

**PAGES
MISSING**

PUBLISHED EVERY FRIDAY

CIRCULATES IN EVERY PROVINCE

THE CANADIAN GROCER

AND GENERAL STOREKEEPER

SELL ONLY THE BEST!

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

These substantiate our claim that : : : :

67
2350
140
276
2833

Colman's Mustard

IS THE BEST IN THE WORLD

There's one Name



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

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

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

We find this brand of Table and Dairy

BRUSSELS SALT

rapidly increasing in favor—

WHY?

Because

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

R. & J. RANSFORD,

Established
1868

Clinton, Ont.



The Australasian Grocer

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

Subscription \$2.50 per Ann.

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

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Successors to

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

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

Where all communications, orders and remittances should be sent.

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

British West Indies

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

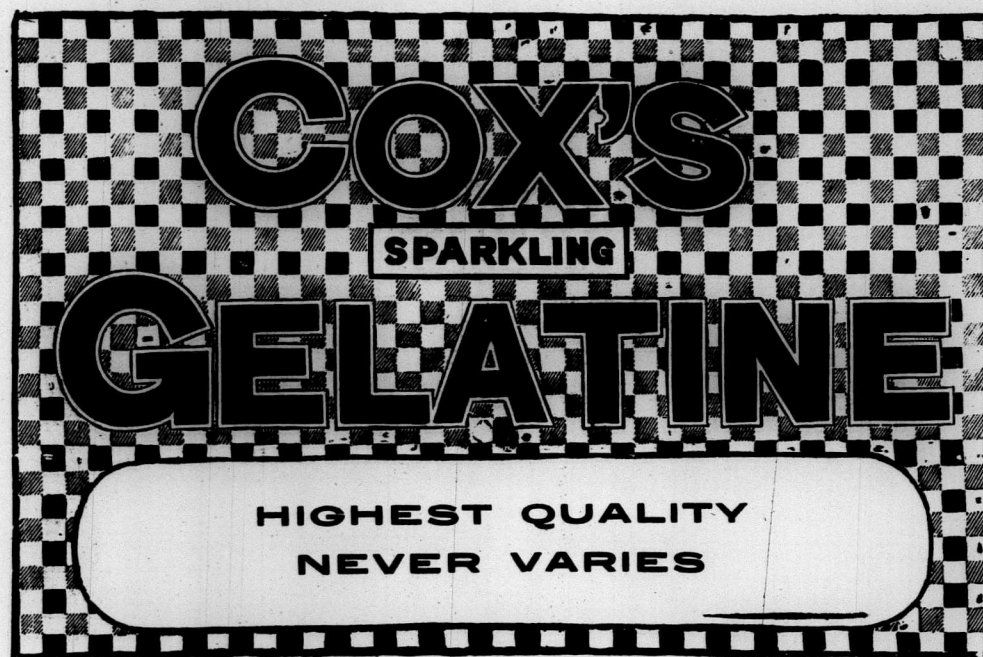
THERE IS NO MORE DELIGHTFUL
WAY OF SPENDING SIX OR SEVEN
WEEKS THAN ON SUCH A TRIP AS
THIS. THE WHOLE COST FROM
HALIFAX AND RETURN IS \$180.00.

Pickford & Black - Halifax.

THE CANADIAN GROCER

A new line for Spring

Instant Powdered



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

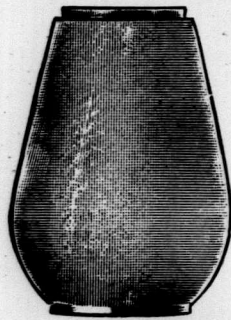
It dissolves **instantly** in hot
water.

ARTHUR P. TIPPET & CO.,
General Agents.

Montreal and
Toronto.

THE CANADIAN GROCER

ARE YOU USING OUR

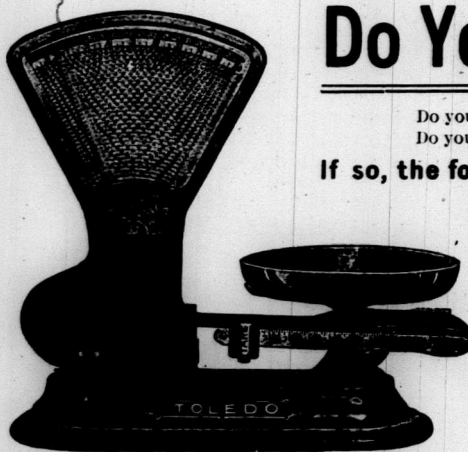


Cold Blast
or Jubilee
Globes

Aetna or
Quaker Flint
Chimneys?

Give them a Trial.

THE SYDENHAM GLASS CO.,
of WALLACEBURG, Limited



Do You Use Scales?

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

If so, the following facts should interest you:

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

MADE IN CANADA.

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



For Sale Everywhere.

ASK FOR

MOTT'S.

James Ewart

MANUFACTURER OF

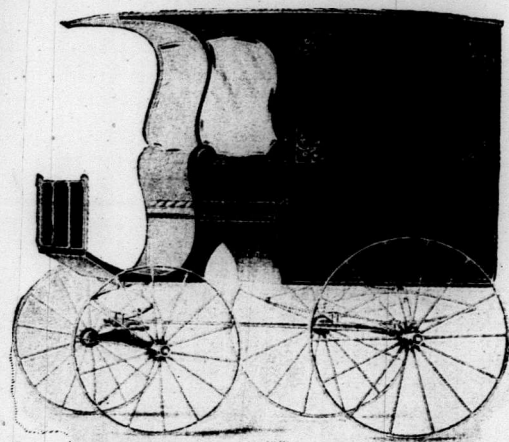
High-Grade Delivery

WAGONS

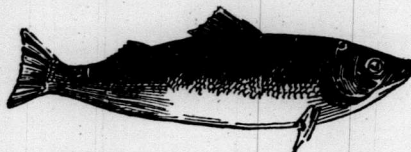
Grocer, Baker, Confectionery, Laundry
Wagons of every description.

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.

Have a Look!

JAMS
JELLIES
SYRUPS
STARCH



TEAS
COFFEES
SPICES
BISCUITS

How does it strike you.

Whatever you get in a package like this you may rely on it being

STRICTLY FIRST CLASS

WRITE US ABOUT IT

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

**"STERLING"
BRAND
PICKLES
and
RELISHES.**

Grocers should prepare for the spring trade by stocking up with "Sterling" Brand goods. They are of a quality that makes them popular at all seasons.

"Sterling" Brand pickles are very satisfactory to handle and are put up in an attractive form.

T. A. LYTLE & CO.

Manufacturers of Pickles, Relishes, etc.,

124-128 Richmond St., West, TORONTO.

Dreams are thoughts,

With the facts left out.

Reminds one of some of the "foods" with the nourishment omitted.

Nothing "dreamy" about **TILLSON'S OATS.**

Two pounds of solid oat-meat in each package.

Nourishment in its best form.

No waste—no dirt—no trouble.

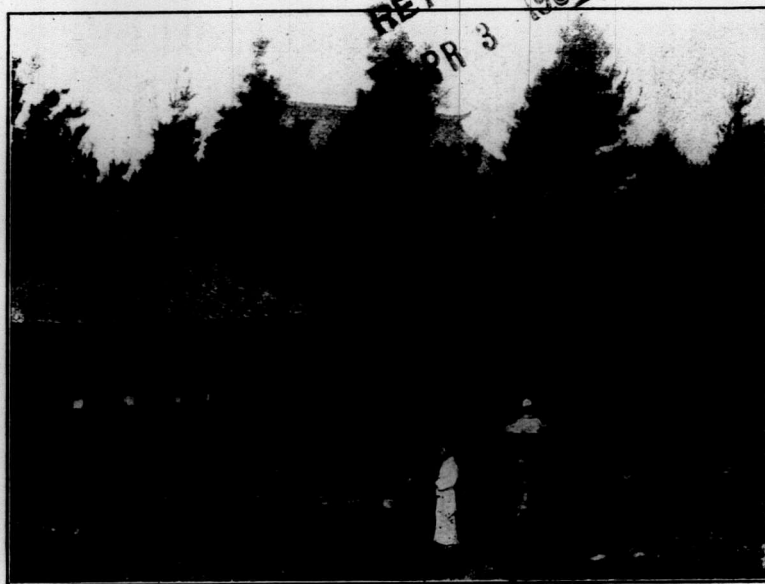
Nothing but profit, satisfaction and more profit to you.

Drop us a line or order from your jobber.

THE TILLSON COMPANY, Limited,

Tillsonburg, Ont.





JAPAN TEA HOUSE GARDEN.

JAPAN TEA

The popularity of Japan Tea is, in a large measure, attributable to its **strength** and **delicacy of flavor**. It comes from a country where modern ideas obtain—where the soil is most adaptable to the growing of such **pure, healthy, unadulterated, strengthening Tea**.

Beware of Imitations.

FOR SALE BY ALL LEADING GROCERS.

THE CANADIAN GROCER

There Is No Reason Why

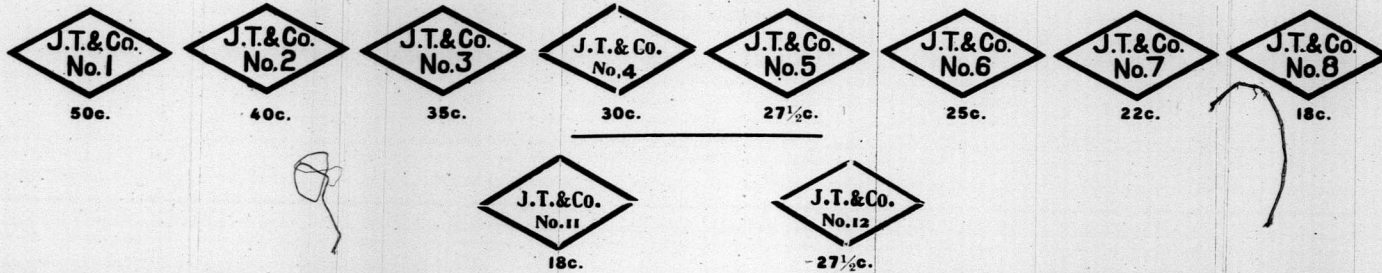
You should not buy a sample order of

TETLEY'S BULK BLENDS

These Fragrant Teas are combinations of the finest productions of Indian and Ceylon.

Blended by experts especially for the Canadian Trade, and they are the best goods that unlimited capital and years of knowledge of the Tea business can produce. We solicit a trial order of any or all and we **guarantee satisfaction.**

BRANDED AS FOLLOWS:



Hudson Bay Co.,
WINNIPEG.

Snowden, Forbes & Co.,
MONTREAL.

ENTERPRISE on an article is a
Guarantee of QUALITY

ENTERPRISE

FOOD CHOPPERS

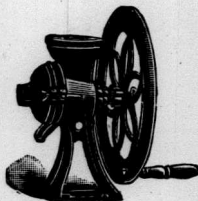
**Four Knives
with each Machine**

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**

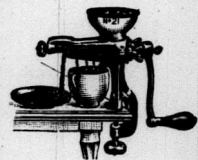
Illustrated Catalogue FREE Order through your Jobber

**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**

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



No. 2½, \$4.75

New York Branch,
10 Warren Street

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

San Francisco Branch,
105 Front Street

Are We Not Right

when we claim that the best tea for **YOU** to buy is the kind that satisfies the most exacting consumer, because of its good qualities?

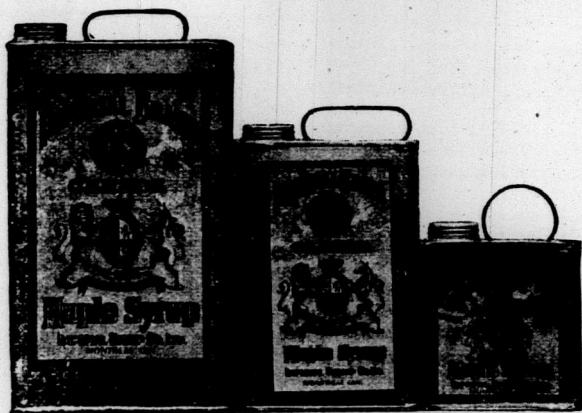
CEYLON TEA BLACK and GREEN

Excels in purity, flavor and liquoring qualities.

Can always be relied upon. Consequently it is the best and most profitable tea to handle--- for the merchant who is making a corner stone of his tea trade.

Let your next order in the tea line be for

Ceylon.



IMPERIAL MAPLE SYRUP

The Standard from Ocean to Ocean.

**Merit Acknowledged
Superiority Admitted.**

YOUR MONEY BACK

IF NOT SATISFACTORY.

**ROSE & LAFLAMME, Agents
Montreal.**

YOU WILL FIND IT

IN THE LAUNDRY EVERYWHERE.

Ivory Gloss Starch

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

Brands also manufactured for kitchen purposes.

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

THE AUER GAS LAMP

"Turns night-time into day-time"

NEW MODELS. LOWER PRICES.

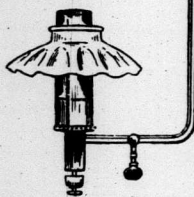
We offer you the best made lamp on the market, built scientifically.

We offer you a lamp that will light your store for half the cost of kerosene.

We offer you a lamp that is safer than a coal oil one.

We offer you a lamp which you can sell at a good profit.

Do you want the Agency for it?



No. 25
100 Candle Power.

**THEN WRITE FOR
OUR CATALOGUE AND DISCOUNTS.**

EVERY LAMP GUARANTEED.

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

MOLASSES

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

FINE QUALITY

The Dominion Molasses Co.,

Limited

HALIFAX - - - NOVA SCOTIA.

You Must Have Noticed

that a large portion of your customers ask for **Corn Syrup.**

"AURORA" BRAND CORN SYRUP is the highest quality made—beautifully clear, with a fine flavor. Your customers cannot help but be pleased with it. 2, 5 10 and 20-lb. tins, handsomely labelled in cases; 25 and 38½-lb. pails.

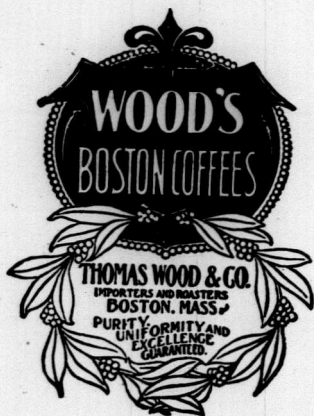
Order sample case or so from our travellers

Freight prepaid on 250 lbs. and over to all stations in Ontario (East of North Bay), and Quebec.

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

A Reliable Friend is a Great Boon to All

There is in every grocer's heart a sincere yearning for something reliable in each department of his store—something that he knows will give satisfaction to his customers, both in price and quality—something to be depended upon; now in our



WOOD'S COFFEES

the Grocer has just what he wants—something that is as unailing as the "reliable friend" that all crave for.

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

JANUARY 31, 1903.

GROCCERS' WHOLESALE Co., Limited,
Hamilton, Ont.

DEAR SIRS,

We have your favor of the 24th, enclosing purchase dividend cheque for which I beg to thank you. This action by your company no doubt will have a pleasing and inspiring effect with a good many of the shareholders of your company, and I believe will be a still further stimulant to your business; I also beg to congratulate your management in the kind but persistent way that you have been driving the somewhat stray sheep to the fold, and if I judge correctly, I believe your hardest work you have overcome in this matter.

I hope your business will double this coming year, and its membership increased by fifty per cent. I shall at least do my utmost to add one or two to its present membership.

I enclose the cheque, which you can credit my account with, thereby saving the exchange on same.

Yours very truly,

[Signed],

Name furnished upon application.

COMMENT ON CURRENT TOPICS

THE United States Congress has created a Department of Commerce.

It is to be hoped the Minister of the new Department will exhibit more zeal for the duties appertaining thereto than the gentleman who fills the corresponding office in the Canadian Department of Trade and Commerce.

Turkey has 100,000 armed men on the Bulgarian frontier. The intention is, no doubt, to gobble up the troublesome Balkan States.

Carnegie is so desirous of peace that he is ready to pay Venezuela's debt to Germany, namely, \$360,000. If the millionaire philanthropist would undertake to pay the debts of individual creditors who are anxious to meet their liabilities and cannot, it would be more sensible than liquidating the debts of nations who have no intention of meeting their obligations unless forced to do so.

The labor party in St. John, N.B., have two candidates in the field for the Provincial Legislature. W. Frank Hatheway, wholesale grocer, is one of the candidates, and he, like his colleague, is laboring hard to win.

A clergyman has been elected president of the Prince Edward Island Fruit Growers' Association. The cultivation of the fruits of the orchard with the fruits of the spirit should prove a happy combination.

A Newfoundland paper says: "The promise of the coming season is most gratifying. In lumber, mining and manufacturing there is a better prospect than ever before." This is also gratifying to Canadians. We always like to see our prospective partners doing well.

The independent tobacco manufacturers of Virginia, North Carolina, Pennsylvania, New York and other States in the Union have organized for mutual protection. They are now smoking the pipe of peace.

Poor persons who go insane in Toronto are treated by the authorities as if they were criminals. They are arrested and committed to the common jail, whence they are only removed after the usual red-tape procedure has been gone

through. This frequently takes months. And Death, in the meantime, knowing no red tape, often asserts his claim.

Peter Ball, who has been appointed commercial agent at Birmingham, for Canada, ought to be able to roll up a good trade for this country in his district.

A deputation waited upon the Dominion Government a few days ago asking for encouragement to start a shipbuilding industry. They ought to be able to "float" their enterprise.

Cuba is to borrow \$35,000,000, a sign that the "Pearl of the Antiles" is advancing in civilization.

The people who are stealing elephants from the British forests in India may possibly now have some "white elephants" on their hands.

A cable says the colonies are to be given ample time to tender for supplies for South Africa. It is to be hoped the colonies will take time by the forelock.

A press despatch says that Mr. Tarte is skeptical. We understand it was because he was not orthodox that he was forced out of the Cabinet.

The people who deposited their money in the Oakville private bank are now coming in for public commiseration.

A good deal is heard these days about municipal control of public utilities. That is all right as far as it goes, but, first of all, would it not be well if the public were to first get a little more control of the municipal authorities.

In spite of the old adage that two is company and three is a crowd, a third party has been formed in Manitoba.

A newspaper published in Cannington says "North Ontario is just itching to send Hon. George E. Foster to Parliament." Naturally, therefore, we may expect to see many scratching for him.

The pressers have joined the striking cutters in Toronto. The object is, of course, to press the employers to capitulate.

With Messrs. Root and Lodge representing the United States on the board of jurists who are to define the Alaskan boundary, we may expect them to get at the Root of the matter and Lodge a report in keeping therewith.

Great Britain, Germany and Italy appear to have been eminently successful in bringing Venezuela to time. If merchants were to act in concert they might also be able to successfully bring their delinquent customers to time.

The midwinter fairs which are being held in different parts of the Dominion for the exhibition of animals and their products are much more emblematical of Canada, and therefore more sensible, than the midwinter ice palaces which were held in the years gone by.

Judging from the attention the subject is receiving electrical energy is the motive power upon which industrial activity is to depend.

Mr. Smart, Deputy Minister of the Interior, is in Great Britain inspecting the immigration offices which the Dominion Government have established there. He no doubt intends to Smart-en them up.

Politicians do not always profit by experience. Some 20 years ago the whiskey used in an election campaign in North Ontario became frozen. And yet, in spite of the experience then gained, another campaign has been brought on in that constituency with the thermometer down to zero. If the history of 20 years ago is repeated, the party workers will have a thirsty time of it.

Some rather unique features have developed in the election campaign that is now in full swing in North York. One of the candidates, wishing to demonstrate to his audience the truthfulness of his assertions, pulls a Bible from his pocket and dramatically presses it to his lips. Another of the candidates has his meetings opened with prayer. For the sacredness of the Book which the one professes to revere, and for the cause of religion which the other professes to believe, it is to be hoped these practices will be discontinued.

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

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

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

MORSE BROS., Proprietors, Canton, Mass.

