

**PAGES  
MISSING**

PUBLISHED EVERY  
FRIDAY

CIRCULATES IN  
EVERY PROVINCE

# THE CANADIAN GROCER

AND  
GENERAL  
STOREKEEPER

QUALITY..

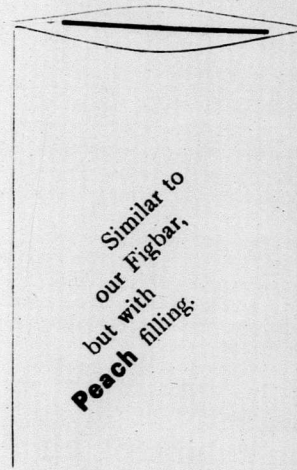
When a salesman talks price to you  
Ask him about **QUALITY**  
When he talks quantity . . .  
Ask him about **QUALITY**  
When he talks merit to you . . .  
Ask him about **QUALITY**

That's the \_\_\_\_\_  
**STRONG POINT**  
in  
**Colman's Mustard**

## SOMETHING NEW

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

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



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

## The Auer Gas Lamp.

"TURNS NIGHT-TIME INTO DAY-TIME."

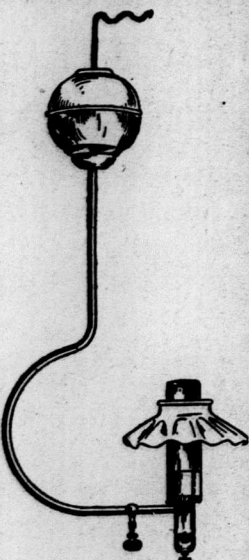
New Styles. Lower Prices.

Are you interested in a lamp which gives 100 candle power?

Are you interested in lighting your store brilliantly? You know it draws trade?

Are you interested in saving half of your bill for coal oil?

Are you interested in having the agency for a lamp which does this?



No. 28  
100 Candle Power.

Then write for our Catalogue and Discounts.

EVERY LAMP GUARANTEED.

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

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

## National Licorice Co.

Successors to

YOUNG & SMYLYE

BROOKLYN, N. Y.

S. V. & F. P. SCUDDER

BROOKLYN, N. Y.

MELLOR & RITTENHOUSE CO.

CAMDEN, N. J.

H. W. PETHERBRIDGE

BROOKLYN, N. Y.

DOMINION LICORICE & NOVELTY CO.

TORONTO, CAN.

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

MAIN OFFICE:

375-385 Lorimer St., Brooklyn, N.Y.

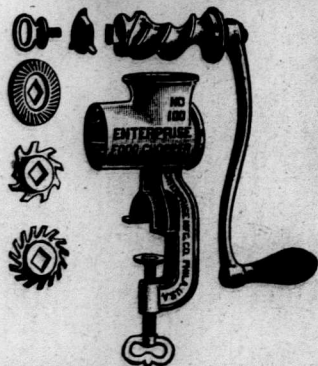
Where all communications, orders and remittances should be sent.

## ENTERPRISE on an article is a Guarantee of QUALITY

### ENTERPRISE

## FOOD CHOPPERS

Four Knives with each Machine



No. 100, chops 2 lbs. per minute, \$1.50  
No. 300, chops 3 lbs. per minute, \$2.25

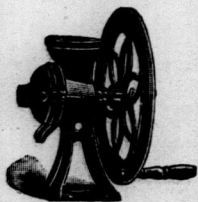
Sell every Day in Year

GUARANTEED TO CHOP RAW MEAT

Illustrated Catalogue FREE

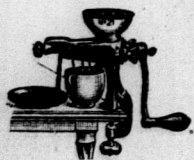
Order through your Jobber

Bone, Shell & Corn Mill



No. 750, \$7.50

Meat Juice Extractor



No. 21, \$2.50

Cherry Stoners  
5 Sizes & Styles



No. 1, \$7.50 doz.

Rapid Grinding & Pulverizing Mills

45 Sizes & Styles for Hand & Power, \$1.25 to \$300.00

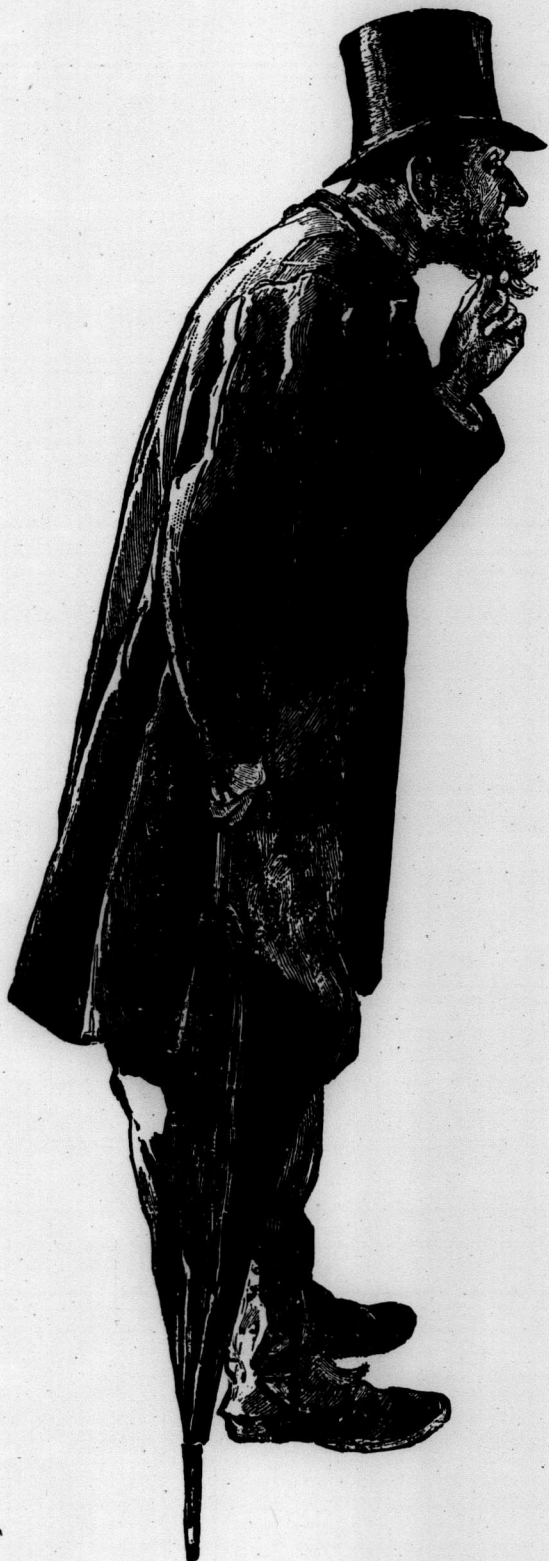


No. 2 1/2, \$4.75

New York Branch,  
10 Warren Street

The Enterprise Mfg. Co. of Pa., Philadelphia, Pa.

San Francisco Branch,  
105 Front Street



## *This Kind Of A Man*

does not jump at conclusions—*he investigates!* He is not “a penny wise and pound foolish,” you can rest assured of that. He is not misled into buying new things said to be “just as good” as the old standard, time-tested articles of trade.

And as he buys, so he sells and builds up confidence among his customers. You’ll find a clean stock in *his* store—nothing unsalable, because “*Standard goods are best to handle.*”

### **COX'S Powdered Gelatine.**

The new Gelatine is **new in form only.** It is Sparkling Gelatine reduced to powder, and retains all its old, good qualities, **with this addition,** that it **dissolves instantly in warm water.**

### **The “Griffin” Brand California Fruits.**

There is but one grade of quality in the “Griffin” brand, **the highest.** And this refers to the growing, the picking and the packing, which is all done right at the vineyards and orchards on the Pacific coast. You get the “Griffin” brand always at first hands—there is no tampering with the fruit en route.

### **P. Codou's Macaroni and Vermicelli.**

The name P. Codou stands for the **very best quality** of Macaroni, Vermicelli and fancy pastes. It is not alone because only the very best quality of Russian Wheat is used, but because of the long experience and consequent great skill of the makers. **They are standard goods.**

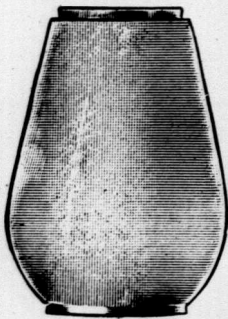
Arthur P. Tippet & Co., Agents,

8 Place Royale,  
Montreal.

20½ Front Street,  
Toronto.

THE CANADIAN GROCER

ARE YOU USING OUR

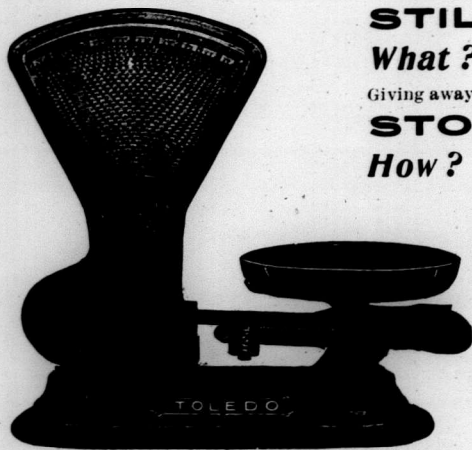


Cold Blast  
or Jubilee  
Globes

Aetna or  
Quaker Flint  
Chimneys?

Give them a Trial.

THE SYDENHAM GLASS CO.,  
of WALLACEBURG, Limited.



STILL AT IT

What?

Giving away your profits by down-weight and over-weight.

STOP IT

How?

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

MADE IN CANADA.

For Descriptive Catalogue and all information write to

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



For Sale Everywhere.

ASK FOR

**MOTT'S.**

James Ewart

MANUFACTURER OF

High-Grade Delivery

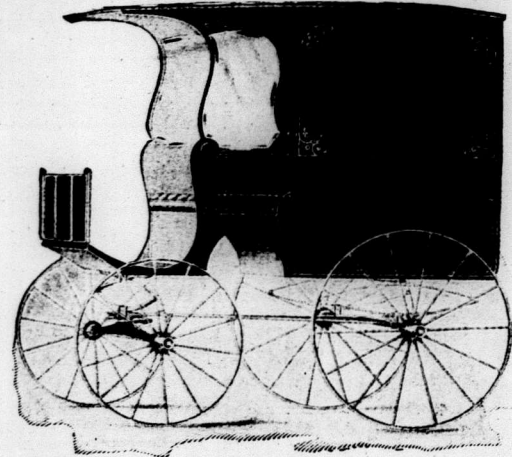
**WAGONS**

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

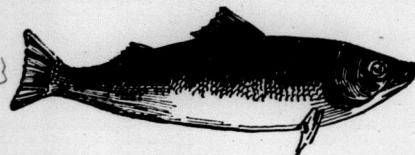
257-9 QUEEN ST. EAST  
TORONTO.

Write For Prices.

Phone Main 1188.



**British Columbia  
Salmon**



We have on hand the following reliable brands :

**Red Sockeyes**

"Nimpkish" "Griffin"  
"Sunset"

**Cohoos**

"Golden Net" "Empress"  
"Harlock"

**The British Columbia Packers' Association**

VANCOUVER, B.C.

The "Perfection" Canister



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

This Package is a Guarantee of Quality.

For \_\_\_\_\_

JAMS  
JELLIES  
SYRUPS  
STARCH

TEAS  
COFFEES  
SPICES  
BAKING POWDER

The Dominion Canister Company, Limited

DUNDAS, ONTARIO, CANADA.

"Sterling"  
Brand  
Catsups

Perfectly delicious catsups. They equal anything in the home-made line. It is satisfactory both to sell and to buy Sterling Brand Catsups. Put up in an attractive form.

CATCH TRADE.



T. A. LYTLE & CO.

Manufacturers of high-grade Brand Catsups and Pickles.

124-128 Richmond St., West, TORONTO.

Stubborn  
Facts

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

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

TILLSON'S "PAN-DRIED" OATS

"The Oats that have the Flavor."

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

The Tillson Company, Limited.

# JAPAN TEA

## Our Great Success

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

Refuse all Others.

# JAPAN TEA

THE CANADIAN GROCER

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



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



## BORDEN'S CONDENSED MILK CO.

Originators of Condensed Milk. Established 1857.

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

# Marmalade Wafers

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

**Include this in your next order.**

## THE CANADA BISCUIT CO., LIMITED

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

*King and Bathurst Streets, TORONTO.*



HIGHEST AWARD, LONDON, 1893.

# STRETTON'S

(PRIZE MEDAL)

## Worcestershire SAUCE

**Pure, Delicious, Best.**

**STRETTON'S IMPERIAL RELISH**—A splendid selling line.

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

### CANADIAN AGENTS:

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

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

Sole Manufacturers

# Stretton & Co., Limited,

# WORCESTER, ENGLAND.



# Ceylon Tea

**BLACK AND GREEN.**

**Is PERFECTION in Tea.**

It has a "natural bouquet" peculiar to itself, and unapproached by any other tea, and the "vital essence" of the leaf is preserved in all its purity and flavor.

Why handle other teas when Ceylon Tea, Black and Green, stands easily "first"?

Why indeed !!!

## The Beet-Sugar Question in Canada

(FROM OUR OTTAWA CORRESPONDENT.)

OF all the requests for Government assistance none is being more strongly pressed than that for aid to develop the beet-sugar industry in Canada.

The annual consumption in this country is in the neighborhood of 300,000,000 lb., all of which, we are assured by the beet sugar people, could be produced in Canada.

This would mean the establishment of  
AN IMMENSE INDUSTRY.

for, to quote from a lengthy speech made by Dr. Sproule in the session of 1901, it would require to produce all this sugar, 1,500,000 tons of beets, 240,000 tons of coal, 150,000 tons of lime, while 150,000 cars would be required to transport the finished product, and from 150,000 to 200,000 acres would have to be put under cultivation.

### REVENUE FOR THE FARMERS

At an average of \$1.50 per ton for the beets delivered at the factory, the farmers' revenue from this source would be \$6,000,000, to say nothing of the immense amount of employment that would be given to the various transportation companies, and to the laborers engaged in producing the lime. For such an output it is estimated that 30 large factories would be required, which at \$500,000 each, would mean an initial outlay in the country of \$15,000,000. Making all due allowances for the enthusiasm of promoters and advocates, the vast importance of an industry even half as great as that outlined, would be speedily admitted, and therefore, no one need apologize for discussing the question at some length.

### TESTS.

Practical tests made in several parts of Ontario, and, we understand, in other parts of Canada, have proven that both in the matter of yield per acre and percentage of saccharine matter we are as fortunate as the best, and far more fortunate than Germany, where such immense quantities of beet sugar are produced. These facts are very naturally made the basis of the argument on which application for aid is being made. Special tests, however, are always more or less misleading, for in them extra attention is always paid to the cultivation of the crop, and, very naturally, the best land is chosen for the experiment, so that when we hear of a production of 20 tons to the acre, as compared with from

12 to 13 in Germany, we must by no means run away with the idea that such a yield would even be approximated in the average.

### AID TO THE INDUSTRY.

The industry has made a beginning in Canada; four factories in Ontario, those at Warton, Berlin, Dresden and Wallaceburg, and one at Lethbridge, having been established. Nor has aid thus far even been entirely withheld. In 1901, the Ontario Government passed an Act appropriating \$225,000 by way of bounty, no more than \$75,000 to be expended in any one year, and this sum to be paid out at the rate of  $\frac{1}{2}$ ¢. per lb. for the first and second year, and  $\frac{1}{4}$ ¢. per lb. for the third year of the existence of any given factory, a proportionate distribution to be made among the factories if there should not be enough to go around in any one year, but the grant on this condition among others, that factories getting it must have paid \$1 per ton at the factory for all beets delivered in the first year, and not less than 33 and one-third cents for every 1 per cent. of sugar contained in the beets delivered during the second and third years.

In addition to this, while at the time refusing to grant a bounty as asked, the Dominion placed the machinery required for such a manufactory on the free list, an important concession when we remember the great cost of the plant required.

### NECESSITY FOR MORE CAPITAL.

Now, on the advantages above noted—climate, soil, and State aid—certain well known shrewd business men invested money for the construction of the factories above referred to, and, it is disappointing to find that more is still required. It suggests the doubt as to our natural advantages, and that these gentlemen having been mistaken once, may again be mistaken. The labor problem is one of the serious ones in connection with this question. For the ordinary pursuits of mixed farming it is now exceedingly hard to get adequate help, and, in the culture of beets an immense increase in the work of the farm necessarily follows.

Of course it is possible by customs duties or by bonuses to make any industry so prosperous that prices can be given for the raw material which will enable its producer to pay such wages as to get the necessary supply of laborers,

but for the present, at least, with such a strong movement towards New Ontario and the West, the wages offered would have to be high beyond all reason to procure the many hands required for beet culture on a large scale.

### COMPETITION WITH CANADIAN REFINING.

Another and very important phase of the present question is the competition with Canadian refining, an industry now well established in Canada, after many years of protection. The beet men seem to feel that the refiner of imported sugar is receiving undue favor, and that he should be in some way shorn of his advantages, or a part of them at least, to their gain. Now, when the Tariff was revised in 1897, the protection of the refiner was considerably reduced, of which he has never ceased to complain, so that a readjustment to his further disadvantage means a direct and sharp conflict between two classes of Canadian manufacturers.

More than that: If we are to take literally the leaflet of the Ontario Beet Sugar Association, lately sent out very freely, it means the total extinction of the older industry, for we are told that every pound of imported sugar might have just as well been produced from our own beets. With millions of dollars invested, we may feel very sure that such an obliteration cannot be effected without great hardship and bitter opposition.

### ADVANTAGES OF THE HOME INDUSTRY.

But let us leave the Canadian refiner of imported sugar out of the question, and treat the matter as one between the maker of Canadian beet sugar and the importer of foreign refined sugar. We shall see that the Canadian sugar has a very considerable advantage already. The duty on every pound of foreign refined sugar brought into Canada of a quality corresponding with our own beet sugar is a trifle over 1 $\frac{1}{2}$ ¢. per lb. True, the refined would come in a trifle lower under the British preference, but importations of that kind figure very little so far as sugar is concerned, inasmuch as to secure the benefit of the preference, the refined article must have been made entirely from British grown sugar, with which strict condition the British sugar refiners do not seem to wish to comply, if we are to judge from the fact that last year only \$237 was collected on sugar which took advantage of the preferential

**RISING SUN**  
IN  
**CAKES**  
WELL KNOWN AND RELIABLE

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

**DURABLE**  
**3000 TONS SOLD YEARLY**

**DUSTLESS, LABOR SAVING,**  
**BEST IN THE WORLD.**

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

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

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

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

tariff. We have already noted the Ontario bounty, so that between the two, Ontario beet sugar has at least from 1½ to 1¾c. per lb. to go upon.

**BEEF SUGAR IN THE STATES.**

Reference is frequently made to the flourishing condition of the beet industry in various States of the Union, but the duty imposed on sugar going into that country is about 50 per cent. higher than here, and in many cases a bounty of as high as a cent a pound has been granted, while labor conditions seem to be much better there than here, so far as this particular industry is concerned.

**FROM THE FARMERS' STANDPOINT.**

The request to the Government to foster the industry by State aid of some sort, whether increased import duty or bounty, is urged very strongly as a matter of concession to the farmers of Canada. It is asserted that the farming class bears a very large share of the taxation, which the imposition of duties for the protection of other industries entails, and that here at last is a chance to give him some protection on his own account, to compensate him, in a measure at least. Unfortunately, however, for those who are building upon this argument, the farmers do not seem to be at one with regard to the matter. A request has been sent by the beet sugar promoters to various county councils to assist them in their campaign by petitioning the Government, and in some cases, the county council has refused to do this in the very section of country where beets could best be grown.

The Weekly Sun, a paper which claims to speak with authority for the farming class, notes the fact that when application was being made to the Ontario Government for the bounty subsequently granted, it was asserted that that was all which would be required to set the industry on a sure foundation, but that now the very same men are asking for

more, and it winds up a very pronounced article against further aid as follows:

Would the farmers of Canada be benefited by an increase of the sugar duty? They are large consumers of sugar; and there is no question that an increase of duty would result in at least an equal increase in the price. Some farmers, it is true, grow sugar beets, but for one farmer that grows beets there are more than one hundred who do not. Would it be right to force one hundred farmers to pay more for their sugar in order that one farmer may get more for his beets? Would it not be better for us to confine ourselves to growing those products in which we excel and buy our sugar from places where it can be produced cheaper than it can be produced here?

**A SIGHT WORTH SEEING.**

IT is one of many with which every distributor of food products should be familiar—the packing of olives—more in favor with consumers to-day than was dreamed of a few years ago. Every day the people on this continent are acquiring the art of good living, hence their appreciation of the appetizing olive, with which the epicures of ancient Rome opened and closed a repast. So great is the demand for olives that one firm, Francis H. Leggett & Co., make quotations on one thousand different styles and sizes. The putting up of olives by this firm at their King street warehouse and factory is a sight worth seeing. Every grocer visiting New York is invited to call and see for himself how Premier Olives are packed.

Necessarily a hand process, it is conducted with such care and daintiness that it is pronounced highly appetizing by all who see it. The pitting and stuffing of the fancy olives, and the bottling of the many grades and sizes, form a series of operations which interest spectators, not only by the large scale on which they are conducted, but by the scientific methods employed throughout.

This firm, in their olive booklet, say:

“Why do we take the trouble to pack olives in a thousand different styles and sizes?”

“Because we want to be sure of meeting your olive needs exactly.

“We do not pretend to know why one dealer finds a certain style of package a ready seller, while another does better with a slightly different shape; why one man's customers demand the finest olives in the market, while the equally well-to-do of a neighboring community like to save the difference in price between best and second best; why one grocer finds no difficulty in selling the larger sizes, while they go very slowly with another.

“What we do know is that you can find in our list of a thousand quotations olives packed in the style which experience has proved most attractive to your trade, with a range of sizes and prices that assures your getting exactly the olive stock you want.”

With Francis H. Leggett & Co., New York, the word Premier means “best all the way through.” Applied to olives, it means that the fruit was grown in the most famous olive orchards of the world, gathered at perfect maturity, prepared and shipped in casks especially for the firm.

The Premier brand is designed to give buyers confidence that they are buying the very best.

The brand protects the consumer, because the manufacturer has to keep up the quality of his product or lose all the advantage of his brand.

Some ninety food products are sold under the Premier label. They include the highest grades of canned fruits, vegetables, meats and fish; with most of the dry groceries needed for household purposes.

Send for Premier literature and learn more about how these goods are prepared. It is an interesting study.

THE ONLY YEAST WITH CREAM IN IT

# Diamond Crystal Salt.

Our **Shaker** brand is wonderful **Salt**. **Why!** Because it pours freely through the reversible spout of the handy box into "shakers" and "cellars" every day in the year.

We also offer the **Table Salt** and **Butter Salt**.

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

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

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

## Jams, Jellies, Marmalade

Your trade will buy five times the quantity if you sell the best goods. Our Jams, Jellies and Marmalade are equal to the best imported. Send us a sample order. **Your trade will be pleased.** We have much pleasure in stating that we have secured the services of

**MR. JAMES EDGECOMBE,**

formerly of the Aylmer Co., and lately of the Belleville Canning Co., to manage our Canning Factory. He is one of the very best processors in Canada and is out to put up the best goods for us that were ever put in a can. You will be right if you place your order with us both as to price and quality. No connection with any canned goods trusts.

**Standard Canning Co., Hamilton, Ont.**

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

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

# First Spring Arrivals

**IN STORE,**

**CAR**

**Rowat's**

**Pickles**

in fine shape.

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

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

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

# NEW MAPLE SYRUP

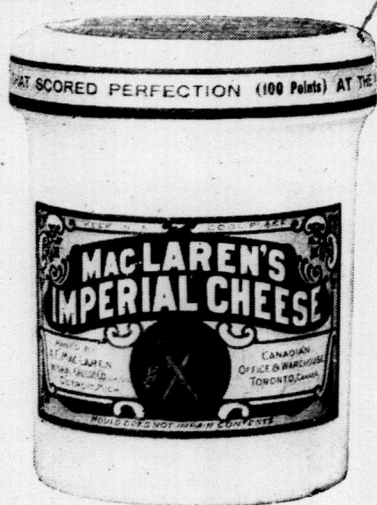
## "IMPERIAL" Brand.

