and as an office building it will be made inferior to none. The present owner is George T. Hiscox.

In Sarnia the town council has amended the bread by-law, making the minimum standard weight of a loaf 1 1/2 lb. instead of 2 lb. The cause of this was the contention of the bakers that they were in unfair competition with bread from Toronto and London, 1 1/2 lb. of which was retailed for 5c. per loaf, while the Sarnia bakers could not offer a loaf smaller than 2 lb., and, in competition, could not get more than 5c. for it.

Hard coal is now selling in London at \$8 per ton. A farmer in the western part of Ontario bought a farm and fenced it with rails that he purchased a 3c. a piece. During the coal famine he manufactured them into stove wood and sold them at the rate of 17c. each.

Aylmer, Ont., has declared off negotiations for \$10,000 from Mr. Carnegie. That gentleman does not care to part with his wealth in smaller quantities than \$10,000, and Aylmer cannot stand the annual grant of 10 per cent.

Thomas Hunsley, of Beachville, has purchased Jas. Ireland's cheese and butter factory for \$7,250. Mr. Ireland expects to move to Toronto soon. The annual meeting of the Maple Leaf Cheese Factory, near Banner, Ont., is to be held next Monday.

Subjoined are names of some merchants who were in London last week: S. E. Clarke, Crumlin; I. H. Birch, Dorchester; A. Barr, Belmont; C. F. Nichol, Glanworth; Matthewson, Komoka; W. J. Coates, Mosley; D. R. Owen, Fernhill; I. Abram, Falkirk; I. H. McRae, Ilderton; Pausley, Ilderton; C. R. Eden, Harriettsville; W. A. Barons, Gladstone.

W. H. L.

ST. THOMAS RETAILERS.

The regular monthly meeting of the Retail Merchants' Association of St. Thomas, was held on February 17, when the officers for the year were elected. They are as follows:

President—H. McPherson.
First Vice-President—E. Sutherland.
Second Vice-President—J. Stewart.
Secretary—E. Raven.
Treasurer—W. O. Forbes.
Inner Guard—J. H. Moody.
Directors—P. L. M. Egan, J. A. Forsyth, S. Dubber and J. G. Bennett.
Auditors—F. Sutherland and R. M. Anderson.

It was decided to hold a banquet on March 19, and Mr. Trowern, of Toronto, general secretary, be invited to attend. The following committee was appointed to make necessary arrangements, viz.: Messrs. Lewis Egan, J. A. Forsyth, S. Dubber, H. McPherson, R. M. Anderson and J. G. Bennett.

In the first seven weeks of this year The "Salada" Tea Co. have had an average increase per week of 18,000 lb.

HINTS TO BUYERS.

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

THE Edwardsburg Starch Co. wish to call particular attention to their advertisement in both this week's and last week's issue of THE GROCER. They state that since they put their syrup department under the charge of a specialist in this line of goods, the improved quality has been rewarded by the largest sales of syrup the company ever had.

Fine range of special teas being offered by W. H. Gillard & Co.

H. P. Eckardt & Co. are selling large size Oregon prunes at low prices.

Laporte, Martin & Cie are offering some very fine Comadre figs which can be retailed at 5c.

H. P. Eckardt & Co., are in receipt of a shipment of extra fine quality dry codfish packed in cases.

Succotash to retail 10c. a can, with a big profit, can be bought from Laporte, Martin & Cie.

The attention of our readers is called to the advertisement of Jonas' Flavoring Extract on page 42.

Tomato sauce for soups in 3's tins a good line to retail at 10c. offered by Laporte, Martin & Cie.

The Eby, Blain Co., Limited, have received another shipment of the well-known "Mephisto" lobsters, in flat, 1/2-lb. tins.

Laporte, Martin & Cie are offering very finest grades of Valencia raisins in 7, 11 and 28-lb. boxes—prices very low.

W. H. Gillard & Co. are having a large sale for their "Aurora" brand table syrup, which for quality, they state, cannot be excelled.

"Doolittle" patent gem jars, the best thing in gem jars this season, is being sold by The Eby, Blain Co., Limited, who are quoting this line at special prices and report large orders.

Grocers' Wholesale Co.'s advertisement on page 8, is backed up by Crosse & Blackwell's "Soho" sweet pickles, 1/2 pints, patent stoppers, at \$1.50 per dozen and other such bargains.

The Eby, Blain Co., Limited, have just received a shipment of "Anchor" brand, a fancy, New Orleans molasses, in 2 and 3-lb. tins. It will pay you to get quotations on this line.

Laporte, Martin & Cie are offering their "Princess Louise" Japan tea at a price which will give retailers a large profit by selling it 25c. per lb. "Princess Louise" tea is a good seller where known.

"Unity and Quality" Grocers' Wholesale Co.'s registered blend of coffee, is very much appreciated by everyone who has tasted it. This blend, consisting of a coffee almost entirely new upon the Canadian market, gives an exquisite flavor.

One of the largest pickle companies of Canada recently closed a contract with the Imperial Vinegar Co., of Hamilton, for their total supply of vinegar, and they state that this vinegar comes nearer being just the right thing than anything they have ever used.

"SALADA" WAREHOUSES ARE SITUATED IN THE FOLLOWING CITIES:

IF YOU VISIT THEM OUR DIFFERENT MANAGERS WILL BE GLAD TO SEE YOU AND YOU CAN MAKE USE OF OUR OFFICES.

**"SALADA" TEA CO.,
NEW YORK,
cor. Hudson and Duane Street.**

**"SALADA" TEA CO.,
PITTSBURG,
cor. Smithfield and Water Sts.**

**"SALADA" TEA CO.,
TORONTO,
32 Yonge Street.**

**"SALADA" TEA CO.,
DETROIT,
83 Shelby Street.**

**"SALADA" TEA CO.,
CHICAGO,
34 Wabash avenue.**

**"SALADA" TEA CO.,
BOSTON,
206 State Street.**

**"SALADA" TEA CO.,
MONTREAL,
cor. St. Paul and St. Sulpice sts.**

**"SALADA" TEA CO.,
CLEVELAND,
444 St. Clair Street.**

"SALADA" TEA CO., BUFFALO, 11 Terrace.

"SALADA" FOR SALE ALSO IN THE FOLLOWING CITIES IN THE UNITED STATES:

Philadelphia, Pa.
Washington, D.C.
Baltimore, Md.
Wilmington, Del.
Springfield, Mass.
Columbus, O.
Kalamazoo, Mich.
Granville, N.D.
Rochester, N.Y.
Sault Ste. Marie, Mich.

Toledo, O.
Trenton, N.J.
Bridgeport, Ct.
New Haven, Ct.
Hartford, Ct.
Worcester, Mass.
Newark, N.J.
Norfolk, Va.
Allegheny, Pa.
Allentown, Pa.

Alpena, Mich.
Bangor, Me.
Battle Creek, Mich.
Bay City, Mich.
Brattleboro, Vt.
Brockton, Mass.
Burlington, Vt.
Concord, N.H.
Gaston, P.A.
Fall River, Mass.

Fitchburg, Mass.
Graw Rapids, Mich.
Holyoke, Mass.
Jackson, Mich.
Keene, N.H.
Lansing, Mich.
La Peer, Mich.
Lawrence, Mass.
Lewiston, Me.
Lowell, Mass.

Manchester, N.H.
Muskegon, Mich.
Nashua, N.H.
New Bedford, Mass.
New Brunswick, N.J.
New London, Ct.
Norwich, Ct.
Owosso, Mich.
Patterson, N.J.
Petosky, Mich.

Port Huron, Mich.
Portland, Me.
Portsmouth, O.
Rutland, Vt.
Saginaw, Mich.
St. Johnsbury, Vt.
Taunton, Mass.
Traverse City, Mich.
Woodville, N.H.

Akron, O.
Alliquipp, Pa.
Alliance, O.
Altoona, Pa.
Apollo, Pa.
Arnold, Pa.
Aspinwall, Pa.
Avalon, Pa.
Barberstown, Pa.
Barberton, Ohio.
Beaver Falls, Pa.
Bellair, Ohio.
Belle Vernon, Pa.
Bellevue, Pa.
Bessemer, Pa.
Blairsville, Pa.
Bradock, Pa.
Bradford, Pa.
Bridgeport, Ohio.
Brookville, Pa.
Butler, Pa.
California, Pa.
Cambridge, Ohio.
Canal Dover, O.
Canonsburg, Pa.
Canton, O.
Carnegie, Pa.
Cecil, Pa.
Charleroi, Pa.

Claysville, Pa.
Clearfield, Pa.
Carbondale, Pa.
Conemaugh, Pa.
Conneaut, O.
Connellsville, Pa.
Corapolis, Pa.
Corry, Pa.
Coshocton, O.
Courtney, Pa.
Crafton, Pa.
Dayton, Ohio.
Derry, Pa.
Dravosburg, Pa.
DuBois, Pa.
Dunbar, Pa.
East Brady, Pa.
East Liverpool, O.
East Pittsburg, Pa.
Elizabeth, Pa.
Ellwood City, Pa.
Elm Grove, W. Va.
Embleton, Pa.
Erie, Pa.
Fairmont, W. Va.
Falls Creek, Pa.
Fayette City, Pa.
Ford City, Pa.

Foxburg, Pa.
Franklin, Pa.
Freeport, Pa.
Glassport, Pa.
Grove City, Pa.
Hazewood, Pa.
Homestead, Pa.
Indiana, Pa.
Ingram, Pa.
Irwin, Pa.
Jennette, Pa.
Johnstown, Pa.
Kane, Pa.
Kent, O.
Kittanning, Pa.
Latrobe, Pa.
Leechburg, Pa.
Lilly, Pa.
Lucyville, Pa.
Martin's Ferry, O.
Massillon, O.
Mcadville, Pa.
Midway, Pa.
Monesson, Pa.
Monongehela, Pa.
Mt. Pleasant, Pa.
McDonald, Pa.
McKeesport, Pa.

McKees Rocks, Pa.
Newark, O.
New Brighton, Pa.
New Castle, Pa.
New Kensington, Pa.
Niles, O.
Oil City, Pa.
Parkersburg, W. Va.
Pitcairn, Pa.
Rankin, Pa.
Ravenna, O.
Reynoldsville, Pa.
Reynoldton, Pa.
Ridgeway, Pa.
Rochester, Pa.
Salen, O.
Salineville, O.
Saltsburg, Pa.
Scalp Level, Pa.
Scottsdale, Pa.
Sewickley, Pa.
Sharon, Pa.
Sharpsburg, Pa.
Sharpsville, Pa.
Sheridan, Pa.
Shippenville, Pa.
Shire Oaks, Pa.
Smithton, Pa.

Springdale, Pa.
Stevensville, O.
Swissvale, Pa.
Tarentun, Pa.
Tiffin, O.
Titusville, Pa.
Toronto, O.
Turtle Creek, Pa.
Uhrichsville, O.
Uniontown, Pa.
Upper Sandusky, O.
Vandergrift, Pa.
Verona, Pa.
Wampum, Pa.
Warren, O.
Washington, Pa.
Waynesburg, Pa.
Wellsburg, W. Va.
Wellsville, O.
West Alexander, Pa.
West Elizabeth, Pa.
Wheeling, W. Va.
Wilkesburg, Pa.
Wilmerling, Pa.
Windber, Pa.
Wooster, O.
Youngstown, O.
Zanesville, O.

Grafton, W. Va.
Huntington, W. Va.
Ashland, Ky.
Clarksburg, W. Va.
Marietta, O.
Wilkes-Barre, Pa.
Scranton, Pa.
Alexandria, O.
Plains, Pa.
Lawrence, O.
Williamstown, W. Va.
Coalport, Pa.
Etna, Pa.
Greensburg, Pa.
Donora, Pa.
Newark, O.
Athens, O.
New Comerstown, O.
Sandusky, O.
Ironton, O.
Brownsville, Pa.
Sunbury, Pa.
Williamsport, Pa.
Houtzdale, Pa.
Phillipsburg, Pa.
Pittston, Pa.
Claysville, Pa.

NEW YORK - Port Jervis, Portchester, Yonkers, Newburg, Mount Vernon, Albany, Amsterdam, Auburn, Batavia, Binghampton, Canandaigua, Chees, Corning, Cortland, Dunkirk, Elmira, Fulton, Geneva, Glen Falls, Gloversville, Herkimer, Hornellsville, Iliou, Ithaca, Jamestown, Johnstown, Little Falls, Lockport, Niagara Falls, North Tonawanda, Ogdensburgh, Olean, Oneida, Oneonta, Oswego,

Owego, Plattsburgh, Poughkeepsie, Rochester, Rome, Saratoga Springs, Schenectady, Seneca Falls, Syracuse, Tonawanda, Troy, Utica, Watertown, Watervliet.

NEW JERSEY - Atlantic City, Bridgeton, Camden, Elizabeth, Gloucester, Hackensack, Hoboken, Jersey City, Orange, Perth, Amboy, Phillipsburg, Plainfield, Red Bank, Rahway.