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

ZEAL FOR CANADIAN PRODUCTS.

By a United States Citizen, but now a resident of this Country.

NOT in the sense that we should exclude people from other countries from coming here, on the contrary, we think they should be invited and urged to come and bring their money with them, for the reason that Canada is a good place to live in, and Canadian enterprises are safe to invest in.

The term "Canadian productions for Canadians" would, perhaps, fit the case better, and in this connection it would not be out of place to say a few words.

It is a too common error of both the business men and the people generally in this fair land of ours, if not to belittle the products of our own manufacture, to at least praise up importations from other countries, speaking in such high terms as to give a newcomer or stranger the impression that it is for other countries to lead, and for Canada to follow; and that even in doing the following Canada is many years behind in the production of novelties, and things generally that are desirable and convenient for the use of our citizens. Especially does this apply to our neighbor "on the other side," as we say when speaking about the domain of the indomitable Yankee.

A short time ago the writer wanted an article in the furniture line. Went into one of the big stores in Toronto and was shown the stock, but the article having the particular feature wanted was not there. The clerk said that kind was not made in Canada, that he had never seen one, etc. I remarked that it was in general use on the other side, and carried in stock by dealers in his line. By way of explanation he said that the manufacturers of this country were not up-to-date, and that there was not demand enough for such goods to warrant the making of

them. "Besides," he said, "We don't have skilled labor here. All the young men who have ingenuity, and can do that class of work, go to the other side because they can get better wages, etc."

In another store I was shown some goods, and the first thing the clerk said was "These are from the other side." I inquired if he thought them any better for that, and he replied:

"No, but when you want anything novel, you have to go over there to get it."

One more instance was that of an old-established hardware dealer in a small town in Ontario, when speaking of foreign-made articles in comparison with our own. He said: "I don't care; it is just so, and I tell them so to their faces. When the manufacturers in this country make their goods as tasty and saleable as they do in the United States, we can sell them, but they don't do it."

Now, such talk is all wrong, even if it were true, but it is not. It is a pretty good rule to not say anything bad about a man even though his characteristics are such that you cannot say anything good of him. And the same rule can be made to apply when speaking of our country and its productions. It is well enough to adopt the methods of others when by doing so, there is no conflict or infringement of rights; but it is neither good policy nor horse sense to be always lauding and magnifying what others are doing, and speaking disparagingly of our own. Right here in our own country we have every facility for doing all that can be done anywhere in the world to make our people comfortable and happy; and love of country should prompt a man to say the best he can about the land of his birth or adoption. If he feels like expressing him-

self otherwise, he would better say nothing, leaving those with whom he converses to find out by their own experience as to what the facts are. Ten to one, if they come from a people who are truly loyal and bring their loyalty with them, you will not find them complaining, but hustling to bring about a better condition of things, if need be.

Patriotism is what is most needed, and as we believe that there is an all-wise and and over-ruling Providence, so let us believe that this fair land of ours is "God's country," and that we are here for no other purpose than to improve both the country and the conditions of our people. This can in a measure be accomplished by always speaking as if we thought and felt that our country, her people, and her institutions are the best on earth.

ONE WHO OBSERVES.

DAY & MARTIN'S PROFITS.

Day & Martin, Limited, the well-known match and blacking manufacturers of London, Eng., have just issued their annual statement, which shows that the Company made a profit of £11,227. 7s. 9d. on last year's trade. The shareholders are receiving a dividend of 7½ per cent. for the year.

NEWFOUNDLAND HERRING THE BEST.

The New York Fishing Gazette observes: "It is said that if the Newfoundland reciprocity treaty is ratified, Newfoundland herring will be put upon this market in kegs of such quality and price as to knock out the Holland herring from competition." The European herring is declining in quality, and there is a splendid opening for a well-packed article, such as could be produced if the conditions were favorable to induce packers in this colony to go into the business. —Herald, St. John, Nfld.

THE CANADIAN GROCER

"IMPERIAL" VINEGAR

It Always Pleases



LUCAS, STEELE & BRISTOL, Wholesale Grocers, Hamilton

THE ONLY YEAST WITH OREAM IN IT—JERSEY OREAM.

Giant Oaks from Tiny Acorns Grow.

We are now prepared to accept orders for seasons 1903 pack for Corn, Peas and Tomatoes, subject to pack and at open prices, which we can assure you will be right. Old Grey-Haired Canners sold their pack to the syndicate in 1902 at about 60c. for Corn, 62½c. for Peas, 67½c. for Tomatoes. You know what you had to pay for them before season was over. While we do not promise you these low prices we will get as near it as we can. Place your order now or save your order for **THE STANDARD CANNING FACTORY**, who are in no combine, who never will be in a combine, and **WHO** pack as good goods as put up in Canada. Our brands

"JERSEY," "STANDARD," "OLD CHURCH."

Look out for our ad. next week.

LUMSDEN BROS.

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

No. 9 Front Street East, TORONTO.

THE ONLY YEAST WITH OREAM IN IT—JERSEY OREAM.

THE ONLY YEAST WITH OREAM IN IT—JERSEY OREAM.

THE ONLY YEAST WITH OREAM IN IT—JERSEY OREAM.

Don't Close Your Eyes

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

Excellence our Aim in Coffees.

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

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

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

JAMES TURNER & CO., Wholesale Grocers, Hamilton

"Crown" Brand Table Syrup

Quality
the
best.

Cases, 24 tins, 2-lbs. each, at \$1.90 per case
" 12 " 5-lbs. " 2 35 "
" 6 " 10-lbs. " 2 25 "
" 3 " 20-lbs. " 2 10 "

Attractive
Tin.

Quick
Seller.

Freight paid on 5-case lots to Ontario points as far as North Bay.

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

AN ECONOMICAL DEVICE FOR THE GROCER.

HOW many grocers are there who have not, from time to time, looked with regretful eyes on their stock of cheese, and wished for some means by which it could be sold without so much unnecessary waste?

It has been estimated that at least 50c. worth of every cheese is lost in crumbs, in cutting by guess-work instead of absolute accuracy, by the nibbling and sampling of loafers who regard the cheese as their legitimate prey, and by the drying of the cut surface. Fifty cents is not a great item, but it is altogether too much to waste wantonly. Every practical grocer knows the trouble that is caused by apparently insignificant losses. He is in a position to appreciate the wisdom of Poor Richard's remark that "little leaks sink great ships."

But in this rapidly progressive age an economical want scarcely makes itself felt

before some ingenious inventor puts his brains to work on the problem and supplies the need which has made itself apparent.

So the crying need of the grocer for an adequate means of protecting and economically handling his stock of cheese has received the attention of the mechanical expert, and the result is the Templeton Cheese Cutter, which has recently been put before the trade by the Computing Scale Co., of Dayton, Ohio.

The machine itself is unique in construction, and while very simple, is rather astonishing, so completely does it do its work.

One stroke of the knife is all that is required. An accurate gauge regulates with absolute certainty the weight of the amount cut. A customer who wishes to purchase 1 lb. or ½ lb. of cheese receives it in a neat, entire slice, and neither he or the grocer is troubled with crumbs or parings.

Another feature of the Templeton Cheese Cutter that commends itself to the

careful grocer is the fact that it protects the newly cut surface of the cheese, and prevents it from becoming hard, dry, "stale and unprofitable." Grocers who have had to throw away stale cheese know what this item alone amounts to.

On the whole, the grocers of America are to be congratulated for having such an ingenious, money and labor-saving device at their disposal, as well as the Computing Scale Co. for bringing it out.

A hearty reception is predicted for the Templeton Cheese Cutter from grocers everywhere.

OFFICERS OF THE SPICE ASSOCIATION.

The officers of the recently formed Manufacturing Grocers' Section of the Canadian Manufacturers' Association are as follows:

Chairman—R. A. Donald.
Vice-Chairman—W. A. Mitchell.
Secretary—J. F. M. Stewart.
Executive Committee—S. W. Ewing, Wm. Gorman, G. S. Dunn, J. I. MacLaren, F. J. Ward and Mr. Mayell.



made by **THREE OF A KIND—AND ALL WINNERS**

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

THE CANADIAN GROCER

"CROWN" TABLE SYRUP

THE BEST MADE.

2-lb. tins, 2 doz. in case, \$ 1.90 case
5-lb. tins, 1 doz. in case, 2.35 case
10-lb. tins, ½ doz. in case, 2.25 case
20-lb. tins, ¼ doz. in case, 2.10 case

Freight prepaid in 5-case
lots to all points up to
North Bay.

THE DAVIDSON & HAY, LIMITED
Wholesale Grocers. TORONTO.

APPLE-GROWING IN NOVA SCOTIA.

THAT the value of the apples exported during the last ten years from Nova Scotia is more than double the value of all other agricultural products exported, may be surprising to many; yet, this is the statement made by President Bigelow, of the Nova-Scotian Fruit Growers' Association, in his report at the annual meeting held on February 5.

The apples for export this season only amounts to 70,000 barrels, as against an average export of 250,000 barrels for the last ten years. The reasons for this is given in the report referred to, as follows:

"The year 1902 will be remembered by Nova-Scotian fruit growers as the most disappointing and unprofitable one in our past history of apple culture. An unusually mild winter succeeded by a wet, cold May and June produced abundant blossoms, which, in most cases, set well; but during the first two weeks of July both trees and fruit were blighted, causing destruction of fruit and leaves."

The "blight" referred to has been in evidence to some extent previously. A few years ago the Bishop Pippin variety was affected, so that in many orchards the trees were at once grafted into other sorts. The apples were more or less de-

formed in shape and were covered with black spots, which made them unsaleable in the foreign market. This season a number of varieties were affected. One side of the apple, or a spot at one end, usually the blossom end, would appear to have been "paralysed." A certain amount of growth was there because the unaffected part around it was growing, but the "blight spot" was hard and unpalatable. Thus many hundreds of barrels of otherwise well-grown fruit went to feed the cattle or to the cider mill. Here is a field of study for our horticultural experts—to discover the cause of this blight, and a remedy. It may also be noted in this connection that some varieties, in otherwise blighted orchards, were not affected.

The following paragraphs, from President Bigelow's report, are also interesting, as showing the extent to which other fruits are being raised, especially in the Annapolis Valley:

"Pears and peaches were a good crop and excellent quality. Strawberries and other small fruits were an average crop and sold at remunerative prices. The cranberry crop is reported a failure in King's county, owing to frosts.

"Owing to the ravages of black knot

and other pests the plum crop was a partial failure to the careless fruit grower, while those who destroyed the pests and cultivated and marketed intelligently, had an abundant crop and realized good prices—one grower receiving over \$500 net for 1,000 10-lb. baskets; and another reports the sale of 8,000 10-lb. baskets at fair prices. The crop is estimated at 40,000 baskets."

Of the use of fertilizers, the report says: "The question of paying for an adequate supply of fertilizers and the most advantageous use of them for the many thousands of young trees being planted, is one of great importance to fruit growers, and may be estimated from the fact that this year one firm has collected over \$60,000 for commercial fertilizers sold in Nova Scotia."

The Nova Scotia Fruit Growers' Association, which has done so much to enlarge and develop the fruit industry in the Province, is now in its 14th year, having been instituted in March, 1863. It is mainly through the endeavors of its members, supplemented by Government assistance, that the Free School for Horticulture has been equipped and maintained at Wolfville, King's county, in the heart of the fruit-growing districts.

During the last two weeks some 3,000 barrels of apples have been shipped from Halifax, which brings the total number of barrels shipped from that port up to 60,000 barrels.



USE DISCRIMINATION.

In stocking **Jams, Jellies** and **Marmalades**, discriminate against adulterated goods, which will surely become dead stock, and will, where sold, alienate your best custom.

Stock **UPTON'S** and insure against loss.

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

SELLING AGENTS.

DAIRY PRODUCE AND PROVISIONS

and Cold Storage News.

MEAT PRODUCTS IN PARAGUAY.

IN response to inquiries, United States Consul J. N. Ruffin, of Asuncion, has obtained the following information as to the meat industry in Paraguay, with detail as to the cost, etc., of an establishment for preparing tasajo, extract of beef, and other products for market:

In order to form a beef establishment in Paraguay with a capacity of 30,000 head of cattle, there will be needed some three square leagues of land—situated on the banks of the Paraguay or the Alto Parana, which would provide abundant pasture—a deep port, and good roads. The owner will have to buy animals which he can fatten. It is not advantageous to kill animals of less than four years. The slaughtering should commence in the month of November and last until June. Cattle yards should be constructed of hard wood. One should be about 160 ft. square; another, where the animals which are destined for slaughter the next day are kept, should be round, about 60 ft. in diameter. The floors should be of stone, in order to avoid dust. The slaughtering pen is composed of a shed 150 ft. long, 50 ft. wide, and 20 ft. high. A railroad should pass through the centre of the shed. One part should be used for skinning the animals and the other for the deposit of the meat to get cold. The floor ought to be so constructed that the blood and water will flow into small canals around the shed, made of Portland cement and lime. In this same shed they cut up the carcass and throw it into a solution of salt, in which it remains until the following day. In an adjoining compartment the bones of the carcass are broken up and the horns separated, and the tripe is washed and thrown into the digester. There should be four digesters with a capacity for 60 head of cattle each.

EXTRACT OF BEEF.

It is advantageous to construct a building of brick, in order to have a more constant temperature. The process is as follows: Beef which is not suitable for tasajo is beaten up and ground by steam machinery. A mass similar to that destined for sausage-making goes to large caldrons to be cooked. During the cooking all of the fat is taken off with large spoons. Seven or nine pounds of fine beef lard is calculated to each head of cattle. The beef, having all of its juice thus extracted, is called chatasca, and it is extended upon a floor of brick or stone to be dried in the sun or by steam. It is then ground and packed into bags, to be exported to foreign countries for alimentation of birds or hogs, for fertilization, etc.

The liquid goes to refrigerating pots and from these to filters. It is calculated that 30 pounds of beef will make one pound of extract.

PRESERVED MEATS.

In this department is installed the machinery for refrigeration and the refrigera-

tive chambers. The pots for cooking the beef, the tinware shop, and the deposits of preserved meats are also in this department. The edifice should be of brick, with floors of Portland cement. It should be of sufficient size for the fabrication of 2,000 tins of preserved meat of one kilogram (2.2 pounds) each daily.

The steam machinery, with two caldrons with grates of wood, ought to be of 30 or 40 horse-power.

TASAJO.

The meat is cut and thrown into large deposits containing a solution of salt of 25 to 30 deg., and on the following day it is taken out and dried. First the meat is spread out, then collected into piles and covered up for two or three days. The operation is repeated two or three times, when it is ready for baling and shipping. When the weather is favorable, this can be done in 15 days.

BRANTFORD BUTCHERS AND GROCERS.

About 100 attended the annual banquet of the grocers and butchers of Brantford, held at the Imperial on February 10. Henry Moore presided, and in the vice-chair was H. A. Foulds. The toast list was interspersed with vocal and instrumental selections and an address from the chairman and vice-chairman. The following is the order of the toasts:

"The King".....
"Our City".....Alds. Hartman and Westwood.
"Dominion Parliament and Provincial Legislature".....
C. B. Heyd, M.P.; R. Thompson, M.P.P.
"Our Visitors".....
Messrs. Hazel and Bain, Hamilton
"Manufacturing and Trade Interests".....
Messrs. W. B. Wood, Robt. Robson, J. Ruddy and Wilbee
"Wholesale and Commercial Trade".....
Messrs. H. Fearman, R. Moneur and Ness, Hamilton
"The Ladies".....Messrs. Comerford and F. Harp, Brantford, and R. Hill, Hamilton

Those who took part in the vocal and instrumental selections were: Messrs. O. Mitchell, Tom Brown, Burfaw, S. Burnley, Extine, Senator Hill, Hartley, F. Houghton.

AYRSHIRE BREEDERS.

There was a good attendance present at the annual meeting of the Canadian Ayrshire Breeders' Association, held at Montreal on Friday last, February 13. The chief business was the election of Hon. William Owens to the presidency, succeeding F. W. Hodson, and the appropriation of various sums to several fairs. A Dominion Fair in Toronto this year was endorsed.

The first resolution set aside \$50 towards the prize list of the Maritime Provinces Winter Fair. The second resolution provided for a grant of \$25 to be donated to Winnipeg and Calgary for the best two Ayrshire animals. Another resolution appropriated the balance to the Guelph and Ottawa Winter Shows. Other resolutions adopted endorsed the project

of a Dominion exhibition in Toronto, and asked the Dominion Government to appoint a representative of the agricultural bodies on the proposed independent railway commission.

Then the following gentlemen were recommended as judges at the different exhibitions: Toronto, W. W. Ballantyne and A. Cain; Ottawa, Central, Thos. Bradshaw; London, J. Borden; Quebec, Thos. Drysdale.

WINTER FAIR.

THE Eastern Ontario Live Stock and Poultry Show opened at Ottawa, February 10. Mayor Cook, in welcoming the visitors, had some interesting things to say. He was pleased to see that something had recently been done as regards the importation of animals for the improvement of live stock. He regretted that there was not greater accommodation for the Show, but he hoped that when the stockmen and poultry fanciers came to Ottawa next year they would find a suitable building, one that would make Guelph and Amherst envious. He held that no greater incentive could be offered to farmers and stock raisers within 200 miles of Ottawa than a substantial addition to the premium list of the exhibition by the Federal authorities.

A. W. Smith, president of the Society, thought Ottawa should be a splendid center for breeders and dealers to assemble.

The dairy competition was one of the interesting features of the fair. Ten cows were entered, and the test occupied two days.

Both live and dressed poultry were on exhibition. Great attention was paid the bacon hog, which shows what importance is being attached to it. Mayor Hood, of Guelph, and R. H. Harding, of Thornedale, were the judges. Four types of bacon hog were exhibited, the Tamworth, which won premier honors; the Yorkshire, Berkshire, and grade. The Tamworth was preferred because of its length of frame, immunity from useless fat, and the fact that it is a good ham producer. The ideal hog, the judges thought, should have a long back with even flesh. The average is wide across the shoulders and narrow at the rear quarters, while the correct bacon hog should be the same from "stem to stern." Hogs should be grown for size and not fattened so much.

THE CATTLE EMBARGO.

Wm. Henderson, who is a member of the Scottish curling team that is visiting Canada, in an address before the Winnipeg Board of Trade on February 10 last, quoted some interesting figures. He gave many endorsements as to the healthy condition of our cattle and completely destroyed any objections that might be made on this score. We append his statistics of Glasgow: At Glasgow 49,000 Canadian cattle had been slaughtered, and of these only nine had shown any signs of tuberculosis, and these not sufficiently to

Once used and
your customers
will ask for Our

LARD

not twice or three times, but All the time.

Our Process of Rendering

Demands absolute cleanliness and purity.
An Absolutely Pure Lard is the result.

Every Grocer Should Have It

FROM 3 LB. TINS UP.

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

When you have any

BUTTER OR EGGS

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

The J. A. McLean Produce Co., Limited
75-77 Colborne Street
Telephone Main 2491. Toronto.

F. W. FEARMAN CO.

Limited

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

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

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

Our English Brawn

Twelve 5-lb. Tins
in a Case.

Cooked and Ready
for Slicing.

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

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

be condemned. During the same period, of 40,000 home-raised cattle slaughtered, 951 were totally and 635 partially destroyed for tuberculosis.

Wm. Whyte, assistant to the president of the C.P.R., endorsed Mr. Henderson's views as concerns the depreciation occasioned by the long journeys of Canadian cattle. Mr. Whyte spoke of the rigid examination to which imported sires are subjected, and stated that under present conditions Canadian meat did not reach even the middle class of British consumers.

J. T. Gordon, M.P.P., a large exporter in Western Canada, was convinced that a chilled-meat business would not be profitable in Canada until we had a faster steamship service. He felt sure that no one in Canada would object to the embargo being raised, but he would not favor shipping our two-year-old stock.

Hon. D. H. McFadden expressed his convictions that Canadian cattle were never diseased with pleuro pneumonia. He, himself, was a veterinary surgeon, and he fully endorsed all that had been said as to the health of the Canadian cattle.