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

*also in  
Barrels  
Half-Barrels  
and Kegs*

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

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



IF YOU HAVE A  
CUSTOMER

who asks for

**MacLaren's  
Imperial  
Cheese**



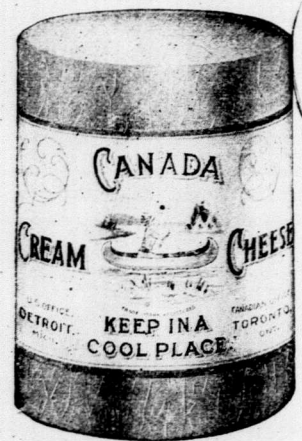
*This one cut*  
**MacLaren's  
Roquefort  
Cheese**

or

**Canada  
Cream  
Cheese**

and you cannot supply him, will he  
not consider you behind the times?

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



## CHAT

ONTARIO.

**B**OWERS & MORRISON, Strathcona, are having their new store fitted up in readiness for the grocery stock, and expect to be open for business in a week or so.

Kert & Merson, grocers, Ottawa, have commenced business.

The Strathroy Canning Company have contracted for over 200 acres of peas and 200 acres of corn already this season.

P. C. Larkin, of the "Salada" Tea Company, sailed on the 7th inst. in the steamer Kaiser Wilhelm der Grosse for Europe.

The Dresden Sugar Company last week secured two contracts for 800 acres of beets from A. T. Bobier, of Exeter, and Weir & Weir, of St. Marys.

C. S. Heisey, general merchant, Baldwin, has assigned to R. Osler Wade. It is understood that the assets are about \$6,000, with liabilities nominally the same. Mr. Heisey had been endeavoring to effect a compromise for some weeks past.

NOVA SCOTIA.

Moir, Son & Co., Halifax, have decided to build their new and up-to-date establishment on the old site, and work will very soon be commenced.

Wm. Braid & Co., wholesale tea merchants, Vancouver, will establish a branch at Winnipeg. Mr. F. C. Douglas will have charge of the new branch.

Huxtable's grocery store, Dartmouth, was burglarized recently, but some tobacco was the only thing taken. This store has been entered several times and each time the burglar took tobacco.

H. E. Baker, of Sydney, C. B., one of the largest lobster packers in the Maritime Provinces, was in Ottawa recently to discuss with the Government the advisability of encouraging the lobster industry by protecting seed lobsters. Mr.

## THE CANADIAN GROCER

Baker's idea is that instead of hatching lobsters by the artificial process they should be hatched and preserved in ponds on the sea coasts, and liberated at the end of each season.

### BRITISH COLUMBIA.

The British Columbia canneries are greatly expanding their operations on the Skeena and Stikine rivers, and are anticipating a fair season.

It is reported that the American companies engaged in packing salmon in Alaska will not operate to any extent this season. One reason given for this is that the Alaska Packers' Association, San Francisco, have cut down the price below any chance of profit for small canning establishments. The poor quality of fish in Alaska waters is thought to have something to do with it.

### MANITOBA.

It is reported that Messrs Codville & Co., Winnipeg, will build branch warehouses at Regina and Edmonton during the coming summer.

The wholesale and retail general business formerly conducted in Lethbridge by Mr. H. Bentley, will in future be carried on by the Bentley Company Limited.

Mr. W. R. Ralph, employee of the Great West Saddlery Co., Winnipeg, has resigned his position with that company and will start up a grocery business on Logan Ave., Winnipeg.

Mr. W. L. Hunter, commercial traveller for L. Chaput, Fils & Cie, Montreal, made his first trip West recently, and he expressed great interest in the country and the manner it was being built up by so many new settlers coming in.

### QUEBEC.

Alfred Plouffe, grocer, Montreal, died suddenly from heart disease on the 7th of April in his store, City Hall avenue. The deceased was between 55 and 60 years of age.

### NORTHWEST TERRITORIES.

The Regina Storage and Forwarding Company is the name of a new concern

which has opened in business at Regina. The promoters are H. W. Laird & Co., grain merchants. The idea is to provide distributing facilities for those merchants who require less than car lots. The car lots will come to the warehouse the new company is building, where bulk will be broken and the smaller quantities required re-shipped.

### INQUIRIES ABOUT CANADIAN TRADE.

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

1. A Glasgow firm interested in wood pulp is looking for a new source of supply, and asks to be referred to Canadian producers not already represented in the United Kingdom.

2. Inquiry is made for names of Canadian firms requiring an agent to represent them on commission in the Midlands, by a person, offering good references, who has had experience in selling manufactured leather goods, stationers' sundries, fancy goods, etc.

3. A Sheffield firm of tool makers have asked to be placed in touch with Canadian buyers of such goods as they manufacture.

4. A North of England firm desires to get into touch with Canadian importers of oakum and dry spun yarn.

5. An inquiry for Canadian seed peas has been received from a correspondent at Angers, France.

The following are among the recent inquiries received at the Canadian Section of the Imperial Institute:

1. A Lancashire firm of provision merchants desires addresses of a few Canadian shippers of produce.

2. A Scotch manufacturer of jute and linen goods wishes to be placed in communication with Canadian importers of these lines.

[The names and addresses of the above applicants can be obtained on application to the Editor of THE CANADIAN GROCER.]



## A NEW TUNE

which our travellers will sing to you this week is about some **Choice Potted Lobsters** which we have to offer.

These are delicious goods, and at the price we are offering them are remarkably cheap, as lobsters now sell.

You can retail them in "halves" tins at 15c. and do well.

Write us direct or ask our travellers to give you the price. It will be music in your ears.

THE \_\_\_\_\_

## DAVIDSON & HAY,

LIMITED

Wholesale Grocers

TORONTO

## ON THE ONE HAND

you have the knowledge that your customers are more than satisfied and that your own profits are materially increased.

This the result of stocking

**Upton's** JAMS, JELLIES and MARMALADE.



## AND ON THE OTHER

you have the conviction that your business will surely not increase in the Jam line by offering substitutes, and that thereby you are working to your detriment and that of your business. This the result of stocking cheaper and inferior goods.

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

# DAIRY PRODUCE AND PROVISIONS

and Cold Storage News.

## THE UNITED STATES MEAT SUPPLY.

AS the United States becomes less distinctively agricultural and more manufacturing, and the population more and more urban, it is probable, says The Butchers' Advocate, New York, that the supply of live stock will diminish while the demand for meat will increase. This will tend to produce higher prices. The fact is all civilized countries at present are wrestling with the meat problem in some one of its various phases, and students of industrial questions are beginning to speculate whether the world's meat supply of the future will be equal to the demand. If the meat-eating population of the world is increasing faster than the number of animals with which to feed it, the result must be continually higher prices for meat and eventually a falling off in consumption and perhaps a change in social conditions and national characteristics. Without taking into account Asiatic peoples, who are chiefly vegetarians, it is estimated that the whole of Europe outside of Great Britain has about 100,000,000 cattle, 133,000,000 sheep and goats and 65,000,000 hogs, or a total of 298,000,000 head with which to feed a population of approximately 310,000,000 persons. In every country of Europe there is now a recognized scarcity of meat, with the disproportion between human beings and food animals steadily increasing. In the United States the disproportion is not as great as in Europe, but it is increasing here also. In 1875 France had 188 head of live stock per 1,000 acres of her territory; now she has only 164 head. Germany had three times as many sheep twenty-five years ago as she has now and a much larger number of cattle. In this country, owing to the fact that we have been not only feeding our own rapidly increasing population, but also contributing largely to the meat supply of other countries, our supply of food animals has not kept pace with the demand for meat at home and abroad. The United States is still the great source of meat supply, as it is the greatest meat-consuming country in the world, but it will not be able to maintain its present relative proportion of food animals to human beings very long at the present rate of slaughter. There are nearly twelve hundred public and private abattoirs and packing houses in this country engaged in the killing of animals for human food and the packing of provisions. Besides these factories there are hundreds of thousands of farmers and butchers who kill a few hogs, sheep and cattle each year for family use or for sale in local markets. It is estimated that in these various ways there were killed in the United States during the year 1900 and each year since 11,000,000 cattle and calves, 41,000,000 hogs and

about 42,000,000 sheep. At this rate of slaughter, with the western cattle ranges constantly contracting, with our population changing from agricultural to manufacturing and from rural to urban, and with the foreign demand for meat increasing faster than the supply, the meat problem may become a serious one in the not distant future.

## MEETING OF CHEESE ASSOCIATION.

The annual meeting of the Moosomin Creamery Association was held on the afternoon of March 28. The president, Mr. O. Neff, occupied the chair. A full report of the results of last season was submitted by Mr. W. A. Wilson, the superintendent of creameries. The total output of the creamery in Moosomin was only 11,843 lb., and the total receipts for the season's make were \$2,116.85. The treasurer's statement was read, which showed that there was a cash balance on hand of \$89.38.

The officers elected are: O. Neff, president; F. J. Collyer, vice-president, and a directorate of R. D. McNaughton, K. Webster, J. McAuley, R. Black, J. Mitchell, W. McKenzie, Jos. James, W. Herman, C. Poole, C. Bowring, T. Grayson, A. Aitkins, J. Drinnan and W. Adamson. The secretary and treasurer are to be elected by the new board of directors, but in the meantime W. H. Maulson and M. Millar agreed to continue to act as secretary and treasurer respectively.

## PROVISION NOTES.

MR. MYRIC, who has for a number of years successfully operated the cheese factory at Springford, Ont., has purchased the business this year and opened up for the season's operations on April 6.

Wm. Heath, butcher, Melita, has sold out to W. Dunford.

W. C. Bowen, butcher, Carievale, is advertising his business for sale.

The Soho butter and cheese factory, near Woodstock, Ont., has begun the manufacturing of cheese.

Owing to the limited supply of hogs and hog products, the Dominion Packing Co., Charlottetown, P.E.I., are already importing several carloads a week from the west.

The branch provision store established in Kingston, Ont., by The Wm. Davies Co., Limited, pork packers and provisioners, Toronto, is now in full blast. Another branch store will very soon be started in Brockville.

If the British Government's Bill relating to the sale of adulterated butter, which is now under consideration, passes, the

export trade in Canada and Australia in that line will be benefitted because dairy butter is sent by these two countries to England.

Stewart & Co., butchers, Moosomin, are making extensive improvements to their establishment, which has been recently purchased by them. A large refrigerator is being installed. It is claimed that, when all improvements are finished, it will be one of the finest meat emporiums in the west.

Jas. Lewis, who for over 20 years had been in the employ of W. Richardson, of Walkerton, Bruce's egg king, but who has for the last three years been in the egg business for himself, in Paisley, died in that village recently. Mr. Lewis had the reputation of being one of the best egg packers in the province.

The Sweaburg cheese factory has commenced operations. The officers for the ensuing year are as follows: President, J. W. Webster; auditor, James Pullin; salesman, Ed. Hunter; board of directors, Garfat, R. S. Lick, Wm. Clarkson, John Pullin, Job Thompson, Ed. Meek, W. H. Hyde and W. B. Thornton, jr.

## DAIRY PRODUCE.

### TORONTO.

BUTTER—Receipts have been somewhat large since our last issue; the demand, however, continues active. There is ready sale for choice packages of large rolls. Creamery prints are coming in rather slowly and are quickly picked up. Prices are inclined to ease somewhat, but there is no quotable change. We are advised that a number of summer creameries are getting ready to manufacture and expect to be in operation shortly. Many of the eastern factories, we learn, have already commenced buttermaking. The demand for western butter in Montreal, which has been very active, is likely to be somewhat checked, owing to the reported modification in prices there. Some Manitoba fall butter has been offered here, but as prices asked were high no business resulted. We quote:

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

CHEESE—The new cheese is coming to hand somewhat slowly and prices continue to harden up. The present prices are practically prohibitive for advancing trade. We learn that contracts for export have been closed since our last issue at 12¾ to 13c. f.o.b. factory. We quote:

	Per lb.	
Cheese, large, old.....	0 14	0 14½
" twins, old.....	0 14	0 14½
" large, new.....	0 13	0 13½

—Just try it / no trouble to sell

## Magic Baking Powder

Every up-to-date grocery and general store carries it in stock. Do you? If not, try an assorted case—your jobber sells it.

**E. W. GILLETT COMPANY LIMITED**

London,  
Eng.

**TORONTO, ONT.**

Chicago,  
Ill.

When you have any

# BUTTER OR EGGS

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

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

75-77 Colborne Street

Telephone Main 2491.

**Toronto.**

## F. W. FEARMAN CO.

Limited

Curers of... **HAMILTON**

**"STAR BRAND" Hams and Bacon**

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

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

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

## Mess Pork, Short Cut Pork, Plate Beef.

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

**RELIABLE GOODS AT RIGHT PRICES.**

Write or wire for special quotations on car lots.

**The Park, Blackwell Co.,**

**PORK PACKERS,**

LIMITED

**TORONTO, ONT.**



MONTREAL.

**BUTTER**—The shortage of supplies which has been the means of forcing prices to the high level at which they have been maintained for the last few weeks is now being relieved by the increased production. Anticipating a further decline in prices, dealers are buying only to meet their actual requirements from day to day. Finest eastern creamery has been sold at 23c. delivered. Dealers are paying 17½c to 18c. here for fresh, large roll butter. We quote :

Fresh creamery.....	Per lb.	0 23
Old creamery.....		0 18 0 20
Dairy rolls.....		0 17½ 0 18
Manitoba.....		0 13 0 15

**CHEESE**—Stocks of old cheese are now practically exhausted, and very little new cheese is being consumed at present prices. Practically the bulk of the April and first half of May cheese have been contracted for at an average first cost of about 12½c. in the country or a laid down price in Montreal of 12¼ to 13c. The hope entertained is that these goods will be in England, and largely, if not practically, out of the way before the better quality cheese of the last half of May and early June make becomes a serious enough factor to enter into competition with them. This hope is based upon the admitted shortage of supplies in Great Britain, but something worthy of note is the effect of the increased cost of almost 2c. per pound compared with that of last year at this date upon the English consumer. There is a possibility that the Canadian output from now on, owing to favorable climatic conditions and the extra inducement offered by the high prices, will increase in a much greater ratio than last season, so as to catch up with current demand at an earlier date than usual. In such an event high-priced early purchases not disposed of would be at a disadvantage, and no doubt it is the contemplation of this which explains the reduced bids recently offered. All things considered the market may show alterations in its general aspect in the interval between now and the second week of June, though no radical decline in values may be actually accomplished. We quote :

Fine September, per lb.....	0 14
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WINNIPEG.

**DAIRY BUTTER**—Supplies have shown a pretty steady increase for the week, and the quality also is improving. Good fresh dairy, in round lots, 15 to 17c. this week. Inferior grades are very slow sale at prices ranging from 11 to 14c.

**CHEESE**—Stocks are very much reduced, and jobbers are not keen to sell. Manitobas are held at 13½c. and Ontarios at 14c.

**EGGS**—The usual Easter demand has held prices up, but supplies are becoming very liberal and there will, no doubt, be a drop early in the week. Price has held stiff at 14c. all week.

THE PROVISION MARKETS.  
TORONTO.

There has been a decided advance in business done in the provision market

since our last issue, and prices continue firm. Lard, especially, remains firm, the quantity coming to hand being not so large as in previous seasons, attributed mainly to the smaller growth of hogs, consequently not so much lard coming into manufacture.—We quote :

Long clear bacon, per lb.....	\$0 10	\$0 10½
Smoked breakfast bacon, per lb.....	0 13½	0 14½
Roll bacon, per lb.....	0 11½	0 12
Medium hams, per lb.....	0 13	0 13½
Large hams, per lb.....	0 12	0 12½
Shoulder hams, per lb.....	0 11	0 11½
Backs, per lb.....	0 14	0 15
Heavy mess pork, per bbl.....	21 00	21 25
Short cut, per bbl.....	23 00	23 25
Shoulder mess pork, per bbl.....	19 00	
Lard, tierces, per lb.....	0 10½	
" tubs.....	0 11	0 11½
" pails.....	0 11	0 11½
" compounds, per lb.....	0 08½	0 09½
Plate beef, per 200-lb. bbl.....	15 00	
Small butchers' hogs.....	8 09	8 25
Beef, hind quarters.....	7 00	9 00
" front quarters.....	5 00	6 00
" choice carcasses.....	6 00	7 25
" medium.....	5 50	6 50
" common.....	5 00	5 50
Mutton.....	7 00	9 00
Lamb.....	9 00	11 00
Veal.....	8 00	9 50

MONTREAL.

The provision market has shown no new feature to note. The demand for most lines was rather slow, which, of course, was anticipated after the last two weeks of great activity, and, not until retailers work off present supplies on hand, will any improvement be noticed. We quote :

Heavy Canadian short cut mess pork.....	\$24 00
Light Canadian short cut clear pork.....	22 50 23 00
Canadian short cut back pork.....	23 00 23 50
American short cut clear pork.....	23 00 23 50
American fat back pork.....	23 50 24 00
Hams, per lb.....	12 14
Bacon, per lb.....	14 15
Extra plate beef, per bbl.....	14 50 15 00
Pure Canadian lard, in tubs, per lb.....	0 11½
" " " pails, per lb.....	0 12
" " " cases, per lb.....	0 11½
Fairbank's "Boar's Head" lard compound, 8½c. tierce basis, with extras as follows:	
60-lb. tubs, over tierce.....	0 00½
20-lb. wood pails.....	0 00½
10-lb. tins.....	0 00½
5-lb. tins.....	0 00½
3-lb. tins.....	0 01
Snow White and Globe compound, per pail.....	1 80 1 90
Cottolene pails for 60-lb. tubs.....	0 11½
" 20-lb. for tubs, for Que. and Ont.....	0 11½

The tone of the market for fresh-killed dressed hogs was weaker and prices have declined 25c. per 100-lb. This is owing to the fact that on account of the heavy receipts of the past two weeks the market is still over supplied, for which the demand is slow, and sales in a jobbing way have been made at \$8.50 to \$8.75 per 100 lb.

Since our last report no change has occurred in the dressed meat market; all lines are experiencing a good demand owing to Lent being now over. We quote :

No. 1 beef, hind quarters, per lb.....	\$0 07	\$0 08
fore quarters.....	0 04	0 05
Lower grades, hind quarters, per lb.....	0 05½	0 06
fore quarters.....	0 03½	0 04

WINNIPEG.

**CURED MEATS**—Market is very active in all lines and prices unchanged for the week, with the exception of breakfast bacon, which is higher and very firm. We quote :

Hams.....	0 14
Breakfast bacon, bellies.....	0 14½
" backs.....	0 14
Square cut shoulders.....	0 10½
Picnic hams.....	0 11
Spiced rolls.....	0 11½
Dry salt long clear bacon.....	0 11
Smoked long clear.....	0 12
Shoulders.....	0 09½
Boneless backs.....	0 12

**LARD**—Market is steady and trade fair. We quote :

Pure lard in 20-lb. pails.....	2 25
" 50-lb. ".....	5 50
3-lb. pails, in cases.....	7 50
5-lb. ".....	7 35
10-lb. ".....	7 20

**BEEF**—Trade is steady, and a fine line of beef is being offered for the Easter trade. Prices are steady at 6 to 7½c. for tops.

**MUTTON**—Offerings of freshly killed are very limited. The price is unchanged at 9 to 10c.

**VEAL**—Supplies are increasing, and the quality shows some improvement. Demand is good. Price remains at 9c. for dressed carcasses.

**HOGS**—A very limited number are still offering, but prices are unchanged, at 7½ to 7¾c.

**POULTRY**—To Manitoba's shame we report the demand for chickens for the Easter trade is being supplied by stock from Minneapolis. Chickens retail at 19c., and turkeys at 18c. per lb.

ST. JOHN, N.B.

The market was particularly well supplied with fresh meats for Easter. Beef and lamb came chiefly from Ontario. Our beef men seem to show little forethought in bringing their best stock on the market. In May and June there is apt to be an over supply with too little at other times. Beef is rather easier. Domestic is scarce. In mutton, prices are lower. Lamb is as yet high, and it will be some time before it is at all plentiful. Pork still commands quite full figures, but there is less sale. In barreled meats, business is quiet. Prices are still high, particularly in pork. Lard is quite a good stock and full prices are asked. The market is firmer. We quote :

Mess pork, per bbl.....	\$21 50	\$23 50
Clear pork.....	25 50	26 00
Plate beef.....	15 00	16 00
Mess beef.....	12 50	13 00
Domestic beef, per lb.....	0 06	0 07½
Western beef.....	0 08	0 08½
Mutton.....	0 08	0 08½
Veal.....	0 08	0 08
Pork.....	0 08	0 08½
Lard, pure, tubs.....	0 11½	0 11½
" pails.....	0 11½	0 12
" compound, tubs, per lb.....	0 09	0 09½
" pails.....	0 10	0 10½
" Fairbank's refined, tubs, per lb.....	0 10	0 10½
" pails.....	0 10½	0 10½

Mr. Leonard, of the Boston office of the Armour Packing Co. of Kansas City, was in the city this week.

A NEW STORE FOR LONDON.

The William Davies Company, of Toronto, are fitting up in elegant style a large glass fronted store in London, Ont. The intention is to carry on the sale of meat, pork, sausages, eggs, etc., on the same plan as in their numerous stores in the Queen City. The place is on Dundas street, south side, east of Richmond.

PRICE OF HOGS IN LONDON.

Mr. McIntyre, the largest buyer of live hogs in the London, Ont., market, has been paying \$5.75 per cwt. for everything offered. The deliveries for some days have not been so large; the expectation prevails at present that better results can be obtained by killing them when the price is \$8 per cwt. or over.

THE CANADIAN GROCER

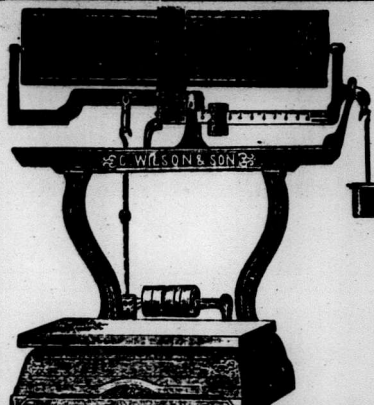
# DON'T STAY OUT.

The sales of and demand for

# JAMES' DOME LEAD

are increasing rapidly. Don't stand aside. Take your share. It is quality that is doing it.

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



## Paid For Itself.

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

DEAR SIRS:—

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

Yours truly, \_\_\_\_\_

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

**C. WILSON & SON, - - TORONTO.**

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# LARD

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## THE KEEPING QUALITIES OF LARD.

**Fairbank's Boar's Head Brand Refined Lard Compound** is the only product that will keep perfectly through the summer in the retailer's store without getting strong or rancid. This can be accounted for because it contains nothing that is subject to atmospheric action. Packing House grades of Compound that contain tallow and suet, under the same conditions that **Boar's Head** will keep for six months, will go rancid in ten days. This also applies to hog lard. **Boar's Head Brand Refined Lard Compound** is absolutely neutral and in the summer months will keep firmer and better than any other frying or shortening medium.

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

Write for full particulars regarding terms and prices.

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

# THE N. K. FAIRBANK COMPANY,

Wellington and Ann Sts., MONTREAL, QUE.

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

## Window and Interior Displays

### Timely Hints and Suggestions.

IN answer to "Manitoba Grocer," we publish this week our idea of the interior of a corner store, 40 x 26. The grocery half we place on the side opposite the corner, while the shoe section takes the corner side.

The grocery shelves can be made to suit one's taste in width. In the drawing they are about a foot wide, and I would advise about an inch and a half higher than two cans of canned goods in order to facilitate removal. Some of the shelves can be made higher to accommo-

of the side the shelves slant in to a mirror, which breaks the monotony of a long stretch of shelves. The shelving at all the ends slants in to the wall in order to avoid too rough and sudden a break.

About two and a half feet out stand the counters, which are about 27 in. wide. The counters should not be very fancy, as they cannot be kept clean, are an unnecessary expense, and take away from the business look of the store. Oak finish should be used in the counters, as

About ten feet from the grocery side is the door into the store-room. This door should be about three and a half feet wide. An office in the back of the shoe section is 6 x 8, allowing about two and a half feet between the office and the door for extra shelving, to hold rubbers or anything else connected with the shoe department.