DELAWARE - Newcastle.
MARYLAND - Cumberland, Frederick, Hagerstown.
VIRGINIA - Charlottesville, Danville, Lynchburg, Newport, News, Petersburg, Roanoke, Portsmouth.
MAINE - Augusta, Bath, Biddeford, Brunswick, Calais, Rockland, Sanford, Waterville.
MASS. - Amesbury, Amherst, Athol, Attleboro, Beverly, Braintree, Bridgewater

Concord, Danvers, Fitchburg, Framingham, Gardner, Gloucester, Greenfield, Haverhill, Hingham, Leominster, Lynn, Marlboro, Middleboro, Milford, Natick, Newburyport, North Adams, Northampton, Norwood, Palmer, Pittsfield, Plymouth, Quincy, Salem, Southbridge, Stoughton, Wakefield, Waltham, Ware, Webster, Westboro, Westfield, Weymouth, Woburn.

RHODE ISLAND - Providence, Newport, Pawtucket, Westerly, Woonsocket.

VERMONT - Bennington, Barre, St. Albans.

NEW HAMPSHIRE - Berlin, Dover, Exeter, Laconia, Nashua, Portsmouth.

CONNECTICUT - Bristol, Danbury, Derby, Meriden, Norwalk, Stamford, Waterbury, Willimantic, Winsted.

Also in Every City, Town, Village and Hamlet in Canada.

The situation, as explained by an importer, is as follows: Low-grade teas of all kinds are 1 to 1½d. higher and nothing can be imported at a cost under 12½c., and very poor at that. Teas that last year could be bought at 15 and 16c., are now not procurable at that price. They range from 18½c. up. In green Ceylons, teas to retail at 25c. show excellent value. Mediums and high grades in these are up fully 1 to 2d. per lb. This applies to Young Hysons as well. We quote:

Congou half chests, Kaisow, Moning, Paking...	0 12	0 09
caddies, Paking, Kaisow	0 19	0 50
Indian Darjeelings	0 35	0 55
Assam Pekoes	0 20	0 40
Pekoe Souchong	0 19	0 25
Ceylon Broken Pekoes	0 36	0 42
Pekoes	0 27	0 30
Pekoe Souchong	0 17	0 35
China Greens Gunpowder, cases, extra first	0 42	0 50
half chests, ordinary firsts	0 22	0 28
Young Hyson, cases, sifted, extra firsts	0 42	0 50
cases, small leaf, firsts	0 35	0 40
half chests, ordinary firsts	0 28	0 38
seconds	0 23	0 23
thirds	0 16	0 18
common	0 15	0 15
Pingsuys Young Hyson, ½ chests, firsts	0 28	0 32
seconds	0 18	0 19
half boxes, firsts	0 28	0 32
Japan ½ chests, finest May pickings	0 38	0 49
Choice	0 33	0 37
Fine	0 30	0 32
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 prunes continues good. Currants are featureless and raisins remain quiet. The outside markets are quiet. The Grecian market for currants is easy. Apricots show a slightly increasing jobbing interest, but the movement is slow. Dates are steady with rather more firmness to be noted in Hallowees. We quote:

CURRANTS.			
	Per lb.		Per lb.
Fine Filiatras	0 05	up	Vostizzas 0 07 0 08
Patras	0 06	0 06½	
RAISINS.			
	Per lb.		Per lb.
Valencia, fine off stalk	0 07	0 08	
selected	0 08½	0 09	
selected layers	0 09	0 10	
Sultana	0 09	0 13	
Californian seeded, 12 oz.	0 08½	0 09	
1 lb. boxes	0 10½	0 11	
unseeded, 2 crown	0 07½	0 07½	
3 crown	0 08	0 08½	
4 crown	0 09	0 10	
DATES.			
	Per lb.		Per lb.
Hallowees	0 04	0 05	Fards 0 07½ 0 08
Sais	0 03½	0 04½	
PRUNES.			
	Per lb.		Per lb.
100-110s	0 04	0 04½	60-70s 0 07 0 07½
50-100s	0 04½	0 05	50-60s 0 08 0 08½
80-90s	0 06	0 06½	40-50s 0 08½ 0 10
70-80s	0 06½	0 07	
CANDIED PEELS.			
	Per lb.		Per lb.
Lemon	0 10	0 12½	Citron 0 15 0 18
Orange	0 11	0 13	
FIGS.			
	Per lb.		Per lb.
Tapiets	0 04	0 04	Elemes 0 10 0 15
Naturals	0 06½	0 06½	
APRICOTS.			
	Per lb.		Per lb.
Californian evaporated	0 08	0 12	
PEACHES.			
	Per lb.		Per lb.
Californian evaporated	0 08	0 12	

GREEN FRUITS.

The market has been good during the past week, the first two days of this week being particularly strong. The demand for oranges is great, with fewer coming forward. The very best navels of the season are coming in and the price will be as high as \$3.75 for the choice fruit. A large consumption of Californian celery is reported, and a half-dozen carloads have been received within the past few days. The market in apples and onions is poor. We quote:

Californian navel oranges, per box	2 75	3 50
Florida oranges	3 00	3 15
Mexicans	2 25	2 75
Jamaicas	2 75	3 00
Valencia oranges, per box (according to size)	4 00	5 50
Seville oranges	2 50	2 75
Pineapples, per case	3 50	4 50
Grape fruit, per box	4 50	6 00
Malaga grapes, per bbl.	5 50	7 00
Winter apples	1 00	2 00
Jersey cranberries, per bbl.	10 50	
Sweet potatoes, per bbl.	5 50	
Bananas, per bunch for ordinary	1 25	1 75
large bunches	2 25	2 50
Californian lemons	2 75	3 50
Messina	2 35	2 75
Cucumbers, per doz.	3 25	3 50
Californian celery	4 50	5 00

VEGETABLES.

The market has been fairly good with nothing of importance happening. Prices are unchanged. We quote:

Cabbage, per doz.	0 40
Cabbage (red), per doz.	0 50
Carrots, per bag	0 40
Parsnips	0 50
Turnips	0 30
Onions	0 75
Beets	0 50
Lettuce, per doz.	0 35 0 40
Mint and parsley, per doz.	0 20
Artichokes, per peck	0 25
Fresh onions, per doz. bunches	0 15
Rhubarb	1 00 1 50

COUNTRY PRODUCE.

EGGS.—The market is very poor and new-laid eggs are selling as low as 16c. The stocks in cold storage are still quite large and the result is that they can be obtained as low as 10c. retail. When this is the case, the public won't see the advantage of buying new laid at 6c. more, and although they are coming in quite plentifully and stocks are accumulating, the cold storage are the more popular, as they are so much cheaper. The indications are that new-laid eggs will be lower still. It is hoped that Lent will give some stimulus to the market. We quote:

New laid	0 17	0 18	Checks	0 08	0 10
Cold stored	0 10	0 12	Seconds	0 09	0 10

BEANS.—We quote:

Handpicked	2 10	2 25	Prime	1 95	2 00
------------	------	------	-------	------	------

DRIED AND EVAPORATED APPLES.

—We quote:

Dried apples	0 04	0 04½	Evaporated	0 06	0 06½
--------------	------	-------	------------	------	-------

HONEY.—We quote:

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

POTATOES.—The market is easier with fairly large quantities coming forward. The prices remain about the same. We quote:

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

POULTRY.

The season is over now and any quotations that could be given would be merely nominal.

FISH.

The market has been fair, but Lent will bring on a brisker trade. The prices have varied very little from last week's. We quote:

Trout, per lb.	0 08
Pike	0 04½ 0 05
British-Columbian salmon, per lb.	0 09 0 10
Whitefish, per lb.	0 07 0 08
Mackerel	0 15 0 20
Extra smelts	0 12½ 0 14
Halibut	0 09 0 10
Live lobsters	0 09 0 25
Oysters, standard, in small pails	3 75
large	6 25
selects "small"	4 65
Smoked ciscoes, per basket	1 25
Digby herring, per bundle	0 75
Finnan haddies, in 15 lb. boxes	0 06½ 0 08
Pure boneless cod	0 06½ 0 07
2 doz. box	1 80
Quail on toast, per lb., in boxes	0 05½
Boneless cod	0 04½
Kipper herring, per box of 5 doz.	1 00
Labrador herring, in ½ bbls.	3 00
Lake herring, in 100-lb. kegs	4 00
Salt sea salmon, per 100 lb.	8 00 10 00
Sea "mackerel, per kit	2 00
Bloaters, Yarmouth, per box	1 50 1 60

FISH FOR LENT.

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

WHITE & CO.

Write for Price List. TORONTO.

COX'S GELATINE Always Trustworthy
ESTABLISHED 1725.

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

FISH AND OYSTERS
WHOLESALE.

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

FRESH
FRUIT and
FISH....

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

Satisfaction and Quality Guaranteed.
Consignments Solicited.

HUSBAND Bros. & Co.

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

McWilliam & Everist

Commission Merchants. Fruit Importers and Exporters.

Canadian Apples a Specialty.

CORRESPONDENCE SOLICITED

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

25 and 27 Church St., TORONTO, Can

Long Distance Phone Main 645.
Warehouse Phone Main 8894.

THE C. G. YOUNG CO.
RUBBER STAMPS
AND SUPPLIES

No. 1 Adelaide Street East - Toronto

QUEBEC MARKETS.

Montreal, February 26, 1903.

GROCERIES.

THE general condition of the market for groceries is active and business is in a healthy state. Lent being now here, such lines as dried fruits, canned goods, rice, etc., are moving out very well. Pure and compound lards have declined $\frac{1}{2}$ c. per lb. Crosse & Blackwell's marmalade, in 7-lb. tins, which has been out of the market for some time now, is again to be had; it is selling at former prices, \$7 to \$7.20 per dozen. Some cutting is being done in different lines of canned goods, and in fish, lower prices are being quoted by a few houses on Nova Scotian and Labrador herring.

SUGAR.

Prices locally are unchanged in refined sugar, notwithstanding an advance in New York of 5c. This advance, however, has had the effect of creating a rather better demand for the Montreal refined article, and at present there is a fair trade doing on a basis of \$3.80 for granulated and \$3.15 for No. 1 yellow. The New York market for refined has not been in as satisfactory a condition. The prices were reported to be cut by some refiners and the result was an unsettled market. Raw sugars, however, were firm and slightly higher. The refiners were eager buyers and supplies were rapidly taken up. We quote:

Granulated, bbls. and bags	83 80
1-bbls.	3 95
Paris lump, boxes and bbls.	4 35
1-bboxes and 1-bbls.	4 45
Extra ground, bbls.	4 20
50-lb. boxes	4 40
25-lb. boxes	4 50
Powdered, bbls.	4 20
50-lb. boxes	4 25
Domino lumps, boxes and bbls.	4 35
1-bboxes and 1-bbls.	3 70
Phoenix	3 55
Cream	3 55
Bright coffee	3 55
yellow	3 50
No. 3 yellow	3 45
No. 2	3 25
No. 1	3 15

TEAS.

The market is quiet. Arrivals of Ceylon greens on this market have been fair, and cheapest Japans have also been coming in. There is very little movement in the latter, however, the price being too high; in a small jobbing way, 18 to 18 $\frac{1}{2}$ c. is about the lowest. Small exports to the United States are still in progress, and it is reported that 400 packages of Oolongs and 100 packages of Ceylons have been sold to a Chicago house. London mail advices, under date of February 5, report that market quiet under steady prices. As supplies for the remainder of the season are not large, importers are not anxious to sell, and prices are being well maintained. Indications point to a steady market in view of the prospective supply from India being several million pounds less than the previous season and the fact that the estimated quantity of Ceylons for shipment to London in 1903 was 94,000,000 lb., against 101,000,000 lb. in 1902. Most of the business done in China teas was in low grades with some inquiry for medium to finest Moning. Young Hysons are expected to keep firm, though a very slight decline is noted in the finer grades of gunpowders. Arrivals of China teas are almost over for the season, so demands have to be met from existing stocks.

SYRUPS AND MOLASSES.

The tone of the market for Barbados molasses is still firm, though trade is

THE MARKETS

quiet. Some business of a distributing nature has been put through at 26 to 26 $\frac{1}{2}$ c. As usual, in the case of Barbados molasses, after the first reports of the new crop, subsequent reports are a little rosier and a mail advice of the first of the month states that owing to a few weeks heavy rain the crop shortage will not be so severe as at first estimated. It is expected to come nearly to that of last year. On the local market there have been no changes in the prices of molasses or syrups. We quote:

Barbados	0 26
New Orleans	0 16 $\frac{1}{2}$ 0 17 $\frac{1}{2}$
Antigua	0 24
Porto Rico	0 38
Corn syrups, bbls.	0 03
1-bbls.	0 03 $\frac{1}{2}$
1-bbls.	0 03 $\frac{1}{2}$
38 $\frac{1}{2}$ -lb. pails	1 40
25-lb. pails	1 10

SPICES.

There has been no change locally. A fair movement is reported in a jobbing way. London advices report a little better feeling in nutmegs, and prices higher. Cloves were somewhat lower and gingers were quiet. In black peppers the market was quiet with an easier tendency and the market was dull and lower for peppers to arrive. We quote:

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

RICE AND TAPIOCA.

There is a fairly good movement in tapioca at unchanged prices. Imported Patna rice is also in good demand and is being sold at from \$1.25 up, this price being below the market value. Prices have not been changed. We quote:

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

"MOUNT ROYAL" FANCY RICES.

Mandarin Patna	4 25	Japan Glace	4 50
Imp. Glace Patna	4 50	Crystal Japan	4 75
Tapioca, medium pearl	0 02 $\frac{1}{2}$	0 03	
seed pearl	0 03	0 03 $\frac{1}{2}$	
flake	0 04 $\frac{1}{2}$	0 05	

CANNED GOODS.