Mr. Henderson, in responding to a vote of thanks that had been proposed, stated that in his opinion, cattle known as "half-finished," would bring the greatest profit to the consumer, the shipper and the British buyer.

CANADIANS OBTAINED CONTRACT.

The Cold Storage Interlink, under date of February 1, has the following item taken from The Morning Post: "Beintz Bros., of Toronto Junction, are reported to have obtained a contract from the German Government for the killing, preserving and shipping of 200 head of cattle weekly for the use of the German army. The Canadians defeated United States rivals for the contract."

THE PROVISION MARKETS.

TORONTO.

A still greater drop is reported in dressed hogs. Offerings continue large, and the feeling is that prices will be lower. In other lines of dressed meat the quotations remain about the same. Mutton and veal are perhaps firmer. Our quotations are as follows:

Dressed hogs, per cwt.	87 50
Small butchers hogs	8 00 8 25
Beef, hind quarters	7 50 8 50
front quarters	5 00 6 00
choice carcasses	6 00 7 25
medium	5 50 6 00
common	5 00 5 50
Mutton	0 05 0 07
Lamb	0 07 0 08
Veal	7 50 9 00

The provision market is somewhat easier. As is natural, when hogs soar, hog products also leap. But the offerings of hogs have and are likely to be large. We can, therefore, look for cheaper bacon and lard. We quote:

Long clear bacon, per lb.	80 10 80 10
Smoked breakfast bacon, per lb.	0 14 0 15
Roll bacon, per lb.	0 11 0 12
Medium hams, per lb.	0 13 0 13
Large hams, per lb.	0 12 0 12
Shoulder hams, per lb.	0 11 0 11
Backs, per lb.	0 14 0 15
Heavy mess pork, per bbl.	21 25 21 50
Short cut, per bbl.	23 00 23 25
Shoulder mess pork, per bbl.	19 00
Lard, tierces, per lb.	0 10 0 10
tubs	0 10 0 11
pails	0 11
compounds, per lb.	0 08 0 10
Plate beef, per 200-lb. bbl.	15 00

MONTREAL.

There is very little change to note in this market, the price of hog products be-

ing almost the same as last quotations. For fine lard a fairly good demand was experienced. There is good inquiry for bacon, but hams are rather quiet at the moment. Canadian short cut mess pork is 50c. lower. We quote as follows:

Heavy Canadian short cut mess pork	823 50
Light Canadian short cut clear pork	22 50 23 00
Canadian short cut back pork	23 00 23 50
American short cut clear pork	24 00
American fat back pork	24 50
Hams, per lb.	12 14
Bacon, per lb.	14 15
Extra plate beef, per bbl.	14 50 15 00
Pure Canadian lard, in tubs, per lb.	0 10 0 10
pails, per lb.	0 10 0 10
cases, per lb.	11 0 11 0
Fairbank's "Boer's Head" lard compound, 9% c. tierce basis, with extras as follows:	
60-lb. tubs, over tierce	0 00
20-lb. tin pails, over tierce	0 00
20-lb. wood pails	0 00
10-lb. tins	0 00
5-lb. tins	0 00
3-lb. tins	0 01
Snow White and Globe compound, per pail	81 80 81 90
Cottolene, for 20-lb. pails	0 11 0 11
for 60-lb. tubs, for Que. and Ont.	0 11 0 11

There was a fairly good demand for dressed hogs, and, as the offerings were not large, prices rule firm at \$8.25 to \$8.40 per 100 lb. Country dressed hogs in carlots have sold at \$7.75 to \$7.85. Fresh killed abattoir hogs were in fair demand at \$8.50 per 100 lb.

A more active trade was done in all lines of dressed meats. For small meats the demand was especially good and the tone was firm. We quote:

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

ST. JOHN, N.B.

In line with other goods, the market is rather dull. Pork is held at full figures, with local packers offering quite freely. Beef is not an active seller. Prices are unchanged. In smoked meats, local stock is chiefly sold. Prices are high. Pure lard is a fair stock, and some packers have shaded prices to help the demand. Refined lard moves freely at unchanged prices. In fresh goods, beef is unchanged. Light stock is quite plentiful. Some nice veal is offered, and good prices are obtained. Mutton is dull. Pork is rather firmer. Poultry is very scarce. Prices have ruled high this season.

Mess pork, per bbl.	821 50 823 50
Clear pork	22 00 26 00
Plate beef	15 00 16 00
Mess beef	12 50 13 00
Domestic beef, per lb.	0 06 0 07
Western beef	0 08 0 09
Lamb	0 08 0 09
Mutton	0 06 0 07
Veal	0 07 0 09
Pork	0 08 0 08
Lard, pure, tubs	0 12
pails	0 12 0 12
compound, tubs, per lb.	0 09
pails	0 09
Fairbank's refined, tubs, per lb.	0 10
pails	0 10

DAIRY PRODUCE.

TORONTO.

BUTTER—The market continues unchanged. Trade is dull. Offerings of all grades are fairly liberal and prices are steady, although there is a downward tendency. We quote:

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

CHEESE—The demand continues fairly active and prices are steady at figures quoted below. Some dealers think the demand for cheese at present high prices is likely to grow weaker, and they expect a drop in prices as a consequence. At present, however, there is no sign of a decline. We quote:

Cheese, large	Per lb. 0 13 0 14
twins	0 14

MONTREAL.

BUTTER—There has been no improvement in the demand for butter; consequently the market remains quiet. Dealers report a lot of butter held here, which has to be sold, but at present high prices it cannot be exported. Stocks of dairy rolls are not large, but there is a good demand for whatever there is from confectioners.

We quote:

Finest creamery	Per lb. 0 21 0 22
Dairy	0 16 0 18

CHEESE—The cheese market remains quiet and featureless. There is some fodder cheese on the market which is being contracted at 11c. to 11½c. for whatever stock is on spot unsold. Holders are asking 13¼c. to 13½c. per lb. for finest fall.

PROVISION NOTES.

DR. SALMON, of the United States Bureau of Animal Industry, says that 3,000 animals affected with the foot and mouth disease were slain in New England.

B. Simard, butcher, Hull, Que., is dead. Vital Labrie, butcher, Lauzon, Que., is dead.

Masterman's Meat Market, Montreal, has registered.

J. Cleverton, butcher, Halmfield, N.S., has sold out to W. Awde.

The Wm. Davies Co., of Toronto, opened a branch at Kingston on February 14.

In England the supply of meat has lately been much decreased. Higher prices still are expected in the near future.

It is expected that The Petrolea Packing Company will be in readiness to begin operations within the next two weeks. From 50 to 75 men will be employed by the company.

The Governor of Jamaica has issued an order raising the prohibition against the importation of Canadian cattle. The order against the importation of cattle from the United States is still enforced.

Secretary Wilson, of the United States Department of Agriculture, was notified on February 9 last of the outbreak of the foot and mouth disease in several herds in Massachusetts, in the region just below Boston.

The Trade Bulletin, of Montreal, remarks that the great trouble with the butter trade at the present time is that stocks in cold storage are far too heavy on both sides of the Atlantic; and these held goods are not of the fanciest kind.

The Ottawa Cheese and Butter Board will hold a series of dairy meetings at the following places in Carleton county: Bell's Corners, Orange Hall, February 20; North Gower, town hall, February 24; Carp, town hall, February 26; Richmond, town hall, March 2; Metcalfe,



A Good Thing Imitated.

When inviting our grocer friends to take an interest in **Swiss Food**, we are not asking you to force anything new on your customers, which may or may not last a twelve-month. We are asking you to push the sale of an "old reliable" Cereal, the father of package foods. Did you ever see a good thing that wasn't imitated?

Hundreds of Grocers in Canada are selling **Swiss Food**. You are either one of these or one of a minority.

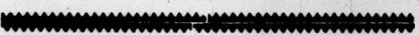
P. McIntosh & Son

Cereal Millers

TORONTO



LARD



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

HOT WEATHER LARD

Retail dealers often have trouble with hog lard melting, and causing loss by becoming liquid and soaking into the package, to say nothing of the inconvenience of handling such oily lard.

The summer formula of **Fairbank's Boar's Head** brand of **Refined Lard Compound** will keep firm and sweet much better than either hog lard or butter. The fact that **Fairbank's Boar's Head** brand of **Refined Lard Compound** is not subject to getting rancid as quickly as other frying and shortening mediums is evidence that it has less matter in it that is subject to atmospheric action, which is a strong argument in favor of its being purer and more wholesome than any other frying or shortening medium. Throughout the summer months **Fairbank's Boar's Head** brand of **Refined Lard Compound** will be found satisfactory to both merchants and housekeepers on account of its keeping qualities.

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

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

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

THE CANADIAN GROCER

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COM PROMISES.

W. & J. THOMPSON, general merchants, Listowel, Ont., have assigned to Thos. L. Hamilton.

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

J. C. Desruisseaux, general merchant, of Leclercville, Que., has assigned.

J. A. D. Landriault, general merchant, Hawkesbury, Ont., has assigned.

Deslauriers & Cie, grocers and liquor dealers, Montreal, have registered.

A. Laroche, general merchant, St. Armand Station, Que., has compromised.

Ed. Germain, general merchant, of St. Bazile, Que., has effected a compromise.

J. R. Deschambault, general merchant, Terrebonne, Que., is offering 50c. on the dollar.

N. B. & Jesse Misener, grocers, etc., of Brantford, Ont., have assigned to Arthur G. Olive.

The Elliott Organ Co., manufacturers of grocers' sundries, Montreal, have registered.

A consent of assignment has been filed for David Lepage, crockery merchant, of Montreal.

W. F. Frost, general merchant, Public Head, N.S., has assigned to E. H. Armstrong.

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

Kent & Turcot are curators for P. F. Pinsonnault, crockery merchant, Three Rivers, Que.

Isidore Renaud, grocer, Maisonneuve, Que., has made an assignment to Chartrand & Turgeon.

A. Vermette, general merchant, of St. Scholastique, Que., has compromised at 50c. on the dollar.

A meeting of the creditors of Joseph Atwater, grocer, Cole Harbor, N.S., was held on February 16.

Deniger & Mercille, crockery merchants, Montreal, have registered, and a consent of assignment has been filed.

J. Bruyere & Fils, general merchants, of Ottawa and Embrem, are offering to compromise at 25c. on the dollar.

A meeting of the creditors of J. U. St. Armand, general merchant, St. Genevieve de Batiscan, Que., was held on February 13.

David Lepage, crockery merchant, of Montreal, has assigned, and a meeting of his creditors will be held on February 23.

Deniger & Mercille, crockery merchants, Montreal, have assigned, and a meeting of their creditors will be held on February 20.

H. U. Mockler, general merchant, of Durham, Ont., has made an assignment to Richard Lee, and a meeting of his creditors will be held on February 23.

H. Lamarre is curator for J. U. St. Armand, general merchant, St. Genevieve de Batiscan, Que.; the assets will be sold on February 19.

SALES MADE AND PENDING.

F. A. Thompson, Buckingham, Que., has sold out his general stock.

town hall, February 23; Manotick, town hall, February 25; Kinburn, Orange hall, February 27.

An article on the cheese trade also appears in The Trade Bulletin, Montreal: "There is an impression in the trade that prices have about reached their zenith, although it is thought that it would be some time before values receded to any extent."

Taking the quotations of November, 1902, the following are the relative prices of butter sold on the English market: Choicest Danish, per cwt., 116 to 118s.; ditto New Zealand, ditto, 112 to 116s.; ditto Irish, ditto, 108 to 112s.; ditto Canadian, ditto, 102 to 104s.

A North Williamsburg correspondent writes: "C. W. Norval has closed the double-colored cheese and butter factory for one month. Mr. Norval intends to make some extensive repairs this spring. He is attending the Kingston Dairy School for a couple of weeks."

The following are the exports of butter and cheese for the week ending February 11 from St. John, N.B.: Butter, 882 packages, a decrease of 112 packages, as compared with the same week last year; cheese, 2,368 boxes, as compared with 772 boxes for the same week last year.

F. Hunnisett headed a deputation which appeared before the property committee of the Toronto city council as opposed to the establishment of a big abattoir. He pointed out the great expense that would be incurred and said that if the present slaughter houses were closed their owners would certainly be entitled to compensation.

Puddy Bros., Toronto, again applied last Thursday, February 12, to the property committee of the city council, for permission to establish a pork-packing industry with slaughtering privileges on the site of the old Don brewery. There was a large deputation opposed to the concession, and the property committee refused it.

Cheese Instructor Howie, whose district comprises part of East, West and North Hastings, Prince Edward and part of Northumberland, reports that he inspected 66 factories, and classifies them as follows: Ten first class, 17 second class, 32 third class and seven totally unfit for the manufacture of first-class cheese. Fifty-seven of these factories use the milk cans for the conveyance of whey, and only one of them pays by quality. The quality of the milk and cheese was superior to that of any previous year. Eleven of the patrons were fined, \$252 in all, for sending deteriorated milk to the factories.

THE PRICE OF TOMATOES.

There is a warm discussion going on just now in Hamilton between the Tomato Growers' Association and the canners over the price to be paid for that vegetable this season. The growers have issued an ultimatum to the effect that the canners will be given until March 1 to sign contracts at 25c. per bushel, five cents raise on the former price. After March 10 the price will be raised to 30c. If the canners do not come to an agreement the producers have bound themselves not to grow any tomatoes for canning purposes.

Overend & Son have succeeded to the general business of James Overend, Minette.

Thos. Goodwin, grocer, Toronto Junction, Ont., has sold out to James Kindall.

The general store of A. E. French, Minnedosa, N.S., has been sold to Campbell Bros.

S. Boyle, Vancouver, B.C., will be succeeded in his grocery business by Rebecca Johnston.

Charles Johnston, grocer, of Toronto Junction, Ont., has sold his business to Buckner Bros.

T. M. Davis, grocer and crockery merchant, Mitchell, Ont., is advertising his business for sale.

The general merchandise of the estate of Joseph Monkhouse, Altona, is advertised for sale by tender.

Morrison & Bryenton, grocers, of Rossland, B.C., are advertising that they are giving up business.

The first and final dividend of F. J. R. Alexander, general merchant, Little River East, has been declared.

The general stock of the estate of T. Armstrong & Bros., has been sold to J. F. Snell at 87c. on the dollar.

J. S. Watson, grist miller and general merchant, Packerham, Ont., has disposed of the general stock of his business.

The general stock of the estate of F. J. Mayhew, Thamesville, Ont., has been sold at 47c. on the dollar to J. U. Smith.

The general store business of Humphreys & Trites Co., Limited, Petitoediac, N.B., has been sold to The Sussex Mercantile Co., Limited.

PARTNERSHIPS FORMED AND DISSOLVED.

Walker & Davey, general merchants, of Enterprise, Ont., are dissolving partnership.

Nadeau & Gauthier, general merchants, Farnham, Que., have dissolved partnership.

The partnership existing between Hart, Levi & Son, West-Indian flour trade merchants, Halifax, N.S., has been dissolved.

CHANGES.

The Manitou Fish Co., Limited, has been chartered.

The Richards Pure Soap Co., Limited, has obtained a charter.

The Point Edward Elevator Company, Limited, have obtained a charter.

The Merritt Bros. Co., Limited, of St. John, N.B., have been incorporated.

Frank Harley, grocer, of London, Ont., has admitted his son into partnership.

Putan & Fitzpatrick, Birtle, Man., general merchants, have removed to Swan Lake.

FIRES.

The general stock of W. R. Horner, of Granby, Que., was damaged by smoke and removal; insured.

J. Mullin, Son & Co., Granby, Que., had their general stock damaged by smoke and removal; insured.

DEATHS.

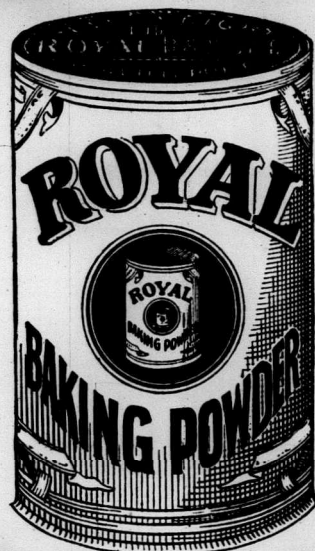
J. Bean, general merchant, Galetta, Ont., is dead.

T. W. Robertson, of The High River Trading Co., general merchants, High River, is dead.

THE CANADIAN GROCER

THE OLD RELIABLE

ROYAL



**BAKING
POWDER**

Absolutely Pure.

***No Grocer can afford to be without a
full stock of ROYAL BAKING POWDER***

THERE IS NO SUBSTITUTE

THE CANADIAN GROCER

FOREST CITY GOSSIP.

Office of "The Canadian Grocer."

London, February 17, 1903.

A WALK to day around among the wholesale grocers brought out several interesting chats, the principal topic being sugars. Not many of the houses have largely handled either Berlin or Wallaceburg goods, but even those who have only knowledge from seeing samples, express themselves very favorably, and say the granulated standard goods are equal in quality and appearance to the goods from down the St. Lawrence.

General grocery business is fair, but there is no rush, although all are united in saying February business is as good to date as last year, payments from outside dealers being better these last days than from those in the larger towns. One whole sale man, talking of this last matter, said the high price of fuel had made payments to grocers very light and slow, the artisan had to hand over hard, cold cash to keep his family warm, and the grocer will have to await warmer weather before his accounts are all squared. It is obvious that in towns and cities where the laboring classes are massed, the dealers dependent on them were more likely to be short of funds than storekeepers in rural districts.

London's Saturday market was not up to the usual standard either in attendance or supplies. Farmers, cattlemen and others asserted that the condition of the roads was mainly responsible, sleighing being poor and wheeling but little better. In some lines an active trade was done, but, on the whole, business was not as buoyant as anticipated, and, as a rule, prices did not differ materially from a week ago.

The price of eggs continues to slump, and the offerings of cold storage lots on the market caused a slightly easier feeling in this branch of trade. Dealers bought crates and basket lots of fresh-laid eggs at 14 to 16c. per doz. The feeling in London is that eggs will be lower this year than last. There is not at all likely to be the same craze for cold storing as before, those who ventured having lost more or less heavily. Chickens were "no great shakes," as one party said, at 75c. per pair; most all other produce ranged at last week's figures.

The retail merchants who are endeavoring to form what is called a protective association to guard against dishonest clerks, did not succeed at their meeting last week in accomplishing organization. The attendance of business men being limited to ten, it was thought advisable to postpone definite action. A draft of the proposed by-laws was read by the soli-

ditor who has been engaged, and they were generally agreed to as satisfactory.

The employes of The D. S. Perrin Co., biscuit manufacturers, of this city, gave their seventh annual assembly last week. Over 100 couples attended, and the affair has been pronounced an enjoyable and complete success.

R. W. Rennie, who is secretary of the London Horticultural Society, was elected a director of the newly-organized Canadian League for Civic Improvement, that met in Toronto last week.

The postmaster at London says that business is brisk. He furthermore said: "I should judge that the practice of sending valentines is coming in again; at all events we have had a very considerable dose this year." "Which seems to have the greater favor—the sentimental or the comic?" "Oh, they are about evenly divided," he replied.

James Hay, furniture manufacturer, of Woodstock, Ont., like some of the owners of cheese factories throughout Oxford county, has awakened to the fact that the utilizing of bye-products in the manufacture of cheese is profitable. Mr. Hay is likely to acquire control of a cheese factory on the Norwich Road, two miles south of Woodstock. The manufacturer's bye-product he will use in his furniture factory, as they are indispensable in the making of various articles of furniture. By advantageously utilizing the bye-products which have been practically thrown away in the past, Mr. Hay thinks the farmers can have 10 per cent. added to the value of their milk; the price would then be the very highest obtainable.

W. H. L.

ANNUAL EXHIBITION FOR MONTREAL.

THERE is every prospect that Montreal will again have annual fall exhibitions after a lapse of some four years. The project was no sooner announced than it found many endorsers among the best known business men of the city, and the first steps have already been taken toward materializing the ideas of those interested in it.