In the shoe section a feeling of separation from the grocery department is necessary, and this is obtained by placing the seats in a line almost straight down from the entrance, facing, of course, the shoe shelves. A show-case to hold shoe findings and the little extras of a shoe stock is the first fixture. Behind this, and thus screened by it, is a seat where ladies will try on their shoes. Then come two seats for general use in the shoe section.

The shelving is made the width of the cartons containing the shoes and about three feet from the floor an additional shelf projects about a foot. The seats are then about five feet from the shelves—ample space for trying on and the movements of the clerks.

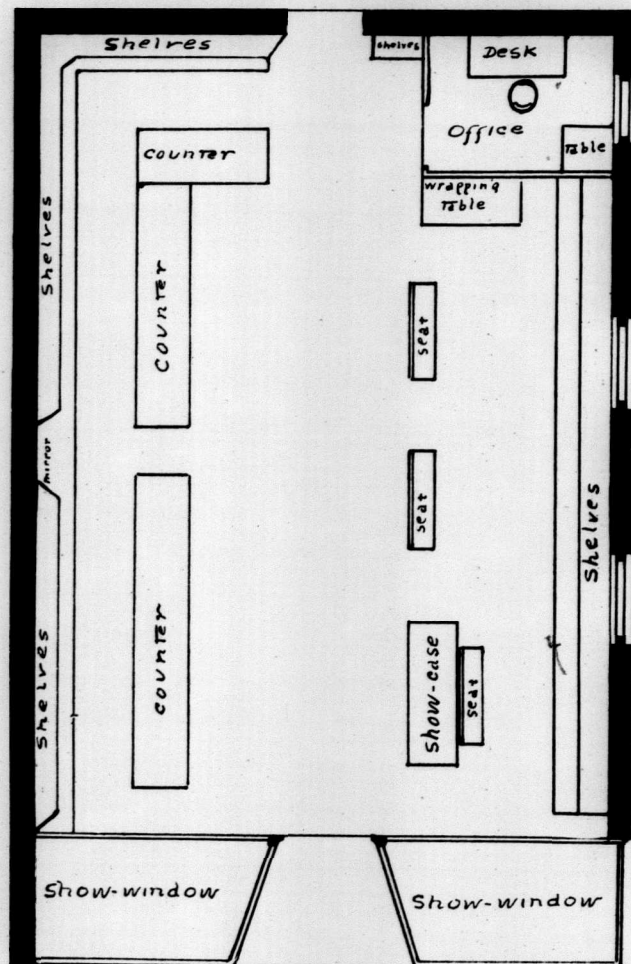
Three windows are shown on the open side. The one in the office is an ordinary window, but the two in the shoe section must come above the shelves and would be about three feet high and four long and within six inches of the ceiling. This will light up the grocery section and throw some light into the shoe department. With these three windows and the show windows the store is perfectly lighted and no necessary space taken up with windows.

The drawing is on a scale of one-eighth inch to one foot, and all measurements can be made fairly accurately without much further description. Of course, many details must be worked out to suit individual taste. In this drawing the idea is to give a general plan and idea for laying out the store, rather than an architectural drawing with specifications. From this plan the architect can make his plans accurate to suit the proprietor's taste.

I may say the office is divided from the store by a partition only seven or eight feet high, the upper half of which is glass.

Objections have been received to last week's drawing of a store front, averring that the large sheets were rather high. This point is a matter of taste, as other things, and if lower glass is desired, seven instead of eight is a fair height.

Store-room



date bottles and taller goods. These details can be worked out by the builder. At about three feet from the floor a small counter comes out beyond the shelves about a foot or more, the outer half of which slants down and contains lids into bins to hold bulk goods or reserve stores of any kind. In the centre

in every other part of the store.

The shelving all around the store should be about nine feet high, leaving a space of four feet between it and the ceiling. This four feet and the ceiling should have a metallic covering, as it is cleaner, neater and more economical in the end.

## THE CANADIAN GROCER

The ceiling might even be a foot lower, but I think the specifications given are as good as any.

If "Manitoban Grocer" wishes any further details or is not clear on any point, I would be pleased to try and further help him.

### EASTER DECORATIONS IN TORONTO.

This year more attention has been paid to Easter decoration in all the stores in Toronto than ever before, the grocery stores being particularly conspicuous.

Barron's store, at the corner of Czar and Yonge streets, was most elaborately beautified with flowers and Easter eggs and novelties. One large window was filled with cut flowers in fancy vases, white being the predominating color. In the centre a large vase of Easter lilies was flanked by white carnations and mignonette, while a row of lilies of the valley in pots extended along the front, having the pots screened with green crepe paper. Another window contained Easter confectionery in every conceivable design—eggs, nests, hens, rabbits, and doves—and Easter toys and novelties, of which this year has produced a very choice variety. The interior of the store was just as carefully arranged. In the centre front a circular confectionery counter was surrounded with cut flowers, and every pillar in the store was concealed with pyramids of hyacinths, primroses, carnations, lilies, violets and mignonette. One large bank of flowers attracted considerable attention. In the bottom were hyacinths, then a row of lilies of the valley, a row of white carnations, one of Easter lilies, and on the top was a tier of large palms reaching to the ceiling. The fish and poultry market, with its clean white tiling, was also decorated with flowers.

At F. Simpson & Sons, flowers also were the prominent feature of the Easter trimming. One window contained a bank of flowers with a background and floor of purple and green crepe paper. The other was tastily arranged with green vegetables. Inside a large oval counter which occupies the centre of the store was entirely covered with flowers. At intervals around the store flowers and palms were placed, so that the effect was more like a florist's establishment than a grocery store.

A store at the corner of Ann and Yonge streets was surrounded by a good-sized crowd at all hours. The bottom of the window was filled with straw, on which eggs were carelessly placed. In the back centre a hen-coop was made of poultry netting, and inside were two hens and a rooster of the buff cochin variety. In the centre front, on a large

sheet of paper, were a half-dozen tiny chickens, merrily picking away at some chicken feed. The chickens were incubator productions and were as happy and fearless as possible.

All the confectionery and grocery stores devoted much window space to Easter confectionery and pretty little toys. Among these a novelty this year is little chickens and ducks, which come from Holland. Report says the little things are killed when a few days old, then skinned and stuffed and sent to America. Little Brownies, horses, birds, rabbits, and other animals were shown in great variety. The windows of Michie & Co. were made very attractive with confectionery and toys.

Many grocers made a specialty of eggs, strewing them for the most part on straw or packing, in the bottom of the window, slanting up towards the back. In many cases breaks in the plainness of the surface were made with rows of canned goods, packages of tea, or hams. The care displayed in almost all the windows, showed that grocers are realizing the selling value of a good window.

### SOOP IT UP SANDY.

A well-dressed window was to be seen at J. Robertson & Son's, grocers, 2257 St. Catherine street, Montreal, during the visit of the Scotch curlers. It represented an outdoor curling rink, with curlers on the ice. There were no special goods being advertised, as the window was made up this way on account of the interest which centres around curling. For the snow bank, salt was used, and, for ice, silver paper. Some printed cards appeared in the window, which curlers, no doubt, understood. For instance, some canned soup appeared with a notice reading: "Soop it up Sandy!" Again, a table with teapot, tea and cups, the notice reading: "Noo for a guid Dra' Mon; just Tee length, ye ken; Ladies, our teas all draw well."

The window was quite a novelty, but was only one among the many excellent window displays that have been seen at this store from time to time.

### SCARCITY OF ICE.

Ice dealers report, says The Butchers' Advocate, New York, that the amount of ice on hand is less than at this season last year, and that they will have to advance prices. In some cities advances have already been made, and have been followed by complaint from the butchers. In Jersey City the butchers hope to benefit by pooling their interests and buying as an association instead of as individuals. In

Rochester the butchers will try to secure supplies from outside sources, hoping thereby to bring prices down to last season's level. In Montreal the same plan is to be tried. This situation should lead many meat dealers to put in refrigerating machines, which can be run at less expense than the cost of ice, which give more satisfactory service, and permit of a much better display of meats in summer.

### THE L. SCHEPP CO.

In a recent issue of THE CANADIAN GROCER the word "cocoa" was associated with the name of The L. Schepp Co., manufacturers of cocoanut. As The L. Schepp Co. do not manufacture cocoa, some misunderstanding seems to have arisen in the minds of some of our readers. The item was in connection with the new building which the company is to erect on Spadina avenue, Toronto. As our readers are aware, The L. Schepp Co. have been manufacturers of prepared cocoanut for the past ten years at their factory, No. 8 Bay street. Previously to coming to Toronto they had a factory in Hamilton, Ont.

## Going to Re-Decorate?

Why not enjoy the practical advantages  
offered by our

## Metallic Ceilings & Walls



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

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

**Metallic Roofing Co. Limited**  
TORONTO.

## DEPARTMENT OF ADVERTISING SUGGESTION AND CRITICISM

Edited by

W. Arthur Lydiatt,

TORONTO.

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

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

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

Mr. W. Arthur Lydiatt, 'The Canadian Grocer.'

Dear Sir,—

I enclose you a couple of my ads., which appeared in the last two copies of a weekly paper called '——'. Have started to advertise in this paper, but have not been long enough at it to say anything of results, although I have had several inquiries regarding same, which makes me think they are being read. I might say that previous to this I had hand-bills printed and my boy delivered them from house to house, and I enclosed them in all orders. Had 1,000 printed each time, probably once a month or less time. I also enclose you a copy of one of the dodgers. This week I am preparing an ad. such as sample given in last number.

Can you tell me if you think my ads. will catch the every day working man, or both classes? My trade is about equally divided—can sell both high-grade goods or cheaper goods.

Any information you can give me will be appreciated. Yours truly, 'William.'

P.S.—I might say that I read your journal very carefully and find valuable information in it.

I reproduce this letter for a purpose. Among those who so far have sent in specimens of ads., "William," (whose identity, by request, is not disclosed,) is the only one who has made any comment on his own ads.

He tells me the paper they were in; how often his ads. are inserted; what results he is experiencing. He tells a little of his other advertising efforts, and speaks of the kind of trade he is after.

In short, he gives me "something to go by."

This is desirable—in fact, it is important.

When you send in some of your ads. for review you might express some opinions. Read the note at the top of this page—consider it in the nature of a personal letter—and when you have time, answer it.

I urge this, because such co-operation will make this department the more interesting and valuable to all concerned.

I'd like to hear the opinions of some "Grocer" readers on the subjects discussed in this department from week to week. Your criticism of my criticisms and suggestions would be appreciated, and would, no doubt, prove very interesting and helpful.

I'd like to hear the opinions of "Grocer" readers on "How a Grocery Store Ought to be Advertised." I am sure

there would be some interesting points brought out. Your contribution to these columns is invited.

I am reproducing one of "William's" ads. herewith. The best thing about it is the list of prices. But I don't care for the heading, "Read These Prices," etc. Prices don't mean anything until they are attached to some article—then it depends on the actual value of the article whether the accompanying price suggests any saving or not.

The ad. might be re-written a dozen different ways, and each be an improvement. I suggest one way which I think better—it shows a good way of advertising any kind of "specials."

little more taste in setting it up. It is displayed just a little too much. It doesn't look nearly as neat as it might, and this detracts from its value considerably. I would suggest that "William" continue to send out these dodgers at least once a month, and think he might well start each one off with a little personal talk on the new goods which he has recently received in his store.

I'll show him a sample of the style I mean some week in the near future.

Answering his query, would say that I think his ads. ought to catch the workmen's trade. Prices are about the main thing in inducing that kind of trade, though a certain uniform good quality of goods is always necessary. If his stock

### What 25 cents will buy at William's next week.

**25 CENTS BUYS:**  
4 packages Corn Starch.  
3 cans ——— Salmon.  
2 lb. Pure Lard.  
3 glass jars ——— Jam.  
6 tins ——— Sardines.  
3 Long Bars ——— Soap.  
**45 CENTS BUYS:**  
1 pail ——— Jam.  
**30 CENTS BUYS:**  
1 lb. glass Pure Gold Marmalade.

**20 CENTS BUYS:**  
1 jar Keiller's Marmalade, Dundee.  
1 qt. tin choice Maple Syrup.  
**18 CENTS BUYS:**  
1 20c. glass Pure Gold Marmalade.  
**15 CENTS BUYS:**  
1 20c. glass Crosse & Blackwell's Marmalade.  
**10 CENTS BUYS:**  
1 bottle choice Catsup; just received.  
**5 CENTS BUYS:**  
3 cakes Toilet Soap.

### WILLIAM'S GROCERY Main and York Sts.

Phone 784.

This is only a "suggestion." Note that I have left blanks for the name of the brand of salmon, etc. It's just as well to include this, I think it might be well to have a little preliminary sermonette about quality, low prices, or some-

is A I he ought to secure his share of the better class of trade to which he refers.

Never sell anything you wouldn't eat yourself, even though it be to make a big "bargain." There are lots of things which are really "all right," yet are not

### READ THESE PRICES

and be convinced that this is the spot where

### YOU CAN SAVE MONEY.

Here is our list for next week:

4 packages Corn Starch.....	25c.	Pure Gold Marmalade, 1 lb. glass, regular price	30c.
3 cans Salmon.....	25c.	35c. for.....	30c.
Pure Lard, 2 lb. for.....	25c.	Choice Maple Syrup (in tins), qt.....	20c.
Crosse & Blackwell's Marmalade, regular price	20c.	Catsup, just received, very choice, per bottle.....	10c.
20c. for.....	15c.	Jam 45c. pail; glass jars, 3 for.....	25c.
Keiller's Marmalade (Dundee), regular price	25c.	Sardines, 6 tins for.....	25c.
25c. for.....	20c.	3 Long Bars Soap for.....	25c.
pure Gold Marmalade, regular price 20c. for.....	18c.	Toilet Soap, 3 cakes for.....	5c.

thing of the kind. It might also be better to have a complete list of 25c. articles in such an ad., or at least, have them all of one price.

The circular or dodger which was sent would be better had the printer used a

quite nice enough to go on your own table. Don't ask anyone else to take them, even at a deeply cut price. I've known grocers who catered to the workmen's trade to sell at a bargain things they wouldn't care to put on their

"THE NAME 'IMPERIAL' IS REGISTERED."



# A Sharp Contrast



**Distinctly different From Ordinary Vinegar.**

There's a sparkling clearness that attracts the eye of your customer. It suggests purity, cleanliness in manufacture and handling.

Sell the busy housewife a gallon or a quart of cloudy, yellowish-looking vinegar, and nine times out of ten she'll come to the conclusion that there's something wrong with the way you look after your vinegar.

Women draw conclusions quickly and without much thought sometimes.

**It Pays to Please the Women.**

**It's Good Policy.**

Then they're particular about the flavor. The delightful, smooth, lasting flavor of "Imperial" has won the approval of thousands of Canadian housekeepers for table use and pickling purposes.

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

Manufactured Under Government Supervision.

**Sold by First-Class Wholesale Grocers in Canada.**



IMPERIAL VINEGAR AND PICKLING CO.  
HAMILTON.



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

THE STORE ADVERTISING SCHEME.

own table, which occasions this remark. Where a list of "specials" is published I think it is a good plan to make an "extra special" of some one article, make it a leader, and bring in the other specials as a sort of supplementary list of "other good things." It is a good idea to have a "leader" in every ad.

The ads. of L. W. Myers & Co., also reproduced this week, are some more of the syndicate ads. and illustrations referred to last week.

The only really effective illustrations I have ever seen in a grocery advertisement were actual pictures of the goods, such as a reproduction of a can of corn, of tomatoes, or of a bottle of pickles, etc., or some silhouette which didn't make any

**CHOICE GROCERIES**  
**Choice Groceries**  
 Nowhere else in the city will you get the variety of staple and fancy groceries at such moderate prices as here. Steadily and persistently we are forging the character of this store upon our patrons and customers, guaranteeing the utmost safety in the high quality of our goods. A trial is all we ask to convince you. We call for orders.

**L. W. MYERS & CO.**  
 THE CLEAN GROCERY

pretensions at depicting a scene, or trying to illustrate any of the articles, like the illustration in No. 1. These syndicate illustrations don't seem to me to be applicable at all.

Take the one illustrating the ad. about eggs in No. 2 for instance. Notice the headline of the ad., the position of the boy, then the remark under the cut, "laid to order." Looks and sounds rather unpleasantly suggestive, doesn't it? This is not desirable.

I think it is much better to leave such illustrations severely alone. They cost money, and in many instances destroy the effectiveness of the ad, instead of

**Guaranteed Fresh**  
 We are receiving almost daily eggs that are absolutely fresh eggs, that can be depended on, and this is the time that you can enjoy them. We are selling them at 12c doz.

**GROCERIES** Of every kind for everybody. We are making a specialty this week of peaches at 20c, pears at 12c, corn at 9 for 25. WE CALL FOR ORDERS.

**L. W. Myers & Co.**  
 The Clean Grocery.

making it more effective, as they should do. I'd like to hear the expressions of some readers regarding the use of such cuts.

Mr. Myers remarks, "I think 'The Canadian Grocer' is the most instructive paper I ever read." Thanks. We try real hard to make it so, and it is encouraging to hear as often as we do, that our efforts are appreciated and in a measure successful.

"William" also finds valuable information in "The Grocer," and we hope a great many more do.

Other ads received will be commented on next week.

Editor "Canadian Grocer":—I read with a good deal of interest and pleasure the letter of "North Toronto" in a recent issue of "The Grocer," on the subject of "The Store Advertising Scheme," and I feel it due to you to thank you on behalf of myself and other grocers for the opportunity granted us to air our views on the subject in your journal. I might state that I have been a regular reader of "The Grocer" since its publication, and have found that your journal is always alive to all matters appertaining to our business, in fact, I may say that you are ever ready to champion what is in our interests and combat all schemes detrimental to them. I was pleased to note a few weeks ago that you had sounded a warning note to the trade on this very subject of the Store Advertising Co., and asked all those merchants solicited to judge the scheme thoroughly before subscribing to the contract, and I trust your subscribers will carefully weigh the arguments offered. If properly considered you will be flooded with thanks from all over the country.

"North Toronto" has placed the situation before us very clearly, but he has not said half enough. I find in these days of new lines, foods, and delicacies, that trade and its requirements are changing so rapidly that I am compelled to keep pushing forward almost every week something new for my customers' palates and tastes, and I feel that I cannot afford to give up for any length of time my valuable space in my store. I am on the lookout for new lines and for such advertising novelties as will draw my customers' attention to them, and will not give up, for even three months, such desirable space as I have to any concern or company that is a member of the Store Advertising Co., nor will I put myself into the hands of any one manufacturer to handle and push his goods for six years, when possibly I can make a good deal more money pushing (and by pushing I mean advertising with the material supplied me by the manufacturers of the newer lines) these new lines.

And again, there are so many attractive advertisements issued to-day by manufacturers of the various lines handled by grocers, which are a great help to decorating and showing off to appropriate advantage the goods we sell that I think it folly for any grocer to be forced to do without these advantageous aids to selling. Particularly during the Christmas trade these ads., signs, hangers and pictures do I find of the greatest benefit in decorating my store and showing the goods off to advantage. Were I to join this scheme I would be forced to plain and unattractive ornamentation. I cannot for a moment allow myself to be restricted by any concern in the control of

my premises and the policy I have laid out for the conduct of my individual business. I would like to have your valuable journal draw the attention of your readers and subscribers to the palpably weak points in this scheme, and I feel satisfied, with your close connection with merchants generally and the grocery trade particularly, that a free and open criticism on your part will tend to open the eyes of the trading community to the defects of the scheme, to say nothing of the positive loss to its subscribers. Yours truly,  
 H. C.  
 Toronto, April 14.

CONFECTIONERY.

MONTREAL CONFECTIONERY TRADE.

THE confectionery trade in Montreal will be quiet after the Easter rush. As soon as navigation opens up, which will be earlier this year than ever before, confectionery dealers hope to see business revive. Buyers in the country would rather wait for a few weeks for the boats to be running, as freight handled by boat is a good deal cheaper than freight handled by rail.

LEON JASMIN ASSIGNS.

Leon Jasmin, baker, of the town of St. Louis de Mile End, Montreal, has assigned on demand of Bastien, Bergeron and Cousineau, advocates. The liabilities amount to over \$6,700. The assets, besides the stock-in-trade, vehicles, horses, book debts, etc., comprise a piece of real estate known as Nos. 1257, 1259 and 1263 Cadieux street, St. Louis. The principal creditors are: The W. W. Ogilvie estate, mortgage \$2,650; note, \$1,100; The Ogilvie Flour Mills Co., \$1,665.

OFFICERS FOR BAKERS.

At the meeting of the Amalgamated Bakers' Association Saturday, April 11, the following officers were elected for the ensuing half year: T. Burns, president; J. Hardie, treasurer; H. Fields, secretary; J. Silas, W. Parker, W. Kitts, J. Pichette, J. Taylor and M. Cowat, business committee. Mr. Elliott was elected guardian of the door. New members were initiated and the sum of \$50 was subscribed.

PERSONAL.

Mr. H. H. Lang, of the firm of The Lang Manufacturing Co., 230 St. Elizabeth street, St. Henri, Montreal, wholesale manufacturers of biscuits and confectionery, has gone to England, where he will remain for two months. Mr. Lang, while there, will combine business with pleasure, and he expects to return about the middle of June.

THE CANADIAN GROCER

# BUY! USE! AND RECOMMEND



Without Reserve or Compunction

THE PURE, PALATABLE, WHOLESOME,  
TABLE AND PICKLING

## VINEGARS

Manufactured  
by

THE MICHEL LEFEBVRE VINEGAR WORKS

IN MONTREAL

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

*Bull Dog, Quadruple Strength, Lion L Brand.*

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

SOLE SELLING AGENTS FOR CANADA AND THE UNITED STATES:

THE "OZO" CO., Limited, Montreal



A SNAP

One Carload

## EUREKA NEW MAPLE SYRUP

6 Tins	(Gal. Wine)	per case
12 Tins	( $\frac{1}{2}$ " " )	" "
24 Tins	( $\frac{1}{4}$ " " )	" "
1 Tin	(5 " Imp.)	" "

The  
"Finest Make"

Don't hesitate to order a 5-case lot, the freight is paid.

The quality is guaranteed, prices are the lowest.

WE ARE SELLERS

## L. CHAPUT, FILS & CIE.

WHOLESALE GROCERS

Importers of TEAS, WINES and LIQUORS

MONTREAL



MEETING OF TORONTO RETAIL GROCERS.

THE regular monthly meeting of the Toronto Retail Grocers' Association was held in St. George's Hall on Monday evening, the 13th inst. The president, Mr. Bell, occupied the chair. There was only a fair attendance.

A completed report from the "At Home" committee was read, which showed a balance on hand of \$30.10. A resolution was passed to transfer this surplus to the general fund for the payment of current expenses.

GARNISHEE LAW.

The report of the Executive on the matter referred to them again last month, concerning the garnishee law, was submitted. The Executive advised that a committee be appointed by the association to interview the city members of the Legislature with the purpose in view of finding out whether there would be any chance of a measure, making suitable amendments to the present law, getting support in the House. The report was received, but after some discussion the meeting determined not to follow up the matter at the present time. There was a general feeling among the members present that after all the present garnishee law could not be improved on to any great extent, and even if some advantage were to be gained by pushing the matter the trouble and expense would be too great for the association to undertake single-handed.

ENTERTAINMENT AND EXCURSION.

It was decided to hold a smoking entertainment, refreshments being served, after the next regular meeting. It is felt that the holding of such social meetings tends to keep up members' interest in the association. The Amusement Committee will look after the refreshments.

The question of having the usual annual excursion came up for discussion, and it was decided that one should be arranged for. A committee, consisting of Messrs. Johnston, Schoales and Van Loan was appointed to report on it at next regular meeting.

The wholesale grocers' combine came up for discussion, but no definite decision was arrived at concerning the matter.

Just before the meeting closed the question of small profits in the grocery business was touched on; and also how much better the cash system of doing business is than the credit one.

COLLECTION OF DEBTS.

Several members related their experiences in regard to the collection of small debts, and the general opinion was that in

the case of debts of less than \$15 or so it is better to lose the whole amount than go to law. For even if judgment is given in favor of the grocer the bill of expenses generally exceeds the account sued for.

The meeting adjourned.