Canned goods, including fruits, vegetables and fish, have been moving well of late, owing to the commencement of Lent. Some cutting is reported in prices of blueberries, strawberries, gooseberries and 3-lb. and gallon apples. Tomatoes are now being pushed and are selling at 10c. lower. Corn is down to 85c., but indications are that it may be dearer next season. Seed corn is commanding almost any price, and we hear of \$20 per bushel being offered for a certain fine grade. "Pumpkins," a wholesaler notifies his travellers, "in 3-lb. tins at 90c., are very cheap and profitable to the consumer. Sell them." Succatash is quoted at 85c., and jobbers wonder why the trade do not push this line more. Canned fish is active. Kipperd herring are being sold by one house at \$1.35 to \$1.40, and herring in tomato sauce at \$1.30 to \$1.35 per dozen. We quote:

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

FOREIGN DRIED FRUITS.

There are no quotable changes to be reported this week. The market is fairly active in a jobbing way and prices in general are firm. Currants are slightly advanced on the primary markets; fine Filiatras were quoted at 12s. 3d. c.&f., Montreal, and Amalias at 12s. 9d. This leaves the selling prices here at $\frac{1}{2}$ c. below actual cost to import. Valencia raisins are a little lower and a fairly good business is being done. Malaga raisins are steady and unchanged. The same may be said of dates and figs, the former being in good demand. Prunes sell well at the prices quoted. We quote:

CURRENTS.

Fine Filiatras, per lb. in cases	0 04
" cleaned	0 05 $\frac{1}{2}$
" in 1-lb. cartons	0 06
Finest Vostizzas	0 06 $\frac{1}{2}$ 0 07
Amalias	0 05 $\frac{1}{2}$

SULTANA RAISINS.

Sultana raisins, per lb.	0 09 0 12
--------------------------	-----------

VALENCIA RAISINS.

Finest off-stalk, per lb.	0 07 0 07 $\frac{1}{2}$
Selected, per lb.	0 07 $\frac{1}{2}$ 0 08
Layers	0 08 0 08 $\frac{1}{2}$

FIGS.

Comadres, per tapnet	1 20
Elemes, per lb.	0 10 $\frac{1}{2}$ 0 20

DATES.

Dates, Hallowees, per lb.	0 04 $\frac{1}{2}$ 0 04 $\frac{1}{2}$
---------------------------	---------------------------------------

CALIFORNIAN EVAPORATED FRUITS.

Apricots, per lb.	0 11
Peaches	0 09 $\frac{1}{2}$
Pears	0 12

MALAGA RAISINS.

London Layers	1 75	1 90
" Connoisseur Clusters	2 15	2 50
" Royal Buckingham Clusters, 1-boxes	1 15	
" Excelsior Windsor Clusters, 1-boxes	4 50	4 60
is	1 30	1 40

CALIFORNIAN RAISINS.

Loose muscatels, per lb.	0 07 $\frac{1}{2}$ 0 08
seeded, in 1-lb. packages	0 09 $\frac{1}{2}$ 0 10
in 12-oz. packages	0 07 $\frac{1}{2}$

PRUNES.

	Per lb.	Per lb.
30-40s	0 10	
40-50s	0 08 $\frac{1}{2}$	
50-60s	0 08	
60-70s	0 07 $\frac{1}{2}$	
70-80s	0 07 $\frac{1}{2}$	
80-90s	0 06 $\frac{1}{2}$	
90-100s	0 06 $\frac{1}{2}$	
Oregon Prunes (Italian style) 40-50s	0 07 $\frac{1}{2}$	
50-60s	0 07	
Oregon prunes (French style) 50-60s	0 06 $\frac{1}{2}$	
90-100s	0 04 $\frac{1}{2}$	0 04 $\frac{1}{2}$
100-120s	0 04	0 04 $\frac{1}{2}$

NUTS.

The tone of the market is steady and unchanged. A fair trade is doing, but there is no special feature worthy of attention. We quote:

Walnuts, per lb.	0 12 $\frac{1}{2}$ 0 13
Tarragona almonds, per lb.	0 12 0 13
Shelled walnuts	0 25 0 26
Shelled almonds	0 28
Filberts, per lb.	0 09 $\frac{1}{2}$
Pecans	0 15
Brazil nuts, per lb.	0 14 $\frac{1}{2}$ 0 15 $\frac{1}{2}$
Peanuts, roast-d, according to the brand, per lb.	0 07 $\frac{1}{2}$ 0 11

THE MARKETS

The Canadian Grocer

NOVA SCOTIA MARKETS.

Halifax, February 23, 1903.

THE wholesale grocery trade has not recovered as fully from the after-holiday dullness as usual this season, and so far the volume of business done in February has been lighter than in previous years. However, there are some goods moving, and the extremely good reports coming from all the territory covered by Halifax travellers, indicate that trade must soon liven up very largely and that a good spring and summer trade is assured. The retail trade in the city has only been an average one. The conditions reported are good. Payments in both wholesale and retail lines have been up to the average, and the healthy tone which prevails makes up, in a great degree, for the shortness in volume of transactions. The short-term payment system is coming more into practice, both wholesale and retail, and has good results.

The fish business still continues very dull, and as the wholesalers are not anxious to buy under the present outlook, a large proportion of the autumn catch is still unsold. This has the effect of reducing the trade in other lines, as the money value of this held stock is not in circulation. Considerable fresh fish has been coming in, and the local market is well supplied. With the coming of the Lenten season this week there will also be a greater demand for fresh fish for immediate consumption, and better prices will prevail. The weather for the last two weeks has been very rough and the local shore fishermen have not been able to do much. The southern markets, as a whole, have improved very little during the last month. Herring will bring a high price this spring, as so many of the United States herring schooners have been frozen in at Newfoundland. Advices from the Ancient Colony indicate that the cargoes and vessels will be lost when the ice breaks up in the spring.

Nova-Scotian butter is not coming in now as freely as earlier in the season, but the shortage in the market is made up by large shipments of western, which is of fairly good quality. The same may be said of eggs. The price on these articles has not changed either way for more than a month. Beef is in good demand, with not enough coming in to supply the local market. One local provision dealer, on Saturday, advertised the arrival of a "carload of Canadian beef and 50 carcasses Muskoka lamb." The local market is kept fully supplied with turkeys, chickens and ducks from the west, showing that our farmers are giving too much attention to fruit growing and other lines to the exclusion of an always open market for such provisions as are now being so largely supplied from Ontario and even further West.

There is no change in the sugar market. The report is still current that molasses in the primary market will cost at least 2c. higher when the new crop is marketed. Stocks are getting comparatively low here and prices are firmly held. The buying by retailers is only on a small scale.

Hay, oats and the various feeds are in good demand at this season and are being dealt in to considerable extent. The prices vary little from those given a month ago, except that oats are slightly firmer at 43 to 45c. The fact that Quebec hay has been largely exported elsewhere at good prices give a firmer quota-

tion on the Nova-Scotian article. The winter has been so severe that larger quantities have been used for feed, and considerable is being held for the expectation of higher spring prices. R. C. H.

MANITOBA MARKETS.

Winnipeg, February 23, 1903.

BUSINESS is moving smoothly and steadily, and the volume is larger than for the corresponding period of last year. Wheat has been dull and slow all week, following the American markets, and also lack of cars holds back trade in cash wheat. There are very few changes in prices to note in any line; in fact, it is hard to think of one.

CANNED GOODS.—The situation, so far as vegetables is concerned, is unchanged. The amount of sales for tomatoes has been very materially curtailed by the high prices; sales of peas and corn have been nearer their old figures, but even they, too, have suffered from the high prices. The jobbers state that at the present high prices they care very little how few they handle, as the margin is too small. Prices are: Tomatoes, per case, \$3.65 to \$3.75; corn and peas, according to brand, \$2.10 to \$2.25.

EVAPORATED AND DRIED FRUITS.—The market is steady for all lines of dried fruits, and there has been no change of price for weeks. Evaporated apples are scarce and dear and dried apples are also scarce. An exact quotation on apples can hardly be given as there is such a variation in prices among dealers.

SUGARS.—Trade is steady at the former quotations of \$1.15 for granulated and \$3.85 for bright yellows. Lump sugar has been advanced 5c. per cwt. this week.

SYRUPS.—There is a very fair trade in syrups. We quote:

Extra bright.....	0 03	0 03 1/2
Medium.....	0 02 1/2	0 03
New Orleans molasses.....	0 31	0 33
Barbadoes.....	0 45	0 50

GREEN FRUITS.—Reports of damage to the lemon crop in California are placed at 20 per cent. So much fruit of an inferior quality has been forced on the market by the auction sales of apples, that jobbers find trade very light. The only bananas reaching the city come in by express and dealers claim there is no money in them at present prices. A few Jersey cranberries are being offered, but the season is nearly over for them. A few early vegetables are coming in from the south, and jobbers expect the first strawberries in a day or two. The season for bitter oranges is about over, but a few are still offered on this market. We now quote:

Apples.....	\$3 00	\$3 50
Cranberries, per bbl.....	11 00	
Californian naval oranges, per case.....	3 75	4 00
Bitter oranges.....	6 00	
Bananas.....	3 50	3 75

EGGS.—Hen fruit continues to be 50c. per dozen retail in Winnipeg. Until a really mild spell of weather sets in there is not much prospect of improvement. The weather during February has been the coldest of the winter.

ROLLED OATS.—This is the cereal chiefly in demand at this season. Jobbers are asking \$1.75 to \$1.80 for the 80-lb. sack. Of package breakfast foods, there is no doubt that "Force" is in the lead at the present time. It is quite surprising, too, how many men you see ordering it for luncheon at restaurants.

FLOUR.—There is a very good domestic demand and a steady export trade. Prices remain on the basis of \$2.10 for No. 1 patent.

CONDENSED OR "WANT" ADVERTISEMENTS.

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

FOR SALE.

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

OLD ESTABLISHED GROCERY BUSINESS with comfortable residence on Queen West, Toronto, for sale; low rent, good locality, satisfactory reasons for selling. Box 1137, Telegram. (F)

GOOD BUTCHER BUSINESS, GOOD locality, cheap, for cash. Box 1138, Telegram. (F)

CIGAR STORE AND BARBER BUSINESS for sale; cheap, average about \$75. per week; party leaving town. 526 Queen West. (F)

BUTCHER BUSINESS, IN GOOD RUNNING order, everything complete, cheap. 368 Spadina Ave. (F)

GOOD BUTCHER BUSINESS, CHEAP FOR cash; good reasons for selling. 90 Dundas street. (F)

GROCERY FOR SALE—QUEEN EAST, about five hundred; must be sold, owner going West; good business; excellent stand. Box 185, Star. (F)

GROCERY AND CROCKERY STOCK FOR sale at invoice prices, in the town of Wallaceburg; good stand; rent \$10. per month; population 3,000; terms cash; stock about \$700. Address, Box 118, Wallaceburg Ont. (F)

PORK PACKING ESTABLISHMENT—Peterboro—for sale or rent; best hog section in Canada; good established trade. For easy terms, apply Geo. Carton, Peterboro'. (F)

BAKERY AND CONFECTIONERY—in live town; must sell at once. Box 420, Globe. (F)

FIRST-CLASS BUTTER AND EGG STAND for sale. Apply Box 1065 Telegram. (F)

FOR SALE—RARE OPPORTUNITY, GROCERY and boarding house, established 18 years. Reliable Agency, Room 31, 2 1/2 Queen East. (F)

\$1,000 GROCERY STOCK—CLEAN—WELL assorted; in live manufacturing town. A. Hudgin, 67 Yonge. (F)

A SPLENDID OPENING—AN OLD-ESTABLISHED grocery business, stock and fixtures, about one thousand, very low rent. Box 713 Telegram. (F)

GROCERY BUSINESS FOR SALE, CHEAP, 270 Parliament. (F)

SITUATIONS VACANT.

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

GROCERY CLERK WANTED AT ONCE, must be experienced and good worker, also delivery boy for Saturdays. Moore & Son, 402 Spadina Ave. (F)

WANTED—A MAN WELL UP IN THE pork and provision trade, and accustomed to fresh meat. Box 1001 Telegram. (F)

GROCERY CLERK—AT ONCE—WITH experience. Apply to 605, Guelph. (F)

A YOUNG MAN FOR DELIVERY WAGGON, must be accustomed to horses. Patterson Candy Co., 218 Queen W. (F)

WANTED—AN ASSISTANT PACKER, FOR glassware trade. Wm. Bryce, 31 Front street West. (F)

NEW BRUNSWICK MARKETS.

St. John, N.B., February 24, 1903.

WITH the close of the second month of the new year business shows encouraging signs of a vigorous revival of life. January was rather more quiet than usual. February, while a better month, was also somewhat quiet. Dealers, as a rule, are carrying quite large stocks. The markets are, as a rule, firm. Rice is higher and is very firmly held. Cream of tartar, for which this is a large market, continues scarce. Prices continue to advance. Bird seed, particularly canary, is very high. The cheaper package seeds have been advanced. The elections have somewhat interfered with the business of the past week.