At the meeting in the City Hall when the subject was discussed, it seemed to be the prevailing impression that Montreal should be able to accomplish as much in this way as Toronto has done for years, notwithstanding that Mr. Robert Monro, of The Canada Paint Co., and a past president of the Canadian Manufacturers' Association, thought that the Ontario capital had a decided advantage over Montreal in being surrounded with several cities and large towns from which visitors

could be drawn to the exhibition in crowds. He pointed out also that it was only in the special features of the Toronto Exhibition that it was financially a success; that the agricultural displays were a minor feature in the eyes of visitors. Mr. Munro's remarks were partially endorsed by Mr. Charles Chaput, who stated that in former Montreal exhibitions there was a lack of both visitors and exhibitors, which was the reason for their failure.

J. X. Perrault, however, thought that Montreal was even more favorably situated than Toronto, in that many more American visitors could be brought there than to the western city. Cheap railway rates would be required, and all the commercial interests of the city should take a part in placing the new company on a sound foundation. With proper management he felt sure of the success of the exhibitions.

Several other speakers were heard in favor of holding annual exhibitions, among them Henry Miles, representing the Business Men's League; Hon. J. I. Tarte, who was confident of success if the proposed organization were placed on a purely business basis, and Ald. Ramarche. The last mentioned gentleman considered that even if the exhibitions were at first only self-supporting they should be counted a success.

It was finally decided that the idea of holding exhibitions should be approved of, and to appoint committees to carry out the scheme along the lines of the Toronto Exhibition. The committee appointed was: Hon. F. L. Beique, Hon. L. J. Forget, Mayor Cochrane, Hon. J. D. Rolland, Hon. H. B. Rainville, Ald. H. Laporte, Geo. E. Drummond, R. Wilson-Smith, T. H. Gauthier, Henry Miles and J. X. Perrault.

From these names it will be seen that the enterprise has behind it no lack of business ability and sound judgment, as the committee includes the most capable men in Montreal, representing various important commercial interests of the city and province.

APPLES IN WINNIPEG.

The Winnipeg Commercial of some days ago states that there is an immense stock of apples on hand in the West just now, and that as the demand is not great enough to exhaust the supply, the market prices are very low. The apples are also of a very poor quality, which fact does not help to stimulate the market. Ontario shippers are advised not to make any more consignments, as the price they would bring upon their arrival in Winnipeg would not be sufficient to pay even the freight charges.

YOU ARE SAFE IN PLACING YOUR ORDER WITH US FOR OUR

“GOLD MEDAL” TABLE SYRUP

<p>QUALITY—Guaranteed the best MANUFACTURED IN THE MOST MODERN AND BEST EQUIPPED FACTORY IN CANADA.</p>	<p>QUOTATIONS—HAVE BEEN REDUCED— WRITE FOR THEM—SPECIAL PRICES ON 5-CASE LOTS, FREIGHT PREPAID.</p>
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You will find it the best seller you have ever stocked.

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

HINTS TO BUYERS.

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

W. H. GILLARD & CO. are offering some very fine corn syrup. “Aurora” brand, in cases and pails.

H. P. Eckardt & Co., still have an assortment of Malaga table raisins.

Japan face Ceylon teas are for sale at 18c. by Lucas, Steele & Bristol.

H. P. Eckardt & Co. are selling a very fine Trinidad raw sugar, put up in sacks.

W. H. Gillard & Co. are well supplied with all lines of fish for the Lenten season.

Burnham's jellycon and clam chowder may be procured from Lucas, Steele & Bristol.

A large consignment of Dixon's carburet of iron stove polish is just at hand with W. H. Gillard & Co.

Lucas, Steele & Bristol offer an assortment of “Empress” maple syrup in quarts, half-gallons and gallons.

“Pheasant” brand of Ruby cured prunes in all sizes are offered by the Eby, Blain Co., Limited at very low figures.

Laporte, Martin & Cie, have on hand a quantity of strained honey in 25 and 30-lb. tins, which they guarantee strictly pure.

Marshall's red herrings, 100 in tin, are in store with Lucas, Steele & Bristol; also their herrings in anchovy, shrimps and bloaters.

It will pay you to correspond with the R. & J. H. Simpson Co., Guelph, if interested in canned goods, which they are offering at special prices.

After reading this journal write at once to Grocers' Wholesale Co., Limited, Hamilton, and you will save 25 per cent., if you desire to purchase nutmegs.

E. D. Marceau says: “I am just receiving 96 ½-chests of fine Japan siftings, which I am offering at very low prices in view of the condition of the market.”

Laporte, Martin & Cie have prepared an assortment of dried fruits and fish for Lent which it is said cannot be surpassed on the market in point of variety or low price.

E. D. Marceau is making a drive on Ceylon green teas, colored and uncolored. “I have some very fine teas in this line,” says Mr. Marceau, “but they didn't move fast enough to suit me.”

Laporte, Martin & Cie have a few barrels of pure maple sugar left. As it will be about a month before any maple sugar will be received, those who are in need of any will find this sugar just the thing.

The Eby, Blain Co., Limited report that many grocers are taking advantage of the quotations given in last week's GROCER, and are placing their orders for round lots of their “Gold Medal” table syrup, in tins.

The R. & J. H. Simpson Co., wholesale grocers, Guelph, Ont., report having contracted for several carloads of high-grade vinegars for spring and summer delivery, which they are offering at interesting prices.

Canadian Tomatoes, packed by a well-known and reliable canner, are offered by Grocers' Wholesale Co., Limited, Hamilton. A reader of this paper recently obtained a bargain in canned goods from this company.

Laporte, Martin & Cie, report greatly increased demand for Mitchell's whisky during the past few months. Richard's brandy is also giving great satisfaction. The little clocks which the firm gave to their customers along with Richard's brandy were highly appreciated. Anyone who failed to receive one with their last order should write for it now, as only a few are left.

Since the first of the year there has been exported to the United States 151,294 lb. of “Salada” Ceylon tea, over 75 tons. It would take a string of 75 team-loads, each carrying over a ton, to draw this tea.

AFTER THE SHUTTERS ARE UP.

ON a side street the other day at noon a large sleighload of hay, in turning a corner, upset. A small boy, on the top, slid off, and after carefully unhitching the horses and tying them to a tree, began to pull away the hay.

After working industriously for some time, he was asked by a man from a nearby house to come in and have something to eat. The boy refused, but the man feeling pity for the little fellow without his dinner, came out again and asked him to come in, but again the boy shook his head.

“Why won't you come?” said the man. “The hay won't hurt there until you have had something to eat.”

“Paw wouldn't like me to,” answered the boy.

“Oh! he won't say anything. I'll see he doesn't abuse you for it,” assured the man, thinking the boy was troubled with shyness.

After some coaxing, the boy, somewhat reluctantly yielded and went in. After eating a hearty dinner and sitting a few moments beside the heater, he got up with a sigh of resignation and began to slowly put on his mitts.

“Now,” said the man, having, as he thought, dispelled the boy's shyness. “Why did you think your father would object to your coming in to dinner?”

“Well, you see,” answered the boy, as he opened the front door, “he's out there under the load.”

* * *

“Why don't you sit down,” thundered the teacher, as the boy, came in late and stood beside his desk.

“We-we-well,” blubbered the boy, “father fell over my express wagon, against the corner of the mantel this morning, and I laughed.”

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.

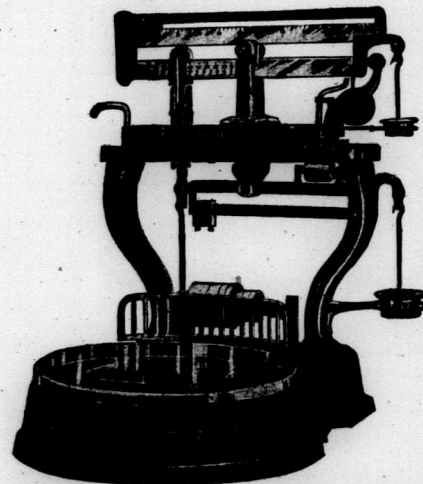
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OF CANADA, LIMITED**

164 KING ST. WEST, TORONTO, ONT.

MANUFACTURERS OF . . .

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

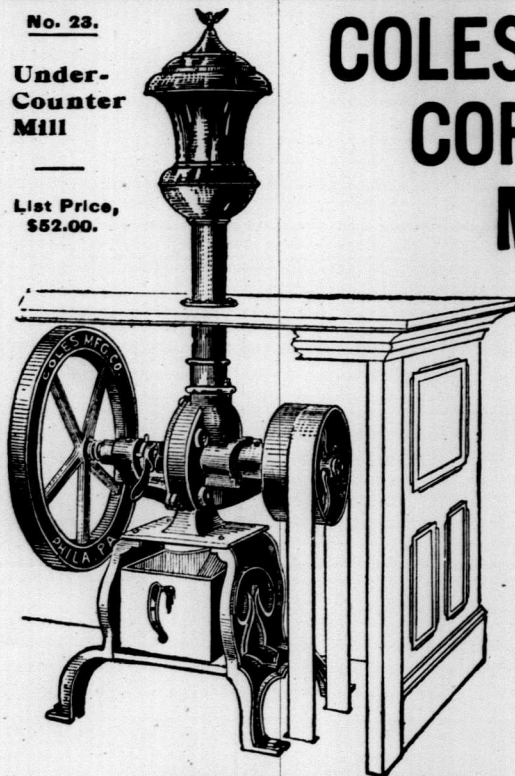
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No. 23.

**Under-
Counter
Mill**

List Price,
\$52.00.



COLES COFFEE MILLS

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Granulating or
Pulverizing.

Our mills will
Pulverize with-
out heating Coff-
ee.

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
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DEARBORN & CO., St. John, N.B.
FORBES BROS., Montreal.
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**COLES MANUFACTURING CO., PHILADELPHIA,
PENNA.**

A Fair Proposition

We want to sell
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**PATERSON'S
WORCESTER
SAUCE**

It sells well and
gives good profit.

Can we?



ROSE & LAFLAMME
Agents, Montreal.

THE CANADIAN GROCER

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INTERFERENCE WITH PUBLIC RIGHTS.

A GREAT deal is being heard in Ontario just now about the Conmee Act, dealing with the purchase by municipalities of private electrical plants.

One of the features in this Act should appeal to business men as being particularly absurd. We have reference to the clause which provides that even after the arbitrators have fixed upon what they consider to be a fair price for the purchase of the plant by the municipality, an additional 10 per cent. must be added.

If this principal were applied to competition in ordinary business affairs it would remain on the statute book but a short time indeed.

Its ridiculous character would be apparent were we to apply the principal to ordinary business affairs. If, for example, a man desired to start into business in a village he would first of all be compelled to buy out the one or more particular lines of business in which he intended to engage, while after the price had been fixed by competent judges he would be compelled to pay an additional 10 per cent. above the figure which the latter had stipulated.

EDITORIAL

This principle might please the business men who wanted to sell out, but it would be anything but satisfactory to the man who desired to start a new business.

Such a law applied to ordinary business matters would be accounted a restraint of trade, and yet this is practically what the Conmee Act is.

It is to be hoped that the efforts which will be made during the coming session of the Ontario Legislature to repeal the Act will be successful.

The existing electrical plants have no doubt their vested rights which the State should take every means to protect, particularly when there is developing such a strong opposition to the rights of corporations, but the Conmee Act, in endeavoring to protect these, interferes with the rights of the public.

CUTTING THE PRICE OF SYRUP.

THERE has been some friction among two of the manufacturers of corn syrup, in Ontario. These factories are the only ones that put corn syrup up in tins in addition to syrup in bulk. Last fall there was a temporary cut in the prices, but it was soon amicably arranged. Within the last month, however, it has broken out afresh, and there have been two distinct reductions within the last week or two. The lower price of corn would possibly in itself have lead to lower prices, but the breaking out of hostilities is no doubt the chief cause of the sharp reductions, which have been made. Naturally each company blames the other. The merits of this dispute we are not prepared to discuss, suffice it to say that one of the firms is quoting slightly lower prices than the other. This reduction in price, it should be pointed out, is confined to corn syrup in tins. The price of the bulk being fixed by an agreement, which exists between the manufacturers and the wholesale houses, is unchanged.

The consumption of corn syrup has been steadily increasing in Canada for sometime and this drop in prices, particularly if it is maintained, will no doubt further stimulate it, but of course at the expense of the manufacturers' profits.

The
Canadian Grocer

PURE FOOD CAMPAIGN.

THE spice and extract makers' section of The Canadian Manufacturers' Association, are determined to stop the sale of impure spices. Their efforts are commendable.

It is said that the market for inferior grades in their line is growing larger every day in spite of the law which governs the quality of goods.

Merchants never know exactly what they are buying unless they do business with a reputable firm. Too many grocers ruin their business and impose unthinkingly on the public by buying the cheapest grades irrespective of purity. They work on the old principle, "something for nothing," in spite of the fact that the "gold-brick" days are long over. Good spices and extracts must be paid for the same as any other good lines, and the cheap line may be depended upon to be only worth the money and no more.

Of course a great many of the grocers are swindled, and it is a great protection to them that this Association has undertaken to see that they get what they pay for.

Their sole aim of organization is to forcibly draw the attention of the Government to the laxity in the enforcement of the law and to bring all goods to a certain standard, so that inferior productions cannot be unloaded on the unsuspecting grocer and by him on his customer.

A TIMELY REMARK.

The Toronto World, which has been leaning towards the side of The Toronto University, contained the following paragraph a few days ago:

The report has gained currency that the place of the late Senator Wood on the University Board of Trustees is to be filled by one of the newly appointed Superior Court judges. The appointment would be somewhat unexpected, as the board is already strong in legal ability, with Chief Justice Meredith for chancellor and Chief Justice Moss for vice-chancellor, while Dr. Hoskin combines very happily the qualities of a lawyer and man of business. A business man would seem to be the natural successor of Senator Wood.

The above parapgraph is not only pointed and timely, but it is also indirectly an endorsation of the course of THE CANADIAN GROCER in regard to Toronto University affairs.

TORONTO UNIVERSITY AFFAIRS

THOSE who are opposed to the course which THE CANADIAN GROCER has taken in regard to the affairs of the Toronto University are endeavoring to hide under a cloud the real question at issue. The Toronto Globe has declared that "the University of Toronto is not what its best friends would like to see it." And yet that newspaper in mightily offended because we have advocated certain improvements in the management and control of that institution. To ask for a more practical conduct of studies in order that education may be made more practical is accounted "the merest vanity" and the aim low and the way vulgar.

If our suggestions do not find favor with The Globe and others who are dissatisfied with them, let them propose something that is better. We heartily assure them that if they do we will give them our heartiest support. All we want is greater efficiency in the educational work of the University. We have it in black and white in the columns of The Globe that the affairs of Toronto University are not what they should be. If it really believes this it is certainly its duty as a newspaper, with an influence probably second to none in the Dominion, to point out why the University is not "what its best friends would like to see it," and, furthermore, to suggest what might be done in order that the desideratum might be secured.

But it required no such confession as that of The Globe, quoted above, to justify the position that has been taken by THE CANADIAN GROCER in regard to Toronto University affairs. During the last 10 or 12 years the reputation of the University has been steadily deteriorating. Isolated departments could be mentioned to which this charge would not apply. We are speaking of the University as a whole. For it is by its general character, and not by its actions in certain particulars, that universities, like individuals, must be judged.

That the University of Toronto has lost the popularity it once possessed is putting it mildly. Among no class is this probably more pronounced than among

business men. The commercial course started a year ago at the instigation of the Toronto Board of Trade and the Canadian Manufacturers' Association was the result of this dissatisfaction on the part of the business men. The term of this course is two years, and at its conclusion successful candidates are granted a diploma.

This course would never have been created were it not that the commercial and financial interests were ready to grasp at almost anything that promised to improve the practical character of the studies at the University. So far the course has borne but little fruit. It has only one student.

The course introduced nothing new into the curriculum of the University. What it

GOOD FOR TRAVELLERS AND MERCHANTS.

R. Dickson, of the Western Cartage Co., Calgary, Alberta, writes as follows, under date of February 6:

"I always considered THE CANADIAN GROCER a great guide, as to prospective markets in the grocery line, especially for Western travellers, who are away from their headquarters such a long stretch at a time, and also for the Western merchant, as a guide for future buying and to get pointers from regarding new goods coming on the market, to say nothing of the hundred and one modern methods being introduced by Eastern storekeepers from time to time to further economy and push business. I make it a point to advise merchants to subscribe for your different trade papers, for I think they are a great help to merchants out West and so far away from the producing markets."

contains was already in the prescribed studies of the University. The only difference is that they were grouped together and labelled "Commercial Course." What then, is the benefit? None whatsoever. Are the prescribed subjects lacking in suitability? Perhaps they might be extended somewhat, but what there is is good.

It is not the curriculum, however, that makes men and fits them for life's battles. It is the character of the men who have the teaching of the subjects. And herein it is that lies the chief secret of the weakness of the Toronto University. In other words, it is not a new curriculum, but new men in some of the chief departments of the University's work.

As a result of this deficiency, the tendency of the University is to create a "cultured aristocracy," and not a body of men

fitted for the industrial requirements of Canada. The graduates who are not "cultured aristocrats," were saved from being so, not by the mercy of the University, but by the strength of their own individuality and character.

We have not yet had the last word in regard to this matter.

EXPORTS OF CEYLON GREEN TEAS.

A REPORT which has recently been issued regarding the export of green tea from Ceylon during 1902 should prove encouraging to those who are promoting trade in that particular description of tea.

The figures given show that nearly 3,000,000 lb. were exported during the 12 months, or to be exact, 2,806,844 lb. against 1,110,774 lb. in 1901.

When we take into consideration the fact that the exports of black tea amounted to more than 149,000,000 lb., the trade in green teas seems small indeed. The fact, however, that it has done so well during the past year should be taken as a hopeful sign by the tea growers of Ceylon, particularly when it is remembered that the trade in black tea had a very small beginning. Even only as far back as 1890 the quantity of Ceylon tea taken outside the United Kingdom was only about 4,500,000 lb.

The increase in the exports of Ceylon green teas has been principally on North American account, the quantities sent to this continent being 1,978,456 lb. compared with 797,796 lb. in 1901. Great Britain comes next with 644,443 lb., compared with 237,231 lb. Russia also shows an increase, taking 127,115 lb., against 44,162 lb. in 1901. Australia is the only country which shows a decrease, for to that country no green teas were shipped last year, while in 1901, 29,760 lb. were sent there.

In Canada the Ceylon greens find their best market with the Packet's tea manufacturers, and they as a rule have not, during the past season, been able to secure enough to keep them supplied. At the same time the high price of Japan teas has naturally tended to increase the consumption of the Ceylon green description.

By persistent effort there is no reason why, as far as this continent is concerned, the consumption of Ceylon green teas should not be greatly increased. It is significant that those who are engaged in promoting the sale of Ceylon green teas are very enthusiastic over the prospects.

THE CANADIAN GROCER

TORONTO RETAIL GROCERS' AT-HOME.

THE annual At-Home of the Toronto Retail Grocers' Association has for many years been recognized as the social event of the season in Toronto grocery circles, yet the function held on Wednesday night was undoubtedly the most brilliant and successful in the history of the organization.