PROSPEROUS BRANDON.

MR. T. R. HORNER, who carries on a retail grocery business in Brandon, Man., has been in the east for two or three weeks on business. Mr. Horner has been in Brandon for twenty-three years. Prior to that he was for some time in Toronto.

In conversation with THE CANADIAN GROCER he said that business in Brandon was in excellent condition. "The town," he said, "is rapidly growing. A house it is almost impossible for new arrivals to get. As a result people are crowding into boarding houses and hotels. The construction of houses is going on as rapidly as possible, but the difficulty is to secure enough mechanics to carry on the work as rapidly as desired. To give you an idea of how scarce houses are let me tell you that I know of instances where three months' rent in advance has been paid in order to secure a dwelling that was for rent. The C.P.R. are enlarging their premises. They have bought a tract of land northeast of the town, where they are putting up workshops and a large roundhouse. The roundhouse will accommodate three times the number of engines which the present one does. Within the last two years a binder twine factory has been built and it is running on full time. The Brandon Machine Works are doing exceedingly well. I believe that eventually the works will be as large as anything you have in the east. They manufacture threshing machines, threshing engines, fanning mills and pickling machines. A good many people in the east will not know what pickling machines are. These are machines which are made for the purpose of treating seed grain in order to prevent smut. This company also manufactures chemical engines. A short time ago a firm in Michigan wanted to place an order with the Brandon Machine Works for 100 of their threshing engines, but the company had to turn the order down."

Speaking further in regard to the trade, Mr. Horner said that the firms in the vicinity of Brandon were a most prosperous lot of men, and that in consequence terms of credit were much higher than

they used to be. He said that since the number of villages and towns in the vicinity of Brandon had increased the number of farmers who came from 80 and 100 miles distant to sell their goods and purchase supplies had altogether disappeared. "But," said Mr. Horner, "the increase in the number of farmers close to Brandon has so increased that it has more than made up for the loss of the trade hitherto obtained from the far distant farmers."

TEA AREAS IN JAPAN.

For the following statistics and intelligence, we are indebted to Commercial Japan in 1900, recently published by the Bureau of Statistics (Treasury Department), United States America, and an article on "The Natural Resources of Japan," by F. Schroeder, editor of The Eastern World, Yokohama, Japan. Rice for home use, cocoons for silk, and tea for export, are the most important and staple products of Japan, and many areas are cultivated in all parts of the country. The cultivated area under tea is, approximately, 150,000 acres.

PRODUCTION OF TEA IN JAPAN.

(From official reports of the Japan Government.)

Year.	Kwan*
1892.....	7,211,865
1893.....	7,640,368
1894.....	7,883,232
1895.....	8,698,781
1896.....	8,500,745
1897.....	8,470,182
1898.....	8,443,726
1899.....	7,543,726

\* 1 Kwan equals 8.28 lb. (avoirdupois.)

In Japan there are only a very few really extensive tea estates, which, at the best, cannot be compared with the majority of British ones, being for the most part small plots owned by individual farmers, who sell the little surplus, over and above their own wants, to merchants, for foreign export.—From Tea.

CANNERY BURNED.

The Windsor cannery on the Skeena River, B.C., owned by Findlay, Durham & Brodie, and managed by W. H. Leary, was burned to the ground on March 26. The cannery was the largest on the Skeena River, and the total loss of buildings, plant, etc., is estimated at \$35,000. The owners of the factory are constructing another cannery on the Skeena, so that operations may continue during the coming season.

The Windsor was the second cannery built on the Skeena River, being erected in 1878 by Mr. Windsor, of Vancouver, just one year after the Inverness cannery was established.

**Two  
House-  
Cleaning  
SNAPS.**

**HOUSEHOLD AMMONIA**—FLAT 10-OZ. BOTTLES.—

RUBBER STOPPER.—QUALITY GUARANTEED.—GOOD VALUE FOR A 10 CENT RETAILER.—A MONEY-MAKER.—YOU CAN RETAIL AT 5 CENTS.

**SCOURING SOAPS**—TWO LINES OF WELL-KNOWN BRANDS.

REGULAR 10 CENT RETAILERS.—AT OUR QUOTATIONS YOU CAN SELL AT 5 CENTS AND MAKE MONEY.

DON'T WAIT FOR OUR TRAVELLERS BUT SEND YOUR ORDERS AT ONCE.

THESE WON'T LAST LONG AT OUR QUOTATIONS.

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

**HINTS TO BUYERS.**

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

THE Montreal office of "Salada" Ceylon tea report a remarkable demand for their natural Ceylon green. This is not only made up of repeat orders, but inquiries from many almost exclusive Japan tea districts. The good qualities of this tea are becoming better known daily.

Buyers of imported Japan rice can get supplied by communicating with H. P. Eckardt & Co.

"Bargain" molasses is still a leader with Lucas, Steele & Bristol.

Contracts have been made to advertise Wilson's fly pads in 319 Canadian newspapers during the coming summer.

Strawberries from the south in car lots will begin to arrive on the Toronto market very shortly. White & Co. have made extensive arrangements for handling the business this season, and as usual all cars will be sold at auction at their auction rooms, corner Scott and Esplanade streets.

Laporte, Martin & Cie are offering a few lines of Valencia raisins at exceedingly low price.

L. Chaput, Fils & Cie. are now pushing and advertising a tonic wine called "Dutsonnet," which is also one of the best appetizers on the market and a great favorite with the cafes in Paris and London. It is put up in litre and ¼-litre bottles, and is sold by all wine merchants and druggists. Samples can be had on application to L. Chaput, Fils & Co.

E. D. Marceau has on hand 52 half chests of Indian green Hysons No. 2, very fine, strong liquor, which he is selling at 15c.

All our best wholesale grocery houses now sell Wilson's fly pads.

Laporte, Martin & Cie are offering great bargains in canned goods.

W. H. Gillard & Co. have some handsome prunes, in various sizes, which they are offering at bargain figures.

H. P. Eckardt & Co. report a good demand for "Crescent" brand mixed pickles. They can be retailed at 10c. per bottle.

The R. & J. H. Simpson Co., tea importers, Guelph, make a specialty of Ceylon black and green teas. They have some special value in this line to offer.

Lucas, Steele & Bristol offer Loggie's blueberries, fine quality, cheap.

Laporte, Martin & Cie offer a lot of fine Comadre figs in 33-lb. mats; price low.

"Valentine" stringless beans, extra fine goods, are in stock with Lucas, Steele & Bristol, who report large sales.

White & Co., Toronto, have been appointed agents of the Bermuda Board of Agriculture, and their advertisement in another column announces the arrival of their first direct consignment of Bermuda onions and potatoes for this season.

Laporte, Martin & Cie report increasing sales for their Princess Louise Japan tea; a fine value it is said.

E. D. Marceau is offering 60 half chests of pinhead gunpowder teas, of fine make and good liquor, at 25c.

The quality of "Eureka" brand maple syrup is extra choice this season. H. P. Eckardt & Co. are selling agents for "Eureka" brand.

Spaghetti may be had from Lucas, Steele & Bristol; also tobacco and pepper sauces.

Taylor-Pringle Co., Limited, Owen Sound, manufacturers of high-grade pickles, catsups, etc., have purchased the Gibson mineral water springs, and are now putting this water on the market.

W. H. Gillard & Co.'s travellers are showing a useful and rapid-selling towel roller, which shows the retailer a good profit.

The R. & J. H. Simpson Co., Guelph, are offering special values in figs, dates, valencia and sultana raisins.

**A NEW STEAMSHIP SERVICE.**

The first steamer of the Rochelle-Montreal service left Rochelle, France, on April 15 for Montreal, bringing a general cargo of wines and other spring imports.

This will be a monthly service between France and Canada, the sailings being on the 15th of each month from Rochelle and Montreal alternately. The steamships belonging to the line are entirely new vessels, and well equipped for the ocean traffic.

To the French Chambre de Commerce of Montreal belongs much of the credit for having inaugurated this service in place of the defunct Franco-Canadian line.

**PERSONAL MENTION.**

Mr. and Mrs. Charles Chaput have returned to Montreal from a five weeks' holiday, spent at St. Augustine, Washington and Atlantic City.

Mr. L. E. Geoffrien, of L. Chaput, Fils & Cie, Montreal, left on Monday for New York, where he will spend a few days on business and pleasure.

The business hitherto carried on by H. Bentley, importer and dealer in general merchandise, Lethbridge, N.W.T., will hereafter be conducted under the style of the Bentley Co., Limited. Mr. M. Barford is the secretary-treasurer of the new company.

# ONE AND THE SAME THING



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

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

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

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

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

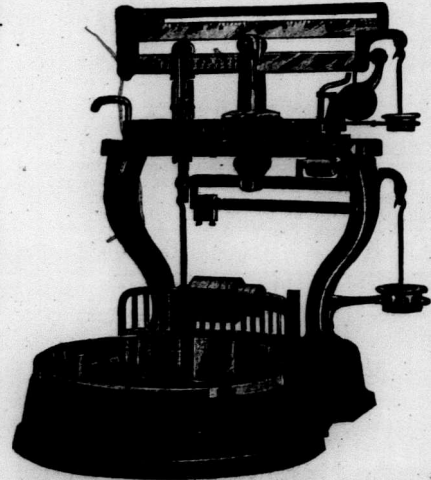
**THE COMPUTING  
SCALE COMPANY,  
OF CANADA, LIMITED**

164 KING ST. WEST, TORONTO, ONT.

MANUFACTURERS OF . . .

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

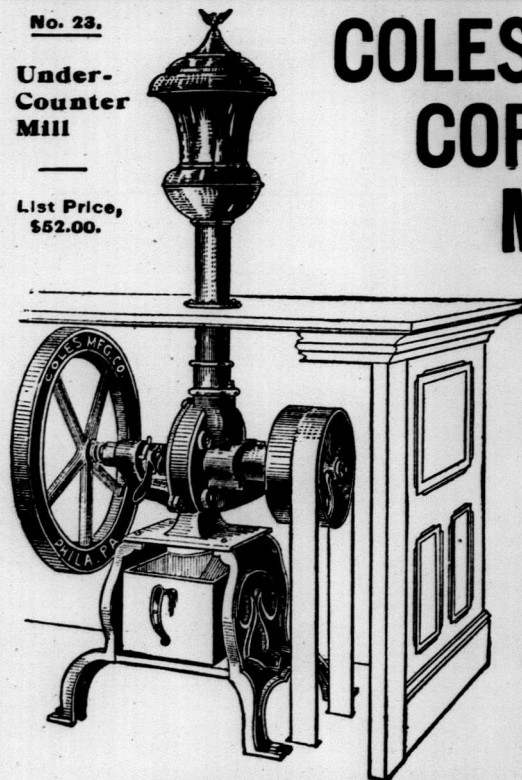
1663 Notre Dame St., Montreal, Que.  
844 Pender St., Vancouver, B.



No. 23.

**Under-  
Counter  
Mill**

List Price,  
\$52.00.



## COLES COFFEE MILLS

None better for  
Granulating or  
Pulverizing.

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

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

**A GREAT  
LABOR-SAVER.**

Our Grinders  
wear longest.

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

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

## ART POTTERY



WRITE FOR ILLUSTRATED PRICE LISTS

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

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

Published every Friday.

Cable Address { Adscript, London.  
Adscript, Canada.

**"KNOWING HOW" THE SECRET OF  
SUCCESS.**

"THE goal of success is not always reached by the roughest road; the path is an easy one to find. That is why so many people miss."

Success in business is not always obtained by those who work the hardest. Merchants have been known to spend years of time in, and to direct all their energy to the building up of a good business—and have failed. Why? Because they did not go about it in the right way.

Although they worked hard, not having the keen perception of the born business man to point out the direction in which to expend their energy profitably, they wasted time and money on what brought no returns.

Other merchants, having worked not nearly so hard nor spent nearly so much money, have worked up a thriving business by "knowing how." They had the "business instinct," if so the quality may be designated, and utilized it; they took advantage of every little thing (which to those without this "instinct" would appear too trifling a matter to be made use of), to advertise and increase their business.

Merchants who wish to make a success in business should always be on the alert to pick up crumbs of business information; they should despise nothing, no matter how trifling the pointer may be.

If you have a successful neighbor, find out if possible how it comes about that he is successful, and follow suit. Keep up with the times. Never let your business become stagnant; always keep things moving. Above all, never get discouraged. "If at first you don't succeed, try, try again!" Keep pegging away.

A good business man never does anything haphazardly. He always has a good reason for his every action; he never does things merely because it is the custom. An investment is never made by him until he is certain that that investment is a good one—that his business is going to derive some benefit from it.

What a tremendous amount of money is spent in advertising. Is that money wasted? If so, it is the fault of the advertiser. There are merchants who have spent enormous sums on advertising, and, because the results were not so good as they should have been, have made the sweeping assertion that advertising does not pay. What is the reason that advertising pays some merchants and not others? The reason is that some merchants know how to advertise and some do not. A style of advertising that suits the city will not do for rural districts; advertising that brings good returns to one store may not to another. Advertisements to reach a certain class of people must be placed in a certain medium, and to reach other classes must be placed in other media; nor will a system of advertising used by a well-known firm do for one just starting. Some firms haven't time to see that the money they set aside annually for advertising is judiciously invested, and thus neglect the most important department of their business. Is it any wonder that such firms have reason to say that advertising does not pay? Advertising, if done well, does pay.

**SUGAR 10c. HIGHER.**

Just as we go to press a change is announced in the price of refined sugar on the Canadian market, all grades being advanced 10c. per 100 lb.

**TRUTH IS MIGHTY.**

ONE should always be honest in one's advertising. You may "fool all of the people some of the time and some of the people all the time, but you cannot fool all of the people all the time."

Some time or other the little deceits in your advertising are going to come out and count against you. Each time these little deceits are exposed part of your good reputation goes, until finally it is entirely lost.

"You may mend a broken reputation, but your neighbors will keep their eyes on the crack." It is also much harder to "mend" your reputation than it was to build it up in the first place.

Honesty is certainly the best policy in advertising, although at the time better results may be had from "ads." which are not strictly honest.

Never say anything in your advertising that you cannot verify in your store. An advertiser who believes thoroughly in what he is going to say has a far better chance of convincing people than he who only half believes what he is saying.

"Truth is mighty," especially when it looms up in an attractive advertisement.

**FRUIT ARRIVALS.**

The second fruit steamer of the season bringing fruit to the port of Montreal has sailed from Sorrento, Italy. She is the *Jacona*, and carries a cargo of 22,500 boxes of Messina lemons, 750 boxes of Messina oranges, 12,000 boxes of Palermo lemons, 1,700 boxes of Palermo oranges and 20,530 boxes of oranges and lemons from Sorrento. The first steamer, the *Fremona*, is already in the St. Lawrence and daily expected to arrive. The total quantity of lemons on the way to this and the American market is estimated at 101,500 boxes. For Montreal there are 13,700 boxes Palermo oranges and lemons, 51,900 boxes Messina and 32,850 Naples oranges and lemons.

Receipts of lemons this year have been much larger than last year at this season. From April 1 to April 11 the total receipts of lemons were 62,050 boxes from Sicily and 966 from California, against 29,400 boxes from Sicily and 316 from California during the same period last year.

INTERNATIONAL UNIONS AN EVIL.

REFERENCE was made in a recent issue of this paper to the injury that was being wrought to the industrial life of Canada by international labor organizations. Another instance of the injury thus effected has been brought to the attention of the public by the strike of the miners at the Crow's Nest mines. The men there were apparently satisfied with the conditions as they existed until the representative of an international organization came along, and not only persuaded the members of the local union that it was to their advantage to affiliate with the United States organization, but that they also had serious grievances which should be rectified.

The result is a strike, and not only are mines lying idle and the business interests of the community seriously affected, but there have been repetitions, although on a smaller scale, of the outrages which characterized the coal strike last fall in Pennsylvania.

As our readers are well aware, a number of labor unions in Canada have seceded from the Dominion Trades and Labor Congress, because of the machination of the officers of the international organization.

The unions seceded from the organization in question because they were fully persuaded that the aim of the officers of at least some of the international organizations was to put obstacles in the way of the development of the industrial life of Canada. This is no matter of hearsay, but the circular, which the seceding unions issued, when forming the National Trades and Labor Council, clearly sets this forth. "The great objection," the circular said, "to international organization in Canada is that strikes are fomented and carried out by labor officials from the United States to the disadvantage of Canadian enterprises."

International labor unions should be helpful to members thereof; but when the officers of such organizations use their influence to bring about strikes for the evident purpose of injuring Canada, it is time the members of such orders in Canada recognized the fact and confined themselves to a national instead of an international organization.

SOME MISTAKES OF BANKS.

THERE is probably no branch of business which is managed as a rule with greater efficiency than the chartered bank. It does not follow, however, that it is infallible. In fact, cases are frequently pointed out to us which prove this.

One of the particulars in which defects have been drawn to our attention is in regard to drafts. Business men in the large trade centres inform us that drafts have sometimes been returned to them which upon investigation were discovered to have never been presented for acceptance to the persons upon whom they were drawn. As far as we can learn the complaint is altogether against branch banks in country places.

Although such mistakes are perhaps not very frequent, they are quite inexcusable, and it would be well if the head officers of the banks would issue a little memorandum on the subject to the members of their staffs.

If the truth were known, it probably would be found that these mistakes were traceable to junior clerks in the banks, who are given to excesses in social affairs. It is a well known fact that young bankers, particularly in country places, are the social lions.

Society is all very well in its place, but when young men who require clear heads and thoughtful minds go to excesses in this particular it is no wonder that mistakes are made.

JAPAN TEA EXPORTS.

Figures are just to hand showing the exports of tea from Japan during the past season, being brought down to April 28. Compared with last year they show an increase of 3,397,263 lb. The quantity sent to Canada, however, was 2,240,000 lb. less than during the preceding season. The following table gives the figures in detail:

	New York and East.	Chicago and West.	San Francisco.	Canada.	Total.
1902-3					
Yokohama.....	8,426,373	9,592,467	3,408,745	3,021,659	24,449,244
Kobe.....	4,965,254	8,211,925	370,013	1,239,778	14,786,970
	13,391,627	17,804,393	3,778,758	4,261,437	39,236,214
1901-2					
Yokohama.....	8,382,260	6,965,781	3,092,176	5,340,740	23,780,957
Kobe.....	4,680,116	6,083,138	133,796	1,160,944	12,057,974
	13,062,376	13,048,919	3,225,972	6,501,684	35,838,951
Increase, 1902-3.....	329,251	4,755,473	552,786	.....	5,637,510
Decrease.....	.....	.....	.....	2,240,247	2,240,247
Total increase, lb.....					3,897,263

DELIVERY TURNOUTS.

AS a rule, enough attention is not paid by merchants to the treatment of their delivery horses. In the bustle and worry of business the comfort of the horse is often neglected, and, as a natural result, the health of the animal suffers.

After a heated drive in the delivery of a batch of goods, the horse is frequently left standing at the front of the store or outside the dwellings of customers, in the cold without any covering, a cold being often contracted with fatal results.

To be at their best horses must be well looked after. Just as in the case of human beings, if the blood of animals be heated and allowed to cool too quickly, cold is taken and the general health injured. As a result of bad health the appearance of the horse is affected, the coat becoming rough and devoid of its glossy appearance.

If a blanket were always kept ready to throw over the horse when not in use, even if left only for a very short time, it would not cool down so quickly and the warmth of the blanket keeping the pores open, the skin would perspire more freely, thus keeping the blood in a healthy condition.

Of course, it naturally seems a lot of unnecessary work to cover over the horse when it will only be standing until the next delivery is brought out, but it is remarkable in what a short time a cold may be taken.

Many merchants are uncertain as to whether a horse should be covered over in the stable during the night. In Toronto last year one large firm that employs a large number of delivery horses, kept them blanketed when in the stable, but notwithstanding lost several through pneumonia. This winter, however, the horses are left uncovered in the stable and very few deaths have occurred. This seems to bear out the theory that animals are best uncovered in the stables—that is if it is warm, as all stables ought to be.

Merchants should strive to have their delivery turnouts as attractive as possible, for where the contrary exists the prestige of the business suffers.

## BRITISH COLUMBIA SALMON FISHERIES.

FROM OUR OTTAWA CORRESPONDENT.

UNDER existing Canadian laws British Columbia salmon are taken with gill nets, the use of which is restricted to tidal waters, during certain limited seasons, and even in these the fish are given a chance to reach their spawning grounds for 36 hours each week. On the other side of the line, however, everything is, so to speak, "wide open." Traps, pound, purse, drag, set, and drift (the last named the variety of gill used in British Columbia) nets are all permitted with certain restrictions as to distances and depths of water, and there is no close season, so far as the "Fraser run" is concerned.

A strong movement is on foot to induce the Canadian Government to permit trap fishing in the Canadian waters, not because that mode is considered absolutely safe for the perpetuation of the salmon industry, but in order to compete with the Americans, and, on the principle that, if the fish are to be destroyed any way, as seems rather likely under existing American conditions, Canada might far better have part of what is going.

To understand the situation, and how it comes that fishing in American waters has any influence on that industry in Canada, one must glance at the map where Vancouver Island, the State of Washington and British Columbia's main-land are separated by the various straits and gulfs of those parts.

The fish come in in immense schools from the ocean, and striking the southwest coast of Vancouver Island follow it in a south-easterly direction till they reach a few small islands known as the Race Rocks, when they move east in a slightly northerly direction, striking the south end of the American island of San Juan, some going still further south, endeavoring to make for the Fraser through Rosario Straits. Here the slaughter begins, but by no means ends. Those which escape the traps near these islands and the adjacent main-land, have still another gauntlet to run, when in their coasting trip they arrive at Point Roberts, a provoking little headland jutting out from British Columbia on the west of Boundary Bay, which geographically should be British, but which by treaty is American, because a part of the main-land lying south of the 49th Parallel.

That some do get by all these pit-falls, and a large number too, is attested by the fact that the Fraser River canneries packed nearly a million cases in 1901, but at the same time the Americans had taken a very much larger quantity.

Where the mastery of the situation

seems to lie in Canadian hands is in the course taken by the fish as already described. As at present worked, the Americans get the better of us not only because they use more destructive methods of fishing, but because the fish coming first to their fishing stations must first pay them toll. Let Canada permit traps in the Straits of Fuca, off the Race Rocks, and to the south of Discovery Island, and positions would indeed be reversed, for the Americans would then be in the position of having to take what the Canadians had left. As against this many Canadians argue that between their own and the American trap nets, situated as described and proposed, so few fish would pass both that not only would the Fraser Fisheries be destroyed, but in a short time, the whole salmon industry in southern waters would be a thing of the past, because of insufficient propagation in the spawning beds of the Fraser, in a word, that greed would once more have killed the hen that laid the golden egg. In reply to this the advocates of the scheme say, "Well, if the Americans continue as at present the industry will be ruined at all events, and the return for its destruction might better be in our coffers." But we do not think it would come to that. At present the Americans refuse to meet us in the preservation of the fish. Why? Because they have a most profitable trade, and from territorial position, the advantage of us; reverse this, and they will be only too glad to abolish their traps if we will do the same.

We would then, in the event of Canadian trap fishing, have two strings to our bow. If we found the fisheries were not being depleted (which would be quite possible) we could continue our traps with an immense resultant increase in our trade, whereas, if we found that they were going to destruction, we would be in a position to make preventive regulations with the Americans, which, at present, we are powerless to do.

Trap fishing, in itself, apart from its international trade aspect, finds, as do most methods, bitter opponents and warm advocates. We hear on the one hand that it is a destructive method, taking an undue proportion of the fish, leaving too few for reproduction; that it favors the rich, and crushes out the poor independent fisherman because of the heavy cost entailed in operating; it is said that a trap handled by 20 men will produce as large a catch as 150 boats manned by two men each, and very naturally the small operator objects to this process, analogous to labor-saving machinery, which crushes him out. On

the other hand, it is said that the trap method is both more economical and more easily regulated than any other method of catching fish; that by no other method can they be taken in clear waters, where they are found in the very best condition; that in a trap they can be held for a week or ten days without injury to their canning qualities, for they are not killed until removed, thus permitting a cannery already working to its full capacity to hold them in reserve without a loss.