OIL.—In burning oil there is no change in price, but the market continues very firm. Sales are not so large. Lubricating oils are having a fair sale. Future business has been large. The market is a very firm one. In paint oils, the lower prices in linseeds continue. There is not likely to be much change. Turpentine is very high and continues to advance. Cod oil is unchanged. We quote:

American Water White	0 22 1/2
Best Canadian	0 21 1/2
Prime	0 20 1/2
Linseed oil, raw	0 64
boiled	0 67
Turpentine	0 95 0 96
Cod Oil	0 29 0 31

SALT.—In Liverpool coarse salt the sale during January was light, and so far this month's sales are not equal to those of last year. There is, however, an improved demand. The light sale caused a somewhat easier market. In fine salt the demand is yet light. We quote:

Liverpool coarse, per lb.	0 55 0 60
English factory-filled, per lb.	0 55 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 85
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

CANNED GOODS.—There is not much to report. American tomatoes are well liked, but the price is too high for a large business. Corn and peas are very firm. In fruits, there is a fair sale. The prices are unchanged. The only large stock is gallon apples. Salmon are dull, while the prices are unchanged, and the market is rather easier. Lobsters have little sale. In nuts there is but a light business. Potted and devilled goods have some demand. Domestic sardines, herring and haddies are unchanged. Oysters tend higher. We quote:

Tomatoes, 2s	81 25 1 40
3s	1 60 1 75
Corn	0 90 1 10
Peas	0 95 1 20
String beans	0 85
Strawberries	1 75
Blueberries	1 25
Raspberries	1 50 1 60
Pears, 2s	1 60 1 75
3s	2 10 2 25
Peaches, 2s	1 65 1 75
3s	2 50 2 75
3-lb. apples	0 95 1 00
Gallon apples	2 00 2 30
2-lb. sliced pineapples	2 00 2 50
Grated	1 10
Pumpkins, per doz	0 95 1 00
Sugar beets	0 95 1 05
Salmon, pink	1 15 1 25
spring	1 25 1 30
Rivers Inlet, red sockeye	3 00 3 25
Fraser River	2 85 3 00
Domestic sardines, oils, 4	3 25 3 50
mustards, 1/2	3 25 3 50
Kipperd herring	3 25 3 50
Finnan haddies	3 25 3 50

GREEN FRUITS.—There has been a short supply of Valencia oranges, but the last of the week brought quite large supplies. While prices show little change,

THE MARKETS

the English market is higher and prices here will have to advance. There continues to be but a light sale for Californias. Jamaicas are still low. The quality is good. Lemons keep low with a good demand. In grapes, the sale is light. Apples have a fair sale, and where quality is good full prices are obtained. Bananas are but a retail business. Cranberries are out of the market. Cocoanuts are quite freely received. We quote:

Jamaica oranges, per box	82 75 3 00
per bbl.	4 50 5 00
California navels, per box	3 50 3 75
Valencias, 714s	4 25 4 50
420s	3 25 4 00
Messina lemons	2 75 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
Yellow and red onions, per bbl	1 75 2 00

DRIED FRUITS.—There is but a light business. The market is quite well supplied and the small sales tend to easy prices. Californian prunes are lower than the market warrants. This is also particularly true of seeded raisins and more so of choice grade. Valencia raisins are dull; other grades are good stock. Currants are low and have a steady sale. Apricots and peaches have a very light sale. Evaporated apples are in good supply with the market tending higher. Some peels are still offered. Dates are rather higher. Figs are dull. Onions are very dull. We quote:

CURRANTS.		
Fine Filiatras, per lb. in cases	0 04	
cleaned	0 06	
in 1-lb. cartons	0 06	
VALENCIA RAISINS.		
Finest off-stalk, per lb.	0 07 0 07 1/2	
Selected, per lb.	0 07 1/2 0 08	
Layers	0 08 0 08 1/2	
MALAGA RAISINS.		
London layers	1 75 1 90	
"Connoisseur Clusters"	2 25 2 50	
"Royal Buckingham Clusters", 4 boxes	1 15	
"Excelsior Windsor Clusters", 4 boxes	4 50 4 60	
"Excelsior Windsor Clusters", 18	1 30 1 40	
CALIFORNIAN RAISINS.		
Loose muscatels, per lb.	0 08 1/2 0 09	
seeded, in 1-lb. packages	0 10 0 10 1/2	
FIGS.		
Comadres, per tapnet	1 20	
Elemes, per lbs.	0 10 1/2 0 20	
DATES.		
Dates, Hallowees, per lb.	0 04 0 05	
CALIFORNIAN EVAPORATED FRUITS.		
Apricots, per lb.	0 11	
Peaches	0 09 1/2 0 10	
PRUNES.		
Per lb.	Per lb.	
30-40s	0 08 1/2 70-80s	0 06 1/2
40-50s	0 08 80-90s	0 06 1/2
50-60s	0 07 1/2 90-100s	0 05 1/2
60-70s	0 07	
APPLES.		
Per lb.	Per lb.	
Dried	0 04 0 04 1/2 Evaporated	0 06 0 06 1/2
ONIONS.		
yellow, per bbl.	1 75 2 00	

DAIRY PRODUCE.—In butter, the market is well supplied and prices are quite easy. Best stock sells freely and commands a good price. Supply is always short. The quantity of western eggs that have been sold has tended to keep the prices down. Cheese has a fair sale, but the stock is light. The local market is rather lower than Ontario points. We quote:

Butter, creamery prints, per lb.	0 22 0 23
creamery solids (fresh made), per lb.	0 21 0 22
dairy rolls, large	0 16 0 18
prints, per lb.	0 18 0 20
tubs, selected, per lb.	0 16 0 19
Eggs, new laid, per doz.	0 20 0 25
old stored, per doz.	0 18 0 20
Cheese, per lb.	0 13 0 14

SUGAR.—The dealers have large stocks and are still hopeful of higher prices; in fact, it looks as if they must come. But it has looked that way for some time. Montreal granulated brings a higher price here than local. We quote:

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

MOLASSES.—Stocks are not large. The prices show little change. Dealers are beginning to talk of new goods. It is expected these will cost quite full figures. We quote:

Barbadoes	0 25 0 26
Antigua	0 24
Porto Rico	0 33 0 31
New Orleans	0 27 0 28

FISH.—Business is very quiet. Fresh fish have been scarce. This means scarce haddies. In dry fish, pollock is rather firmer. Cod is unchanged with the sales light. Smoked herring are still high. Pickled are unchanged. We quote:

Haddies, per lb.	0 06 0 06 1/2
Smoked herring, per lb.	0 11 0 12
Fresh haddock and cod	0 03 0 03 1/2
Boneless fish	0 04 0 05
Pollock, per 100 lb.	1 90 2 00
Pickled herring, per half-bbl.	2 00 2 15
Dry cod	3 50 3 65
Pickled shad, half-bbl	6 00
Frozen herring, per 100 lb.	0 80

FLOUR, FEED AND MEAL.—In flour, there is little change. The market is quiet firm. Feed continues high. Oats and oatmeal are firm with a fair sale. Cornmeal is still low. Beans are unchanged. Barley and peas are firm. Seeds are being offered. Timothy is lower than last year, but clovers are higher. The sale here for the latter is light. We quote:

Manitoba flour	84 80 5 00
Best Ontario	4 20 4 25
Medium	3 95 4 00
Oatmeal	4 50 4 60
Cornmeal	2 75 2 80
Midlings, in small lots	26 00 28 00
Oats	0 40 0 44
Hand-picked beans	2 30 2 40
Prime	2 20 2 30
Yellow eye	3 00 3 25
Split peas	5 00 5 25
Barley	4 25 4 40
Hay	9 00 10 10

NOTES.

Geo. S. DeForest & Sons are offering an extra quality of New Orleans molasses in barrels.

The Lake of the Woods Milling Company have bought a valuable property, and intend building handsome modern offices.

ACTION SETTLED.

The action for damages taken by the "Salada" Tea Co. against E. F. Mason & Co. of Peterboro', for infringing on the "Salada" Tea trade marks has been settled, the defendants E. F. Mason & Co., agreeing to cease selling the imitation of "Salada" and to destroy all imitation packets, and have paid the costs.

SOUTH-AFRICAN CUSTOMS TARIFF.

Mr. Jardine, Canada's commercial agent in South Africa, writes that South Africa is to be incorporated into one Commonwealth, which will, in all probability, have a Customs tariff, constructed on the line of the Canadian preferential tariff. He also says in his report that the introduction of Canadian goods is progressing fast. He intends to visit Rhodesia shortly with a view of introducing Canadian goods into that country.

THE CANADIAN GROCER

Has stood
the test
of every
climate.



Purest
and best
for all
purposes.

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

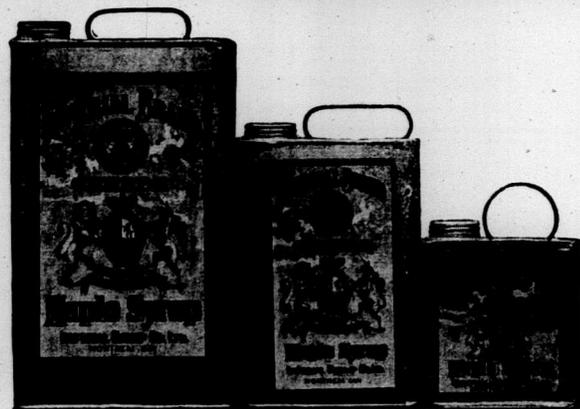
Is prepared at all times to quote prices, and execute prompt shipment and delivery.

Correspondence and trade orders solicited.

Home Office and Address:

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

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



The Standard from Ocean to Ocean.

IMPERIAL MAPLE SYRUP

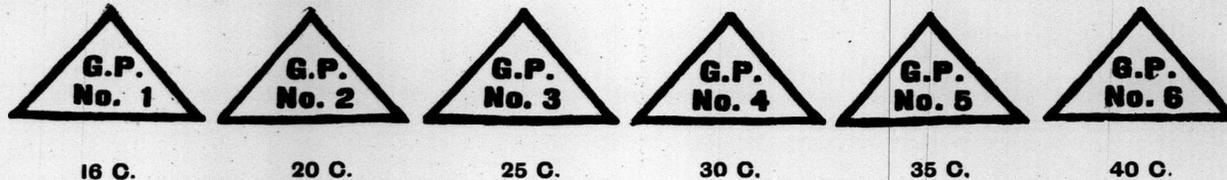
Handled by every large grocer throughout the Dominion.

REFUSE ALL OTHERS.

**ROSE & LAFLAMME, Agents
Montreal.**

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

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



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

George Payne & Co., Limited,

Wholesale Tea Blenders, Importers and Exporters,

Minories, London, E.C., Eng.

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

CORKS CORKS

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

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

Toronto Branch, 87 YORK ST.
TELEPHONE MAIN 204.

Telephone Bell Main 65
" Merchants 522.

Telephone orders receive prompt attention.

**BLACK,
MIXED,
CEYLON GREEN**

Why not confine your stock of Packet tea to the sellers—those that are advertised. Blue Ribbon Tea is quality tea well advertised and a good seller.

**IT'S
A
BUSINESS
BRINGER**

CASH GROCERY STORES IN AUSTRALIA.

AMONG the visitors in Toronto this week there is probably none more interesting, and particularly to business men, than F. J. Cato, a member of the firm of Moran & Cato, Melbourne, Australia.

This is Mr. Cato's first visit to Canada and he is on his way home from an 11 months' visit to Europe. He is accompanied by Mrs. Cato. He is an interesting conversationalist and one learns a great deal from him, not only in regard to Australia, but also in regard to the many places he has visited during the last 11 months.

Although on pleasure bent, Mr. Cato keeps his eyes open in regard to business matters and it is safe to say that he will go back to his native country with many new opinions and ideas for improving his own business. While during his short visit to Canada business men who had the pleasure of talking to him gathered from him hints that would assist them.

Mr. Cato began life as a school teacher, and spent some time teaching in both Australia and New Zealand. Seeing, however, in the teaching profession little prospects for the future, he embarked into business, and, by dint of hard work, soon

made it a success. The firm with which he is connected is not only manufacturing many lines appertaining to the grocery trade, but is also a wholesale and retail dealer. The feature of the business, however, outside of the manufacturing line, is the retail trade. It has over 50 shops in Melbourne alone and one in Beallarat. Both the wholesale and retail trade is done on a cash basis.

"It is not," said Mr. Cato, "a cash business in name only. It is strictly cash. Not 30, 20 or 10 days, but cash on the delivery of our goods. We, therefore, keep no books. If the storekeeper who buys our goods is not at home or has not the cash, the goods are brought back. A carter who delivers for the second time goods which has not been paid for, is dismissed."

"Are there not other firms in Melbourne carrying on a business on similar lines to yourselves?"

"Yes, we started, but others followed. Some of them have been successful and some not. One of our competitors has 30 or 40 stores."

"Do you handle green fruits and vegetables?"

"No. In Australia the handling of fruits and vegetables is left wholly to the green grocer. When a regular grocer puts green fruits or vegetables in his window, it is taken as a sign that he does not amount to much. We handle, however, provisions, such as bacon, eggs and butter, besides our regular grocery lines."

Speaking of his employes, Mr. Cato said that in addition to the regular wages, his firm has a system of bonusing. In this bonusing he said: "Everyone of our employes shares, whether he be manager of one of our branches, clerk or carter. Just before I left home our last distribution of bonuses amounted to over £1,000. On the day that we distribute the bonuses, the employes go out to my place, and on the lawn we put up a marquee. I usually deliver an address of about an hour's duration, after which each employe is handed a sealed envelope, containing the amount of his bonus. This amount is a secret to each employe and he is not supposed to divulge it, and he rarely does. Our employes start to work at eight and stop at six each day. While on Wednesdays they quit work at 12.30 o'clock."