The travellers and their fair ladies were out in full force, and all eager to make the evening one of memorable enjoyment. Among the representatives of wholesale and manufacturing houses present were:

Henry Wright and Ernest Hustwit, A. F. McLaren & Co.; W. H. Saylor, sales-manager, and Percy Thompson, E. W. Gillett Co. Limited; J. J. Spiers, Chase & Sanborn; D. Casev, J. A. Taylor, H. Hardie and F. C. Mayer, Eby, Blain & Co.; J. F. Howitt, P. McIntosh & Son; Lou. C. Kemp and J. L. Bowes, J. A. McLean & Co.; J. A. Rogers and A. G. Donahue, "Red Rose Tea"; R. D. Wanless, Todhunter, Mitchell & Co.; F. W. Humphrey and W. R. Kindree, F. W. Humphrey; H. W. Thorpe and A. McGiffin, McWilliam & Everist; John Edmonds, James Mortimer, J. A. Norris, and Edgar James and Frank Choate, Christie, Brown & Co.; W. F. Cameron and James Wright, J. J. McLaughlin; E. B. Oke and Dan. McLean, Clemes Bros.; D. G. Beaton, Nicholson & Brock; W. A. Dilworth, Fred Stewart and Fred Logan, James Lumbers; W. J. Robinson, Fitch & Co.; Chas. H. Collins, National Cash Register Co.; Geo. Cheeseworth, Dwight & Co.; James Scott, Wilson, Lytle Badgerow Co., Limited; Angus Allan and James Scott, T. A. Lytle & Co.; Farquhar, Anderson, and F. J. Blackburn, H. P. Eckhardt & Co.; Beni. Cope, D. Gunn Bros. & Co.; C. Newman and Chas. Shields, The Davidson & Hay, Limited; J. W. Sanderson and Geo. Harrison, Husband Bros. & Co.; E. Kempton; J. C. Adams; Geo. Wm. Fortesque; Arch. Campbell, jr., and Bernard McCann, Arch. Campbell, Toronto Junction; W. A. Shirriff and Frank Britton, Imperial Extract Co.; James Ross and T. S. Collins, John Taylor & Co.; G. F. Manning and secretary E. B. Nettlefield, Dalton Bros.; James Litster and F. R. Crowley, Pure Gold Mfg. Co.; J. Chism, "Model Bakery," A. H. Canning and G. A. Davison, A. H. Canning & Co.; Edwin Raymond, Lever Bros.; Fred Ramsay, John Sloan & Co.; H. Searle, Beaver Paper Co.; R. J. McNichol and B. Miller, "Blue Ribbon" Tea; R. Cowling and W. Langton, Smith & Carmichael; H. W. and Chas. Dawson, The Dawson Com. Co., Limited; G. F. Rupert, Howland & Elliott, Lambton Mills; W. J. Kempthorne, Meakens & Sons; C. E. Rupert, Taylor, Scott & Co.; F. A. Scully, Canada Biscuit Co.; Capt. D. J. Warren, Warren Bros. & Co.; Wm. Jace, jr., F. W. Hays and R. Maxwell, Jace & Co.; Edwardsburg Starch Co.; John W. Stokes, The Cowan Co., Limited.

The arrangement of the programme was novel yet eminently pleasing. The dance list included sixteen regular and four extra dances, D'Alesandro's orchestra furnishing the music. During the rests, and particularly at the intermission, vocal selections were given by A. Blight and W. N. Shaver, baritones, and H. Lloyd, humorist, E. R. Bowles acting as accompanist. All these gentlemen shared in the appreciation shown their music, which was well deserving of the enthusiasm with which it was received.

The superb lighting and general attractiveness of the hall, the inspiring orchestral music, and the gay dresses, combined with the beauty and grace of the dancers, made

the scene a fascination to the participant, and a delight to the spectator.

In the corridors of the large building was another gathering who seemed to be enjoying themselves fully as well as the lancers. Here old friends met together to match once again their skill at euchre, and to exchange repartee, joke and story. Here, too, some of the younger members of the travelling fraternity were taught to respect the prowess of veterans of the game as well as of the road.

About midnight supper was served. The committee in charge had instructed Lloyd, the caterer, that a supper, superior to even the standard of former years was desired. The result was an unanimous expression of satisfaction with this important feature of the evening.

MENU.

Oyster Patties, Vienna Rolls.
Roast Turkey, Ox Tongue, Jellied Chicken.
Spanish Olives, Waldorf Relish.
Amber Jelly, Wine Jelly, Charlotte Russe.
Macaroons, Fancy Cakes.
Pineapple Water Ice, Ice Cream.
Coffee, Lemonade.

After the supper dancing was resumed by practically all until about 2.30 a.m., when good-nights were exchanged, and guests, members and committee went their several ways, each happy in the outcome of their evening's pleasure.

NOTES.

"Jerry" Burns' smile was much missed by the ladies.

The attendance broke all records, there being nearly 300 guests present.

A pot of "Imperial" cheese was won and lost by Eby, Blain "ex-boys."

Baily Snow and Thos. Clark won new honors for themselves as floor managers.

Ex-President W. J. Sykes was in from Creemore in time, and held his end up at the card table.

Ex-President J. D. Kelly was much missed. He is not yet well enough to be out late at nights.

A popular guest from a distance was Miss Brash, daughter of Robert Brash, Brandon, Man.

President David Bell was everywhere looking after the comfort of his guests, particularly the ladies.

J. G. Gibson and Henry Wright waited in vain "in the corridor" for a few games with ex-Presidents D. W. Clarke and A. G. Booth.

Secretary Nettlefield worked like a beaver all the time. Ex-secretary Ed.

Hawes was present and was of great value in helping to keep things going smoothly.

The officers and stewards were: President, D. Bell; vice-president, F. W. Johnson; treasurer, J. T. Schoales; secretary, E. B. Nettlefield; stewards, J. Butcher, Thos. Clark, R. B. Snow, B. Panter, F. Thorne, J. Burnes and R. W. Davies.

SUGAR IN THE GERMAN ARMY.

SOME curious experiments in regard to the value of sugar as a food have been made by Dr. Leitenstorfer. These experiments were first undertaken at Metz in 1897, and in a company of each battalion of soldiers, Dr. Leitenstorfer selected 20 men, and of these, ten were subjected to a diet including sugar added to the ration, while nothing else was modified in the food of the ten others who were held as a comparative study. These experiments continued from August 4 to September 10, during the period of the greatest activity, including the Imperial manoeuvres.

At the end of the experiments the 20 soldiers were weighed individually under the same conditions. The soldiers who had sugar added to their ration increased in weight $1\frac{1}{4}$ kilos and the soldiers held for comparison increased 1.1 kilos. The difference in increase of weight was so slight that Dr. Leitenstorfer considered it interesting, inasmuch as it could scarcely be attributed to the sugar, the men having received no sustenance which might permit them to augment their usual diet.

The sugar ration in the beginning was 35 grammes per day and this was carried to 60 grammes, and in some special cases to a still higher figure. The same experiments were repeated by other military doctors and led them to the same conclusions reached by Dr. Leitenstorfer, viz.: that the sugar increased the energy, enabled the men to produce a considerable muscular effort and rapidly reduced fatigue resulting from momentary overwork. It has been stated also that the men consumed with pleasure the rations of sugar which have been given to them and a surprising feature was that the sugar reduced hunger and thirst. The German doctor explained this last property by the increased secretion by the salivary glands produced by the sugar which rapidly removed the sugary flavor from the mouth in moistening the tongue and palate.

The doctor counsels a daily use of sugar as valuable in augmenting the nutritive value of the ordinary ration of the soldiers. He recommends the use of sugar in coffee, or in the form of honey or syrups and fruit marmalades, or of sweet pastry. For troops on the march natural sugar would be preferred.

PROFITABLE

FACTS

. . . . "Doubting misses opportunity," therefore, the quicker you set about ordering

"SALADA"

Natural Ceylon Green

in place of Japans, the quicker you'll enjoy the fruits of a satisfied and profitable trade. That's all we have to say.

Imports of Japan Tea to Canada have declined 5,931,262 lbs. since "SALADA" Ceylon Green Tea was first introduced.

Save that, we shall be glad to get into correspondence with you. "SALADA." Toronto or Montreal.

American offices at New York, Boston, Chicago, Buffalo, Detroit, Pittsburg, Washington.

When a grocer recognizes that to succeed in business he must be absolutely reliable and honest with his customers, he is on the fair way to success. . . .

There's one way to be considered reliable and that is to sell reliable goods.

If our \$5,000.00 guarantee of purity will not answer for the reliability of

SUNLIGHT SOAP

we'll cheerfully refund your customers' money if they are at all dissatisfied.

LEVER BROTHERS LIMITED, TORONTO

LILY WHITE GLOSS STARCH



Our New 6-lb. Tin is a Beauty

Add a case to your next 10-box Order.

The Brantford Starch Works, LIMITED, Brantford, Ont.

The Canadian Grocer

Corn syrup, 1 bbl., per lb.	0 03
1 bbls.	0 03
kegs	0 03
3 gal pails, each	1 40
2 gal.	1 10
Honey	0 40
25 lb. pails	1 10
38 lb. pails	1 40
Molasses	
New Orleans, medium	0 25 0 30
open kettle	0 40 0 50
Barbados	0 32
Porto Rico	0 38 0 42

TEAS.

There is nothing particularly new to report. Prices at the different points of export remain practically unchanged. A fair business has been doing on the local markets in Ceylon and Indians, wherever particularly good value is offering. Japan teas seem to be meeting with more inquiry. We quote:

Congou	half chests, Kaisow, Moning, Paking	0 12 0 60
	caddies, Paking, Kaisow	0 29 0 50
Indian	Darjeeling	0 35 0 55
	Assam Pekoes	0 20 0 40
	Pekoe Souchongs	0 19 0 25
Ceylon	Broken Pekoes	0 36 0 42
	Pekoes	0 27 0 30
	Pekoe Souchong	0 17 0 35
China Greens	Gunpowder, cases, extra first	0 42 0 50
	half chests, ordinary firsts	0 22 0 28
	Young Hyson, cases, sifted, extra firsts	0 42 0 50
	cases, small leaf, firsts	0 35 0 40
	half chests, ordinary firsts	0 28 0 38
	seconds	0 23
	thirds	0 16 0 18
	common	0 15
Pingsueys	Young Hyson, 1/2 chests, firsts	0 28 0 32
	seconds	0 18 0 19
	half boxes, firsts	0 28 0 32
Japan	1/2 chests, finest May pickings	0 38 0 40
	Choice	0 33 0 37
	Finest	0 30 0 32
	Fine	0 27 0 30
	Good medium	0 25 0 28
	Medium	0 21 0 23
	Good common	0 20
	Common	0 19

FOREIGN DRIED FRUITS.

There has been considerable more activity in prunes to report during the past week and goods are moving out freely. Raisins are also in demand. Currants show no change from last week. Patras despatches indicate that all high-grade fruit is exhausted. We quote:

CURRENTS.				
	Per lb.		Per lb.	
Fine Filiatras	0 05	up	Vostizzas	0 07 0 08
Patras	0 06	0 06		
RAISINS.				
	Per lb.		Per lb.	
Valencia, fine off-stalk	0 07 0 08			
	selected	0 08 0 09		
	selected layers	0 09 0 10		
Sultana	0 09 0 13			
Californian seeded, 12-oz.	0 08 0 09			
	1 lb. boxes	0 10 0 11		
	unseeded, 2-crown	0 07 0 07		
	3-crown	0 08 0 08		
	4-crown	0 09 0 10		
DATES.				
	Per lb.		Per lb.	
Halloweeds	0 04 0 05	Fards	0 07 0 08	
Sais	0 03 0 04			
PRUNES.				
	Per lb.		Per lb.	
100-110s	0 04 0 04	60-70s	0 07 0 07	
90-100s	0 04 0 05	50-60s	0 08 0 08	
80-90s	0 06 0 06	40-50s	0 08 0 10	
70-80s	0 06 0 07			
CANDIED PEELS.				
	Per lb.		Per lb.	
Lemon	0 10 0 12	Citron	0 15 0 18	
Orange	0 11 0 13			
FIGS.				
	Per lb.		Per lb.	
Tapnets	0 04	Elmes	0 10 0 15	
Naturals	0 06 0 06			
APRICOTS.				
	Per lb.		Per lb.	
Californian evaporated	0 08 0 12			
PEACHES.				
	Per lb.		Per lb.	
Californian evaporated	0 08 0 12			

GREEN FRUITS.

The warm weather was a drag on the market last week, but this week, the change is so severe that fruit cannot be shipped. The demand has picked up a little with oranges up a trifle and cucumbers away up. We quote:

THE MARKETS

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

VEGETABLES.

The market has been very quiet. The cold weather keeps people in, and, as a result, sales are very small. The only change in prices is in turnips, which have risen 5 to 10c. We quote:

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

COUNTRY PRODUCE.

EGGS.—The market is still very weak and dealers have to accept for cold storage eggs almost what they are offered. The demand is a trifle more active at the lower prices, as such prices increase the consumption and make eggs a cheap food. New-laid are arriving in fair quantities, but the cold weather will soon stop that and prices will be sure to go up. The prices at the same season last year form an interesting contrast to this year. Last year the prices were: New-laid, 28 to 30c.; cold storage, 22 to 24c.; limed, 22c. We quote:

	Per doz.		Per doz.
New laid	0 18 0 19	Limed	0 13 0 15
Cold stored	0 11 0 16	Seconds	0 09 0 11
Checks	0 08 0 10		

BEANS.—There is nothing of interest in the market and prices are, merely nominal. We quote:

	Per bush.		Per bush.
Handpicked	2 10 2 25	Prime	1 95 2 00

DRIED AND EVAPORATED APPLES.—We quote:

	Per lb.		Per lb.
Dried apples	0 04 0 04	Evaporated	0 06 0 06

HONEY.—We quote:

Extracted clover, per lb.	0 08 0 09
Comb, per doz	1 25 1 75

POTATOES.—The mild weather allowed quite a quantity to come forward, and as a result the market eased up a little. We quote:

Eastern stock, on track, per bag	1 00
Best Ontario stock, on track, per bag	1 00 1 10

POULTRY.

The season is just about at an end and supplies are very small. Absolutely no geese are on the market. We quote:

Turkeys, fresh killed, per lb.	0 15 0 17
Geese, per lb.	0 09 0 11
Ducks, per pair	0 80 1 20
Chickens, per pair	0 80 1 25
Chickens, per lb.	0 11 0 14
Old hens	0 09 0 10
Held or frozen stock 2c. less than above prices.	

FISH.

The cold weather, of course, is just what the fish dealers desire. The market has been fairly brisk and will pick up if this weather continues. Lent being so near now makes a pleasant outlook for the dealers. Prices remain almost the same. Trout and whitefish are scarce. We quote:

California Celery and Cauliflower

We are headquarters for these goods.

Celery, 6, 7, and 8-doz to Grate, \$4.50
Cauliflower, 24 and 26 Heads, 3.00

WHITE & CO.

Write for Price List.

TORONTO.

COX'S GELATINE Always Trustworthy
ESTABLISHED 1725.

Agents for Canada:

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

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

FISH AND OYSTERS
WHOLESALE.

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

FRESH FRUIT and FISH....

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

Satisfaction and Quality Guaranteed.
Consignments Solicited.

HUSBAND Bros. & Co.

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

McWilliam & Everist

Commission Merchants. Fruit Importers and Exporters.

Canadian Apples a Specialty.

CORRESPONDENCE SOLICITED

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

25 and 27 Church St., TORONTO, Can.

Long Distance Phone Main 645.
Warehouse Phone Main 3894.

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.

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

HIDE BUYERS WANTED.

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

C. S. PAGE, Hyde Park, Vermont.

Established 1869.

A. GIBB & CO.

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

Consignments solicited.

Prompt returns.

83 COLBORNE ST.,

TORONTO

Butter Cheese
Eggs Poultry

Consignments Solicited.
Highest Prices. Prompt Returns.

The Wm. Ryan Co.,

... Limited.
70 and 72 Front St. E., Toronto.

BUTTER and EGGS

—WE ARE—
BUYERS and SELLERS

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

Rutherford, Marshall & Co.

Wholesale Produce Merchants,
TORONTO.

The
DAWSON Commission Co., Limited

FRUIT, PRODUCE AND COMMISSION MERCHANTS.

Cor. Market and Colborne Streets,

TORONTO

McGregor's Home-Made

MARMALADE

The best thing on the market.

Strictly Clean and Absolutely Pure.

PACKED IN

Quart Gems—16-oz. Glass 10-oz. Glass.

Try sample shipment.

Write for prices.

CLEMES BROS.,

TORONTO.

THE MARKETS

The Canadian Grocer

Trout, per lb.	0 08
Pike	0 04 1/2 0 05
British-Columbian salmon, per lb.	0 09 0 10
Whitefish, per lb.	0 07 0 08
Mackerel	0 15 0 20
No 1 Smelts	0 07 0 08
Extra smelts	0 12 1/2 0 14
Halibut	0 09 0 10
Live lobsters	0 25
Oysters, in small pails (3-wine gals.)	3 90 4 80
large	6 75 7 50
Smoked ciscoes, per basket	0 75
Digby herring, per bundle	0 06 1/2 0 08
Finian haddies, in 15-lb. boxes	0 06 1/2 0 07
Pure boneless cod	1 80
2 doz. box	0 05 1/2
Quail on toast, per lb. in boxes	1 00
Boneless cod	0 04 1/2
Kipper herring, per box of 5 doz.	3 00
Labrador herring, in 1/2-bbls.	4 00
Lake herring, in 100-lb. kegs	8 00 10 00
Salt sea salmon, per 100 lb.	2 00
Sea mackerel, per kit	1 50 1 60
Bloaters, Yarmouth, per box	1 10 1 25

GRAIN, FLOUR AND BREAKFAST FOODS.

The market is almost without change, except that the prospects of cold weather are beginning to improve business.

Grain.—We quote:

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

FLOUR.—We quote:

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

BREAKFAST FOODS.—It is in this line particularly that the cold weather is a prominent factor. As long as it continues, of course, the demand for "porridge" will be well sustained. We quote:

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

HIDES, SKINS AND WOOL.

There is no change in the market of any importance. The supply and demand are both fair with prices well maintained.

HIDES.—We quote:

No. 1 green, per lb.	0 07 1/2
" 2 " " "	0 06 1/2
" 1 " steers, per lb.	0 08
" 2 " " "	0 07
Cured, per lb.	0 08 1/2 0 08 3/4

CALEF SKINS.—We quote:

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

SHEEPSKINS.—We quote 80 to 90c.

WOOL.—We quote:

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

TALLOW.—We quote:

Dealers pay	0 05 1/2 0 06
ask	0 06 1/2 0 06 3/4

SEEDS.

There is practically no change in the market this week except in alsike, which has dropped 75c. We quote:

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

MARKET NOTES.

W. G. A. Lambe & Co., of Toronto, the agents for The St. Lawrence Sugar Refining Co., report a better demand for sugars throughout the country, and buying in carlots has commenced freely again.

CANADIAN MEATS

CHEESE and BUTTER.

Consignments handled in—

London, Liverpool, Glasgow,

or sold cost freight and insurance.

WHITELEY, MUIR & CO.,

Head Office, 15 Victoria Street.

LIVERPOOL, - ENGLAND.

St. Arnaud & Clement,

Wholesale Provision Merchants,

BUTTER, CHEESE, EGGS, POULTRY and DRESSED HOGS.

10 Place d'Youville, - MONTREAL.

H. J. ASH

WHOLESALE FRUIT and PRODUCE COMMISSION MERCHANT.

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

66 Colborne Street, - TORONTO.

WILLARD & CO.

Wholesale Produce and Commission Merchants.

Consignments Solicited of

BUTTER, EGGS, POULTRY

and all kinds of Produce. Prompt returns.

86 Front St. E., - TORONTO.

Winnipeg Brokers.

M. B. STEELE

Wholesale Commission Merchant and Broker.

Correspondence and Agencies Solicited.

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

E. NICHOLSON

Wholesale

Commission Merchant

and Broker.

Correspondence Solicited from

Manufacturers and Shippers.

WINNIPEG, MAN.

THE MARKETS

QUEBEC MARKETS.

Montreal, February 19, 1903.

GROCERIES.

WHILE, owing to stormy weather, the condition of the country roads has not been all that could be desired, still, all things considered, business in groceries should be regarded as fairly satisfactory. There have been only a few changes in the principal staple groceries, although several minor changes have been made. Pressed hops have advanced considerably. They sell now at 25 to 26c. per lb. This is about double the price at which they sold last year at this time, and they are not likely to be lower till the new crop arrives. Last fall's crop was a failure, and stocks in wholesalers' hands are dwindling to within a very small compass. Tobaccos are continually being advanced. On account of the higher price of raw leaf and other materials The American Tobacco Company's cigarettes and cut tobaccos are about 5 per cent. higher on some of the cheaper lines; the high grades have not changed. The advanced cut tobaccos include "Old Chum" and "Old Virginia." The same advance has been made in the cut tobaccos and cigarettes of L. Larue & Fils. Clay pipes, of Montreal manufacture, are at present unobtainable. The Scotch clays may be had instead.