Naturally, a change in the law which, quite conceivably, might transfer a great industry from the main-land, where it now flourishes, to the island, scores of miles away, which might cause 20 men to displace 300, is being very vigorously opposed indeed. It is said that those thrown out of work by the economies of the proposed new method could find ready employment in the canneries, always short of hands; but men skilled in one form of labor are ever opposed to a destruction of their own particular industry and a transfer to some other. To them it seems like throwing away the skill which it has taken years to acquire, and which is to each his peculiar capital in life.

In addition to this, towns and villages have grown up, fostered by the fishing trade as it is, which would certainly dwindle with its removal to another area. Canneries already established would have to close down or move away, if the Fraser Fisheries were hard hit, although the friends of the change assert (and there are not a few Fraser canners among them) that the fish taken in the traps could easily be boated to the existing factories. Be this as it may, the fight is on, and so far as local influence goes, the members from the main-land are arrayed against those from the island. As in all cases where there is so much to be said on both sides, compromise would seem to be the part of wisdom, and the establishment of a very limited number of traps south and east of Vancouver Island, justified under the circumstances. These could be treated as an experiment, and their result on the Fraser Fisheries, and more still upon the American Fisheries, carefully studied with a view to the abolition or extension of the system as justified by the light of experience.

The writer is indebted for the facts in this article to British Columbia members who have kindly furnished them pro and con, and to the very excellent report for 1902 of John Pease Babcock, Esq., Fisheries Commissioner for British Columbia.

ZED.



“When the Imports of an article decline 50% in 3 years competition with a rival, there's little hope for what's left of it.” This is the case with Japans in competition with Ceylon Natural Greens.

Now don't get weary of our reiteration of the same declaration. These announcements are costing us money, but it's an investment in a good cause, the success of which must be beneficial to three interests, viz., our own, your own, and the public.

That “**SALADA**” Natural Ceylon Green Teas are displacing Japans (to stay displaced) no thinking person now questions ; they're better Teas, that's why, and a discerning people are finding this out, and quickly too. If you won't supply the demand, then somebody else will. So there you are, just so much lost trade and prestige. Can you afford it?

Can we send you a sample case ? Yes, and guarantee its sale. Sealed Lead Packets Only, same form as the famous “**SALADA**” Black Teas.

Address, “**SALADA**,” Toronto or Montreal.

## The Fact

There is not a city or town in Canada where the soaps made by **Lever Brothers, Limited**, are not extensively used.

## Why it is

The public know the value of their soaps—know they are the best on the market. There is no risk in carrying **Lever Brothers' Soaps**. Their sale is always sure and steady.

### IT WILL PAY YOU TO HANDLE

- Sunlight Soap
- Lifebuoy Soap
- Monkey Brand Soap
- Cheerful Laundry Soap
- Lever's Dry Soap Powder
- Y. Z. Disinfectant Dry Soap Powder

Manufactured by . . .

**LEVER BROTHERS Limited,**  
**TORONTO.**

In the long run substitution does not pay the merchant. Canadian housekeepers know that there is no other starch quite so good as

## CELLULOID STARCH

and if other brands are urged the likelihood is that your competitor will advantage.

The profit (33⅓%) is good enough for all good grocers.

THE BRANTFORD STARCH WORKS,  
Limited, BRANTFORD, ONT.

# MARKETS AND MARKET NOTES

## ONTARIO MARKETS.

Toronto, April 16, 1903.  
GROCERIES.

THERE has been a decided improvement in the volume of business since our last issue. Orders are coming to hand more freely and there is altogether more display of life and activity, quite a quantity of goods having been dispatched to the navigation centres for shipment. Easter being now past, and navigation practically open, a steady run of trade is expected. Canned goods have been in good demand and prices rule as previous quotations. In coffees there is nothing of incident to report, the home market being unaffected by the instability of the lower grades on account of the sale here being principally for higher grades of coffee. Nuts are occupying but small attention; prices, however, still remain firm. The home sugar markets remain at present unaffected by the fluctuations in the foreign markets of the past week. The fall in our previous week's quotation, however, has had a marked improvement in the amount of business done.

Rice has been more in demand and prices continue firm. The New York market reports probability of good prices ruling for all good grades, on account of a report from the South that available supplies for the remainder of present crop year were small. Tapioca continues quiet. Spices continue to occupy increased attention, with prices stiffening. Syrups and molasses are in good demand and firm prices. The demand for tea has been advancing at full prices. The foreign markets are reporting better sales and prices firming to an advance, with good outlook for immediate future. Foreign dried fruits are slow but on account of small spot stocks, prices are ruling firm. We have noted below an advance in Virginia leaf and Tuckett's tobacco.

### CANNED GOODS.

There has been greater activity in canned goods since our last issue. Orders are coming to hand more freely. Prices remain as previous quotations. We quote:

Apples, 3s.	0 80	0 90
"    gallons	1 90	2 00
Asparagus	2 75	3 00
Beets	0 60	0 95
Blackberries, 2s.	1 50	1 70
Beans, 2s.	0 85	0 85
Corn, 2s.	0 90	1 00
Cherries, red, pitted, 2s	2 00	2 10
"    white	2 30	2 50
Peas, 2s.	0 95	1 00
"    sifted	1 00	1 10
"    extra sifted	1 25	1 30
Pears, 2s.	1 00	1 50
"    3s.	1 75	2 00
Pineapples, 1 1/2s	1 50	1 60
"    2s	1 80	2 00
"    3s	2 25	2 40
Peaches, 2s.	1 35	1 55
"    3s	2 25	2 50
Plums, green gages, 2s.	1 00	1 10
"    Lombard	0 85	1 00
"    Damon, blue	0 85	1 00
Pumpkins, 3s.	0 85	0 90
"    gallon	0 65	0 65
Rhubarb	2 10	2 25
Raspberries, 2s.	1 25	1 40
Strawberries, 2s.	1 35	1 50
Succotash, 2s.	0 85	1 00
Tomatoes, 3s	1 50	1 65
Lobster, talls	3 35	3 35
"    1-lb. flats	3 50	3 70
"    1-lb. flats	1 75	1 85
Mackerel	1 00	1 25

Salmon, sockeye, Fraser	1 45	1 55
"    Northern	1 35	1 40
"    Horseshoe	1 55	1 60
"    Cohoos	1 00	1 10
Chums	0 95	1 00
Sardines, Albert, 1s.	0 13	0 14
"    Sportsman	0 19	0 20
"    Portugese	0 14	0 14
"    P. & C.	0 23	0 23
"    P. & C.	0 08	0 10
"    P. & C.	0 25	0 27
"    P. & C.	0 35	0 38
"    Domestic	0 03	0 04
"    Mustard, 1/2 size, cases 50 tins, per 100	0 09	0 11
Haddies	8 00	9 00
Kipperd herrings, domestic	0 95	1 00
"    imported	0 90	1 00
Herrings in tomato sauce, domestic	1 45	1 55
"    imported	1 00	1 70

### CANNED MEATS

Comp. corn beef, 1-lb. cans.	1 50	1 65
"    2-lb.	2 65	2 75
"    6-lb.	8 00	8 25
"    14-lb.	18 50	19 50
Lunch tongue, 1-lb.	2 85	3 00
"    2-lb.	6 00	6 00
English brawn, 1-lb.	1 50	1 60
English brawn, 2-lb.	2 75	2 85
Camp sausage, 1-lb.	1 50	1 65
"    2-lb.	2 65	3 00
Soups, assorted, 1-lb.	1 00	1 50
"    2-lb.	2 20	2 30
Soups and Bouill, 2-lb.	1 80	1 80
"    6-lb.	4 50	4 50
Sliced smoked beef, 1s.	1 50	1 70
"    1s.	2 65	2 80

### COFFEES

The coffee market is without incident, and there is nothing of note to record. The foreign markets have been particularly inactive, in part, due to the holiday season, but the reports show little disposition of firmness or stability. We quote:

Green Rios, No. 7	Per lb.	0 07
"    No. 5	0 07 1/2	0 08
"    No. 4	0 08 1/2	0 08 1/2
"    No. 3	0 09 1/2	0 11
Mocha	0 23	0 28
Old Government Java	0 22	0 30
Santos	0 09 1/2	0 10 1/2
Plantation Ceylon	0 26	0 30
Porto Rico	0 23	0 27
Guatemala	0 22	0 25
Jamaica	0 15	0 20
Maracaibo	0 13	0 18

### NUTS.

The trade in nuts continues expressionless, the business being only of small character. Stocks, however, are low and goods since our last issue. Orders are and prices continue firm. The New York market reports steady trade and prices firm. We quote:

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

### SUGAR

Since the holiday the markets have opened firmer with a much stronger tone all round and we have to record an advance in raw sugar of 1-16c. per 100 lb. on sale of centrifugals at 3 9-16c. duty paid New York. At this price refiners are interested buyers and the market favours sellers. European markets are also reported strong and since our last, beets have advanced 1 1/4d. per cwt., based are now quoted firm 8s. 3d. per cwt., bas-

ed f.o.b. Hamburg equal to parity of 401-centrifugals, duty paid New York, or say 374 without including the countervailing duty. While this disparity in values is maintained there is every likelihood that U.K. refiners will maintain their interest in Cuban sugars and Canadian refiners have also been paying attention to this description as well as making purchases of British West India sugars, not only for direct shipment, but even for shipment by New York at prices higher than those prevailing in the latter market.

The strength of raws has made itself felt in the refined, and just as we went to press last week one American refiner advanced prices 5 points, and another 10 points. Since then the American Sugar Refining Co. have advanced quotations 5c. per 100 lb. all round, and at the close the market is reported very firm, with a hardening tendency, and all shadings withdrawn. The demand has greatly increased, and further improvement in this respect is anticipated, with the prospect of prices again moving upwards in sympathy with raws. There is rather more enquiry for Canadian refined and buyers evidently consider it a good policy to carry stocks somewhat in excess of their requirements.

Stocks at United States Atlantic ports for week ending April 8th increased 12,000 tons, say to 206,337 tons. Meltings for the week were reduced 25,000 tons, while receipts were about the same as previous week, 37,088 tons. Combined stocks of Europe and America at latest uneven dates were 3,245,337 tons, a decrease of 151,612 tons against same period last year.

Later.—Just as we go to press, all grades of Canadian refined sugars are advanced 10c. per 100 lb. We now quote:

Paris lumps in 50-lb. boxes	4 63
"    in 100-lb.	4 53
"    "    "    brand, 50 lb. boxes	4 58
"    "    "    "    100 "	4 48
St. Lawrence granulated	3 98
Redpath's granulated	3 98
Acadia granulated	3 93
Maple Leaf granulated (Berlin)	3 98
Crystal " (Wallaceburg)	4 08
Beaver	3 83
Imperial	3 98
Phoenix	3 88
Cream	3 73
Bright coffee	3 73
Bright yellow	3 68
No. 3 yellow	3 63
No. 2 "	3 43
No. 1 "	3 33
Extra ground icing (bbis)	
Powdered " (bbis)	

### TOBACCO.

The steady advance in price which has for some time marked the Virginia leaf tobacco is now making itself appreciably felt. As long as wholesalers held stocks at old prices, upon which they could draw, markets were not materially affected by the rise. These stocks, however, have now become exhausted and revised prices must follow. The price of Tuckett's cut tobacco has advanced 2c. per lb., ett's cut tobacco has advanced 2c. per lb. Potatoes.

### RICE AND TAPIOCA.

There has been more activity since our last in these goods and prices remain unchanged. The New York reports speak of a firm market in rice and fair demand. The southern reports are of small available supplies for the remainder of present



# Buyers--This Will Interest You.

I have a large stock, bought at the lowest point of the market this year, and I am willing to sell it close—don't miss the occasion. In teas I have always endeavoured to give the best liquor without as much consideration for the leaf, **and as you do not buy teas to look at, the cup quality is what will build up your trade as sure as it is building mine.** Everything points to higher prices, and I think teas are a profitable investment at to-day's prices. **Try my brands, they have proved their worth.** In Coffees and Spices I make a specialty of fine, pure, high-grade goods at the lowest prices possible. **Ask for samples, it pays.**

In Coffees I quote from **10 to 50c.**, whole or pure ground.

In Japan Teas I quote from **17 to 37½c.**

In China Green Teas, Gunpowders, from **15 to 45c.**

In " " " Hyson and Young Hysons, from **15 to 40c.**

In " Blacks, great assortment, from **9 to 45c.**

In Indian and Ceylon Green, from - - **15 to 20c.**

In Ceylon Black, all grades, the best gardens, from **13½ to 40c.**

In Indian Black, " " " **13½ to 50c.**

Also Basket Fired Japan, at - - **27½c.**

Formosa Oolong, high grade, at - - **35c.**

Scented Orange Pekoe, choicest - - **35c.**

## SPECIAL

**52** Halfchests Indian Green Hyson, No. 2, at - **15c.**  
Especially fine strong liquor.

**60** " Pin-Head Gunpowder, at - **25c.**  
Fine make and good liquor.

**36** " Moyune Young Hyson, nicely made,  
clean leaf, splendid liquor, at - **17½c.**

**62** " Sow Mee Points Young Hyson, 3  
lines, extra value, at **17½, 20 and 22½c.**

**500** Boxes Ping Suey Imperial Gunpowder, at  
Better leaf and liquor than is usually  
shown at this price. **15c.**

**250** " Ping Suey Imperial Gunpowder, at **16½c.**

**150** Boxes Ping Suey Imperial Gunpowder, at **17½c.**

**450** " " Pea Leaf " at  
**21, 22½, 23½ and 25c.**

All the best liquoring and best made  
at the price.

**30** Chests Indian Black or Pekoe, a beauty in leaf  
and liquor, at - **22½c.**

**75** 30-lb. boxes Fine Pekoe Indian Black, at - **16½c.**

**90** Half-chests Japan Tea, extra fine liquor and  
nice clean leaf, at - **20c.**

**175** " (4 brands) Japan Tea, the finest  
and best, at - **22½c.**

Do not forget that the "Condor" Japan Teas give the most satisfaction—4 years on the market and constantly increasing sales prove that any merchant

250

Better leaf and liquor than is usually shown at this price.  
Ping Suey Imperial Gunpowder, at 16½c.

175

nice clean leaf, at 20c.  
(4 brands) Japan Tea, the finest and best, at 22½c.

**Do not forget that the "Condor" Japan Teas give the most satisfaction**—4 years on the market and constantly increasing sales prove that any merchant handling them is bound to see his tea trade grow fast.

"Condor" II, 80-lb. half-chest, - - - - -	36½c.
"Condor" III, 80-lb. - - - - -	34c.
"Condor" IV, 80-lb. - - - - -	30c.
"Condor" V, 80-lb. - - - - -	27½c.
"Condor" XXXX, 80-lb. - - - - -	25c.
"Condor" XXX, 80-lb. - - - - -	22½c.
"Condor" XX, 80-lb. - - - - -	19½c.

**"Condor"** Ceylon Black, lead packets, especially selected for its fine flavory liquor, at 20, 23, 26, 30, 34 and 40c., sells at 25, 30, 35, 40, 50 and 60c. This line is without exception the finest Ceylon put up in packages.

**The "Nectar"** -- A perfect blend of Ceylon and Indian Black Teas, in lead packets, at 20, 25, 36 and 45c., sells at 25, 35, 50 and 60c. For good, strong, heavy flavory liquor this is the tea.

**The "Old Crow"** -- A scientific blend of black teas in useful bronze tins, at 17½, 20, 25, 30 and 35c. The "Old Crow" Vinegar, at 20c., the "Condor," at 25c., the "EMD" Vinegar, at 30c., less 5 per cent. 30 days, are the highest quality—3 strengths. They are pure, distilled, bright as crystal and clear as water from a spring. **These prices are below the manufacturers' combine. Don't delay in buying, they cannot last.**

**The "Condor"** Mustard. Absolutely pure, the best in the world. 12-lb. boxes; ¼'s 35c., ½'s 33c., 1's 32½c. per lb.

**The "Old Crow"** Mustard. A high grade mixture containing no injurious ingredients; 12-lb. boxes, ¼'s 25c., ½'s 23c., 1's 22½c. per lb.

**Madam Huot's Coffee.** The gem of all coffees, pure, rich, creamy, delicious; none will compare with it; put up in tins only; 1-lb. tins at 31c., 2-lb. tins at 60c. per tin.

It costs little to send me your inquiry and I feel sure that I can save you money.

# TRY ME.

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

# E. D. MARCEAU

281-285 St. Paul Street, = =  MONTREAL.

THE CANADIAN GROCER

30c











## NEW OFFICES.

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

Mail orders receive prompt attention.

Samples furnished on application.

**S. H. EWING & SONS**

**Toronto Branch, 29 CHURCH ST.**

96 KING ST., MONTREAL.

TELEPHONE MAIN 686.

Telephone Bell Main 65  
" Merchants 522.

Telephone orders receive prompt attention.

### FOREST CITY GOSSIP.

Office of THE CANADIAN GROCER

365 Richmond St.

LONDON, April 14, 1903.

THE quietness reported in last week's letter has not yet disappeared.

Easter holidays, although making no material reduction in business done, cut off one day in the week for the solicitation of orders, with consequent lessening of shipments. All travellers returned from their routes on Thursday evening instead of Friday, remaining at home until Monday morning, when grips were again taken up and business resumed.

The only change reported is that rolled oats have been reduced in London 10c. per cwt. Thomson's and Sutherland's being quoted at \$1.85 per cwt.

Wholesale men mention, that notwithstanding the low prices for all dried fruits, such as currants, raisins, figs, dates and prunes, the demand for them has been comparatively light. Green apples being in great abundance and exceedingly cheap, they have everywhere checked the sale of dried fruits; and are very likely to con-

tinue to do so while there are any in the market.

Easter trade with retail stores was not heavy. In fact, retail grocers say that at the beginning of spring, trade is always slack. Inquiring the reason for this, one retailer who has evidently given some attention to this problem, said in explanation: "Well, the housekeepers are economizing for their spring outfit; and you know, whether school keeps or not, they have got to have a new hat or bonnet and other toggery, and where there's just so much regular income to come and go on, the grocery man has got to take the small end of it, and the dry goods man gets his innings."

One or two of the grocers predict another reduction in the price of sugars in Canada at an early date. This notion is obtained from the lower quotations of raws in New York. Price for best standard granulated is still \$3.92 per cwt. delivered; car lots 5c. less.

Country produce, particularly butter, remains firm. Best rolls, 21 to 23c.; crocks, 19 to 21c.; creamery, 22 to 24c.;

eggs per doz., 10 to 12c.; honey, strained, 10 to 11c., and in combs, 12 to 13c.; maple syrup, per gal., \$1 to \$1.20; maple sugar, 8½ to 10c. per lb.

Country merchants who buy grain and seeds will be interested in Forest City quotations. On April 14 they were as follows: Wheat, 70½ to 72c. per bush.; Oats, 28¼ to 30½c.; corn, 56 to 61c.; peas, 75 to 84c.; buckwheat, 45½ to 48c.; barley, 45½ to 48c.; rye, 51 to 53c.; beans, \$1.25 to \$1.75; red clover, \$7 to \$8; alsike, \$6 to \$7; timothy, \$1.50 to \$2; hay, \$8 to \$9 per ton; straw, \$5 to \$5.50 per ton.

Robert Darch, one of London's oldest merchants, died on Sunday morning. Deceased had been a resident of this city for 60 years and was in his 83rd year.

### TO TOUR THE MARITIME PROVINCES.

Charles S. Willcox, general representative of the American Cereal Co., Peterboro, Ont., leaves this week on an extended tour among the business men of the Maritime Provinces in the interest of his firm. He expects to be away some time, and before his return, will probably also pay a visit to Newfoundland.



Do like that wily old Chinaman who used this

# Chinese Starch

once, and was so pleased that he has never used any other since.

It is easy to procure, if your wholesaler does not keep it we will sell it to you direct, pay freight and give you 30 days to try its good quality before asking for payment. If not satisfactory you return the Starch *at our expense*. Every package guaranteed.

**OCEAN MILLS, Montreal.**

RETURNED

AUG 24 1903

37

See Cut Book, Page 128 J. H. M.



## THE CANADIAN GROCER

### TRADE OBSERVATIONS.

By "The Rambler."

WHAT a lot depends on appearances! How much one is influenced by what one sees at the first glance! Yet how deceitful appearances are, sometimes! I had reason to go into a grocery store some time ago, and I was somewhat surprised by the inconsistency of the place. The contrast between the outside and inside appearance of the store was so marked that it instantly became apparent on entering.

The interior had a very bright and cheerful appearance. My eyes wandered with pleasure over the shelves and different store fittings: there was scarcely anything that one could find fault with. The goods on the shelves and show stands were arranged artistically, and the labels were bright and attractive. This was altogether so different from what I had expected from the look of the outside of the store, that it naturally attracted my attention. To correspond with the exterior, the inside would have had to be entirely remodeled: the general aspect would have been dingy, dark, and entirely uninteresting; a week or fortnight's dust would have been accumulated on the shelves, and the labels on the canned goods, etc., indistinct and dirty looking as a natural result; in fact, things would have been the very reverse of what they were.

The reason a merchant who keeps the interior of his store so tidy and attractive should so neglect the outside appearance is rather to be wondered at. He surely recognizes the importance of attracting people's attention; but his store front would certainly not tend to bring new custom to him. A fresh coat of paint, a new sign, the removal of the superfluous outside fittings and a few other detail improvements would completely transform the appearance of the place. Such improvement would cost very little considering the crying need of them. If this were done, the outside and inside would be consistent, and people would recognize from the street what the inside was really like, instead of taking it for a "bumming" place as appearances indicated.

"Nothing succeeds like success." To gain customers a merchant must appear as if he had all the custom; and to appear as if "all the custom" was coming his way he must make his establishment look business like; he must make as much show as possible. I have often noticed that people like to go where every other person goes: they like to go where there is lots of business going on—or appears to be going on. Where no person goes is where no other person wishes to go. Therefore, merchants should make the most of appearances;

they should not "hide their light under a bushel" by cloaking over the attractive appearance of the inside of their stand by a "slouchy" looking store front. "Speak for yourself or no one will speak for you" is a very good maxim if not carried to excess.

"All things come to them that wait" is not a true saying in the case of business men. If a retail merchant in these times of keen competition and daily strife for trade, sat down contentedly behind his counter—he certainly would be sitting for he would have nothing else to do—and waited for custom to come his way, he would fare rather badly I am afraid; indeed, I am certain of it. While he was waiting, the other fellow across the street would be "roping" everything in and "laughing in his sleeve" to think that he had such an easy-going competitor.

The grocer who sits down contentedly behind his counter is he who tries to run his store without advertising. In speaking of advertising I do not mean merely newspaper "write-ups," posters, etc., but I speak of what is meant in the broadest sense of the word. Newspaper advertising is a good thing—indeed, a very good thing, and one which cannot be done without in most cases—but although it is a good thing it is not everything. A grocer may have most striking and drawing ads. in his advertising media, but, if the appearance of his store does not correspond with his advertisements, they are as nothing. For a retail grocer the appearance of his store is his best advertisement. His show-window may serve him as a newspaper in which he can display his weekly or daily "ad."

The line or lines of goods which he would or does advertise may be arranged in the window, and neatly ticketed with their respective prices; if it is well and artistically done the attention of the passers-by is readily attracted, and seeing the goods right before them people would have greater inducement to purchase than if they read about them in a paper or poster without seeing the display. The use of display windows is not merely for general advertising, that is, for telling in a general way what line of business is carried on, whether grocery, hardware or some other; but they should be used for special displays, for they are the kind that bring trade to a store.

There are very many other ways of advertising besides the window display; for instance the interior arrangement of the store, delivery wagons, and others which will readily present themselves to the merchant's mind, and which may be used to advantage by him. Therefore let him that waited, wait no more, but rather let him labor lest when he reckoneth up his business he findeth that he hath lost

even that trade which he had. All things come to them that wait—and work.

### A POINTER.

The man or woman who talks too much should not be behind the meat block or at the cashier's desk, says Butchers' Advocate. The butcher who tells his troubles to his customers at every opportunity will soon have less customers to tell his troubles to. These observations are not made at random, but after seeing a to let sign on a local market, and from knowing personally the man and woman who presided over the establishment. The woman was what some people would term "very friendly," while others would put her in the class of "busy bodies." The "others" quit patronizing the shop, and the butcher and his wife wondered why. The male half of this badly-managed market seemed to delight in pouring out long tales of woe, and the customer who was unfortunate enough to have to listen to them as the butcher slowly cut his meat and held back his package until he was through with the story, was sure not to come back very often to have the dose repeated. So the business of the shop was slowly killed. It should be a lesson to others who may be inclined to turn their markets into places for rehearsing hard luck stories and spreading silly gossip.