In their factory is manufactured such lines as spices, extracts, jams, curries,

jelly powders, and many other things. Large quantities of tea are also packed, and judging from what Mr. Cato said, the factory must be quite up to date.

"What do you think of your system of Government ownership of railways?" I asked Mr. Cato.

"It is all right. The worst feature about it is the influence on the members of Parliament of the railway employees. This influence has certainly been pernicious; but in Victoria a Bill has been introduced, the result of which I do not yet know, allowing the railwaymen a certain number of representatives in Parliament. This, it is expected, will remedy the present evils."

"In regard to railway rates, do you find much discrimination such as we have in this country?"

"No, not exactly, although before the confederation of the different States one State would discriminate against another; but we have one good system in vogue on our Government Railway System whereby the rates at inland points are relatively lower than nearer the coast cities. This, you will readily understand, puts the shipper on a better footing than he otherwise would be."

Before leaving for home, Mr. Cato will visit several points in Canada, and reach Vancouver by way of Chicago, taking the Canadian Pacific Railway at Moose Jaw. He has already visited several points in eastern parts of the United States.

THE BENNETT MANUFACTURING CO.

Readers of THE CANADIAN GROCER will be glad to learn that the business of the late J. S. Bennett, manufacturer of shelf boxes, store cabinets, etc., Toronto, has been reorganized under the style of The Bennett Manufacturing Co., and will from this date be even better equipped than heretofore. Next month the firm take possession of much more commodious premises, a step necessitated by the branching out of the business. This company have long enjoyed a reputation for the excellence of their shelf box systems, which are now almost invaluable to well-conducted grocery or hardware stores. B. F. Bennett and son, the brother and nephew of the deceased proprietor, compose the new company.

Reports from Medicine Hat, N.W.T., show that cattle on the ranges are in good condition and that the winter has not affected them to any appreciable extent. Compared to other winters very little hay has been fed, as range feed is plentiful and easily accessible.

Year In—Year Out

Clark's Meats is steady. The demand for

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

60 Varieties.

Sovereign Molasses Candy

100% PROFIT FOR THE GROCER.

A new and delicious Taffee put up in neat boxes to retail at 10c.

Free Sample.

THE GLOBE MFG. CO., 103 Adelaide St. West, TORONTO.

EPPS'S

GRATEFUL. COMFORTING.

IN ¼-LB. LABELLED TINS. 14-LB. BOXES.

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

THE MOST NUTRITIOUS.

COCOA

THE STRONG POINT IS

Capstan Brand Pure D. S. F. Mustard,

MANUFACTURED FROM CHOICE ENGLISH SEED.

Put up in Tins to retail at 10c.

Ask your grocers for it, or see our travellers.

The Capstan Manufacturing Co.,

TORONTO, ONTARIO, CANADA.



FANCY CALIFORNIA, NAVEL, VALENCIA, SEVILLE. ORANGES

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

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

GRIMBLE'S English Malt **VINEGAR**

Six GOLD Medals

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

THE ART OF ADVERTISING

ART OF WRITING ADVERTISEMENTS.

By W. H. Seyler, Advertising Manager E. W. Gillett Co. Limited.

THE art of writing advertisements (for it is an art if we take it in its entirety) has, owing to the developments of modern business methods, assumed a position that cannot be ignored by the community. The progressive merchant has found it as necessary to have his advertisements prepared in a proper manner as it is for an ailing person to have his physician's prescriptions compounded by a competent chemist. Advertising being admittedly a necessity in modern business affairs, it remains only for the merchant to decide upon the kind that will answer his individual purposes with best financial results. It is an incontrovertible fact that the daily press is for the average merchant the best medium for reaching the masses, providing he clothes, feeds and amuses them. In my mind it is money thrown away for the merchant to write his own ads. instead of calling in the services of an experienced ad. writer. As well might he mix nux vomica, rhubarb and soda to relieve his stomachic ailments without knowing the proper proportions of each.

A professional ad. writer knows just what to say and how to say it to arrest the attention of the reader and induce him to buy. An experience of over 12 years in ad. writing and a close student of the different styles as applied to daily, weekly and monthly publications, has convinced me that of all forms of ad. writing the daily press is the easiest, while at the same time the most abused, and some of the attempts, as evidenced in our dailies, are painfully crude. I have always entertained the opinion that every first-class newspaper should have on its staff a competent ad. writer, who should have full knowledge of typography, and power and authority to arrange the advertisers ads. to best advantage. Too much seems to be left to the typesetter. In my opinion the proper arrangement and style of an ad. has as much to do towards the ultimate success of its insertion as the mere wording. It is all right enough to talk to the public in an off-hand, colloquial sort of way, but unless you arrest the reader's attention in the first place by some striking characteristic, the chances are your ad. will fail in its purpose. The exceptions to this argument are, of course, the ads. of the large de-

partmental stores; these are in a class by themselves, and they have taken the place, one might say, of the auctioneer.

There is a form of advertising requiring much more careful preparation than the daily press ads., and that is trades newspaper advertising. In these, read by hard-headed, wide-awake business men, it is necessary to employ the highest and most convincing form of ad. writing. Here you have to talk straight and show the dollars glittering through every line of your ad. There is nothing that can be left to "bargain-counter" chances. A look through the average trade journal shows, to my mind, that many manufacturers and jobbers have either a lot of money to throw away, or too little time to give to this important branch of their business, or they are moved by a philanthropic spirit to help the publisher along. It is just as necessary to change the trade journal ad. every issue, be it weekly or monthly, as it is for the large departmental store to change its tempting offers daily. You must have something new to say about your goods every week, be it about style, profit, or other quality, and the manufacturer or merchant who does not change his ads. regularly stands still, and standing still in business is going backward.

THE SMALL ADVERTISER.

BY J. Troy.

THERE seems to be an idea prevalent that advertising is for large dealers only. This belief has kept many a small merchant from improving his opportunities in this direction.

Nearly, if not all, the large retail merchants of the present day have become so by extensive advertising.

The advertising which they have done may not be the sole cause of their success, but it has been the greatest contributing cause. Nearly all large enterprises, which are now meeting with well-deserved success, have begun on a small scale. Their advertising was done in a small way, but it has been kept up day after day and year after year.

Good business methods, untiring industry and good advertising are the factors which bring success in business.

Do not be afraid of being overshadowed by the big advertiser. The big advertiser of the present perhaps may have been a small advertiser only a few years ago.

Many times the well-worded reader of only a few lines, or the small display advertisement will reach the eyes of more readers than the pretentious display of the larger store. It tells the people you have goods to sell and what you will sell them for. That is all the big store can say.

Nine times out of ten it is the price that sells the goods, so don't be afraid to tell your story to the public. If you tell it in the right way and practice no deception it will be only a question of a very little time until you will begin to receive adequate returns on your investment in advertising space. The dealer, be he the corner grocer or the largest dealer in general merchandise in the city, who will sell staple or special articles, quality considered, for the least money, and lets the people know it, will receive the patronage.

If the small dealer buys his goods right he can sell them at right prices. Subscribe for a reliable trade paper, scrutinize the market reports carefully, therein you will find all the necessary information to enable you to buy your goods right.

Every city has plenty of examples showing how small dealers in all kinds of merchandise have made their business a success by wise and judicious advertising. Take what space you can afford, contract by the year, watch it, change the matter very frequently, and you will soon need more room for your store and more space in the papers. This advice is tendered the wholesaler, manufacturer and jobber as well as the small retailer. They can attract attention by a liberal use of advertising space in an honest trade newspaper, just the same as the small retailer can by taking space in the daily or weekly newspaper.

Judicious advertising will develop any mercantile business that has a right to exist.

A PROSPEROUS CONCERN.

The Imperial Maple Syrup Company state that the past year has been the most prosperous in their history, which speaks well for the quality of goods they put on the market. At present they are pushing their Tea Rose Drips, a syrup that is giving universal satisfaction. Rose & Laflamme, Montreal, are the selling agents for The Imperial Maple Syrup Co., and prompt shipment of all orders is guaranteed.

STIRLING, February 23rd, 1903.

J. A. MATHEWSON & CO.,
MONTREAL.

Enclosed find par cheque to cover account, regret having to ask you to send me 4 cases "QUAKER" TEA as before, for while I have loads of Teas, "QUAKER" TEA sells.

Yours,

(Signed) W. R. MATHER.

—We prepay freight on—

CELLULOID STARCH

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

THE BRANTFORD STARCH WORKS, Limited



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.

Tales of **MAGIC**

Let us tell you about

MAGIC BAKING POWDER

In the first place **IT** is **pure** and **wholesome**; secondly, **IT** is well advertised and an easy seller. **IT** does absolutely the best of work, and, what interests you particularly, **IT Pays you a good profit.**

Order from your Jobber.

E. W. GILLETT COMPANY LIMITED

London,
Eng.

TORONTO, ONT.

Chicago,
Ill.

THE CANADIAN GROCER

THE TRAVELLING MAN.

By D. W. Douglas, Eastern representative of E. W. Gillett Co. Limited.

Consider now the travelling man,
That gay and festive blade
Who goeth up and down the land
In party garb arrayed ;
Who playeth havoc with the hearts
Of many country belles,
And stoppeth, like the prince he is,
At all the best hotels.

Now mark him as he sits him down
Outside the tavern door,
And lighteth up his good cigar,
Which cost 10c. or more ;
And with his comrades gathered round,
He swappeth sundry lies,
Or at the village maidens fair,
Doth make the goo-goo eyes.

And presently he to the bar
With others doth repair,
And many high-balls will he take
To drive away dull care.
How would not such a life of ease
Appeal to anyone ?
And would we all were travelling men ;
Nay, wait a bit, my son.

Far in the morn ere dawn has come,
From bed ariseth he,
And dresseth in a chilly room
To catch the 5.03.
As breakfast is not ready yet,
He getteth on the train

And rideth down to Green's Cross road,
Perhaps in an hour or twain.

And there before the tavern stove
He warmeth up his legs,
And presently he sits him down
To hash or ham and eggs ;
And when to work he goeth forth,
He finds to his amaze,
His customer has gone to town
To be there six or seven days.

He rusheth back into the inn
To make his get away,
And there, with shrinking heart, he hears
The landlord calmly say :
" Were you going east, my friend ?
Well, you are left all right,
There ain't none other train that way
"Till 9.18 to-night."

So when at last the weary day
Hath dragged its leaden round,
Again the happy travelling man
Is at the station found.
And to him comes the ticket man
And cheerfully doth state :
" Just make yourself at home, old man,
Your train is three hours late."

When on the morrow he awakes
Again at work to start,
He gets a letter from his house,
Which cheereth up his heart :
" We note that your expense account
Is running far too high.
We must have this curtailed at once
Or know the reason why."

Now, if his overcoat's at home,
The mercury will drop,
But if he's clad in winter clothes
It hovers near the top ;
And all the nicest days come when
He's travelling on the train ;
But if he has ten miles to drive
It's either snow or rain.

At length, the weary trip is done
And he is home once more.
He sees his wife an hour or so,
Then drops down to the " store ;"
And pleasant words like these he hears :
" What, Bill ! Why ! home so soon ?
We'll have your samples up in shape
To start to-morrow noon."

Ah ! envy not the travelling man,
For though his job seems gay,
Despite his efforts, now and then
SOME work will come his way ;
And when to you it seems his lot
Is one of joy alone,
Remember that the drummer
Has some troubles of his own.

A number of new creameries are being erected in Alberta this season. The farmers are unanimous in requesting the dairy branch of the Department of Agriculture to take charge of them, in conjunction with the existing Government creameries. As this can be done without expense to the Department, the application will likely be granted.

BEMOANING

A retail grocer was bemoaning his failure to get along prosperously in business, and seemed to think it was not his fault. The gentleman to whom he was talking was an ex-grocer, who had retired with a snug fortune made out of the business. The ex-grocer, in order to illustrate one of the reasons why a better trade was lacking, called for a bottle of **JONAS' FLAVORING EXTRACT OF VANILLA**. "I do not keep it," said the grocer, "but I have an extract just as good which I can sell at a less price." Here was a convincing proof that there were very good reasons why trade was poor. The ex-grocer said : "I was successful because I kept the best and finest goods and sold them at a fair profit. Poor goods, no matter at what price sold, will help to make your trade dwindle. The acquisition or loss of trade goes on silently and steadily in proportion as the grocer sells goods that please those who patronize him. I always sold **JONAS' FLAVORING EXTRACTS**, as my customers did not want to use any of inferior quality."

Henri Jonas & Co., Montreal

THE CANADIAN GROCER

Grocers and Confectioners can rely upon the purity and excellence of

COWAN'S Cocoa, Chocolate
and
Famous Blend Coffee.

Cowan's Cake Icings, and **Cowan's Pure Confections.**

QUEEN'S DESSERT CHOCOLATE. **CHOCOLATE CREAM BARS.**
CHOCOLATE GINGER, WAFERS, ETC.
COWAN'S SWISS MILK CHOCOLATE.

THESE ARE CHOICE CHRISTMAS GOODS.

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



Canadian Maple Syrup

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

Canadian Maple Syrup Co., TORONTO, Canada.

FREE

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

NICHOLSON & BROCK, TORONTO.