SUGAR.

The only quotable changes on the local market this week occur in paris lump sugar, which has advanced 5c. There is a fair trade doing. The weakness shown on the New York market some days ago has been overcome and the price of all grades of refined advanced 5c. per 100 lb., with a considerably stronger tone to the market. This change has made no difference on the Montreal market, where sugar is steady at last week's quotations, excepting in the items above mentioned. No change in price is looked for here for a while. We quote:

Granulated, bbls. and bags	83 80
1/2 bbls.	3 95
Paris lump, boxes and bbls.	4 35
1/2 boxes and 1/2 bbls.	4 45
Extra ground, bbls.	4 20
50 lb. boxes	4 40
25 lb. boxes	4 00
Powdered, bbls.	4 20
50 lb. boxes	4 20
Dominio lumps, boxes and bbls.	4 35
1/2 boxes and 1/2 bbls.	4 35
Phoenix	3 70
Cream	3 55
Bright coffee	3 55
yellow	3 50
No. 3 yellow	3 45
No. 2	3 25
No. 1	3 15

TEAS.

There has been little change in the local situation of teas since our last report, and no quotable change whatever. Trade is quiet with country points at present, on account of the bad roads, but dealers report the demand for future shipment very good, and judge from it that stocks throughout the country are rather light on all lines. It is expected that the first importations of new Japan teas will command a top price. United States buyers can handle big quantities of good liquoring May teas, and if Canadian buyers want them they will have to pay a very big price for them. As to the lower grades which will reach here about October next, advices from Japan do not give sufficient data as yet for forming an

opinion as to approximate prices either one way or the other. Ceylons and Indians are moving fairly well.

SYRUPS AND MOLASSES.

The Barbados market opened for the 1903 season, but we hear of no large purchases as yet. The first price cabled this year was 10c., first cost, and 24 hours later, 12c. was cabled, which price would be equal to about 29c. cost to wholesaler on this market. Some houses are doing a fair business for future delivery, though no price is mentioned. Molasses on spot are very firm and their position would justify an advance of at least 2c., though as yet no change has been made, 26c. being the ruling price. Sugar-cane syrup is now out of the market. Very good prices are quoted on "Crown" brand corn syrups, cases of 24 2-lb. tins, selling at \$1.90 per case; 12 5-lb. tins at \$2.35 per case; 6 10-lb. tins at \$2.25 per case and 3 20-lb. tins at \$2.10 per case. On lots of 5 cases or over freight is prepaid to all points in Quebec and in Ontario east of North Bay. We quote:

Barbados	0 25
New Orleans	0 16 1/2
Antigua	0 24
Porto Rico	0 38
Corn syrups, bbls.	0 03
1 bbls.	0 03 1/2
38-lb. pails	1 40
25-lb. pails	1 10

SPICES.

There has been no change here in the spice market. Pepper continues very firm, as do nutmegs. Cloves are steady at the last quotations. A fair trade has been done in the general list of spices. We now quote:

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

RICE AND TAPIOCA.

A moderate demand has been felt this week, but no new feature worthy of remark has developed on the market. The prices are steady. We quote:

B rice, in bags	3 15
1-bags	3 20
1-bags	2 25
pockets	3 30
In 10-lb. bag lots an allowance of 10c. is made.	
CC rice, in bags	3 05
1-bags	3 10
1-bags	3 15
pockets	3 20

In the open territory prices are about 10c. less.

MOUNT ROYAL FANCY RICES.

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

CANNED GOODS.

The movement in canned fruits and vegetables has been no more than fair. Canned fish has moved out fairly well on account of the approach of Lent, which begins on February 25, but as the Lenten season has been reduced in the Diocese of Montreal to only two "fish days" a week, a big difference is experienced in the demand, and the movement is by no means as active as last season. Strawberries are quoted at \$1.35 per dozen, although one firm is offering a first quality of western brand at 10c. below that in 1 and 2 lb. cans. We quote:

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

FOREIGN DRIED FRUITS.

The prices quoted below are below the real values in most cases and the tone of the market is firm, although no advance is spoken of as yet. Importers report a good business in prunes, Santa Clara fruit being sold on a basis of 2 3/4c. for the four sizes in bags at the Coast. Regarding the currant situation, advices from Greece state that the advance in prices on that market are not justified by the condition of the consuming markets, which are weak all around. It is thought, however, that prices are not likely to decline, owing to the heavy shipments which must be made to Germany during the first four months of this year. Still, it is felt that should the prices be kept too high, it may influence the consumption. Locally, there is a fair trade doing at unchanged prices. We quote:

CURRENTS.

Fine Filiatras, per lb. in cases	0 01
cleaned	0 65 1/2
in 1-lb. cartons	0 05
Finest Vostizzas	0 06 1/2
Amalias	0 55

SULTANA RAISINS.

Sultana raisins, per lb.	0 09	0 12
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VALENCIA RAISINS.

Finest off-stalk, per lb.	0 07	0 07 1/2
Selected, per lb.	0 07 1/2	0 08
Layers	0 08	0 08 1/2

FIGS.

Comadres, per tapnet	1 20	
Elomes, per lb.	0 10 1/2	0 20

DATES.

Dates, Hallowees, per lb.	0 04 1/2	0 04 1/2
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CALIFORNIAN EVAPORATED FRUITS.

Apricots, per lb.	0 11
Peaches	0 06
Pears	0 12

MALAGA RAISINS.

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

CALIFORNIAN RAISINS.

Loose muscatels, per lb.	0 07 1/2	0 08
seeded, in 1-lb. packages	0 09 1/2	0 10
in 12-oz. packages	0 07 1/2	

PRUNES.

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

NUTS.

There is not much doing on the local market. Prices are unchanged. Advices from the producing market state that the crop of shelled walnuts has become almost exhausted, what there is left being practically all in the hands of one shipper, E. M. Dadilszen & Co. The indications

fair stock of foreign granulated held. The sales are light. We quote:

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

MOLASSES.—Stocks are not large. Porto Rico molasses is being firmly held. In Barbados, prices on new goods are being quoted. The market is ruling high. Arrivals will be late. Some New Orleans, of extra quality, is offered. We quote:

Barbados	0 25	0 28
Antigua	0 24	
Porto Rico	0 33	0 35
New Orleans	0 27	0 28

FISH.—The market is very poorly supplied with fresh fish. The supply is light, and there is much open weather, so it is hard to handle frozen stock. Dry fish are very firmly held. Pickled fish, while quite high, have a light sale. Smoked herring are scarce. Finnan haddies are also very scarce. We quote:

Haddies, per lb.	0 65	0 66
Smoked herring, per lb.	0 11	0 12
Fresh haddock and cod	0 02	0 02
Boneless fish	0 04	0 05
Pollock, per 100 lb.	1 80	1 85
Pickled herring, per half-bbl.	2 90	2 15
Dry cod	3 50	3 65
Pickled shad, half-bbl.	6 00	
Frozen herring, per 100 lb.	0 81	

FLOUR, FEED AND MEAL.—In flour, the market is very firm. Sales are fair. Feed is very high. Oats and oatmeal are firmly held. Cornmeal is unchanged with a good sale. Beans are firm. Barley and split peas are rather higher. The stocks held are light. We quote:

Manitoba flour	84 80	4 30
Best Ontario	4 20	4 25
Medium	3 95	4 00
Oatmeal	4 50	4 60
Cornmeal	2 75	3 00
Midlings, in small lots	26 90	28 00
Oats	0 40	0 44
Hard pickled beans	2 30	2 40
Prime	2 20	2 30
Yellow eye	3 00	3 25
Split peas	5 00	5 25
Barley	4 25	4 40
Hay	9 00	0 10

NOTES.

The E. Williams Co. are freely offering Valencia and Jamaica oranges and coconuts.

George E. Barbour has still some canned blueberries, which he is offering at fair figures.

T. Collins & Co. are offering some New Orleans molasses, in barrels. The quality is extra nice.

Mr. Merrick, representing Rose & Laflamme, was in the city during the past week, giving special attention to The Imperial Syrup Co.'s goods.

Mr. Craven, representing Chase & Sanborn, called on the trade during the week. A handsome cardcase, which he presented to his friends, was a pleasant reminder of the firm which he represents.

J. Hunter White, representing S. Hanson, Son & Barter, is advised that rice has again advanced. The outlook for the spring is for high prices. The cable strongly advises buyers to anticipate their wants.

Merrett Bros. & Co., who, because of their late financial difficulties, have been doing business as Merrett, Bros. & Co., agents, are now Merrett Bros. & Co., Limited. The new company is already doing a large business.

"The Grocer" congratulates L. G. Crosby on his handsome new offices in

THE MARKETS

the Turnbull Building. In furnishing and in situation they are adapted to fill every need. Mr. Crosby represents The Porto Rico Commercial Co., of Porto Rico and of Barbados. Besides the large quantity of molasses which he imports for the wholesale trade, he is a large exporter to the West India Islands, particularly in lumber.

NOVA SCOTIA MARKETS.

HALIFAX, February 16, 1903.

THE wholesale grocery business, which was exceedingly dull during January and the first week in February, has livened up considerably, and, considering the season, the various dealers state that they have little to complain of. Fairly good orders are now commencing to come in from many quarters, and this condition will prevail from all quarters within another month. In many cases stocks laid in in the autumn and early winter are beginning to run short, and these will have to be replenished as the retail trade throughout the Province is reported exceedingly good. Payments are being made very promptly, which indicates a healthy condition in the country which promises well for the opening up of the regular spring trade.

The retail trade of the city has been exceedingly good since the first of the year, and there is every appearance that it will continue to be so. A very large trade is being done in Southern fruits this season, and the market is kept well supplied by the direct fruiter Ask. Californian fruits are also in good demand. The importations by the direct steamer have tended to keep the price of fruits normally low. Occasionally, when the steamer arrives, large quantities of over-ripe fruit are disposed of at the wharf, and many bunches of bananas have been retailed at the low price of 50c. Oranges were selling here, in some grades, last week, as low as 10c. to 20c. per dozen.

The sugar market remains unchanged, and it is not expected that any change, unless it might be a short and perhaps tempting decline, will take place in the near future. Raw sugars are firm, but there seems to be an over-production of refined sugar, in the United States, which has created a weakness there. The refineries here are running full time, and are able to dispose of all their product readily.

The steamer Beta, which arrived here last week, brought from the south 10 refrigerator carloads of oranges, coconuts, ginger and other West Indian products for Montreal. The steamer Orinoco, on her way here from the south, will bring 1,100 tons of sugar. The fruiterer Ask, from Jamaica, due on February 24, will bring, besides her regular cargo of fruit, a quantity of sugar. The steamer Nordhvalen landed here 11,700 bags of sugar for the Richmond refinery and 30,000 bags for the Acadia refinery.

Complaint is being made by the millers here of the non-arrival of quantities of corn ordered. This is, no doubt, due to the heavy traffic on the railroads which do not appear to be able to handle the amount of freight offered. Unless some of this corn arrives very soon the mills will be tied up.

There has been no change in the produce markets for fully a month. Butter and eggs, of which there is usually not enough at this season of the year to supply the local demand, and consequently advance somewhat, have been kept at a nominal figure by large imports from the West, where prices are such that this can be done at a profit. At this time last year, large quantities of eggs were being exported to Montreal at a profit.

R.C.H.

LARGER PREMISES REQUIRED.

The steady increase in the volume of business transacted by the well-known wholesale tea importing firm of G. F. & J. Galt has rendered their present premises on Cordova street west far too small for their purpose. Larger quarters being essential, they have leased the premises at 136 Water street, lately occupied by Wilson Bros., and will remove their large stock of teas thither shortly.

This firm, which make a specialty of importing and local packing of the "Blue Ribbon" teas, have built up a phenomenal business during the last two years, and their goods are known all over the continent. In addition to leasing the larger premises at 136 Water street, they have made arrangements for the addition of two more storeys to that block, making four storeys in all, which will be devoted entirely to their rapidly-growing tea business.

It is understood that work on the additional two storeys to this block will be commenced shortly. C. J. Peter, the present energetic and efficient manager, is ably carrying on the good work started by J. D. Roberts, former local manager of the firm, who has been promoted to a higher position in the firm's eastern offices.—Province, Vancouver.

OUR FRUIT IN BRITAIN.

W. A. Mackinnon, who has been in the Old Country investigating the British market for Canadian fruit, returned some days ago, and the details of his investigation will shortly appear in a report to be issued by the Department of Agriculture.

Mr. Mackinnon says that the highest class of apples would take better on the market if they were put up in smaller packages, say a 40-lb. box instead of 1,140-lb barrel. He also says that producers should specialize more, that is, instead of aiming to ship a great number of varieties, they should make a speciality of a few of the best kinds.

Canadian pears, he says have established themselves firmly on the Scotch market and are rapidly winning favor in England.

Mrs. A. Paquette has sold her grocery stock at 70c. on the dollar.

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.**

Make thy customers acquainted with Quaker Tea and verily thou shalt enjoy prosperity, for they will come often to thee to purchase it. Packed in Ceylon by the growers themselves.



**BLACK OR GREEN.
POUNDS AND HALVES.**

QUAKER "CEYLON" TEA

**TRY A
SAMPLE ORDER.**

**J. A. Mathewson
& Co.**

MONTREAL

Wholesale Agents
for Canada.

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

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

16 C.	20 C.	25 C.	30 C.	35 C.	40 C.

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

George Payne & Co., Limited,

Wholesale Tea Blenders, Importers and Exporters,

Minories, London, E.C., Eng.

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

"CLUB" BRAND COFFEE.

This is one of the best selling coffees on the market to-day, and we are prepared to fill all orders on shortest notice. Samples supplied on application.

BEWARE OF IMITATIONS.

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

Telephone Bell Main 65
" Merchants 522.

Toronto Branch, 87 YORK ST.
TELEPHONE MAIN 204.

Telephone orders receive prompt attention.

If you (you) have any doubt in your mind as to the real value of Blue Ribbon Tea, just send a packet home and try it at your own table.

**IT'S A
BUSINESS
BRINGER**



PROVINCE OF ONTARIO.

JOHN BLAKE, well known in Toronto to business circles as the manager for E. Leadlay & Co., Front street, died recently at Santa Monica, Cal.

Duncan Fisher, owner of timber, flour and woollen mills, in Paisley, is head.

J. G. McGuire & Co. will resume their butchering and grocery business in Shawville about March 20.

Toronto grain merchants have decided to join with the Montreal Corn Exchange in impressing upon the Government the necessity of establishing flour standards as usual.

Ryerson Bros., wholesale fruiterers, of Brantford, Ont., are established in their new building, where the accommodation is much better for their requirements than in the old building.

E. B. Nettlefield, secretary of the Toronto Retail Grocers' Association, has severed his connection with J. M. Lowes & Co., Limited, and will go on the road for Dalton Bros., spice merchants.

A. R. Dawson, a grocer in Hamilton, Ont., has invented a simple but effectual device for stopping cattle when roaming

in the vicinity of railway tracks. It was the best of a number of cattle guards tested at Ottawa recently.

During the next six months Canada will have a good market for her foodstuffs in Australia. Although there has been good rainfalls in that country recently, it is reported that the rain came too late to do much good, and that it will be impossible to produce grain or cereals for another season.

Ex Alderman C. G. Clarke, who died in Woodstock, Ont., last week, after a brief illness, was until six years ago a hardware merchant, and before that conducted a grocery. He was 56 years of age, and leaves besides his wife, two daughters, Mrs. C. Harry Beard, of Montreal, and Miss Verna, at home.

The Point Edward Elevator Company, Limited, have been incorporated under the Ontario Companies' Act, for the purpose of erecting and conducting a grain elevator at Point Edward, Ont. The provisional directors are: Thos. Long, Toronto; J. J. Long, Collingwood; D. S. Lasier, Chicago; J. J. Laiser, Chicago; and F. Mooers, Kingston.

Ex Alderman Chas. Clarke, Woodstock, Ont., died suddenly of heart failure at his home early in the morning, February 11. The deceased was a well-known resident of Woodstock, having come to that town 24 years ago. He was first in the

grocery business with his brother, Oliver Clarke, but afterwards he became a partner in the hardware firm of Broditch & Co., where he remained until some six years ago, when he retired.

PROVINCE OF QUEBEC.

The deepest regret was felt by the members of the Montreal Board of Trade at the very sudden death of Joel Baker, who was one of the oldest members of the Board, and formerly took a prominent part in the business life of the city.

THE MARITIME PROVINCES.

A Quebec grocer was recently fined \$30 and costs for selling liquor without a license.

The grocery firm of Estabrooks Bros., Fredericton, N.B., who have carried on business for 20 years, have dissolved partnership by mutual consent.

Prowse & Sons, general merchants, of Murray Harbor, P.E.I., have dissolved partnership, and in future the business will be carried on under the same name by Albert P. Prowse.

PROVINCE OF BRITISH COLUMBIA.

Another large new salmon cannery and fish depot is about to be erected in the vicinity of New Westminster, B.C. The project will be promoted with eastern as well as local capital.

NOVA SCOTIAN FRUIT TRADE.

At the annual meeting of the Nova Scotia Fruit Growers' Association, the president, in his annual address, among other things, said: "The United States report gives this year's crop there at 46,000,000 barrels, against 21,000,000 barrels last year, and the United States Apple Shippers' Association reports nearly 5,000,000 barrels on hand and in cold storage on December 1, so low prices may be expected during the season. The crop in Nova Scotia is the smallest in ten years—the average crop for export being 250,000 barrels, making 2,600,000 barrels exported which, at \$2 per barrel, gives Nova Scotia a net income from apples in ten years of \$5,200,000, and more than double the income from all other agricultural products exported.

"Notwithstanding the praiseworthy efforts of the King's county Board of Trade to secure a 12-knot service, better ventilation and other improvements in the London service, their efforts have failed; and bad as it has been in the last 20 years, it has been more disastrous and inefficient this year than ever before, and in two instances apples have been over a month in transit. All our experience proves that fruit growers must find some more desirable route for shipment and encourage a fast line from Halifax to Liverpool, or ship our hard fruit direct from Bay ports at half the expense and time we are enduring. With the many thousands of young trees coming into bearing, our next good crop will reach the 1,000,000-barrel mark, and some better means of transportation must be employed to market them profitably."

ELECTED TO THE TOWN COUNCIL.

The town of St. Lambert, Que., have done well in choosing Wilfrid A. Archambault, of Hudon, Hebert & Cie., as one of their new aldermen. Mr. Archambault is well known as a business man of considerable executive ability whose services will be of value to the municipality. The election was keenly contested on Monday, February 16. Three new members of the council were to be elected, out of five in the field, and we congratulate Mr. Archambault (and his town) on his being one of them.

A BUSINESS TRANSFER.

The William Hunter Co., Limited, general merchants, Silvertown, B.C., have sold their stock and business to Wilson & Barclay. Both Mr. Wilson and Mr. Barclay were interested in the former firm, and are shrewd and reliable business men. THE CANADIAN GROCER wishes the new firm every success.

Year In—Year Out

The demand for

Clark's Meats is steady.

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

60 Varieties.

Sovereign Molasses Candy

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

100% PROFIT FOR THE GROCER.

Free Sample.

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

THE STRONG POINT IS

Capstan Brand Pure D. S. F. Mustard,

MANUFACTURED FROM CHOICE ENGLISH SEED.

Put up in Tins to retail at 10c.

Ask your grocers for it, or see our travellers.

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



FANCY CALIFORNIA, NAVEL, VALENCIA, SEVILLE. ORANGES

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

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

GRIMBLE'S English Malt
Six GOLD Medals VINEGAR

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

A Raid on Ceylon Green

"Condor"
Japan and Black Tea, Baking Powder, Mustard, Vinegar.