### LOST 16,000,000 SHEEP.

The disastrous drouth in New South Wales, Australia, is not better shown, says an exchange, than in the frightful loss of sheep during the twelve months of 1902. On January 1, 1902, that state had, according to its own stock returns, 41,000,000 sheep. On January 1, 1903, only 25,000,000 were left. The loss was, therefore 16,000,000 in 12 months, or at the rate of 1,333,000 per month. A few years ago New South Wales had a flock of 60,000,000 sheep. This state pastures about half of the sheep in Australia. Queensland, which had 20,000,000 sheep a few years ago had only 10,000,000 last year, and it is not thought the state will round up 7,000,000 head this year. If the other states are similarly affected the whole continent will only have 52,000,000 instead of its big flock of 110,000,000 sheep a few years ago. The country was then overstocked. It is now on the other extreme.

It is possible that if a get-rich-quick concern were protected with iron-barred doors and windows there are some "investors" who would secure crowbars and somehow or other break in.

## THE CANADIAN GROCER

### FAILURES IN CANADA.

The following from Dun's Review shows the failures in Canada during the first three months of 1903 :

	1903.		1902.		1901.	
	No.	Liabilities.	No.	Liabilities.	No.	Liabilities.
Iron	.....	.....	.....	.....	.....	.....
Tools	4	\$5,050	1	\$1,500	5	\$11,600
Wool	1	25,000	.....	.....	1	5,000
Cotton	.....	.....	.....	.....	.....	.....
Wood	3	4,550	2	7,500	5	40,500
Clothing	9	24,400	12	286,150	16	23,843
Hats	3	21,450	.....	.....	.....	.....
Chemicals	.....	.....	.....	.....	2	38,000
Printing	.....	.....	3	18,983	4	12,900
Milling	6	52,568	7	25,200	3	31,372
Leather	4	22,000	1	1,000	7	191,760
Liquors	1	2,000	.....	.....	.....	.....
Earthenware	.....	.....	1	3,300	.....	.....
Miscellaneous	29	283,588	22	428,843	30	363,254
<b>Mnfg.</b>	<b>60</b>	<b>\$450,636</b>	<b>49</b>	<b>\$772,476</b>	<b>73</b>	<b>\$718,229</b>
General Stores	76	\$386,150	93	\$662,967	86	\$433,530
Grocers	44	138,851	64	200,227	54	427,670
Hotels	13	87,841	16	43,212	21	54,699
Liquors	8	15,050	9	411,650	9	28,100
Clothing	14	41,650	28	202,348	32	124,148
Dry Goods	22	181,339	26	436,471	45	680,888
Shoes	14	56,305	20	77,480	21	111,442
Furniture	2	15,000	7	82,110	9	240,779
Stoves	8	89,903	9	59,918	12	57,710
Drugs	4	10,957	2	6,700	8	50,364
Jewellery	3	3,100	7	40,500	7	47,650
Books	4	33,100	2	13,100	5	27,216
Caps	2	11,100	1	20,283	1	800
Miscellaneous	9	113,847	24	235,113	35	218,007
Trading	223	\$1,187,193	308	\$2,497,079	345	\$2,503,023
Transporters	5	116,344	6	170,437	6	112,470
<b>Total</b>	<b>288</b>	<b>\$1,754,173</b>	<b>363</b>	<b>\$3,439,952</b>	<b>424</b>	<b>\$3,333,722</b>

Commenting on the above, Dun's Review says : " Canadian returns according to occupation show that in five of the fourteen manufacturing classes there were no insolvencies, and in none of the others were losses at all heavy, although in number there was a slight increase over last year's statement. In every respect the trading failures were more satisfactory than last year, with notably smaller liabilities in general stores, liquors, clothing and dry goods."

### ONTARIO SUGAR COMPANY.

The shareholders of the Ontario Sugar Co., Limited, met in Toronto on the 14th inst. A report of last year's business was submitted, and it showed that over 6,000,000 lb. of granulated sugar was manufactured by the company. The following officers were elected:

President—Hugh Blain, Toronto.  
Vice-President—Michael McLaughlin, of the Michael McLaughlin Manufacturing Co., Limited, Toronto.

Managing Director—J. Williams.  
Secretary—James Fowler, Toronto.  
Board of Directors—H. Blain, M. McLaughlin, Robert Jaffray, W. Van Dusen, Toronto; S. F. Williams, C. K. Hagedorn, Robert Smyth, Berlin; G. T. Harrington, and W. B. Rouse, Bay City, Michigan.

The company expect a good season this coming year, and have already about 5,000 acres of land for growing beets under contract with the farmers.

### MADE IN CANADA.

The demand for the Ocean Mills Chinese Starch has grown rapidly. A recent order was received from, L. Chaput, Fils & Cie. for 500 cases of this starch, and

not only are local firms willing purchasers but customers on foreign markets are becoming numerous. The spring trade opened up well, and indications point to a steady call for this starch.

### A NEW HOUSEHOLD SOAP.

The Metropolitan Soap Co., of Atlantic avenue, Toronto, have recently added to their business a department for manufacturing household soap, and are just placing on the market an ammoniated bar, to be called " Mrs. Dooley's " laundry soap. Hitherto this firm has been supplying only wool manufacturers.



### Figure it Out

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

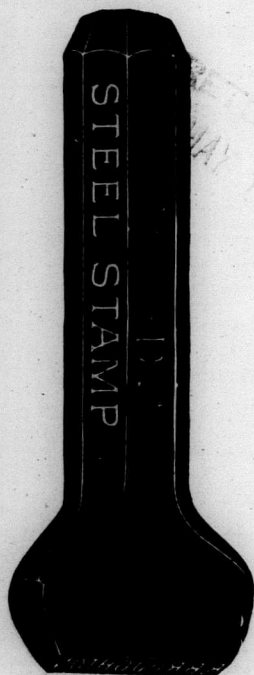
Special 1,000 Bond Statements, \$2.00;  
Extra quality Billheads, 1,000, \$1.50; Envelopes, 1,000, \$1.00 up.

WEESE & CO., 54 Yonge Street, - Toronto

### 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.



Do you use Steel Stamps, Steel Letters and Figures, Stencils, Burning Brands, Time Checks, Rubber Stamps etc?

Send for our catalogue No. 6, 142 pages of Stamp Goods.

Hamilton Stamp & Stencil Works,

Hamilton, Ont.  
H. Baranard, PROP.

### CONDENSED OR "WANT" ADVERTISEMENTS.

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

### SITUATIONS VACANT.

WANTED—Driver for grocer wagon, one who can assist in store. 518 Church St. f

WANTED—A grocery driver, good wages. 486 Queen St., West. f

WANTED—Clerk for grocery, must thoroughly understand the business, good salesman, well recommended, communications confidential. 634 Queen West. f

BAKER'S IMPROVER — Young man with two years' experience; state wages, with board. A. H. Paired, Palmerston, Ont. f

A FIRST-CLASS German sugar house, well introduced in Canada, desires an agent. Address "Sugar" c/o THE CANADIAN GROCER. Montreal. 16

BUTCHER shop man, reference. 237 College St. f

SMART youth to take orders and drive a butcher cart, work Saturday nights only. 209 Euclid Ave. f

WANTED—A baker for bread department. Apply W. Wright, of the Nasmith Co., 66 Jarvis St. f

CANDY maker, experienced on creams and marshmallow work preferred. Webb, 447 Yonge St. f

### FOR RENT.

BAKE OVEN and shop in Victoria Park for season, big bread and cake business. Apply Davies, 578 Queen St. E. f

A SPLENDID opportunity for anyone wishing to engage in the grain, flour and feed business; a good brick elevator for rent; thoroughly equipped with elevator machinery and driven by motor power; a good business in the establishment in connection; the party renting the building would have to purchase the equipment. Apply to Box 1,015, Peterboro. f

### FOR SALE.

CONFECTIONERY business, nice store complete outfit, on Queen St. West, leaving city, will sell cheap for cash. Apply to 170 Markham St. f

FOR SALE—First-class baking business. Address Box 241, Dresden, Ont. f

CHEESE FACTORY—McKellar cheese factory; built on lake shore; boiler and all necessary utensils good condition; make good butter factory. John Fletcher, McKellar, Ont. f

## Genuine Pratts Astral Lamp Oil

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

### WHOLESALE ONLY

THE QUEEN CITY OIL COMPANY, Limited, - TORONTO, ONT.  
SAMUEL ROGERS, President.

## THE CANADIAN GROCER

### BUSINESS CHANGES.

#### DIFFICULTIES, ASSIGNMENTS AND COMPROMISES.

**A.** McDONALD, baker, Weston, Ont., has assigned to Henry Puddy, and a meeting of the creditors was held on the 9th inst.

Leon Jasmin, baker, St. Louis, Que., has assigned.

Moses Desjardines, baker, Cornwall, Ont., has assigned to Daniel Davis.

Lamarche & Benoit are curators for L. J. Giroux, grocer, Berthierville, Que.

Ali Grenier, general merchant, Murray Bay, Que., has assigned to V. E. Paradis.

C. S. Helse, general merchant, Baldwin, Ont., has assigned to Osler Wade, Toronto.

M. Daignault, general merchant, St. Etienne De Beauharnois, Que., has compromised.

A meeting of the creditors of Leon Jasmin, baker, St. Louis, Que., was held on the 15th inst.

V. E. Paradis has been appointed curator for Etienne Allard, general merchant, Hebertville, Que.

Theophile Lemyre, general merchant, St. Jacques Des Piles, Que., has assigned to V. E. Paradis.

Victor Onract, general merchant, Musleyville, Que., has assigned; Lefevre & Tacheau, pro. guardians.

A meeting of the creditors of O. Signum, liquor dealer, Valleyfield, Que., was held on the 14th inst.

G. H. Tooms, comn. produce, Charlottetown, P.E.I., is offering to compromise at 40c. on the dollar.

#### SALES MADE AND PENDING.

C. J. Gillies, grocer, Toronto, has sold out.

Samuel C. Heston, grocer, Toronto, has sold out.

The assets of the C. A. Bull produce Co., Montreal, are sold.

R. Armstrong, grocer, Makinak, has sold out to H. Hallen.

C. Fontaine, grocer, Leduc, has sold out to Chas. P. Ruddy.

John Wooton, general merchant, Manitou, has sold out to O. Wagner.

T. Ashdown, grocer, Winnipeg, Man., is advertising his business for sale.

James Evans, grocer, Leamington, Ont., has sold out to Lewis H. Evans.

M. H. McVeity, grocer, Ottawa, has sold out to T. A. Scott & Sons.

Alexander Dickson, Milverton, Ont., has sold his grain elevator to Pfeffer Bros.

L. G. Kruse, grocer and baker, Brussels, Ont., has sold out to Wm. Grevier.

W. R. Gilbert, confectionery dealer, Winnipeg, is advertising his business for sale.

B. D. Pearson, grocer, Toronto, has sold his Church street branch to R. McClelland.

George Thorp, seed and grain merchant, Guelph, is advertising his business for sale.

George Brasher, general merchant, Tillsonburg, Ont., is advertising his business for sale.

Campbell & Stonehouse, millers, Theford, Ont., are advertising their business for sale.

Thomas A. Webb, baker and confectioner, Lucan, Ont., has sold out to William Rollins.

T. W. Scott, grocer and boot and shoe merchant, Blyth, Ont., is selling out to J. S. Golden.

The assets of the general business of Eug. Laferriere, St. Julienne, Que., are to be sold on the 16th inst.

Diebel & Bricker, general merchants and grain dealers, Essex, Ont., have sold their grain business to Rose & McCausland.

#### INCORPORATIONS AND CHANGES.

John Hogan, baker, Grenfell, has left that place.

Demers & Gingras, grocers, Levis, Que., have been registered.

W. F. Snelling, restaurant, Montréal, has his premises closed.

A. Jolicour, grocer and liquor dealer, Montreal, Que., has retired.

The Montreal Maple Co., manufacturers of syrups, have been registered.

John Coltart, grocer, Winnipeg, is retiring from the retail business.

Raoul Paquet, general merchant, Sault au Reolet, Que., is out of business.

F. A. Scott, grocer, Ottawa, has changed his style to F. A. Scott & Sons.

E. Riley & Co., Limited, millers, St. John, N. B., have been incorporated.

A. M. Blackburn, baker and confectionery dealer, Wolseley, will retire from business.

Wood, Cameron & Co., general merchants, Pence, have been succeeded by G. S. Wood & Son.

Thomas Robinson, Sons & Co., produce merchants, London, have been succeeded by Dundas & Flavell Bros.

The J. W. McAlary Co., grocers, St. John, N. B., are applying for supplementary letters patent, changing style to P. Nase & Son, Limited.

#### PARTNERSHIPS FORMED AND DIS- SOLVED.

Demers Bros., grocers, Westmount, Que., have dissolved partnership, and there is a new registration.

L. A. Ouellette & Co., general merchants, Weedon Station, Que., have dissolved; N. P. Tanguay continues.

### FIRES.

W. A. Hunter, confectionery dealer, Kelowna, B. C., was burned out.

Lawson & Rowcliffe, general merchants, Kelowna, B. C., were burned out.

Hanna & Hutcheson Bros., general merchants, Huntsville, Ont., sustained loss by fire.

The British Columbia Canning Co. had their cannery in Rivers Inlet burned to the ground.

### DEATHS.

Alfred Plouffe, grocer, St. Louis de Mile End, Que., is dead.

Henri Julien, general merchant, St. Timothie, Que., is dead.

Wm. Kerr, of the firm of Kerr Bros., general merchants and millers, Farrow's Point, Ont., is dead.

### INFRINGING HIS TRADE MARK.

O. Lefebvre, proprietor of the Ocean Mills, has applied for a writ of injunction to restrain Napoleon Landry from infringing on his trade mark. Mr. Lefebvre's trade mark for his Chinese starch, as is known to readers of this paper, is a Chinaman ironing clothes, the word "Empois" (starch) being above it and the word "Chinois" (Chinese) below. Mr. Lefebvre claims that the defendant has put up a starch in much the same kind of package as his own and with a picture closely resembling his trade mark. This has deceived some people into buying this starch in place of the original Chinese starch made by the Ocean Mills, for which much money has been spent in advertising and otherwise introducing on the market.

### LATE SENATOR GILLMOUR.

The death of Hon. Arthur H. Gillmour, Canadian Senator, occurred suddenly on April 13, while on his way to Ottawa on the Canadian Pacific train. He had retired for the night, and suddenly startled his fellow-passengers by springing from his bed. Every effort was made to resuscitate him, but in vain.

He was born in St. George, N.B., in 1824, and from 1854 to 1866 was a member of the New Brunswick Legislative Assembly, being Provincial Secretary in one Government. From 1874 till 1896 he was a member of the House of Commons, Ottawa, when he was called to the Senate by the Liberal Government. He was engaged in both lumbering and farming.

Daniel Gillmour, a partner in the firm of Chase & Sanborn, the coffee merchants, of Montreal, was his son.

# BREAD AND CAKES

We ship Bread and Cake to all parts of Ontario, either by morning or evening trains.

WE QUOTE PRICES DELIVERED.

WRITE US TO-DAY.

**The Nasmith Co.**  
TORONTO. LIMITED



To succeed in business never offer inferior quality goods. Always keep the very best you can buy. In Baking Soda the standard for Strength and Purity is

## Dwight's "Cow Brand"

JOHN DWIGHT & CO.

34 Yonge Street, Toronto, Ont.

# No Combination . .

ever existed in the way of breakfast cereals that appealed so favorably to the consumer as a composition of Wheat, Oats and Nuts. Most foods are composed of just *one* of these, while "Strengthfude" contains all three. It is amalgamated nutriment. That is why it sells---and keeps on selling.

JOHN SLOAN & CO., TORONTO  
CANADIAN AGENTS.

# Technical Training\*

By PROF. HENRY  
T. BOVEY, F.R.S.  
OF MCGILL  
UNIVERSITY.

**E**VEN to a most superficial observer, it is evident that the trade conditions now obtaining throughout the civilized world are rapidly changing, and that in directions requiring the utmost care and watchfulness on the part of all interested in industrial development.

I need only instance the application of scientific knowledge to many special manufactures and processes, and with this, the inability of the average schoolboy to grapple with the problems so arising; also the increasing introduction of labor-saving machinery; the practical collapse of the apprenticeship system; and, what might be called, the tyranny of voluntary and often irresponsible associations of men, which, not content with their first objects, have assumed the functions of a sort of government within a government.

Some of these "conditions" are distinct benefits; some are evils, either unavoidable or for which no adequate remedy has yet been found; but benefits or evils, they must be met by suitable measures, in the one case, that they might be used to the best advantage, in the other, that they might, if possible, be rendered innocuous.

The application of scientific knowledge is not sufficiently general or thorough; the elementary education of our boys and girls is not continued long enough to give them the power of comprehending and appreciating the fundamental principles which underlie all sound progress.

The large introduction of labor-saving machinery is constantly altering the number and kind of operatives required, so that, where formerly, an all-round mechanic was needed, a mere automatic machine tender will do now, but, on the other hand, a new class of designers of special tools and machines has come into existence.

The rigid limitations imposed by the trades unions as to the number of apprentices, prevent many most desirable young men from having that fair chance to learn which ought to be an inalienable right of every man. In other days, the apprenticeship system gave us some of our best men, men who became leaders and not infrequently proprietors of great

establishments. If such as these should happen to be shut out from learning by the new rules, the country would lose one of its most valuable assets.

The state of trade in any nation has always been of the first importance to its well-being, since the days when Solomon's servants brought linen yarn from Egypt, apes and peacocks from Tarshish, gold from Ophir, and cedar trees from Lebanon. Foreign commerce, bringing wealth and stability to a country, must depend either on the value of its natural products, as lumber and minerals, or on its power of producing grains and other cultivated fruits of the soil, or on the amount and excellence of its manufactures. How enormously the product in each of these departments can be influenced by a thorough training of those who are engaged in their production, has received a striking exemplification in the commercial evolution of Germany, which has made such rapid strides as to excite the rest of the world to a laudable emulation of the methods by which it has been brought about. As soon as the Government and people woke to the fact that the keen competition of the civilized world necessitated special measures, they studied the subject theoretically, and came to the conclusion that improvement must come from the direction of the application of scientific principles to industry, and that, for this purpose, a greatly improved education was necessary. They did not hesitate to use large sums of money, and the development of the idea seems practically endless, as there and elsewhere each department of science is gradually becoming more specialized and more combinations with other branches are becoming possible.

The German forests were placed under strict regulations to prevent the deforesting of the country. The felling of trees in any given year was to be balanced by the planting of new ones. Their miners were trained to extract ores at the least possible expense. The best methods of fertilizing were studied, and men instructed so as to put them into practice. They made the most exhaustive study of chemistry and of the application of chemical methods, and manufacturers found it to their interest to retain chemists, at high salaries, to study their special manufactures, perhaps for years without results, but then a discovery (say, of aniline dyes

—actually found out in this way)—was a more than ample return for the expenditure.

Schools sprang up all over Germany for the purpose of training the workers; no expense was spared in their equipment, and the Government gave liberal assistance, recognizing that it was possible in this way to attain a better supremacy than could ever be reached by military conquest.

In every country where these methods have been adopted in any measure—Switzerland, England, the United States and Canada—results have been obtained quite surprising, when we consider the comparatively short period during which the experiment has been tried.

This national benefit was solid because it rested on the elevation and advancement of the individual.

The advantage of scientific training is a subject much too large to be entered upon here, but, in general, it may be considered as proved that science taught in a scientific manner—that is, proceeding by careful induction from experiments to conclusions—must cultivate habits of attention and accuracy; must have great effect upon the powers of observation, reasoning and will. Now, the new education, given in connection with industrial development, necessarily partakes of this character to some extent, and can be best based on a general education of the same kind, but intended purely for the cultivation of these mental powers. Thus, we find that the establishment of industrial schools was followed by an instant demand for such preparation of children as should give them the qualifications necessary to enable them to profit by their improved advantages.

In many countries a very general system of education has developed a fair degree of mental capacity in the children. After leaving school the boys know something of the kind of knowledge to be gained from books and oral instruction, but, in many cases, they cannot do anything, and, so far as society is concerned, they are often but drones in the hive.

Again, even where education is compulsory, it often ceases so early as to leave a gap between the child's arriving at the end of school life and his coming to an age when he will see the advantage to himself of entering an industrial school.

## THE CANADIAN GROCER

# "Premier"

A New Trade Mark which will enable you to select on sight the finest food products in the market.

THE whole Premier story would be a tale of many lands in many chapters—a story of California orchards, with such harvests of peaches and plums and apricots as the less fortunate East never sees; of rich Long Island gardens, where asparagus tips grow thick and tender, and tomatoes ripen to glowing perfection; of gray old olive orchards in Spain; of broad Western ranches where thousands of cattle await the roundup; of Maine, where sweet corn grows sweetest in the cool northern climate and the lobster, though sadly diminished in numbers, is still caught along the coast, and of the fir-clad shores of Washington, where the red salmon is still abundant. The Premier story would take us to the coffee fields of Java, the pineapple gardens of the tropics, the sago plantations of China, through the East for spices of various sorts, to New Orleans for molasses, and home again to New York State for the finest creamery butter and cheese.

A Premier map, in fact, would come pretty near to being a map of the world.

A world-wide industry is not created in a day. For thirty-two years we have been working toward the era of Premier; but it is only fair to admit that we did not know it.

The unflagging ambition to excel in the quality of the food products bearing the Leggett name has planted all over the world these Premier outposts and made it possible to assemble under a single name the choicest foods the earth produces. Wherever a food product can be had at its best it is sought, and, if it is perishable, packed on the spot in the most approved way known to science—for the preservation of food is one of the most progressive of modern sciences, and one of the most important. It is then sent to Premier headquarters for distribution.

The home of Premier is King Street, a short street in the heart of the wholesale grocery district on the North River side of New York. As you cross the Jersey ferries, or sail by on one of the river boats, you see it looming far above its neighbors, its five-story sign visible for miles around. In this huge steel building a thousand skilled hands are busy packing and sending out Premier products. The reek and confusion of the factory are not here. There are, instead, the order and cleanliness of a great laboratory.

Thousands of packages a day go out from King Street to spread the fame of Premier food.

The use of a brand is to let people know what they are buying.

The use of the Premier brand is to make you certain that you are buying the very best.

The brand protects the consumer, because the manufacturer has to keep up the quality of his product or lose all the advantage of his brand.

The protection to the consumer is strengthened as the number of articles under the same brand is multiplied.

Think a minute and you can see how this is so. If Premier asparagus tips were allowed to become slim and stringy the housewife might easily fear that Premier plum pudding would be scant of plums.

Already ninety food products are sold under the Premier label. They include the highest grade of canned fruits, vegetables, meats and fish with most of the dry groceries needed for household purposes. A yacht might sail with only Premier goods in her stores and go around the world without needing fresh supplies.

## "Premier" List

### IN TINS.

Premier Asparagus.  
Premier Asparagus Tips, Oyster Bay  
Premier Asparagus Points.  
Premier Beans, Plain Baked.  
Premier Beans, Baked with Tomato Sauce.  
Premier Lima Beans.  
Premier Stringless Beans.  
Premier Corn.  
Premier Okra or Gumbo.  
Premier Peas.  
Premier Spinach.  
Premier Squash.  
Premier Succotash.  
Premier Tomatoes.  
Premier Beets.  
Premier Okra and Tomatoes.  
Premier Pumpkin  
Premier Prunes.  
Premier Clams.  
Premier Clam Chowder.  
Premier Lobster.  
Premier Oysters.  
Premier Salmon.  
Premier Apricots.  
Premier Assorted Fruits.  
Premier Cherries.  
Premier Cranberry Sauce.  
Premier Grape Muscat.  
Premier Peaches.  
Premier Peaches, Sliced.  
Premier Pears.  
Premier Pineapples.  
Premier Plums, Green Gages.  
Premier Plums, Egg.  
Premier Strawberries.  
Premier Chicken.  
Premier Ham, Lunch.  
Premier Tongue, Lunch.  
Premier Tongue, Ox.  
Premier Turkey, Boned.  
Premier Plum Pudding.  
Premier Molasses, pts., qts. and gals.  
Premier Syrup.