NONE BETTER THAN THE Raspberry, Strawberry and Peach Jam,

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

15 TO 25 ALICE STREET
12 TO 18 TRINITY SQUARE **TORONTO**

Imperial Vinegar
Finest quality

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

Perkins, Ince & Co.
TORONTO.

No 197

SYRUP PUMP

SELF PRIMING and MEASURING.

Saves time, money and syrup

WALTER WOODS & CO.
HAMILTON and WINNIPEG.

"ACME" TABLE SALT

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

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

They Cost Less Than Nothing

Literally, ALLISON COUPON BOOKS cost less than nothing. By using them a mistake is impossible, thus saving many times what we charge for them. Hence, by absolutely saving a great deal more than you pay for them, they not only cost less than nothing, but you receive a great, big premium with every book you buy.



IF A MAN WANTS CREDIT

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

For Sale in Canada by

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

TRADE WITH ENGLAND

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

"Commercial Intelligence"

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

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

Want Ads.

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

MacLEAN PUBLISHING CO., Limited
Montreal and Toronto

TEA.

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

"COMMISSIONER,"

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

Tobaccos, Cigars, and Smokers' Accessories

A DEPARTMENT FOR
RETAIL MERCHANTS.

CUBAN CIGARMAKERS' STRIKE.

CIGARMAKERS are among others who are causing trouble at this time of the year. The Spanish and Cuban hand-workers at Grandas Hermanos y Ca., cigar manufacturers, are on strike. They demand that the management reduce the number of under-priced workers and put on hand-made cigars a union label, guaranteeing that the cigars were of clear Havana tobacco and Cuban and Spanish hand-made. About a year ago the Spanish cigarmakers struck, and at the time their demands were granted, but the cause of this strike, the manufacturers claim, is unjustifiable, and will meet with opposition. Under usual circumstances it is the custom of the trade to advise the foreman, the day before the strike takes place, "not to case," that is, not to prepare tobacco for the next day's use. This the workers neglected to do, and when a deputation of the workmen waited on the management it was refused a hearing on the ground that the usual courtesies had not been observed.

In the trade there are two distinctly recognized departments, the Spanish department and the German department, the latter being composed of mixed nationalities, and who use up the scrap and cuttings of the better class cigar to make 5c. goods. In the Spanish department \$18 a week is the lowest wage paid, while the average is \$28, some of the experts earning as much as \$40 a week. These rates are too high for the manufacture of 5c. cigars, hence the maintenance of the German department. The management claims that, if it has to give in to the strikers' present demands, it simply means the loss of all the cuttings of the first-class article, and the abandonment of the manufacture of the 5c. cigar.

The manager of the factory claims that the trouble arises from an outside conspiracy, that the company will not be dictated to, and that the striking employes will not again be taken into their employ.

MAKING PROGRESS.

Despatches from London and Berlin go to show that The American Tobacco Company is making substantial headway in its efforts to secure control of the Ger-

man trade. It is reported that Loser & Wolff, retail tobacconists, who own 50 stores in Berlin have received a handsome offer for their business from the company and local dealers are alarmed, fearing that the offer will be accepted.

The Berlin correspondent of the London Daily Mail, says that all attempts to combine against the invaders have utterly failed owing to jealousy among the German manufacturers.

CIGAR-MAKING IN LONDON.

Next to Montreal, London turns out more cigars than any city in Canada. Fully 1,000 people are locally engaged in that industry, and the total output reached over 30,000,000 cigars last year. The London Cigar Co. has been idle for some time, but a firm of Toronto manufacturers are understood to be taking up the business.

A UNIQUE BET.

Two employes in the establishment of Phillip Roy, tobacconist, Montreal, made a bet as to the quality of a certain brand of tobacco. In the presence of a large crowd, the loser, meeting the conditions

of the wager, walked home with an empty barrel on his head, the barrel being placarded with advertisements of the tobacco favored by the winner.

CHINESE SMUGGLERS CAUGHT.

The bedding of a number of Chinese passengers to the port of Vancouver by the Canadian Pacific Oriental liner Empress of China, was exceedingly valuable, although the fact was not made evident until His Majesty's Customs officer inspected the blankets at the detention shed. Chinese tobacco amounting in all to 250 lb. was discovered in the blankets and bedding and

The following Brands manufactured by
The AMERICAN TOBACCO CO.

OF CANADA, Limited.

Are sold by all the Leading Wholesale Houses

CUT TOBACCO . . .

OLD CHUM MEERSCHAUM
 OLD VIRGINIA.

CIGARETTES . . .

HIGH ADMIRAL
SWEET CAPORAL DERBY

YILDIZ MAGNUMS
Pure Egyptian Cigarettes.

POPULARITY

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

"BOBS"

CHEWING TOBACCO

In 5 and 10c. Plugs.

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

BOBS is well advertised.

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

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

Made by

THE EMPIRE TOBACCO CO.,
LIMITED
MONTREAL, QUE.

You're Safe!

Remember, please, that I take all the risk on your "trial" order. I ship the cigars to you, and you don't have to keep them unless you're pleased with the way they sell.

Send them back at my expense. Don't send any money at all for the "trial" order. You're safe!

Paynes' Cigars.

J. Bruce Payne, Mfr,
Granby, Que.

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

Tonka

Beaver

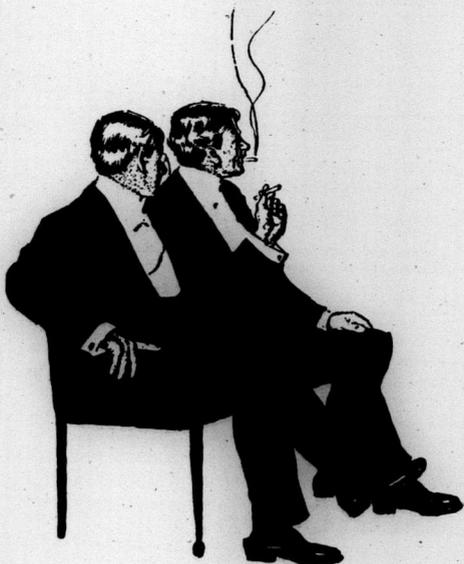
AND **Apricot**

McAlpin Consumers Tobacco Company,

Head Office: TORONTO. Limited

Factories: Leamington and Toronto.

The finest piece of Smoking Tobacco ever offered to the Canadian public:



**T. & B.
Myrtle
Navy
10c. Plug**



Big profit to the retailer.
For sale by all wholesalers.

some silk was also found. All the stuff was seized. The tobacco forfeited to the Crown is dutiable to the extent of 55c. per lb. It costs about 10c. in gold per lb. in China and retails in Vancouver's Chinatown at 70c. per lb.

NOTES OF THE TOBACCO TRADE.

UP in St. Paul a tobacco dealer had the nerve to sue the tobacco combine under the protecting folds of the Sherman anti-trust law. He spent his good money in the effort and got nothing.

The Imperial Tobacco Co.'s first annual report shows a profit of £1,000,000.

W. A. Wagner, tobacco and billiards, Toronto, has sold out to J. I. Sharkey.

Louisville, Ky., still holds first rank among the tobacco markets of the world.

C. A. McGowan, cigar manufacturers, Kingston recently made a shipment of four tons of tobacco to Germany.

J. Russell, late of The McAlpin Consumers Tobacco Company in now representing T. J. Horrocks & Co. in Western Ontario.

The new Stonewall Jackson Cigar factory in Montreal, will employ about 450 people. The building will be of pressed

TOBACCOS AND CIGARS

brick and cut stone, and it is expected will be ready for occupancy September next.

The Cigarmakers Mutual Association, of London, Eng., has adopted a union label similar to the cigarmakers blue label of America.

The selling out of the interests of B. Houde & Co. to The American Tobacco Co. was a great surprise to the Quebec tobacco trade.

The cigar factories in Toronto are being worked to their utmost capacity, and jobbers say that they are hardly able to supply the demand.

The Stirton & Dyre Cigar Co., of London, manufacturers of the "Beresford" cigar, have engaged Joseph Rochon as their Western representative.

In the action for infringement by Spilling Bros. against C. A. Ryall an injunction was granted restraining the defendants from using such trade-mark.

The distribution of the "Lord Roberts" cigar, manufactured by T. J. Fair & Co., Brantford, was a pleasant feature at the manufacturers' banquet recently held in that city.

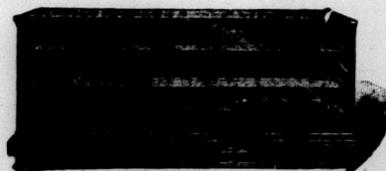
W. B. Miller, the cigar manufacturer of Sault Ste. Marie, is putting a new cigar

on the Western market. The box will contain a picture of the Soo's representatives in the South-African War.

Horrocks & Co., state that their "T.J.H." Cigar made specially for the grocery trade is proving a great seller, the goods giving satisfaction and yielding a handsome profit to the retailer.

The W. H. Steele Co., Limited, expect their spring importation of pipes to arrive early in March, when they will have a large assortment of new patterns to offer to the trade. They report their brands of cigars, "S. & H." and "W. H. S. Co.," as well to the front, and say that they are enjoying an unusually busy season.

A despatch from Washington says that the House committee on ways and means authorized a Bill to be reported, which provides that no packing of manufactured smoking or chewing tobacco, snuff, cigars or cigarettes shall have anything packed in or attached thereto, other than the manufacturers' wrapper and labels, the internal revenue stamp and the manufactured articles. Further provision is made that nothing shall be affixed or printed upon such packages promising or offering any gift, prize or premium.



OUR "CORONATION."

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

We make all sizes and styles of Cigar Cases and Wall Cases for tobaccos. Send for catalogue. Second-hand cases in stock.

Dominion Show Case Co.

53 Richmond St. East, TORONTO.
Phone Main 3611.

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

Specially adapted to the grocery trade.

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

Write for price list.

Not controlled by the Trust.

The Erie Tobacco Co., Limited

WINDSOR, ONTARIO.

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

J. M. FORTIER, Limited,

Manufacturers of all kinds of

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

Cigarettes and Cut Tobaccos.

Special Brands a Specialty.

Office: 1982 Notre Dame St.

Factory: 151 to 161 St. Maurice St.

MONTREAL.

Standards of Quality

All "EDWARDSBURG" and the best

OUR NAME ON THEM ALL

"CROWN" BRAND SYRUP

IN ASSORTED TINS, FILLED ONLY AT OUR OWN WORKS,
UNDER THE DIRECT SUPERINTENDENCE OF THE
ONLY EXPERIENCED SYRUP MAKER IN CANADA.
OUR NAME ON EVERY TIN, AND QUALITY GUAR-
ANTEED BY US.

Beware of imitations—put up as Private Brands.

BENSON'S PREPARED CORN

FOR BLANC MANGE AND MANY OTHER TABLE USES.

The Standard for over 40 Years.

EDWARDSBURG "SILVER" GLOSS STARCH

THE LEADER IN THE LAUNDRY.

Be sure you get "SILVER" GLOSS.

The EDWARDSBURG STARCH CO'Y, Limited
Established 1858.

63 Front St. East,
TORONTO, ONT.

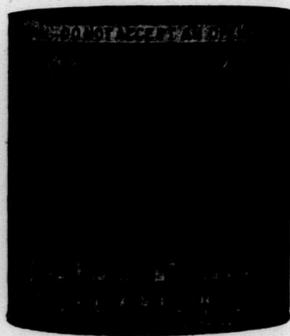
Works:
CARDINAL, ONT.

164 St. James St.,
MONTREAL, QUE.

Established 1845

Established 1845

COFFEE



1 and 2-lb. Tins.

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

SPICES

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

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



THE DOMINION BREWERY CO., LIMITED

Brewers and Maltsters

TORONTO

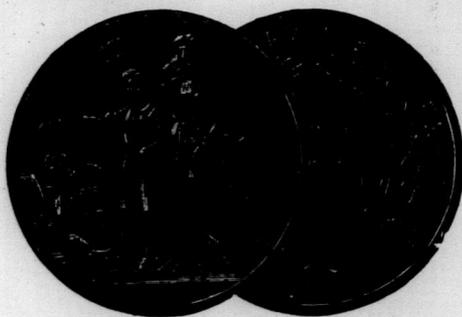
Manufacturers of the Celebrated

WHITE LABEL ALE

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

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

WM. ROSS, Manager.



HIGHEST AWARD, LONDON, 1893.

STRETTON'S

(PRIZE MEDAL)

Worcestershire

SAUCE

Pure, Delicious, Best.

STRETTON'S IMPERIAL RELISH—A splendid selling line.

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

CANADIAN AGENTS:

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

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

Sole Manufacturers

Stretton & Co., Limited, WORCESTER,
ENGLAND.

THE CANADIAN GROCER

SODA BISCUITS

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

THE CANADA BISCUIT CO., LIMITED

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

King and Bathurst Streets, TORONTO.

Arabian Blend

JAVA and MOCHA COFFEE.

A high-grade article, in one pound cartons, to retail at 25 cents.

WARREN BROS. & CO., - Toronto.

SOMETHING NEW.

To Arrive in a Few Days

100,000 Finest Quality

Egyptian Cigarettes

Famous "Loulopoulo" & Co., Cairo.

BRANDS:

"Pacha," in Packets of 10's. "Sultan," in Tins of 25's.

Ask for Prices. Samples Free on Application.

L. CHAPUT, FILS & CIE

WHOLESALE GROCERS, WINES, LIQUORS, AND TEAS,

MONTREAL

Window and Interior Displays

Timely Hints
and Suggestions.