"Nectar"
Black Tea, in lead packets and fancy tins only.

They are fine Teas, those Ceylon Greens, either colored or uncolored, but they don't move quite fast enough for me—so a little shaking in prices might interest you in them.

- 97 Boxes, 30 lbs each, Finest **Uncolored Ceylon Green** Young Hyson, at - - - 18c.
- 90 Half-Chests, 55 lbs. each, Finest " " " " " at - - - 17c.
- 48 Half-Chests, 50 lbs. each, Finest **Uncolored Ceylon Green** Hyson, No. 1, at - - - 16c.
- 68 Half-Chests, 50 lbs. each, " " " " " No. 2, at - - - 15c.
- 90 Half-Chests, 50 lbs. each, Colored Ceylon Green, handsome leaf, and extra liquor, at - - - 18½c.

Some of these Colored Ceylons are packed in matted boxes identical to Japan Teas.

NEW LOTS JUST IN.

- 22 Half-Chests Nice Uncolored Japan Siftings, at - - - - - 8½c.
- 74 Half-Chests Extra Choice Uncolored Japan Siftings, large leaf, at - - - - - 9½c.
- 10 Half Chests Extra Fine, Small, Shotty Japan Nibbs, at - - - - - 18½c.
- 4 Half-Chests Fine, Well-Made Japan Nibbs, at - - - - - 17½c.

A large and well-assorted stock of Teas, Coffees, Spices, and Vinegars—wholesale. Specialty of high-class goods.

Ask for samples, it Pays.

E. D. MARCEAU

281-285 St. Paul Street, MONTREAL.

"Old Crow"
Baking Powder, Mustard, Vinegar, Black Tea.

"ONE"
Baking Powder, Vinegar, Spices, Coffee.

**Ask and Receive.
Advertise and Acquire.**

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

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

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

THE CANADIAN GROCER
MONTREAL and TORONTO

OUR TRADE MARK

A

AUER LIGHT MANTLES

LONGEST LIFE & BRIGHTEST


OUR TRADE MARK

A

A COMPARISON


TRASH A cheap mantle gives a fair-light for a few nights, then grows dim and shrinks up to a "wasp-waist" like this:

This is caused by the cheap chemicals which the manufacturer used.



The "Wasp-Waist"
Cheap chemical.

QUALITY A good mantle, which cannot shrink, made of the purest chemicals, is the only kind we put our trade mark **A** on. It guarantees you **A** the best that is made and will satisfy your customers.



The Auer Light Mantle
Pure chemicals.

Lowest prices on mantles, shades, chimneys, globes and sundries.
Write us if you are interested.
AUER LIGHT CO., MONTREAL.



**BIRD SEED
at Usual Price**

Notwithstanding the fact that other dealers in bird seed have put up their prices we are selling ours same as usual, 7c. a lb. package. BROCK'S BIRD SEED is well known. We advertise it largely and it is easy to sell. A bird treat goes free with every package.

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 14 TRINITY SQUARE

TORONTO

Imperial Vinegar

Finest quality

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

Perkins, Ince & Co.

TORONTO.

**No 197
SYRUP PUMP**

**SELF PRIMING and
MEASURING.**

Saves time, money and syrup

**WALTER WOODS & CO.
HAMILTON and WINNIPEG.**

THE CANADIAN GROCER

Grocers and Confectioners can rely upon the purity and excellence of

COWAN'S Cocoa, Chocolate
and
Famous Blend Coffee.

**Cowan's Cake
Icings,**

**Cowan's Pure
Confections.**

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

CHOCOLATE CREAM BARS.

COWAN'S SWISS MILK CHOCOLATE.

THESE ARE CHOICE CHRISTMAS GOODS.

THE COWAN CO., Limited

TORONTO.



Canadian Maple Syrup

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

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

**"ACME"
TABLE SALT**

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

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

**If You Have
Money to Burn**

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



IF A MAN WANTS CREDIT

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

For Sale in Canada by

THE EBY, BLAIN CO., Limited, TORONTO.

C. O. BEAUCHEMIN & FILS, MONTREAL.

**ALLISON COUPON CO., Manufacturers,
Indianapolis, Indiana.**

**WELFORD BROS.,
LONDON, ONT.**

MANUFACTURERS OF

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

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

Want Ads.

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

**MacLEAN PUBLISHING CO., Limited
Montreal and Toronto**

TEA.

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

"COMMISSIONER,"

CANADIAN GROCER.

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

Tobaccos, Cigars, and Smokers' Accessories

A DEPARTMENT FOR
RETAIL MERCHANTS.

GROCCERS AND CIGARS.

WE are pleased to learn from several tobacco and cigar dealers that the grocers are evincing more interest in this branch of their business, and that manufacturers generally are receiving a much larger inquiry than usual from this direction.

A prominent manufacturer informed THE CANADIAN GROCER a short time ago that he was surprised at the receipt of so many orders from grocers, and had instructed his travellers to pay extra attention in future to this class of trade. It is pleasing to learn that such is the case. Let it once be known that grocers are again in the swim and are making an effort to secure what should be a large and remunerative part of their business, profitable results will speedily follow.

We cannot too strongly impress upon our readers, not only the advisability, but the absolute necessity of placing their tobacco and cigar stock prominently and attractively before the public. A neat cigar case is not expensive and adds greatly to the modern appearance of a well-conducted store.

We would also suggest the experimental addition of a small line of better class cigars. From a smoker's point of view, the selling exclusively of a nickle cigar does not encourage the better and more profitable class of customers, and does not meet the wants of many who use the weed.

TOBACCO AND THE HEART.

"I don't like to upset a cherished tradition," said a doctor who is himself a devotee of the weed, in The New Orleans Times-Democrat, "but the talk one hears of nicotine saturating the system of smokers is mostly rot. Nicotine is a deadly poison. One drop of it will make a good-sized mastiff turn up his toes if injected subcutaneously, and it would take precious little of it to kill a man. The truth is that very little is absorbed, even by the most confirmed smokers. Now and then you read of men who die from excessive tobacco using, and are found, on autopsy, to be literally reeking with nicotine. All rubbish. Nothing of the kind ever happened.

"Again, it is a favorable experiment to blow smoke through a handkerchief, and

the stain that is produced is popularly supposed to be made by nicotine. It is really oil of tobacco, which is a horse of quite a different color. No, the chief harm done by smoking is the stimulus which it gives to the heart. This is particularly true when inhaling is practiced. Each time the smoke is inhaled it acts as a slight spur to the heart, and, needless to say, there is sure to be a reaction. If the smoker is in good general health he will probably never feel it; but if he isn't there will be periods of profound depression, and, not knowing the cause, he is apt to try to brace up on a drink, which makes matters just that much worse. If he has organic heart trouble—valvular weakness, I mean—its quite possible that he will tumble over some day and put his angel plumage on. Those are the cold facts about smoking—none other are genuine."

A BUSINESSLIKE CIGAR FACTORY.

Very few people have visited J. Bruce Payne's cigar factory at Granby, Que. Those who have were struck with the severe plainness of his office. His sanctum is 10x14 ft., ceiled throughout with matched spruce planed on one side. In a number of places the cracks have been

papered over with plain wrapping paper—to keep out the wind on the sides, and to keep the fine tobacco dust from falling on his head from the ceiling. An old-style cast-iron radiator occupies one side; on the other side a roll top desk, attached to the side of which is a type-writer which Mr. Payne operates personally. On the floor is a strip of cocoanut matting that served a couple of seasons as a cricket crease. No antique oak fittings, no brass or nickled railings, no plate glass, no turkish rugs, no lounging places, no easy chairs—just a workingman's den.

The outer office contains a safe with a sign on the door, "This safe is not locked."

The following Brands manufactured by
The AMERICAN TOBACCO CO.

OF CANADA, Limited.

Are sold by all the Leading Wholesale Houses

CUT TOBACCO . . .

OLD OHUM MEERSCHAUM
OLD VIRGINIA.

CIGARETTES . . .

HIGH ADMIRAL
SWEET CAPORAL DERBY

YILDIZ MAGNUMS
Pure Egyptian Cigarettes.

POPULARITY

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

"BOBS"

CHEWING TOBACCO

In 5 and 10c. Plugs.

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

BOBS is well advertised.

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

BOBS is A BIG PLUG FOR LITTLE MONEY

Made by

THE EMPIRE TOBACCO CO.,
LIMITED

MONTREAL, QUE.



"Live and let live."

that is my motto.

A satisfied customer is the best advertisement I can have. I believe because I **HAVE** satisfied my customers on quality and price that that is the principal reason I hold my trade. My oldest are my **BEST** customers.

Payne's Cigars are all right!

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.

Marguerite Cigars

are to our mind, the best cigars for the money, in Canada.

We make 'em and we ought to know. Been making 'em for so many years that most everybody knows them now.

Everybody who knows 'em, knows 'em for good, too.

T & B Myrtle Navy

is the finest Smoking Tobacco ever offered the Canadian public.

It's an old line of ours, this ten-cent plug, and it gives a big profit to retailers.

Wherever you go you'll see it and the demand for it is growing tremendously.

TUCKETT CIGAR CO., Limited, HAMILTON

On top of the safe is a rack containing Government and time books; opposite the safe, the usual double office desk, made locally, from local-grown ash costing \$13. On the spruce-lined walls are hung files for travellers' orders, mercantile reports, invoices, letters, etc.—everything compact and handy. A bookkeeper presides at one side of the desk; the shipping clerk keeps the time book, Government books, etc. on the other side.

No extra invoice clerk, stenographer, typewriter, ledgerkeeper, financier or office boy.

When his old bookkeeper was ill Mr. Payne did the work for four months. Is again doing the work, as present bookkeeper is now laid up with pleurisy.

If an extra hand is needed to store away a carload of tobacco, Mr. Payne takes off his coat and wades into it. If the foreman is sick Mr. Payne takes his place. If the cashier gets drunk Mr. Payne does his work. He can fill any position in the factory, and all his employees know it. The visitor is struck with the good order and the cleanliness prevailing; the evidences of economy everywhere; the spirit of tense, keen, hard work in all departments.

TOBACCOS AND CIGARS

When asked why these conditions, Mr. Payne replies, "I am still a young man, working for a reputation for honest, reliable cigars. I put every possible cent I can into the tobacco, and not into office luxuries or unnecessary help."

Mr. Payne is generally credited by the trade as being the fifth largest cigar manufacturer in Canada. At any rate, the Government books have shown an annual output of nearly six millions. He says he is going to increase this and I guess he will.

J. S.

NOTES OF THE TOBACCO TRADE.

George Medcalt, Toronto, has sold his tobacco business to A. Crombie & Son.

G. Beaupre & Cie, tobacco and confectionery merchants, Quebec, have registered.

J. Russell, formerly of The McAlpin Consumers' Tobacco Co., is now representing this firm in Western Ontario.

The American Tobacco Co., last week closed the deal absorbing the property of B. Houde & Co., tobacco manufacturers, Quebec.

T. J. Horrocks is placing a new cork-tip cigarette on the market called the "Royal Mail," containing 10 in a package and retailing at 10c.

In consequence of the increased value of raw leaf tobacco, the price on package cut leaf manufactured by The American Tobacco Co., was advanced last week.

Four of the largest cigar factories of Havana have signed a sworn agreement to refrain from selling for ten years their brands or plants to the tobacco trust. This independent movement is expected to be followed up by the doing likewise of other factories.

A new area of tobacco cultivation has been discovered. According to the annual report on the Leeward Islands, tobacco cultivation shows great promise there. Tobacco is being grown in Antigua and St. Kitts, and there is good ground to hope that a cigar-tobacco industry may be established in St. Kitts.

The publication of the "Silent Drummer," the illustrated catalogue published annually by The W. H. Steele Co., Limited, has been delayed for a few days owing to the change in prices. It will contain much information of interest to our readers, and grocers not receiving a copy by March 5 will have the omission rectified by dropping a post card to The W. H. Steele Co., Limited, Toronto.



OUR "CORONATION."

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

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

Second-hand cases in stock.

Dominion Show Case Co.

53 Richmond St. East, TORONTO.

Phone Main 3611.

T. J. Horrocks, Toronto, handles all lines of Cigars, Cigarettes and Tobaccos that are **NOT CONTROLLED BY THE TRUST**, such as **British Navy, King's Navy, U & I, Queen's Navy Tobaccos, Karnak, Kioh, Gold Crest, V.C. Cigarettes**

Write for price list.

6 Wellington St. East, TORONTO.

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.

THE CANADIAN GROCER

A SINGLE
FACT

is worth a carload
of argument.



The choicest Pickles put up in
Canada are prepared with

**Imperial White Wine
and Cider Vinegar.**

Just a question of

QUALITY

They must have the best vinegar
to produce the best results.

For table use—unchallenged in
point of quality. Have you offered
it to your customers yet?



ONE QUALITY.
5 STRENGTHS.

*Returned to
J.L. Nichols Co. Ltd.
Feb 20/22*



16 to 32
cents.



SOLD BY FIRST-CLASS
WHOLESALE GROCERS.

—Manufactured under—
GOVERNMENT SUPERVISION.

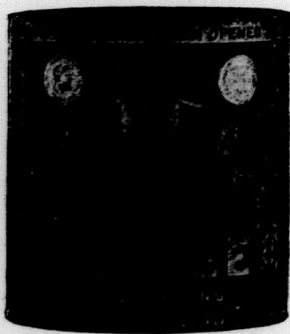


THE CANADIAN GROCER

Established 1845

Established 1845

COFFEE



1 and 2-lb Tins.

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

SPICES

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

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



THE DOMINION BREWERY CO., LIMITED
Brewers and Maltsters
TORONTO

Manufacturers of the Celebrated
WHITE LABEL ALE

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

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

WM. ROSS, Manager.



SEND YOUR NAME if you have, or will get,



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

"Sarnia" OIL
LAMP

Equal to best American Oil.

GROCERS ALL SELL IT.

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

SAMUEL ROGERS, President.



MAPLE

MONTREAL TESTING LABORATORY.

MILTON L. HERSEY, M.S., 114 ST. JAMES STREET,
MONTREAL, May 26th, 1902.

CERTIFICATE: I HEREBY CERTIFY that I have analyzed samples of MAPLE SYRUP marked "SMALL'S MAPLE DEW DROPS, which were purchased by me on the 19th inst. on the Montreal market, and my tests failed to detect the presence of any adulterants or preservatives whatsoever
Milton L. Hersey
City and Provincial Analyst

May be had through all wholesale and jobbing houses.

Small's, the recognized standard world over. Long established at Dunham, Que. Headquarters for choice Maple.



Life long experience is ours. Results are: Quality, tasty packages, free from preservative acids, perfect keeping for all time, netting dealer fair profits and pleased customers. Guarantee on every package.

Small's brand has captured all Gold and Silver Medals offered in Canada, with highest awards at Paris, Glasgow, and Cork. With due appreciation of the many brands we believe Small's is market standard.

MAPLE

NOT WHAT WE SAY.

Small's Maple Cream bids fair to become world-famous.—Ottawa Evening Journal.

Your syrup is superior to anything I have seen on the market.—H. Mockford, Charlmond Road, London, Eng.

Your goods are A1 quality.—J. H. Anderson, Produce Co., Winnipeg, Man.

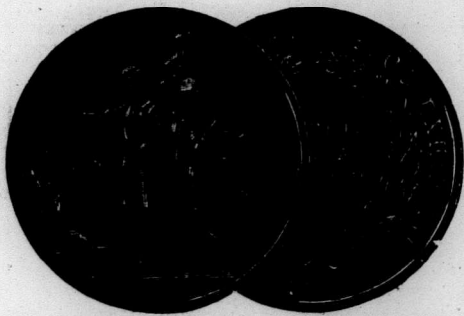
The Purity, Flavor and High-Class quality of Small's Maple Products have been commended on every side throughout the Dominion.—Ottawa Free Press.

Your goods are all right.—J. A. Mathewson & Co., Montreal.

CANADA MAPLE EXCHANGE TELFER BROS. Represent Manitoba and Territories.

Dunham, Que. Head Office, 118 King St., Montreal.

THE CANADIAN GROCER



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.
Messrs. Mackerrow & Mattice, Ottawa.

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

Sole Manufacturers

Stretton & Co., Limited, WORCESTER, ENGLAND.



**Real Worth
Makes
Willing
Buyers.**

*Returned
Feb 26/03
to Miss Loughlin*

There's nothing like genuine merit to facilitate a sale of goods to discriminate purchasers.
This will be found to the highest degree in

Boeckh's Brushes.

They are therefore a most desirable line for the Spring trade, especially as they have a splendid margin of profit.
—Send for our Illustrated 1903 Catalogue, if you have not received it.

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

UNITED FACTORIES,

Head Office: TORONTO.

LIMITED.

MONTREAL BRANCH: 1 and 3 DeBresoles St.

LONDON BRANCH: 71 Dundas St.

ADVERTISING SUGGESTIONS.

By A. B. Caswell.

"SUCCESSFUL advertising; how to accomplish it?" is the name of a very comprehensive book on the subject, which reached us recently, issued from the press of The Lincoln Publishing Company, of Philadelphia, Pa. The author is J. Angus Macdonald, of New York. Mr. Macdonald is a gentleman of wide experience in the advertising field, having written and managed the advertising of several of the large departmental stores and business houses in New York. The book is divided into five parts, embracing Ad-Building, Retail Advertising all the Year Around, Special Features in Retail Advertising, Mail Order Advertising, and Miscellaneous Advertising. It contains much matter of special value to the retail advertiser. I have culled a few general suggestions from the book, which I think will be found of interest to the merchant who would improve his advertising. Many of them go to still further fortify points which I have already urged with regard to prices, short sentences, persistency, etc.

Bigness and generosity always attract humankind, especially when that humankind is womankind. So in your bargain stories, give plenty of items and prices.

Newspaper space is too valuable to be wasted with poor, pointless advertising. Let every word in your ads. tell; let every sentence convey a clear-cut idea.

In advertising to women don't waste words—with men, be briefer still. Men hate detail, women rather like it; but it's rather expensive to indulge in much. The advertising man should know type and its uses. Many a good ad. is spoiled by poor typographical arrangement in the hands of a hasty or careless printer.

Retailers, always give prices in your ads. They're to the initiatory folk what the train is to the engine; the noise and fuss only serves to swing them into view.

Don't be hypocritical in venting your views on paper. Many a good idea has never gone through the sieve of criticism because the critic was too small-minded to appreciate its worth.

Always be good humored in your ads. Good humor is like sunshine, it lightens up many roads; it is always pleasing and attractive, and is a great lift on the road to advertising success.

Retailers, in your ads, give plenty of quotations. Don't have a Niagara of words and a rivulet of items and prices;

that's too suggestive of a poor-house pudding—lots of wind and very few plums.

Don't expect results from your ads. in a moment. "Rome was not built in a day," and it takes time for your arguments to simmer in the brains of people who are occupied with affairs of their own.

Ideas come from all sources; a second glance may mean an inspiration; the fluttering of leaves may suggest a train of thought. Quick perceptions see them everywhere and utilize them in advertising.

Size up an advertising medium as you would a man. If the publication has a well fed, sleek, healthy appearance, it is thriving, and as a publication rarely thrives unless it has a right to, then it deserves consideration.

Brevity is the soul of wit. 'Tis so in advertising. Study brevity as you would spend money; endeavor to lessen your flow of words as you would your flow of cash, yet see that the flow of both is sufficient to do execution.

Top o' column is all right and so is next to reading matter; but the main point, after all, is the ad. itself. See that it is strong in argument, beautiful in appearance and satisfactory in general.

When an idea strikes you, jot it down. When another comes along, pin that down too. In this way the bright advertising writer can keep his ideas constantly on file for reference, instead of their going astray through memory's window.

After all, the greatest study of mankind is woman, with man as a side issue. The advertiser should never overlook this point. When he conquers Her Serene Highness, the woman, he is on the highway to success.