### IN PACKAGES.

Premier Coffee, Mocha and Java.  
Premier Pickling Spices.  
Premier Spices.  
Premier Farina.  
Premier Baking Soda.  
Premier Bird Seed, Square and round packages.  
Premier Barley,  
Premier Sago.  
Premier Self-Raising Flour.  
Premier Buckwheat.  
Premier Quick-Cooking Tapioca.  
Premier Pearl Tapioca.  
Premier Flake Tapioca.  
Premier Samp.  
Premier Cracked Wheat.  
Premier Crushed Wheat.  
Premier Cracked Oats.  
Premier Graham Flakes for Dyspeptics.  
Premier Borax  
Premier Oatflakes.  
Premier Hominy.  
Premier Rice.  
Premier Currants.  
Premier Butter.  
(Vt. Creamery Trade Mark on Tubs)  
Premier Cheese.  
(Trade Mark on Box.)  
Premier Molasses.  
(Trade Mark on Casks.)  
Premier Evaporated Fruits.  
(In Packages.)

### IN GLASS.

Premier Calif. Olive Oil.  
Premier Honey.  
Premier Catsups,  
Premier Olives.  
Premier Stuffed Olives.  
Premier Pure Fruit Jellies.  
Premier Pure Fruit Jams.  
Premier Pure Fruit Preserves.  
Premier Extracts, 1, 2, 4, 8, 16, and 32-oz. bot.  
Premier Prepared Mustard, 30 Styles.  
Premier Guava Jelly.  
Premier Flour.  
(In Bulk and Linen Sacks.)  
Premier Tea.  
(In Foil.)

### IMPORTED.

Le Premier Peas. (Gabriel Triat & Co.)  
Le Premier Sardines.  
Le Premier Mushrooms.  
Le Premier String Beans.  
Le Premier Artichokes.  
Le Premier Lima Beans.  
Le Premier Macedoines.

### SPECIAL IN OLIVES.

	Per Doz.
Queen Zanilla's 10 oz. Cherry bottle	215
10 " Phila. "	240
Tri' Olives 4 " Cyl. "	90
" " 10 " Cherry "	175
" " 12 " Cyl. "	210
Stuffed Manz 4 " Cyl. "	90
" " 10 " Cherry "	175
" " 12 " Cyl. "	210
" Queens 10 " Cherry "	225
" " 18 " " "	460

For other prices see our booklet on Olives, naming 1,000 quotations.

Premier packages contain best things to eat.

## Francis H. Leggett & Co.

Franklin St. and West  
Broadway, New York

Factory 132 to 138 King Street.

Knowledge has an inconvenient faculty of evaporating, and, worse still, the power of acquiring is easily lost.

When the Manchester Technical Institute, the largest in the world, was in contemplation, this was found to be one of the great difficulties, the knowledge of the boys had largely leaked away. The preliminary education is not even continued long enough to bring the children up to the required standard, if there were no leakage, nor is it in itself exactly of a character to do this, so that time is only one of the factors to be considered.

Thus we find a consciousness of these evils in the results of the House of Commons' Inquiry, given as follows, as long ago as 1869:

1. Efficient elementary instruction should be placed within the reach of every child.

2. Regular attendance for a sufficient period should be insisted upon.

3. The instruction should be supplemented by drawing and nature study.

To this slight sketch of some of the present conditions of trade in its relation to the well-being of the nation, and of the present preparation of individuals for their place among the producers, I would like to add a few remarks, which call attention to some very important points in connection with the advancement of the individual, namely, that the highest industrial rewards come from new labor-saving apparatus, in which America is facile princeps, and in new art industrial designs, in which France has long led the world.

Let us look now, in some detail, at the remedies which have been proposed. These are many, or at least, they have many names. We hear of—

Manual training, including Sloyd work and other systems;

Technical schools;

Industrial schools;

Trades schools;

Institutions of Technology;

Polytechnics;

Art schools;

Engineering schools;

Engineering colleges;

Agricultural colleges;

Experimental farms;

and what not?

It is very natural, in fact exactly what we might expect, that a movement involving the proper development of all kinds of natural resources, in many different countries, should take many forms, that these at first—and even at last—should be somewhat chaotic, and overlapping of one another from want of that clear understanding which only comes from experience. We even find a name employed, in one case, to attain a special end. Thus, the Derbyshire County Council disguised its agricultural classes under the name of Elementary

## Clark's Pork and Beans —in Chili Sauce

is the finest preparation of Beans ever offered to the Trade.

See the Packages—Bright—handsome—attractive.

See the Goods—Wholesome—cleanly prepared—quick selling

See the Prices—Absolutely the lowest, quality and quantity considered.

## ABOUT READY.



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

Also:—

**COFFEE, BAKING POWDER,  
FLAVORING EXTRACTS, CURRY POWDER.**

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

LEES & LANGLEY, 53 Colborne St., TORONTO.

## EPPS'S GRATEFUL. COMFORTING.

IN ½-LB. LABELLED TINS. 14-LB. BOXES.

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

THE MOST NUTRITIOUS.

# COCOA

## FANCY CALIFORNIA, NAVEL, ORANGES VALENCIA, SEVILLE.

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

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

The greatest seller of the day

## The Capstan Brand of English Worcestershire Sauce,

Equal to any sauce in the world.

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

Sold by all Wholesale Grocers.

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





**WE HELP YOU**

SELL

**"Imperial Brand"  
MAPLE SYRUP**

by advertising it. This gives it a big advantage.

ROSE & LAFLAMME, Agents, MONTREAL.

**BATGER'S  
MARMALADES**

STANDARD  
IN QUALITY.

Always satisfactory.  
Batger's Marmalades  
come in 1-lb. glass jars.  
The following varieties:  
Pineapple, Lemon, Lime  
Fruit and Orange.  
Good profit to you.



ROSE & LAFLAMME,  
Agents,  
MONTREAL.



**Housewives Must Have  
Good Brushes and Brooms**

They are an absolute necessity and especially in request at this time of the year. A good window display of

**Boeckh's Brushes and Brooms,  
the sort that sell,**

is the way to draw trade. If our traveller has not got round to see you yet and you are in need of goods, write, telephone or telegraph us at our expense.

**UNITED FACTORIES,**  
Head Office: TORONTO. LIMITED.

MONTREAL BRANCH: 1 and 3 DeBresoles St. LONDON BRANCH: 71 Dundas St.

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



## THE CANADIAN GROCER

Science, and thus overcame the prejudices of the farmer who, like many other purely practical men, was naturally convinced that he could not be taught anything about his farm by a man who perhaps had never followed the plough.

We seem to see now, however, under several names, the evolution of a complete series of industrial training schools.

At the top of the series, and, in many places, the first in point of establishment, we find the engineering college, or the engineering faculty of a university, as in McGill. Here are trained in the highest branches of industry and sometimes of art, the young men who are fitted to become the directors of the great engineering works of the countries of the world, works which have made so strong an impression on our modern civilization, that we can now hardly imagine ourselves in a town without telegraphs, telephones and railways. In order to produce men of this type, these colleges must be kept up to a very high standard; their work must include the most abstract theories of mathematics, physics and kindred subjects, as well as that general knowledge which ought to distinguish the university graduate. As might be expected, large numbers of bright young fellows are unable, for different reasons, to fulfil the required conditions and so are excluded from the university. What is to be provided for these? Are they to be allowed to drift away and become of little value to the State, when out of this material might be drawn some of the rank and file of those whose tastes fit them to be the developers of the natural resources of the country. It has always seemed to me that the university, as being the highest authority in educational matters, should have a voice in recommending the course to be pursued in all cases and should assume some responsibility—at least that of advice.

What could it recommend to this particular class? I think that where it is in existence, the technical school would be the best provision for them, as well as for the thousands of boys and girls, young men and young women, who desire to be trained to do something useful, something artistic, something, in fact, which will raise them to a higher level and make them feel their own value and responsibility, will make them proud of their country's development because they have a personal share in it, will give them a delight in work for its own sake, which may yet revive the days of the ancient craftsmen, when

"In the ancient days of art,  
Builders wrought with greatest care  
Each unseen and unknown part,  
For the gods see everywhere."

This idea of a technical institute will include all institutions now known under the name of polytechnics, agricultural col-

leges, trade schools, schools of domestic science, the higher grades of industrial schools, etc.

Again, the students of both the engineering college and the technical institute must be drawn chiefly from the public schools, but I have already called attention to the fact that two difficulties meet us here, which apply in different proportions in both cases.

First: The school education is often not long enough; second, it is often not so arranged as to prepare the child to make the best use of either college or institute.

The ideal of elementary education has been well striven for, but it is a subject that will apparently absorb the continued efforts of great minds for some time to come. Lately, however, it has come very much to the front and is now being studied on new lines in the schools of pedagogy. In the meantime, till the ideal can be better explained, the best thing seems to be to be practical. If we want a man that can do something, let us teach the boy to do something.

The three R's have held the place of honor for long. Reading opens the door to every department of knowledge and is an absolute necessity, if only to save the expense of teaching. Arithmetic is supposed to train the reasoning powers and does so if it is not taught by rule. Many parts of it are of course necessary and useful in themselves. Writing, one would think, was manual work, but strange to say, it seems to be the least attractive of the three. Is it that the object is strictly utilitarian? It is certainly not taught with a view to training the hand at all.

Other subjects are added in varying proportions, according to local estimates of their importance.

In Sweden, France, Germany, England and America, the idea of adding further a study which will train the producing faculties, has taken deep root. The means by which this is done at present differ widely, the essential principle being that manual training is intended to train the mind through the hand. It does not fit a boy or girl for any special calling, but its students are well adapted to go at once into any practical trade or business. It is of course possible, if we have the rather rare kind of teacher who can steadily keep the real aim in view, to employ as the means of training the mind a subject which is also intrinsically useful, but in the majority of cases it seems safer not to allow this and so to force the attention of teacher and pupil to concentrate itself on the process.

The introduction of such manual and artistic training will be found to be no waste of time, nor even to be a new idea, for about the year 400 B.C. the philosopher Plato seems to have understood all

about it and to have called attention to the important direct and indirect results from the combination of beauty and utility in the materials of common life. He says, "Such qualities, I presume, enter largely into painting and all similar workmanship, into weaving and embroidery, into architecture, as well as the whole manufacture of utensils in general; nay, into the constitution of living bodies, and of all plants; for in all these things gracefulness or ungracefulness finds place. And the absence of grace, and rhythm, and harmony, is closely allied to an evil style, and an evil character; whereas their presence is allied to, and expressive of, the opposite character, which is brave and sober minded."

The subject which is on the border-land and perhaps the most difficult to form a judgment about, is domestic economy. It differs in one important respect from any other calling in this, namely, that it is not a trade to be followed by a certain section, like carpentry or tailoring, but affects the health and even the morals of every member of the community, boys as well as girls.

There is also a pressing practical reason for giving the manual training of girls the form of cooking and sewing, which is, that you cannot be sure of capturing them later. In a more ideal state of things it would be far better to distribute the manual training throughout the whole course, in which case it would occupy but a small part of the average daily programme, would be in itself a refreshment and would, in the opinion of many, go far to create that interest which would make the boys and girls themselves anxious to stay at school for a longer period.

Also, up to the age of twelve, say, the teaching might have no ulterior object, as it were, that is, it might be directed solely to the fitting of the mind for its after work. Teachers in the cooking schools of New York have told me that twelve to fourteen was a good age, but from fourteen to eighteen would probably be better still, and if we could be sure that most of our children would take at least one or two courses in a technical institute, all special training, even of domestic science, could be much more cheaply and effectively given there.

Again, a special development of manual training claims the attention of educators. It seems to be established, as has been already quoted, that the artistic character of a design greatly enhances its value. The actual instruction in the carrying out of artistic designs in wood, metal and the like, can best be provided for in a technical institute, but if these institutes find the boys and girls utterly untrained in hand and eye, it is evident that much of their effectiveness will be wasted in bringing pupils up to the point at which they should have arrived before entrance.

Also, as has been well pointed out, art can only thrive under conditions of gen-

THE CANADIAN GROCER

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

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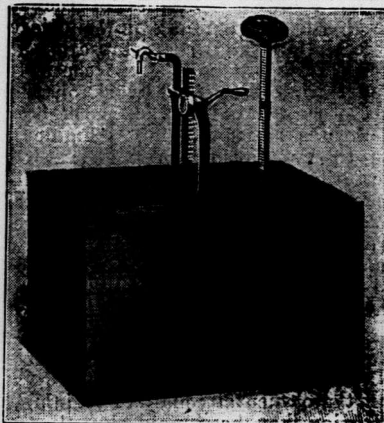
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FIRST FLOOR OUTFIT.

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65 FRONT STREET EAST, TORONTO.

## THE CANADIAN GROCER

eral comprehension and appreciation. We need an art atmosphere. To create this requires time in which to educate the whole people along artistic lines and to get at the whole people the work must be well begun in the public schools.

If this be true, and there is much truth in it, in my opinion, something must be devised all along the school course to educate the artistic faculties and to bring once more into friendly relations the useful and the beautiful, so often rudely divorced. When this is done, it is possible that even our language may hesitate to describe our buildings as sky-scrapers.

There is no other argument for preserving the public school from any introduction of special training. There is danger of fostering materialism and of the setting of an undue value on riches; there is not only the possibility of losing sight of the far more essential training of the mind which has been referred to, but the serious risk of either crowding out or counteracting the training in the fine instincts of honor and purity and the righteousness which exalteth a nation.

We have thus found a place for the engineering college and the technical institute, and for manual and artistic training in the common schools as a preparation for both.

The present series of institutions, differentiated as they are by subject, aim, class and age of students, might all fall under this general classification, which seems to cover the whole ground, and can be made to include every special branch for which it may be found necessary to provide from time to time.

Now, what are the results, so far as they can be observed at present, of the new ideas?

As an example, first, of the result of manual training carried right through a school, I would call attention to the Central School at Monomonic, Wisconsin. Here the management has had wise counsel and financial aid from a private citizen, but the city will doubtless undertake the whole charge, as the school has the loyal and enthusiastic support of every citizen. Both the appliances and the instruction are said to be of the highest order and the results are well calculated to astonish anyone who has never seen this system of public instruction in successful operation from the kindergarten through the high school.

Secondly, we find the results of present day industrial schools, equivalent to the technical institute, described as very satisfactory. They have a distinct tendency to raise the men so trained into another class. This is cited by shallow critics in disparagement, as leaving the ranks which they have filled depleted, but the cure is manifestly not in keeping back those who have it in them to fill a higher place, but in raising others to take their places.

We see this actually done in many cases where labour-saving machinery has been introduced. The new machine-tenders, who do not require to be skilled mechanics, are drawn from the ranks of the labourers and the old "all-round" skilled mechanics have not disappeared, but have risen to be tool designers. Further, it must be remembered, that this result is to a certain extent temporary, because if the learning were nearly universal, as it ought to be, the men would cease to be differentiated by training and would only be distinguished by natural capacity.

Now to turn to our own city. What have we here to represent this great movement?

In the city of Montreal full provision has already been made for what may be called the higher branches of technical education. To speak especially of McGill University, there the various scientific departments are now thoroughly well equipped and adapted for giving the very highest and best education for those who are intended to direct and superintend the great engineering and industrial works of the country. The same great benefactor, who has provided so liberally for the advanced training, has always felt the vital necessity of preparing a suitable foundation for it in the schools. He has shown this in a most useful manner by giving a large sum of money for the purpose of spreading throughout the country, from east to west, from north to south, that system of manual training, which is becoming a fundamental factor in leading boys and girls to realize that they can be of some practical value in this world.

Sir William Macdonald's work in this direction has demonstrated the utility of the movement. All the provincial governments, with one exception, have given encouragement to what has been done by placing the whole work on a solid foundation and paying for it. I regret to say that the single exception is the province of Quebec, and this in spite of the fact that the townships in which these schools have been established in our province have expressed their willingness to pay a sum representing about one-third of the expense and expect within a short time to be able to take charge of the whole; in spite also of the fact that the Protestant Board of School Commissioners has expressed its strong desire to continue the work, if only the necessary money could be found. The Provincial Government has merely expressed its sympathy and will give nothing at present, but is sending a commissioner to make enquiries in France as to the results of the system there. If the training now initiated so successfully is allowed to lapse for a year, it will certainly be a great check to the growing interest in the work on the part of the pupils and public and there will be serious risk of losing valuable teachers, to say nothing of the want of appreciation of the great benefit already conferred on the city and province. Such lack of appreciation can scarcely be considered an encouragement to future givers. I understand that a sum of \$3,000 only would maintain throughout the whole province for one year the work as it is now conducted, but which is of course only a commencement.

In addition to the engineering school and the elementary manual training, some attention has been paid, but in a very insufficient degree, to the provision of technical education in several forms, under the Board of Arts and in connection with lectures given at the Monument National, in the cooking classes given under the Protestant Board of School Commissioners, and under the auspices of the Y. W. C. A., etc.

What is evidently wanted is greater and more united effort. Several classes are much in need of help. The experience of the schools of Trinity Parish and the Hebrew Institute in New York, for instance, would lead one to the conclusion that by similar efforts in Montreal much might be done to redeem what, if left to itself, is so likely to become a kind of waste humanity, but what is now merely a mis-

chievous boy, with much potentiality for good or evil.

Besides the children who are now getting no help, we have to consider the case of those who have just left school. You will be as sorry as I was when I heard the rector of the high school, who is doing such fine work in the educational field, make the statement the other day, that a very large proportion of the children in our schools leave them between the ages of ten and twelve.

There is now a call for compulsory and, of course, free education. It seems to be very necessary when such a statement as this can be made.

Another class needing help is of a very different kind. Numbers of young men, engaged in labouring work all day, are anxious to learn a trade. No provision has yet been made by which they might be turned into much more valuable citizens.

Again, there has certainly been, ever since I came here, a deep and increasing demand on the part of mechanics for more knowledge and more instruction in the details and principles of the work on which they are engaged. They have discovered, in some degree, that this work becomes more interesting and profitable if they understand it thoroughly and can perceive its relations to other departments. You may be surprised, as I was, to learn that more than 3,000 mechanics in the city of Montreal have, for this purpose, joined correspondence schools in the United States, and that a sum of more than \$100,000.00 thus goes out of the city and out of the country annually, for an education, which, even if valuable in some respects, could be much more cheaply and effectively given here.

The problem is really one of great dimensions and there is no doubt that a strong effort should be made to meet the demand by the organizing of a really effective technical institute. Of course the difficulty is to get the necessary funds to make a start, but it does seem as if once started it must nearly pay itself in direct returns and certainly in indirect returns must repay the outlay many times over.

It ought undoubtedly to prevent waste of material, as all true knowledge must. To prove this, I might tell the story of one of my own graduates, whose father equipped for him a small laboratory in the works, in which to study methods, with the result that, at the end of a fortnight, the saving effected had paid for the equipment, while at the end of the year it was estimated at something like \$3,000.

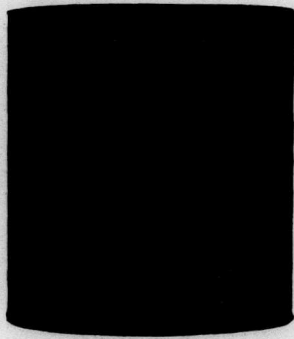
The technical institute should also prevent waste of force, by teaching careful planning before commencing work. We ought never, for instance, to see cases parallel to the re-making of one of our streets last year, where the steam roller looked down proudly on the smoothed and finished surface, quite oblivious of the cable men following immediately behind, and diligently digging up their trenches for the excellent purpose of putting the wires underground.

Not least, it ought to have a considerable effect in preventing the frequent and worse than wasteful commercial wars and the continual struggle, which the Germans well call "Klassen-Kampf," by developing those interests which are common to all classes, and by gradually evolving a clearer conception of the inter-dependence of all forms of mental and physical work.

THE CANADIAN GROCER

Established 1845

Established 1845



1 and 2-lb. Tins.

COFFEE

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.

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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.

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KING EDWARD is Supreme Head and rules the British Empire.

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

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

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

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

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

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All or any of these Codes mailed on receipt of price.	
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THE NATIONAL COFFEE CODE AXTELL'S

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

Price, \$1.00 Postpaid.

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

THE UNIVERSAL SUGAR CODE AXTELL'S

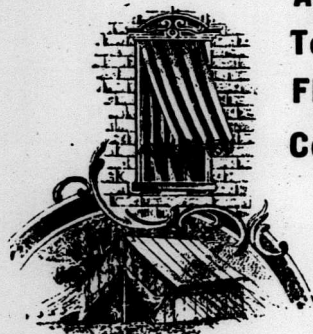
is the standard code for Sugar Brokers. Ask one who uses it and you will get a commendation. If you never saw it send for a copy to examine.

Price, \$1.00 per copy Postpaid.

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

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

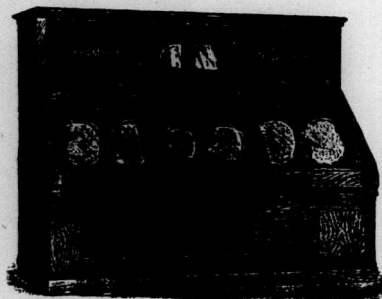
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Awnings  
Tents  
Flags and  
Covers.

WRITE FOR QUOTATIONS.

RAYMOND BROS., Windsor, Ont.



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

Dried Apples

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

**The W. A. Gibb Co.**  
7 Market St., Hamilton



TANGLEFOOT

SEALED STICKY FLY-PAPER.

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

## Tobaccos, Cigars, and Smokers' Accessories

A DEPARTMENT FOR  
RETAIL MERCHANTS.

### FASHIONS IN PIPES.

THERE are fashions in pipes as in everything, remarks a London paper. Smokers have fleeting fancies with regard to shapes, although the cutting of a bowl in no way affects the burning of the weed.

The popular "Bulldog" and "Army" patterns have long held the field; and by far the greatest number of pipes sold today are of these shapes. The "Sport" may be termed the very latest creation. The "Westend" has taken it up enthusiastically, and a short "Sport" will soon be in everybody's mouth.

In these days of fierce continental competition, when thousands of cheap pipes are imported from France, Germany, and Austria, it is interesting to learn, on the authority of one of the largest manufacturers in the trade, that a "London-made" briar is still the best.

Out of a hundred briar blocks, said the manager to a Morning Leader representative, not often more than twelve pieces are found fit for first quality pipes. Thirty are totally unfit for use. The supply of briar root, by the way, is limited. Most of it is imported from the continent, and year by year greater difficulty is experienced in finding the cherished "root."

With amber this is not the case. Assurances have been received that there is a sufficient supply of mouthpieces for the next 100 years.

Meerschaum bowls may be made to any design, or carved from photos. Gentlemen frequently smoke from the graven image of their lady loves, whilst heads of celebrities are often asked for. The most famous collection of meerschaums was that owned by the Duke of Sussex. The pipes were originally purchased from Messrs. Bewlay, who have been established in the Strand for over 120 years. After being beautifully colored by the royal duke, the collection was subsequently sold at a sale for prices ranging from 50 to 500 guineas for each pipe.

The King enjoys a meerschaum, and his favourite shape is said to be a "Warren." One was under repair some little while back for a new screw.

Once only has a request been received for a ladies' cigarholder, and so far as the

manufacturer's knowledge extends, never has there been an order for a special lady's pipe.

The strangest order, however, was given by a gentleman, who found amber and vulcanite too soft for his teeth. A steel tube was made, and when completed he was simply advised to put it aside. Tubes have also been cut from stones and pebbles.

The "Kaffir" pipe is made solely for export trade. On the West Coast of Africa and further south they realize by barter very fancy prices. The actual cost is rather more than a shilling. The pipe has to be a showy article, silver-mounted, with an attractive stem, resembling amber.

One result of the war is the demand for Boer pipes with long bowls for loose tobacco. Many of these are also shipped to South Africa.