CHARLES AUSTIN BATES, an authority on advertising, says: "Breaking in for your share of the trade that someone else gets is easy or difficult according to the leverage you use."

Systematic, careful advertising gives, perhaps, the best results, but window display keeps a close second.

Advertising is the long-range gun, but window display is the bayonet.

You advertise to bring the customers, and trim your windows to sell them the goods once you have brought them.

Advertising doesn't complete your part of the business. You may spend half your profits in advertising and yet sell little goods.

You may pay your advertising man \$50 a week and force people to read your ads.

Your window-dresser can also be store decorator. Much of his time will be filled in looking up lines that are "stickers."

With these his usefulness or the opposite will quickly be evident.

If you have a line that has remained on your shelves for an unduly long time, or a line in which you are overstocked, tell him about it, and it will be his work to draw the attention of the people to it.

His ingenuity in this will soon determine his use to you.

But give him a free hand both in design and expenditure.

You must not expect him to obtain the best results by using your design to give the effect which is in his mind.

Let him alone and if he doesn't show results dismiss him.

In this way much time and money is saved, and subsequent exhibits can be made with less thought.

Many fixtures are made which can be arranged in such different ways that the different effects are as distinct as if made with entirely different designs and foundations.

THIS WEEK'S ILLUSTRATION.

The three figures shown this week are fixtures which every merchant should have, as with them very many displays can be arranged, and almost every elaborate window requires some one of them.

Fig. 1 shows a lattice form which can be placed at the back of the window, covered or uncovered. It is very useful, too, for dividing a window into sections.

The height should be about 4 ft., and the length made to fit the position it is intended for.

Fig. 2 is a support for shelves on which to show small goods. The steps can be made any size in order to provide any number of shelves. Boards are laid along the steps.

A brace can be fixed to the inside in order to insure solidity. A few different sizes will be found serviceable for exhibiting the different sized wares you wish to show.

Fig. 3 is a cylindrical-shaped fixture made of round ends fastened together with slats. A half-dozen of these should be on hand of different sizes, as they form, perhaps, the most useful fixture that can be had. They are used for supports for shelves and platforms, and, in special arrangements, very effective windows can be made by use of these as supports for arches and overhead decorations.

These fixtures should be made of solid wood, solidly and neatly put together, as they are always serviceable. In the majority of cases they should be draped with cheap cloth, such as cheesecloth, or concealed in some way. Keep a supply of different sizes on hand, and the trimming of the window will be much facilitated.

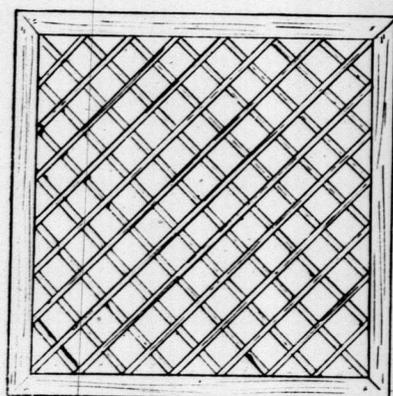


Fig 1.

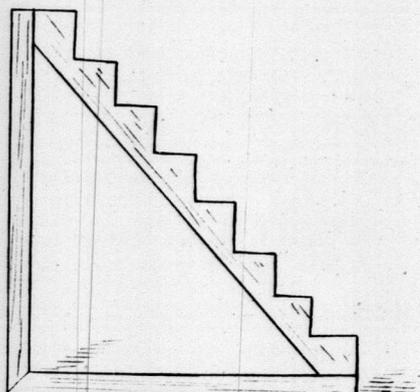


Fig 2.

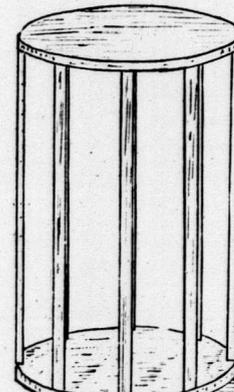


Fig 3.

for their literary ability, but unless you have something to show to assist the advertising, your high-salaried clerk draws nothing but his money.

The advertising man and window-dresser must work hand-in-hand.

Quite likely you compose your own advertising matter, but don't attempt to do your own window-dressing if you wish to avoid neglecting the general business.

Window-dressing is not a branch of your business that occupies a few minutes a week and can then be dismissed for the rest of the week.

The man who wishes to make his windows talk must have the subject under constant consideration.

That is why I say employ a special clerk. He need not be constantly employed directly in the dressing of the windows, but his time will be fully employed in the auxiliary lines.

Allow him to put a little money in his display. A good display cannot be made for nothing.

He may have in mind a cheap mechanical window, or find it necessary to build back-grounds, partitions, covered stands, shelves, etc., and simply because these will cost a trifle don't forbid them.

You must have variety in your window whatever it costs, and your window-dresser should have enough interest in your business to limit his expenditure to common-sense.

Remember that \$5 spent on a window may sell \$400 worth of goods, and in the majority of cases the trimming can be utilized in another display.

There is a point just here observed too little by window-artists. When constructing a foundation for any display make the parts solid so that they can be kept for future use.

Has competition in the tea business ever been as keen as it is to-day ??

I think not !!

How important it is then for the retail merchant to be as sure as possible that the tea he recommends is the very best that he can procure.

Some of his customers will insist on getting certain brands, which the merchant doubtless knows are not as good as some other one; but some of those customers have very decided opinions and must be humored. The great majority, however, of every merchant's customers are influenced by his opinion, and these are the very ones whose trade he is most likely to hold providing they find that the goods he recommends are always to be relied on.

Tea is one of the most important of the many things sold in a grocery or general store. You know from experience, probably, that a customer who complains about tea soon complains about other things and is dissatisfied all round. The poor tea has "upset the apple cart."

To come right down to the point. Do you think it pays to push or recommend any tea until you are *satisfied yourself* that it is *the best tea* on the market.

Nothing but the best is good enough for your customers.

Now, I believe "RED ROSE TEA" is the best tea on the Canadian market, and any *expert judge of tea* who is not interested in some other brand will *back up this opinion*.

If you are not selling "RED ROSE TEA" and feel that the *best is none too good*, order a sample case. Then form your opinion, don't be persuaded one way or the other by my travellers or any one else.

Judge for yourself.

If it is the *best*, you will buy it; if it isn't, you won't.

T. H. ESTABROOKS,

TEA IMPORTER AND BLENDER,

BRANCHES:

TORONTO,
WINNIPEG.

ST. JOHN, N.B.

THE CANADIAN GROCER

BUSINESS CHANGES.

INCORPORATION AND CHANGES.

ECHLIN, FERGUSON & CO., grocery and crockery merchants, Carleton Place, Ont., have retired from business.

Dubresne & Chaput, grocers, of Montreal, have dissolved partnership.

C. Dignard & Co., biscuit manufacturers, Montreal, have obtained a charter.

Thos. G. Harlton, general merchant, of Exeter, Ont., has removed to Clondeboye.

A. M. Thompson, general merchant, of Marvelville, Ont., has retired from business.

Emma Simerad, confectioner, etc., of Greenwood, B.C., has been succeeded by Chas. R. Pittock.

St. Francois & Bourbeau, butter and cheesemakers, Eastman, Que., have dissolved partnership.

The Bank of British North America is opening a branch at Battleford, N.W.T. and also at Yorkton.

F. R. Knight, grocer and dry goods merchant, Exeter, Ont., has removed to the Northwest Territories.

A. E. Howse, general merchant, Nichola and Princeton, will be succeeded by The A. E. Howse Co., Limited.

Kenny Bros., general merchants, Russell, Ont., have established a branch to their business in Marvelville.

Bousquet & Cabana, flour and grain merchants, of Roxton Pond, Que., are opening up a branch in Granby.

The Crosby Landers Co., Limited, shipping and general merchants, Port Maitland, N.S., are applying for incorporation.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

Alex. Desmarteau is curator for Deniger & Mercille, crockery merchants, of Montreal.

Maxime Gelinas, general merchant, of Grand Mere, Que., has assigned to V. E. Paradis.

A demand of assignment has been made on Kennedy & Co., general merchants, of Brome, Que.

C. A. Choquette, general merchant, of Rapid River, Ont., has assigned to Howard Barnes, of Rainy River.

The assets of the general stock of Beaudoin & Croteau, Black Lake, Que., are to be sold on February 28.

A meeting of the creditors of J. A. D. Landriault, general merchant, Hawkesbury, Ont., was held on February 20.

The meeting to appoint a curator of the general stock of F. X. Lamarre, St. Valier Station, Que., is called for February 27.

J. Bruyere & Fils, general merchants, Embrun, Ont., have assigned to M. J. Harty, and a meeting of their creditors will be held on February 28.

Quintal & Lynch, hay, flour and grain merchants, Montreal, have been registered. J. O. Fagnan, general merchant, of Pierreville, Que., has compromised.

SALES MADE AND PENDING.

J. B. Calder, grocer, Toronto, has sold out to J. R. LaFrance.

R. J. Clare, grocer, Toronto, has sold out to B. Goodchild & Co.

Susan A. Strachan, grocer, Goderich, Ont., has sold out to P. J. Austin.

The assets of the grocery stock of Isidore Renaud, Montreal, are to be sold.

The estate of H. W. Mockler, general merchant, Durham, Ont., is to be wound up.

The assets of the general stock of A. J. Charbonneau, Arnprior, Ont., have been sold.

Aaron Graeb, general merchant, Sault Ste. Marie, Ont., has sold out to D. A. Gunn.

H. F. G. Pett & Son, bakers, Walkerton, Ont., are advertising their business for sale.

The stock of Frank Hergherg, grocer, of Quebec, is advertised to be sold by bailiff's sale.

The estate of W. & J. Thompson, general merchants, Listowel, Ont., is to be wound up.

James Johnston, general merchant, of Farnworth, Ont., is selling out to Halley E. Thompson.

The general stock of A. A. Campbell, Apple Hill, Ont., is advertised to be sold on February 26.

The stock and real estate of R. E. Jamieson, baker and biscuit manufacturer, of Ottawa, have been sold.

Paisley & Cattermole, general merchants, Ilderton, Ont., have sold their business to John W. Paisley.

The assets of the stock of J. U. St. Armand, general merchant, of St. Genevieve de Batiscan, Que., have been sold.

The general stock of Frank Robitaille, Thetford Mines, Que., has been sold to Joseph Pouliot, D'Israeli, at 60¢ on the dollar.

PARTNERSHIPS FORMED AND DISSOLVED.

J. G. McGowan & Co., general merchants, Rathwell, Que., have dissolved partnership.

Fortier & Corriveau, general merchants, Ste. Anne de Beaupre, Que., have dissolved partnership.

D. A. McLeod & Co., fruit and confectionery merchants, Sydney, N.S., have dissolved partnership and D. A. McLeod continues.

DEATHS.

D. H. Croft, of The Croft Co., grocers, Toronto, is dead.

J. A. Drolet, of the firm of Chabot & Drolet, grocers, Quebec, is dead.

M. Proulx, general merchant, of Ste. Anne de la Pocatiere, Que., is dead.

Robert Shields, of Shields & Co., general merchants, Palmerston, Ont., is dead.

FIRES.

George A. Cann, grocer, North Sydney, N.S., has been burned out.

F. G. Dupuis, general merchant, of Orleans, Ont., has been burned out.

The general store of Morris & Steed, Revelstoke, B.C., has been burned; insured.

The tea stock of Strond Bros., of Ottawa, was damaged by smoke and water; insured.

J. England & Sons, general merchants and tanners, Knowlton, Que., had their tannery damaged by fire; insured.

NEW SPICE FIRM IN TORONTO.

Lees & Langley, a new manufacturing and jobbing firm, are commencing business at No. 53 Colborne street, Toronto. Coffee, pure spices, baking powder and extracts are among their specialties. They are also placing a new table sauce on the Canadian market, which is very highly spoken of by connoisseurs, and is offered in a very attractive package.

LEARN

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

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

W. EDWARDS, Carleton Place, Ont.



When ordering your wrapping paper see that you get a good

Canadian Made Wrapping Paper.

Our brown and manilla wrapping papers are very satisfactory for store use, being strong, durable and good weight.

CANADA PAPER CO., Limited

TORONTO and MONTREAL.

WE KEEP ALL CODES.

A. B. C. Code, 4th Edition.....	\$5.00
A. B. C. Code, 5th Edition.....	7.00
A1 Code.....	7.50
Robinson's Code.....	1.50
Armsby's Code, 1901 Edition.....	2.50
Economy Code.....	2.50
Scattergood's Fruit Code.....	5.00
United States Code.....	3.00
Arnold's Tobacco Code.....	2.50
Baker's Potato Code.....	2.50
Brokers' 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 such a Code. It is in general use among Coffee Brokers and is commended highly by all.

Price, \$1.00 Postpaid.

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

THE UNIVERSAL SUGAR CODE AXTELL'S

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

Price, \$1.00 per copy Postpaid.

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

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

**Ask
and
Receive.**

**Advertise
and
Acquire.**

You can reach most of the grocery dealers in Canada at the expense of a few cents. Our rate is 2c. per word each insertion, and *remittance must accompany order in every case*

THE CANADIAN GROCER
MONTREAL and TORONTO

If you want to sell a business or a delivery wagon, if you want a partner or a clerk—**advertise**. If you have what you don't want, or haven't what you do want—**advertise**.