### A NEW CANADIAN COMPANY.

A joint stock company is being formed in Amherstburgh, for the manufacture of Essex County tobacco, and an application will be made to the Legislature for letters of incorporation. J. J. Brault, mayor of Amherstburgh; Henry G. Duff, of Anderson; Edward W. Honner, J. D. Burk and

Simon Fraser, of Amherstburgh, will likely be the provisional directors.

### A LAW SUIT OVER TOBACCO.

Henry C. Ward, a wealthy tobacco manufacturer of Pontiac, Mich., is appealing to the Divisional Court, Toronto, from a judgment for \$7,825 in favor of Joseph Henry and J. J. Henyon, of Leamington, Ont. Ward had a tobacco factory at Leamington, and employed the plaintiffs to make contracts with farmers in the neighborhood for 1,000,000 lb. of tobacco at 7c. a lb., for which they were to receive a com-

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 30 cents,  
and pays a good profit.**

**BOBS is well advertised.**

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

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

Made by

**THE EMPIRE TOBACCO CO.,**  
LIMITED

**MONTREAL, QUE.**

# Habit!

If a man has the "habit" of buying his Cigars at your store, sooner or later his wife will acquire the "habit" of buying her groceries of you also.

Husband and wife will exchange confidences—**They always do.** It's ten to one you'll win the wife's trade too.

"Habit" is a great thing where "more business" is concerned.

## Payne's Cigars

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

We are now prepared to ship the trade . . .

## Tonka

## Beaver

AND Apricot

### McAlpin Consumers Tobacco Company,

Head Office: TORONTO. Limited

Factories: Leamington and Toronto.

Sellers of poor cigars and tobaccos have been bounced by wise grocers before this.

TUCKETT'S GOODS have a reputation which secures them an entrance everywhere.

Are you pushing our...



# MARGUERITE CIGARS

You have a trade-builder here if you only know it.

TUCKETT CIGAR CO., Limited, - HAMILTON.

## TOBACCOS AND CIGARS

mission of 1c. per lb. Ward did not find the enterprise profitable, and closed down his factory, which is now used as a storehouse, without carrying out his contracts. The farmers who had contracted to grow the tobacco were not injured, for they have since sold it to other firms for 10c. and 11c. per lb., but Henry and Henyon received nothing by way of commission, for which they accordingly sued, and were awarded judgment by Chief Justice Falconbridge.

### NOTES OF THE TOBACCO TRADE.

The Wisconsin Legislature has passed a bill prohibiting the importation, manufacture or sale of cigarettes or cigarette paper within the state.

McAlpin Consumers' Tobacco Co. are rushed with orders from the western provinces, the sales of their goods being very large in the cities of Vancouver and Winnipeg.

A member of the Vanderbilt family has become a shopkeeper. Mrs. Jacob H. Vanderbilt recently opened a place of business on Fifth avenue, New York, where she will sell tea, cigars and cigarettes.

Charles Haystead, of theatrical fame, is now representing a western Canadian tobacco factory.

The mandate of the International Union of Cigarmakers, declaring that all cigarmakers must either increase their rate of wages from \$6 to \$7 on all 5c. goods or drop the union label, has been accepted by all the London manufacturers except one.

The Reading Railway Company has forbidden employes on the New York division to smoke cigarettes.

Isadore Kuttbauer, of the firm of Kuttbauer & Sons, Detroit, paid a business visit to Galt last week.

The Dresdener Cigarretten Fabrik, the name under which the American Tobacco Company operates in Germany, is being prosecuted in the Berlin courts by a combination of dealers for alleged unfair competition in placarding that the company's cigarettes can be bought everywhere, which the complainants aver is untrue.

The T. J. Horrocks Company, Toronto, are having a steadily increasing demand for their "T. J. H." cigar, and say that the large enquiries from grocers this season for cigars and cigarettes is a gratifying proof of the renewed interest the trade are now taking in this class of goods.

The cigar factory of J. Bruce Payne, of Granby, is having a prosperous season, and his travelling staff are giving headquarters all they can possibly attend to.

### DAT CORN-COB PIPE OF MINE.

BY W. D. ALLEN.

Way down in old Virginia, where tobacco grows so fine,  
Twas dar dat Massa gave me dat corn-cob pipe of mine.  
When I'd get up in de mornin', de first thing dat I'd do,  
Was to get my box of 'bacco, an' smoke a pipe or two,  
Den, when I'd had my bacon an' de good old sweet corn cake,  
As I was goin' to my work, another smoke I'd ta e.  
While I was pickin' cotton, I was singin' all de time,  
For I was always happy with dat corn-cob pipe of mine.

CHORUS.

Some coons like a cigarette, but to me the'r just a joke,  
For they burn up in a minute; only make one puff of smoke,  
An' some coons smoke a big cigar, an' think the'r mighty fine,  
But there's nothin' half so good as dat corn-cob pipe of mine.

I left de old plantation, when de war had set us free,  
An' was packing up de things, dem dat belonged to me,  
But I couldn't get dem all in to de satchel dat I had,  
An' as I was neber comin' back, it made me mighty sad.  
I had to take my razor long so I could fight my way,  
An' I couldn't leave my banjo, dar I always used to play,  
So I left my Sunday clothes dar, a hangin' on de line,  
For dar wasn't room for dem, an' dat corn-cob pipe of mine.  
—From Smoke.

### EXPRESS CHARGES PREPAID.

Among the special features enumerated in the "Silent Drummer," recently issued by The W. H. Steele Co., Limited, Toronto, is their offer to prepay express charges on all cash purchases. The inducement to the retailer is here very clearly illustrated, as the charges in many cases would amount to quite a little profit in themselves. This departure by The W. H. Steele Co., Limited, might be profitably followed by the trade generally, indicative as it is of a desire to do business on liberal as well as safe commercial principles.

W. Dastours, tobacco merchant, Montreal, has been registered.



OUR "CORONATION."

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

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

**Dominion Show Case Co.**

53 Richmond St. East, TORONTO.

## U&I, King's Navy, Queen's Navy, British Navy

and other brands of **UNION-MADE** Tobaccos are not sold by the regular wholesale trade. When you require any of these brands, drop a post card to

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

The only wholesale tobacconist in Toronto **not controlled by the TRUST.**

Write for price list.

All our tobaccos bear the Union Label.

## 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.**



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

**NONE BETTER THAN THE  
Raspberry, Strawberry  
and Peach Jam,**  
MANUFACTURED BY  
**J. Hungerford Smith Co.,  
Limited**  
15 TO 25 ALICE STREET  
12 TO 18 TRINITY SQUARE  
**TORONTO**

Have you good wrapping paper in  
**YOUR STORE?**  
Our brown and manilla papers are strong and reliable. They enable you to economize, because they do not tear easily and are full weight.  
—MADE IN CANADA—  
**Canada Paper Co., Limited**  
TORONTO and MONTREAL.

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

# COWAN'S

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

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

Are the standard goods for purity and excellence

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



## Maple Syrup

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

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

## "ACME" TABLE SALT

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

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

## Modern Merchandising

demands modern methods. The **ALLISON COUPON BOOK** is a strictly modern CONVENIENCE and SAFEGUARD against mistakes and consequent loss of money. It is better than any pass-book, punch or check system ever invented, and its absolute accuracy makes it the **CHEAPEST SYSTEM** on this big earth—excepting, of course, the cash system. See here:



### IF A MAN WANTS CREDIT

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

For Sale in Canada by

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

## WELFORD BROS., LONDON, ONT.

MANUFACTURERS OF

## Brooms AND Whisks ROPE, LEATHER AND WEB **Halters**

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

## Canned Goods ALL KINDS Wanted

Sole selling agency of a first-class firm for  
**GREAT BRITAIN**  
by the undersigned, who is in a position to place big quantities amongst the largest wholesale buyers in England.

### Highest References.

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

## TEA.

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

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



## The Three Enterprises of the Wholesale Grocers

Full Text of the Notices of Incorporation.

Interest is by no means waning in regard to the enterprises which are being floated by the wholesale grocers in Ontario. As will be seen from the accompanying texts of the notices of incorporation issued by the Provincial Secretary of Ontario, the promoters have formed three distinct companies - one to carry on the business of both wholesale and retail grocers, another to purchase, own and sell real estate, and the third to carry on a general brokerage business. One of the principal shareholders assured THE CANADIAN GROCER that it was not the intention for the present at any rate to carry on the business of retailing. Another shareholder said that while the travelling staff would not at present be diminished, it was proposed eventually to devote that staff to other duties.

### CANADIAN GROCERS, LIMITED.

**P**UBLIC notice is hereby given that under the Ontario Companies Act, His Honor the Lieutenant-Governor-in-Council has by Letters Patent under the Great Seal of the Province of Ontario, bearing date the 8th day of April, 1903, been pleased to grant a Charter creating and constituting Alexander Turner, George Everett Bristol, Henry Charles Beckett and St. Clair Balfour, all of the City of Hamilton, in the County of Wentworth, and Province of Ontario, and John Irvine Davidson, William Arthur Warren and John Sloan, all of the City of Toronto, in the County of York, and Province of Ontario, wholesale grocers, and any others who have become subscribers to the Memorandum of Agreement of the company, and their successors, respectively, a corporation for the purposes and objects following, that is to say: "Subject to the provisions of the Ontario Liquor License Act, to carry on in all its branches, the business of a wholesale grocer and liquor merchant, and, for the said purposes, (a) To purchase, manufacture, prepare, buy, sell and deal in all goods, wares and merchandise bought, sold and dealt in by wholesale and retail grocers, and to own and operate retail branches for like purposes; (b) To hold, own, mortgage, sell, assign, transfer and deal in and deal with goods, wares, merchandise and property of every class and description; (c) To carry on a warehousing and cold-storage business; (d) To acquire, by purchase, subscription or otherwise, and to hold or sell and dispose of stock, bonds, or other obligations of any corporation, or firm having objects similar to those of the company hereby incorporated, and to exercise all or any voting powers in respect of stock, bonds or other obligations held by the company; (e) To aid in any manner any corporation whose stock, bonds or other obligations are held or in any manner controlled by the company hereby incorporated; (f) To purchase or otherwise acquire and undertake all or any part of the assets, business, property, privileges, contracts, rights, obligations and liabilities of any person, firm or company carrying on the said business or any branch thereof, or possessed of property suitable for the purposes of the company hereby incorporated, and to pay for the same in cash,

shares, bonds or other securities of the company hereby incorporated, or otherwise as may be agreed upon; (g) To sell the property and assets of the company, or any part thereof, for such consideration as the company may deem fit, including shares, debentures or securities of any company purchasing or acquiring the same, and to exercise all or any of the powers of holders of such shares, debentures or securities; (h) To promote any company or companies for the purpose of acquiring all or any of the property and liabilities of the company hereby incorporated, or for any other purpose which may seem directly or indirectly to benefit the company hereby incorporated; (i) To enter into any arrangement for sharing profits, union of interests or co-operation with any person or company carrying on, or about to carry on any business, or transaction which may be of benefit to the company hereby incorporated in respect of any of its said objects, and to receive and distribute as profits any dividends derived therefrom; (j) To use the funds of the company in the purchase of stock in any other corporation, and to exercise all or any of the powers of the holders of such stock; (k) To remunerate any person, or persons, or corporations for services rendered, or to be rendered in placing, or assisting to place, or guaranteeing the placing of any of the shares of the company's capital, or any bonds, debentures, or other securities of the company, or in or about the formation or promotion of the company or the conduct of its business, and (l) To do all or any such acts, matters and things as shall be deemed necessary or advantageous to the due carrying out of the undertaking of the company;" the corporate name of the company to be Canada Grocers, Limited; the share capital of the company to be \$5,000,000 divided into 50,000 shares of \$100 each; the head office of the company to be at the said City of Toronto, and the provisional directors of the company to be Alexander Turner, John Irvine Davidson, George Everett Bristol, Henry Charles Beckett, St. Clair Balfour, William Arthur Warren and John Sloan, hereinbefore mentioned.

### GROCERS' REAL ESTATE CO., LIMITED.

Public notice is hereby given that under the Ontario Companies Act, His Honor the Lieutenant-Governor-in-Council has,

by Letters Patent under the Great Seal of the Province of Ontario, bearing date the 8th day of April, 1903, been pleased to grant a Charter creating and constituting Alexander Turner, George Everett Bristol, Henry Charles Beckett and St. Clair Balfour, all of the City of Hamilton, in the County of Wentworth, and Province of Ontario, and John Irvine Davidson, William Arthur Warren and John Sloan, all of the City of Toronto, in the County of York, and Province aforesaid, wholesale grocers, and any others who have become subscribers to the Memorandum of Agreement of the company, and their successors, respectively, a corporation for the purposes and objects following, that is to say: "To purchase, lease, take in exchange or otherwise acquire lands or interests therein together with any buildings or structures that may be on the said lands or any of them, and to sell, lease, exchange, mortgage or otherwise dispose of the whole or any portion of the lands and all or any of the buildings or any structures that are now or may hereafter be erected thereon, and to take and hold mortgages for any unpaid balance of the purchase money on any of the lands, buildings or structures so sold, and to otherwise improve, alter and manage the said lands and buildings; Provided however, that except as to taking and holding mortgages as aforesaid nothing herein contained shall be deemed to empower the company to make loans whether for building purposes or not upon lands not the property of the company, or upon land which though once the property of the company, has by any deed, conveyance, transfer or alienation become the property of another;" the corporate name of the company to be Grocers' Real Estate Company, Limited; the share capital of the company to be \$1,000,000 divided into 10,000 shares of \$100 each; the head office of the company to be at the said City of Toronto, and the provisional directors of the company to be Alexander Turner, John Irvine Davidson, George Everett Bristol, Henry Charles Beckett, St. Clair Balfour, William Arthur Warren and John Sloan, hereinbefore mentioned.

### WESTERN BROKERAGE CO., LIMITED.

Public notice is hereby given that under the Ontario Companies Act, His Honor

THE CANADIAN GROCER

The kind of tea that makes a friend of  
your customer is

# Blue Ribbon Ceylon Tea

You'll build up your tea business if you  
handle this tea.



*"Best in the World."*

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

PURE ENGLISH

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

**ROBERT WATERS' QUININE WINE**

Quinine in a palatable form - 50 years' reputation.

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

**THE DOMINION BREWERY CO., LIMITED**

Brewers and Maltsters

TORONTO

Manufacturers of the Celebrated

# WHITE LABEL ALE

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

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

WM. ROSS, Manager.



## THE CANADIAN GROCER

the Lieutenant-Governor-in-Council has, by Letters Patent under the Great Seal of the Province of Ontario, bearing date the 8th day of April, 1903, been pleased to grant a Charter, creating and constituting Alexander Turner, George Everett Bristol, Henry Charles Beckett, and St. Clair Balfour, all of the City of Hamilton, in the County of Wentworth, and Province of Ontario; Ned Madison Letts, of the City of Chicago, in the State of Illinois, one of the United States of America, and John Irvine Davidson, William Arthur Warren and John Sloan, all of the City of Toronto, in the County of York, and Province aforesaid, wholesale grocers, and any others who have become subscribers to the Memorandum of Agreement of the company, and their successors, respectively, a corporation for the purposes and objects following, that is to say: "To carry on the business of a general broker and commission agent for the purchase and sale of the goods, wares, and merchandise usually bought and sold, or dealt in in the grocery business, and to buy and sell such goods, wares and merchandise on its own account;" the corporate name of the company to be Western Brokerage Company, Limited; the share capital of the company to be \$100,000 divided into 1,000 shares of \$100 each; the head office of the company to be at the said City of Toronto, and the provisional directors of the company to be Alexander Turner, John Irvine Davidson, George Everett Bristol, Ned Madison Letts, Henry Charles Beckett, St. Clair Balfour, William Arthur Warren and John Sloan hereinbefore mentioned.

### A RETAILER'S VIEW.

Editor "Canadian Grocer"—I gather from the newspapers that company promoters from Chicago are busy upon a scheme to merge or organize the wholesale grocery business of Ontario into a huge "trust, or combine."

If this is correct I think it is time for we retailers to inquire, Where do we come in? Surely we have some consideration due us in matters of this kind, or is our good will and custom to be sold to the Chicago capitalists by our wholesale friends who consider that the past years of trading give them the right to consider our custom so solid that it can be bartered as a valuable asset.

Familiarity is apt to breed contempt, and American grocers may be so used to their bondage that they regard another trust or two with comparative apathy, but Canada has still enough sturdy independence to prefer Mergers and Organizations to remain across the line.

RETAILER.

Hamilton, April 14.

### WOOD PULP INDUSTRY IN CANADA.

By GEORGE JOHNSON, Dominion Statistician.

THE wood pulp industry of Canada for the calendar year 1902 was carried on by 35 mills, which had an output of 240,989 tons of wood pulp. Of this quantity, 155,210 tons were mechanical pulp; 76,735 tons sulphite and 9,044 tons soda. The corresponding quantities for 1901 were: mechanical, 169,360 tons; sulphite, 84,500 tons and soda, 10,740. This shows a decrease of 24,611 tons in 1902. The decrease is distributed—sulphite, 7,765; soda, 1,696; mechanical, 14,150 tons.

The total value of the output of 1902 was \$4,383,182.

There are several large mills in course of construction or which, being finished, did not operate during the year 1902.

Two or three firms have gone out of business, or manufacture only paper, where before they made pulp.

Nine of the 35 mills manufacture sulphite pulp and four, soda pulp. Twenty-five manufacture mechanical pulp and four make both chemical and mechanical.

Taking the returns of 32 mills, the average time the mills ran during the year was 10 months.

The power to drive the mills is chiefly derived from water. Of a total power equal to 81,735 h. p., 78,296 is water-power.

The growth of the industry is considerable. In the census of 1881 there were five establishments with an output of \$63,000. In 1891 there were 24 with an output of \$1,057,810. The census returns for 1901 have not yet been tabulated. For 1902 the returns to the statistical branch preparing the year book show, as given above, 35 establishments with an output of \$4,383,182.

Of the product of Canadian mills the Customs returns show that during 1902 the export amounted to \$2,511,664, leaving \$1,871,000 for home use. In a general way, therefore, we export about 57 per cent. of our production.

Of the \$2,511,664 worth exported by Canada in 1902, Great Britain took \$976,192, the United States, \$1,598,139 and other countries, \$17,333.

The market for this product in the United Kingdom is large. In the calendar year 1902 the requirements of Great Britain were of the value of \$11,671,367, of which 7-11ths were chemical pulp. Our export in 1902 to Great Britain was about 8½ per cent. of her needs.

### MANUFACTURE OF SUGAR IN FRANCE.

There are at present in France, according to the United States Consul at Rouen, 333 sugar factories distributed in 23 departments. The most important—about

12—produce annually 100,000 sacks each. Four produce more than 200,000 sacks each. A sack contains 100 kilograms (220.46 lb.). These four largest sugar factories are situated at Pont d'Ardres (Pas de Calais), at d'Abbeville, at d'Escandœuvres, near Cambrai, and at Villenoy, near Meaux. All the factories of France manufactured, from 1900 to 1901, over 1,100,000 tons of sugar. This necessitated 8,700,000 tons of beet roots, occupying for cultivation more than 300,000 hectares (741,300 acres).

As to the harvest of 1902-3, although there is a considerable diminution in the weight of the beet roots and the yield of sugar, there is a considerable augmentation in the yield of refined sugar.

The duration of fabrication is only two months, or two months and a half at most, on account of the difficulty experienced in preserving the beet root, the factories opening in October and closing in December. Because of this necessity, the importance of a factory depends upon the quantity of beets it can procure daily by land or water transport. To increase this supply, the beets are now grated, not only at the factory, but also in special establishments erected where the beets are raised, whence the juice is conducted through underground pipes to the factory. Some French factories are fed by as many as 15 of these establishments, situated within a radius of half a mile to 2 miles.

Taylor & Pringle Co., Limited, Owen Sound

Manufacturers of

QUEEN QUALITY PICKLES, BULK PICKLES,  
PURE TOMATO CATSUPS.

Our goods have a reputation. MADE IN CANADA.

# TRUCKS

for Warehouse  
and Factory.



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

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

MADE IN CANADA.

H. C. Slingsby for Canada.

Factory,

Ontario Street,

Temple Building,

MONTREAL.

THE CANADIAN GROCER

Do you want A STARTER ?

Something to start your tea business growing !

# Just try Red Rose Tea

You might not be sorry.

Branches : Toronto  
Winnipeg

**T. H. ESTABROOKS,**  
Tea Importer and Blender,  
St. John, N.B.

It IS sealed  
in Ceylon.

Do you know of any other packet  
tea which is ?



# QUAKER "CEYLON" TEA

J. A. Mathewson  
& Co.

MONTREAL

Agents  
for Canada and  
Newfoundland.



Trouble at home! Wife weary and  
cross! Housework behind! Guess I'll  
try those Tip-Top Soap Chips Neighbor  
Smith spoke about. He says they fixed  
things up at his house.

GREATEST  
SELF-WASHER  
INVENTED.

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

FOR HOUSEHOLD AND  
LAUNDRY USE.

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

Actual Size Package, retails 5c.

**Mr. Storekeeper:**

You can bring light to  
many a home by selling  
your lady customers a trial  
package of Tip-Top Soap  
Chips. Five cents only!  
We will do the rest.

**Ask your  
jobber for  
particulars.**







## The Value of Annealing.

Annealing is the most costly step of mantle making—consequently a cheap mantle cannot be properly annealed—That is the reason a cheap mantle covers in like this if you lay it on its side, after burning off the coating—Try one—They injure your trade.

Mantles branded **A** are thoroughly annealed over pressure gas—They fit the burner—They don't shrink—They stand up this way—They are reliable—They help your trade.

—We are the sole manufacturers of **A** mantles.  
—Write us if you are interested.

Lowest prices on Mantles, Shades, Chimneys, Globes and Sundries.

AUER LIGHT CO., MONTREAL.

## Brunner, Mond & Co.'s BICARBONATE SODA

In Kegs, Drums, Casks.

## "EMPIRE" SODA

BEST FOR BAKING.

In Packets.

## SAL SODA

Kegs, Barrels, Drums, and Bags.

## CONCENTRATED SAL SODA

DOUBLE STRENGTH OF ORDINARY

In Casks.

## Winn & Holland

MONTREAL

Sole Agents for Canada

The American Coffee Co.  
IMPORTERS AND  
TORONTO.

Special Blend  
"GOLDEN EAGLE," "MANHATTAN,"  
"CANTON,"  
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 "CLEANER"

might bring inquiries. Better write for mine to

J. B. 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

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."

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222 McGill Street, MONTREAL, QUE.  
Telephone Main 1225.

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Is Honest Goods and just  
the Thing on Which to  
Make or Extend a Busi-  
ness.

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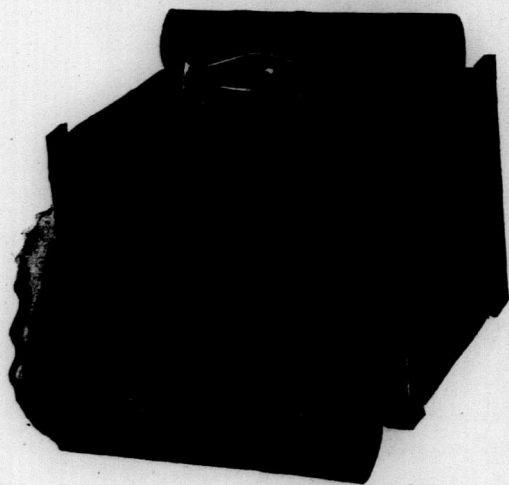


The Best Grocers make  
a point of Keeping It  
always in Stock.



We Sell Lamp Chimneys in  
**"Climax" Cartons**

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



You Save in Space, Weight, Freight and Breakage.

**GOWANS, KENT & CO.,** Toronto and Winnipeg.

**DELICIOUS PIES**

Everybody who has tried it declares our Mince Meat to be the best they ever put into a pie. It ought to be, we're very careful in preparing it. Only the choicest



and finest meats and fruits are employed and spiced so that

**Wethey's Mince Meat**

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

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

Prepared only by  
**J. H. Wethey, Limited, St. Catharines, Ont.**

**Crosse & Blackwell, Limited**

PICKLES, SAUCES, JAMS AND PRESERVED PROVISIONS

**SPECIAL WHOLESALE AGENTS  
 LEA & PERRINS SAUCE**

At Manufacturers' Prices and Discounts

**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.

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 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 &c. and Is. 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:

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 MONTREAL**