Our condensed advertisements cost little, but are worth a good deal.

Stop To Consider

when you are offered a premium to buy goods—the cost of the premium is naturally in the price,

"Empire" Soda

BEST FOR BAKING

is sold without premiums, but the cost is deducted from the price.

WINN & HOLLAND
MONTREAL

Sole Agents for Canada.

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

THE PEOPLE OF
JAMAICA

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

KINGSTON
"GLENER"

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

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

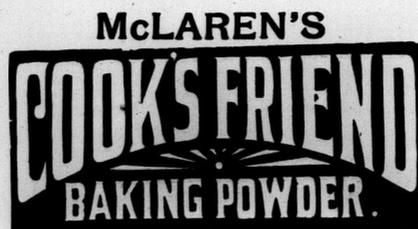
of any kind that is of value to business men supplied by our Bureau. We can give you market quotations from any town in Canada, reports from the city markets, stock quotations, etc. You can get commercial news from any Canadian paper through us.

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.

Robinson's

Patent Barley

in 1-lb. and ½-lb. Tins.

The
Perfect
Food

for Infants and
Invalids.

A Line for Grocers to Handle.

Robinson's Patent Barley

is now a household word in Canada, ranking alongside of the other well-known preparations

KEEN'S MUSTARD and KEEN'S OXFORD BLUE.

All are equally high-grade and all are manufactured by the same firm.

Keen, Robinson & Co., Limited

London, England.

Current Market Quotations for Proprietary Articles

February 26, 1903.

Quotations for proprietary articles, brands, etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy. The editors do not supervise them, if a change is made, either an advance or decline, it is referred to in the market reports, as a matter of news whether manufacturers request it or not.

Baking Powder.

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

W. H. GILLARD & CO.

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

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4 doz.	10c.	\$0 85
3 doz.	5-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.	2½-lb.	10 50
1 doz.	2½-lb.	10 40
1 and 1 doz.	5-lb.	19 50

MAGIC BAKING POWDER.

Cases.	Sizes.	Per doz.
4 doz.	5c.	\$0 40
4 " "	4-oz.	0 60
4 " "	8 " "	0 75
4 " "	8 " "	0 85
4 " "	12 " "	1 40
2 " "	12 " "	1 45
4 " "	16 " "	1 65
2 " "	16 " "	1 70
1 " "	2½-lb.	4 10
1 " "	5 " "	7 30
2 " "	6 " "	3 35
1 " "	12 oz.	84 55
1 " "	16 " "	



JERSEY CREAM BAKING POWDER.

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

VIENNA BAKING POWDER.

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

Blackening. Shoe Polish.

Henri Jonas & Co.	Per gross
Jonas	\$9 00
Froments	7 50
Military dressing	24 00

Blue.

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

Black Lead.

Reckitt's, per box	\$1 15
Box contains either 1 gross, 1 oz. size:	
½ gross, 2 oz.; or ¼ gross, 4 oz.	
Nixey's Refined, per 9-lb. box of 12	1 50
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
" " G, 3 " "	3 10
" " I, 3 " "	2 85

Biscuits.

Carr & Co., Limited	Per doz.
Frank Magor & Co., Agents.	
Cafe Noir	\$0 15
Ensign	0 12½
Metropolitan, mixed	0 08

Canned Goods.

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

French Peas—Delory's.

Henri Jonas & Co.	Per doz.
Moyen's No. 2	\$9 00
" No. 1	10 50
1 Fins	12 50
Fins	14 00
Tres fins	15 00
Extra fins	16 50
Sur extra fins	18 00

French Sardines.

Henri Jonas & Co.	Per doz.
Trefavennes	\$9 50
Rolland	9 50 10 00
Delory	10 50
Club Alpines	2 50

Chocolates and Cocoas.

The Cowan Co., Limited.	Per doz.
Cocoa	
Hygienic, 1-lb. tins	\$7 25
" 1-lb. tins	3 75
" fancy tins	2 25
" 5-lb. tins, for soda water fountains, restaurants, etc.	per lb. 0 55
Perfection, ½-lb. tins, per doz.	3 00
Cocoa Essence, sweet, ½-lb. tins, per doz.	2 25
Chocolate—	
Queen's Dessert, 1's and ½'s	\$0 40
" 6's	0 42
Mexican Vanilla, 1's and ½'s	0 35
Royal Navy Rock, " "	0 30
Diamond, " "	0 25
" 8's	0 28

Fry's.	Per lb.
Chocolate	
Caracas, 1's, 6-lb. boxes	\$0 42
Vanilla, 1's	0 42
"Gold Medal," sweet, 1's, 6-lb. boxes	0 29
Pure, unsweetened, 1's, 6-lb. boxes	0 42
Fry's "Diamond," 1's, 14-lb. boxes	0 24
Fry's "Monogram," 1's, 14-lb. boxes	0 24
Cocoa—	
Concentrated, 1's, 1 doz. in box	2 40
" 1-lb. " "	4 50
" 1-lb. " "	8 25
Homoeopathic, 1's, 14-lb. boxes	
" 1's, 12-lb. boxes	
Epp's Cocoa, case of 14 lb., per lb.	0 35
Smaller quantities.	0 37½

JOHN P. MOTT & CO.'S.

R. S. McIndoe, Agent, Toronto.

Per lb.	
Mott's Broma	\$0 30
Mott's Prepared Cocoa	0 28
Mott's Homoeopathic Cocoa, 1's	0 32
Mott's Breakfast Cocoa, in tins	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 French-Canadian Chocolate	0 18
Mott's Navy or Cooking Chocolate	0 28
Mott's Cocoa Nibbs	0 35
Mott's Cocoa Shells	0 05
Vanilla Sticks, per gross	0 90
Mott's Confectionery Chocolate	0 21 0 43
Mott's Sweet Chocolate Liquors	0 19 0 30

CADBURY'S.

Frank Magor & Co., Agents.	Per doz.
Cocoa essence, 3-oz. packages	\$1 65
Mexican Chocolate, 1 and ½-lb. pkgs.	0 40
Rock Chocolate, loose	0 40
" 1-lb. tins	0 42
Nibs, 11-lb. tins	0 35½

WALTER BAKER & CO., LIMITED.

Per lb.	
Premium No. 1 chocolate, 12-lb. boxes	\$0 38
Vanilla chocolate, 6-lb. boxes	0 47
German sweet, 6-lb. boxes	0 27
Breakfast cocoa, 1, 1 and 5-lb. tins	0 43
Cracked cocoa, ½-lb. pkgs., 12-lb. boxes	0 35
Caracas sweet chocolate, 6-lb. boxes	0 37
Caracas tablets, 100 bundles, tied 5's, per box	3 00
Soluble chocolate (hot or cold soda)	
1-lb. cans	0 42
Vanilla chocolate wafers, 48 to box, per box	1 56

"Best in the World."

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

PURE ENGLISH

MALT VINEGAR

Delicate in Flavor and Aroma. Splendid keeping properties.

ROBERT WATERS' QUININE WINE

Quinine in a palatable form - 50 years' reputation.

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



QUALITY FIRST
Schepp's Cocoanut.

Packages and Bulk
The best of its kind.

L. SCHEPP CO.,

CANADIAN FACTORY: TORONTO, CAN. NEW YORK.

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



Cocoanut.

L. SCHEPP & CO.	Per lb.
1-lb. packages, 15 and 30-lb. cases	\$0 26
1-lb. "	0 27
1-lb. "	0 28
1 and 1-lb. packages, assorted, 15 and 30-lb. cases	0 26 1/2
1 and 1-lb. packages assorted, 15 and 30-lb. cases	0 27 1/2
5c. packages, 4 doz. in case, per doz.	0 45

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

8-oz. " glass stop extracts	Per doz.	\$3 50
8-oz. "	"	7 00
2 1/2-oz. round quint essence extracts	"	2 00
4-oz. jockey decanters	"	3 50

Lye (Concentrated).

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



Borden's Condensed Milk Co.

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

Coffee.

JAMES TURNER & CO.	Per lb.
Mecca	\$0 32
Damascus	0 28
Cairo	0 20
Sirilar	0 17
Old Dutch Rio	0 12 1/2

E. D. MARCEAU, Montreal.

"Old Crow" Java	\$0 25
"Mocha	0 25
"Condor" Java	0 30
"Mocha	0 30
15-year-old Mandehing 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.

Coupon Books - Allison's.

For sale in Canada by The Ely Blain Co., Limited, Toronto. C. O. Beau-hemin & Fils, Montreal.

\$1, \$2, \$3, \$5, \$10 and \$20 books.	Un-bered.	Covers and num.
In lots of less than 100 books, 1 kind assorted	4c.	4c.
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 1/2 "
15 00 "	6 "
20 00 "	6 1/2 "
25 00 "	7 "
50 00 "	12 "

Clothes Pins.

UNITED FACTORIES, LIMITED.

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

Extracts.

HENRI JONAS & CO. Per gross.

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

Food.

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

Ginger Ale and Soda Water.

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

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
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. gen.) 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.

YOUNG & SMYLLIE'S LIST.

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

Mince Meat.

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

Mustard.

COLMAN'S OR KEEN'S.

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

HENRI JONAS & CO.

Per gross.

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

E. D. MARCEAU, Montreal.

"Condor" 12-lb. boxes

1-lb. tins	per lb. \$0 35
1-lb. tins	0 35
1-lb. tins	0 32 1/2
4-lb. jars	per jar 1 20
1-lb. jars	0 35

"Old Crow" 12-lb. boxes

1-lb. tins	per lb. 0 25
1-lb. tins	0 23
1-lb. tins	0 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	9 00

Orange Marmalade.

T. UPTON & CO.

1-lb. glass jars, 2 doz. case	per doz. \$0 35
Home-made, in 1-lb. glass jars	1 50
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 06

RECKITT'S BLUE and BLACK LEAD

Always give your Customers Satisfaction

THE CANADIAN GROCER

Please cultivate your Quality customer.

Have the goods ready when he asks.

If you get him to take cheap goods instead, you've lost a precious chance.

Cultivate your Quality customer.

He's the best paying end of your business.

Don't think the demand for Quality is a matter of class.

The man with the lightest purse often has the clearest appreciation of Quality.

Quaker Oats of Quality.

The

36 packages in a case : : Jobber's price \$3.00.

You can buy **QUAKER OATS** through your jobber—in lots of five cases or more, delivered at your station, freight prepaid. This applies to all points in Ontario, and in Quebec, as far east as the city of Quebec.

Backed by strong advertising and thorough sampling—covering all Canada.

THE AMERICAN CEREAL COMPANY, PETERBORO, ONTARIO.

ost.

a.

at 0 20
at 0 25
at 0 36
at 0 45
0 32
0 42
0 50
1 50
ackets
t 0 20
t 0 23
t 0 36
t 0 30
t 0 34
t 0 40

0 35
0 30
0 25
0 20
0 17
Per lb.
80 35
0 34
0 35
0 29
0 28
0 29
0 23
0 22
0 23
0 35
0 34
0 29
0 28

ED.
80 39
0 56
0 38
0 39
0 39
0 42
0 42
0 42
0 46
0 47
0 45

er gal.
80 30
0 25
0 20
nties.

0 60

er doz.
1 45
1 55
1 75
1 90
1 90
1 30
1 55
1 70
8 50
7 00
6 00
5 25

1 00
1 00
1 00
1 00
1 80

o

We Sell Lamp Chimneys in
"Climax" Cartons

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



Don Save in Space, Weight, Freight and Breakage.

GOWANS, KENT & CO., Toronto and Winnipeg.

**SATISFIED
 CUSTOMERS**

It's a mighty big thing to have your customers satisfied. You can always have them that way if you sell them reliable goods.

We're very careful in preparing.

**Wethey's
 Mince
 Meat.**

We see that only the choicest and most nourishing meats and fruits are used and the whole spiced, so that you have Mince Meat just like your mother made. Your customers will tell you that Wethey's makes most delicious Mince Pies, crisp and succulent.



Absolutely clean. Put up in attractive "brick" package.

Prepared only by

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

**Crosse & Blackwell's
 ORANGE MARMALADE**

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

C. E. COLSON & SON, AGENTS, MONTREAL

CHAS. F. CLARK, President.

JARED CHITTENDEN, Treasurer.

...ESTABLISHED 1849...

BRADSTREET'S

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

Offices Throughout the Civilized World.

Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying and promulgating information, no effort is spared, and no reasonable expense considered too great, that the results may justify its claim as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

Subscriptions are based on the service furnished, and are available only by reputable wholesale, jobbing and manufacturing concerns, and by responsible and worthy financial, fiduciary and business corporations. Specific terms may be obtained by addressing the Company at any of its offices. **Correspondence Invited.**

— OFFICES IN CANADA —

HALIFAX, N.S.
 OTTAWA, ONT.
 VANCOUVER, B.C.

HAMILTON, ONT.
 QUEBEC, QUE.

LONDON, ONT.
 ST. JOHN, N.B.
 WINNIPEG, MAN.

MONTREAL, QUE.
 TORONTO, ONT.

THOS. C. IRVING, Gen. Man. Western Canada, Toronto.

Oakey's

The original and only Genuine Preparation for Cleaning Cutlery 6d. and 1s. Canisters.

**'WELLINGTON'
 KNIFE POLISH**

JOHN Oakey & Sons, Limited

MANUFACTURERS OF

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England.

Agent:

**JOHN FORMAN, 644 Craig Street,
 MONTREAL**