Ideas move the world. Every action, great or small, has its root in an idea. In writing advertising—use ideas. If you can't think easily, or are too busy to think, get someone to do your thinking for you. Here's where the modern ad-writer comes in.

Make your sentences short—likewise your paragraphs. Remember the egg in this, it is a small affair, but very meaty and easily digested.

Hard horse sense is the prime requisite of an advertising man. From the first preparation of copy till its final appearance in a newspaper, this qualification is demanded.

The perceptive faculties must be well developed in an ad-writer. He ought to grasp ideas from every source, to see points that escape the average, all of which he can utilize in his profession.

In preparing an ad. be your reporter first and editor afterwards. As reporter, get all your best thoughts on the subject down on paper, as editor, trim, polish and elaborate until your ad. is perfect.

Take a thought and express it quickly and easily with one sentence. Treat the second the same way before you venture upon the third. Let each idea stand by itself, never intermingle or jumble them up.

Be natural. Be honest. Be sincere. Be all these to yourself in writing your advertising. The public will recognize these qualities, for they are human and touch all.

In the average body of the average ad. small pica lower-case, answers very well. It makes a clean appearance, is easily read, and is used by many good advertisers.

Advertising is analysis. It is an analysis of the good points of what you have to offer. Analyze your offerings carefully, bring to light all the good points and let the full glare of publicity shine upon them.

The advertising writer is like a sponge, he absorbs every idea within reach. If he does not use suggestions the moment they come to him, they are absorbed in his mental receptacle, to be fished out when occasion requires.

When you set out to prepare your ad., have a mental picture of the space you are to fill. Fill this space right, with neither too many words nor too little. The organ of casuality (as phrenologists call it) is very necessary in an ad-writer.

When you see a particular style of type set up that you would like to apply to your own ad., don't bother marking type. It is quicker for you and easier for the printer if you paste a bit of that style on your copy with the words, "follow this style."

The advertising writer must use his imagination. Imagination is the sun that lightens up dark places. It lends a charm to prosaic subjects. Bare facts are pills that are more easily digested when

THE CANADIAN GROCER

THE BEST FLOUR.

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

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

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

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

MODEL ROLLER MILLS, Perth, Ont.

SATISFACTORY WRAPPING PAPER

is especially necessary in the grocery store. All groceries should be well wrapped when delivered. Our brown and manilla wrapping papers are strong, tough and wearable.

—MADE IN CANADA.—

CANADA PAPER CO., Limited
TORONTO and MONTREAL.

BUY

Star Brand

COTTON CLOTHES LINES

—AND—

COTTON TWINE

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

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

GOLD MEDAL, PARIS, 1900.

Walter Baker & Co.'s
PURE, HIGH GRADE
Cocoas and Chocolates.



TRADE-MARK.

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

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

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

WALTER BAKER & CO. Ltd.

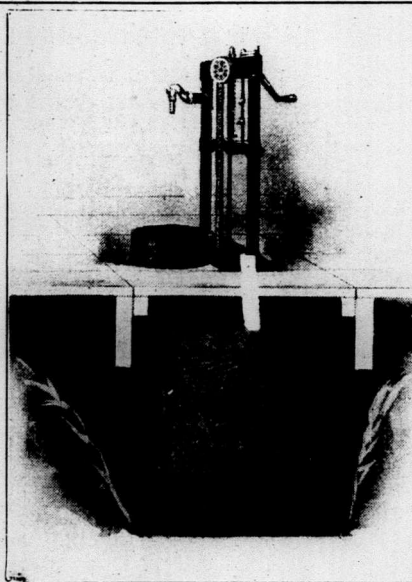
ESTABLISHED 1780.

DORCHESTER, MASS.

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

TRADE-MARK ON EVERY PACKAGE.

THE PRICE OF A THING



UNDER THE FLOOR OUTFIT.

— ALL —
BOWSER OIL TANKS

ARE EQUIPPED WITH
Money Computers, Dial Discharge Registers,
Anti-Drip Nozzles, and Double Brass Valves
AND MEASURE ACCURATE

GALLONS, HALF-GALLONS and QUARTS
AT A STROKE

FIFTY DIFFERENT STYLES.
CATALOGUE "B" FREE UPON REQUEST.

**Is Not Always a Criterion
Of Its Value.**

Were a merchant beginning business to include in his fixtures an old-fashioned "jigger" oil tank or some other "makeshift" simply because the price was low, his investment might really prove an extravagant one. He might go along year after year wasting oil from leaky barrels and sloppy measures, enduring **dirt, inconvenience and waste**, all the time hugging to his breast the delusion that he is saving money thereby, when the fact is, he has

WASTED ENOUGH OIL

in all those years to pay for several good oil tanks and he is just where he begun. The small additional cost of

BOWSER
SELF-MEASURING
OIL TANKS

is just that part of the whole price that insures subsequent **Economy and Satisfaction**. It is the premium you pay for a high-grade tank that will return to you its cost surely and promptly, beginning the moment it is placed in your store.

S. F. Bowser & Co.

Factory: Fort Wayne, Indiana.

65 FRONT ST. EAST, TORONTO

covered with a coating of a good writer's imagination.

It takes time to make impressions. The first appearance of your ad. may be scarcely noticed, the second noticed, but not remembered, the third may make a slight impression, but the succeeding insertions impress by present and past appearances.

Clearness, brevity and point are the triple virtues that the advertising writer must remember. Originality in expression, beauty in typography and all-around nicety are minor virtues, yet all are good and should somehow be squeezed in the ad.

It is not a bad plan to once in a while go around and interview the compositor or head of the composing room where your ads. are set up. An interchange of ideas is mutually advantageous and welcome.

To write a good ad. you should have a keen interest in the goods themselves. Handle them, fondle them, get acquainted with them—consider richness, beauty and many attractions—then, when you have imbibed the right sort of impressions, let them flow naturally from your pen.

ADVERTISING BRIEFLETS.

Many an advertising campaign has failed because of the failure to push things at the right time.

The timid, hesitating man never becomes a successful advertiser.

Good advertising is usually original because there is so little of it done.

JUDICIOUS ADVERTISING.

Much money is wasted in advertising for the reason that there are many who set apart given amounts for publicity under a vague sort of an impression that it will bring a fair sort of return, however it may be distributed. They do it as unsystematically as they bestow charity, and under an equal impression that it will be accounted to their favor however and which way soever it goes. But advertising injudiciously directed is money thrown away.—Printers' Ink.

A THING WORTH HAVING IS WORTH PAYING FOR ALWAYS.

There are advertisers, lots of them, who are continually begging for editorial puffs. Their belief in puffs is great, even child-like, but they have little faith in legitimate ads. The great reading public, however, is seldom fooled into mistaking a mere puff for news, or for a spontaneous ebullition of opinion by the editor. Not one puff in hundreds is clever enough to pass as genuine reading matter. All the rest are worthless, because they annoy those who read far enough into them to recognize their spurious character.—Advertising Experience.

ADVERTISING TO THE CONSUMER.

By J. D. Roberts, "Blue Ribbon" Tea Co., Toronto.

IN this the age of commercial aggressive-ness the man who advertises stands out in bold head lines, and in the majority of cases is the man who wins. This branch of his business requires as careful watching and directing as the finances; in fact, there is a better opportunity to exercise good judgment in the advertisement department than in the financial, because the possibilities of the former are unlimited, while the latter is limited to a simple record of actual transactions. Your advertising will not take care of itself, and the man who ventures into the field without any regard to that fact will squander both valuable time and money. But it must be remembered that advertising means more than "space" buying.

It is not sufficient to acquire space in a newspaper and announce that Brown &



MR. J. D. ROBERTS.

Co., grocers, are prepared to supply their many customers with staple and fancy groceries, coal oil, etc. The fact that they are grocers would convey that. Their space should be filled with new, crisp facts, and full of life; facts that are sure to "hit" someone.

It is well to take one individual line at a time, and so thoroughly idealize it that the reader is attracted in a manner which touches his or her palate and induces them to try the article advertised. Results may be a little slow in coming to the surface, but it cannot but have its effect, and the merchant soon feels the new impulse of life, while his competitor, who follows out old lines and does not do any shouting, gradually lags behind and takes up a position in the rearguard of the commercial column.

Printer's ink is undoubtedly the great modern force; that fact is generally conceded, but it must be backed up by good home influences. For instance, by tasty and forceful window and shop dressing. Brown & Co. have taffy candy to sell, if they dress their windows with 1,000 sticks of the delicacy one is more inclined to go

in and buy than if they incidentally place one stick in their window along with an assortment of canned goods, etc. The 1,000 sticks give the impression that this place is the headquarters for taffy candy, and to the palate of the buyer will taste all the sweeter. The argument lies with the 1,000 sticks, and is applicable to any line. Such is human nature, and as Josh Billings said: "People is queer." By meeting this contingency one is hardly open to criticism. You have the goods to sell, and your study should be how to attract the buyer.

The issuing from time to time of "cut" price lists is like boring holes in the bottom of your boat; you will sink sooner or later. There is no room for argument along this line. History has demonstrated this theory and settled it for all time.

Be original, forceful and crisp. Strive to win the respect and confidence of the public. Keep your prices up to a profitable basis, and advertise. Do this and your name is not likely ever to appear in the list of commercial derelicts.

INQUIRIES ABOUT CANADIAN GOODS.

Inquiries received by the Canadian Section of the Imperial Institute, London, England:

1. A firm manufacturing boots and shoes wish to hear from Canadian jobbers to take up sale of these goods.
2. A Scotch firm of produce brokers wish to secure the representation of a first-class Canadian manufacturer of flour.
3. A manufacturer of spun, steamed and cleaned horse hair desires names of Canadian importers of this material.
4. A London firm of produce brokers would be pleased to act for Canadian shippers of butter, eggs, bacon and similar lines. They possess a first-class connection.

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

TRADE OUTLOOK IN NEWFOUNDLAND.

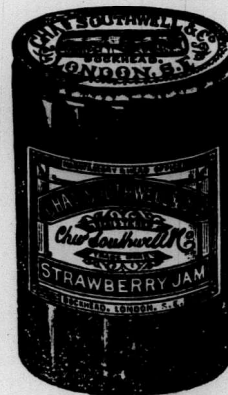
The average citizen is more concerned now about the industrial outlook than the varying phases of political existence. The promise of the coming season is most gratifying. In lumbering, mining, and manufacturing, there is a better prospect than ever before. Mercantile activities are increasing, corporate enterprise is manifesting itself, rich and poor seem assured of a prolonged period of well-being. The trade statistics of the colony for some years past show a most healthy growth, and there is no reason why this should not be maintained to an even greater degree in future.—Herald, St. John, Nfld.

**ROYAL
YEAST
CAKES**
MOST PERFECT MADE.



E. W. GILLETT COMPANY LIMITED
TORONTO, ONT.

WHY ARE
Southwell's
Jams



superior to all other
Imported Lines ?

Because each Jam
has the
individual flavor of its own fruit.

Many imported Jams taste all alike.

Southwell's Don't.

WRITE FOR PRICE LIST, ETC.

FRANK MAGOR & CO.

16 St. John St., MONTREAL.
DOMINION AGENTS



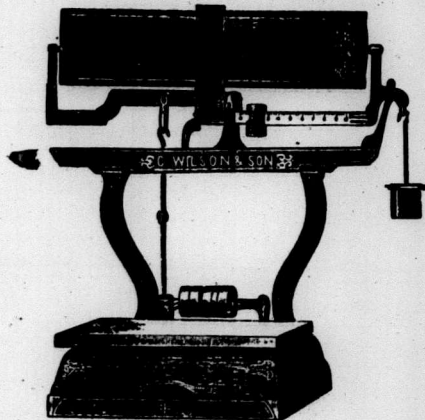
When you are offered some new brand of soda, open the pack-
age and compare it with "**Cow Brand.**" If it seems inferior
don't buy it, you risk losing trade by selling an inferior article.

Dwight's "Cow Brand" is the recognized
Standard Baking
Soda.

JOHN DWIGHT & CO.

34 Yonge Street, Toronto, Ont.

Honesty Goes Hand in Hand With Prosperity.



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

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

Are you prospering as you should ?

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

Wilson's Scales
are
"MADE IN CANADA"

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

"YOUR FUNERAL"

Remember, if your customers are not satisfied, it's "your funeral," not theirs. Give them

JAMES' DOME LEAD

and you will not only please them but will save yourself time talking when they come back again.

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

"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.

Current Market Quotations for Proprietary Articles

February 19, 1903.
Quotations for proprietary articles, brands, etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy. The editors do not supervise them, if a change is made, either an advance or decline, it is referred to in the market reports, as a matter of news whether manufacturers request it or not.

Baking Powder.

Cook's Friend	Per doz.
Size 1, in 2 and 4 doz. boxes	84 40
" 10, in 4 doz. boxes	2 10
" 2, in 6 "	0 80
" 12, in 6 "	0 70
" 3, in 4 "	0 45
Pound tins, 3 doz. in case	3 00
12 oz. tins, "	2 40
5-lb. "	14 00

W. H. GILLARD & CO.

Diamond	Per doz.
1 lb. tins, 2 doz. in case	82 00
1 lb. tins, 3 "	1 25
1 lb. tins, 4 "	0 75

IMPERIAL BAKING POWDER.

Cases	Sizes	Per doz.
4 doz.	10c	80 85
3 doz.	6 oz.	1 75
1 doz.	12 oz.	3 50
2 and 3 doz.	12 oz.	3 49
2 and 3 doz.	16 oz.	4 35
1 doz.	24 lb.	10 50
1 doz.	24 lb.	10 40
1 and 1 doz.	5-lb.	19 50

MAGIC BAKING POWDER.

Cases	Sizes	Per doz.
4 doz.	5c	80 40
4 "	4 oz.	0 60
4 "	8 "	0 75
4 "	8 "	0 95
4 "	12 "	1 49
4 "	12 "	1 45
2 "	16 "	1 65
2 "	16 "	1 70
1 "	24 lb.	4 10
1 "	5 "	7 30
2 "	6 "	Per case
1 "	12 oz.	84 55
1 "	16 "	"



JERSEY CREAM BAKING POWDER.

1/2 size, 5 doz. in case	Per doz.
1 "	80 49
1 " 4 "	0 75
1 " 3 "	1 25
1 " 2 "	2 25

VIENNA BAKING POWDER.

1 lb. tins, 4 doz. in box	Per doz.
1 "	82 25
1 lb. tins, 4 "	1 25
1 lb. tins, 4 "	0 75
3 oz. in paper, 4 doz. in box	0 70
5-oz. "	0 35

Blacking. Shoe Polish.

HENRI JONAS & CO.

Jonas	Per gross
Froments	80 00
Military dressing	24 00

Blue.

Keen's Oxford, per lb.	Per lb.
In 10 box lots or case	80 17
Reckitt's Square Blue, 12-lb. box	0 16
Reckitt's Square Blue, 5 box lots	0 16
Gillett's Mammoth, boxes, 1 gross	9 00
Nixey's "Cervus," in squares, per lb.	0 16
" " in bags, per gross	1 25
" " in pepper boxes, according to size	0 02 0 10

Black Lead.

Reckitt's, per box	Per box
Box contains either 1 gross, 1 oz. size; 1/2 gross, 2 oz.; or 1 gross, 4 oz.	81 15
Nixey's Refined, per 9 lb. box of 12 1 doz. chip boxes	1 50
Nixey's, as supplied the King, per 9-lb. box of 12 doz. block	1 50
Nixey's Silver Moonlight Stove Polish, in blocks 13-3 and 6 oz. size.	
Full price list on application.	

Boeckh's Corn Brooms.

UNITED FACTORIES, LIMITED. doz. net.

Bamboo Handles, A, 4 strings	Per doz.
" " B, 4 "	84 35
" " C, 3 "	4 10
" " D, 3 "	3 85
" " E, 3 "	3 69
" " F, 3 "	3 35
" " G, 3 "	3 10
" " 1, 3 "	2 85

Biscuits.

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

Cafe Noir	Per doz.
Ensign	80 15
Metropolitan, mixed	0 12
	0 09

Canned Goods. Mushrooms.

HENRI JONAS & CO.

Mushrooms, Rionel	Per doz.
1st choice Duthel	815 50
" " Lenoir	18 50
extra Lenoir	19 50
Per case, 100 tins	22 00

French Peas - Delory's.

HENRI JONAS & CO.

Moyen's No. 2	Per doz.
No. 1	89 00
Fins	10 50
Fins	12 50
Fins	14 00
Tres fins	15 00
Extra fins	16 50
Sur extra fins	18 00

French Sardines.

HENRI JONAS & CO.

Trefavennes	Per doz.
Rolland	89 50
Delory	9 50 10 00
Club Alps	10 50 2 50

Chocolates and Cocos.

THE COWAN CO., LIMITED.

Cocoa	Per doz.
Hygienic, 1-lb. tins	87 25
" 1-lb. tins	3 75
" fancy tins	2 25
" 5-lb. tins, for soda water fountains, restaurants, etc.	0 50
Perfection, 1/2-lb. tins, per doz.	3 00
Cocoa Essen e, sweet, 1/2-lb. tins, per doz.	2 25

FRY'S.

Chocolate	Per lb.
Caracas, 1/8, 6-lb. boxes	80 42
Vanilla, 1/8 "	0 42
"Gold Medal," sweet, 1/8, 6-lb. boxes	0 29
Pure, unsweetened, 1/8, 6-lb. boxes	0 42
Fry's "Diamond," 1/8, 14-lb. boxes	0 24
Fry's "Monogram," 1/8, 14-lb. boxes	0 24

JOHN P. MOTT & CO'S.
R. S. McIndoe, Agent, Toronto.

Mott's Broma	Per lb.
Mott's Prepared Cocoa	80 30
Mott's Homoeopathic Cocoa	0 28
Mott's Breakfast Cocoa, in tins	0 32
Mott's No. 1 Chocolate	0 40
Mott's Breakfast Chocolate	0 30
Mott's Caracas Chocolate	0 28
Mott's Caracas Chocolate	0 40
Mott's Diamond Chocolate	0 23
Mott's French Canadian Chocolate	0 18
Mott's Navy or Cooking Chocolate	0 28
Mott's Cocoa Nibs	0 35
Mott's Cocoa Shells	0 65
Vanilla Sticks, per gross	0 90
Mott's Confectionery Chocolate	0 21 0 43
Mott's Sweet Chocolate Liquors	0 19 0 30

Frank Magor & Co., Agents. Per doz.

Cocoa essence, 3-oz. packages	Per doz.
Mexican Chocolate, 1 and 1/2-lb. pkgs.	81 65
Rock Chocolate, loose	0 40
" " 1-lb. tins	0 42
Nibs, 11-lb. tins	0 35 0 35 1/2

WALTER BAKER & CO., LIMITED.

Premium No. 1 chocolate, 12-lb. boxes	Per lb.
Vanilla chocolate, 6-lb. boxes	80 38
German sweet, 6-lb. boxes	0 47
Breakfast cocoa, 1 1/2, 1 and 5-lb. tins	0 27
Cracked cocoa, 1/2-lb. pkgs., 12-lb. boxes	0 43
Caracas sweet chocolate, 6-lb. boxes	0 35
Caracas tablets, 100 bundles, tied 5/8, per box	0 37
Soluble chocolate (hot or cold soda)	3 00
1-lb. cans	0 42
Vanilla chocolate wafers, 48 to box, per box	1 56

THE LEADING

TABLE SYRUP

IN TINS

EDWARDSBURG "CROWN" BRAND.

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

Freight paid on 5-case lots.

Manufactured and absolutely guaranteed by

The EDWARDSBURG STARCH CO'Y, Limited
 Established 1858.

53 Front St. East,
 TORONTO, ONT.

Works:
 CARDINAL, ONT.

164 St. James St.,
 MONTREAL, QUE.

Cocoanut.

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

Condensed Milk.



Borden's Condensed Milk Co.

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

Coffee.

JAMES TURNER & CO.	Per lb.
Mecca	\$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½
E. D. MARCEAU, Montreal	Per lb.
"Old Crow" Java	\$0 25
Mocha	0 25
"Condor" Java	0 30
Mocha	0 30
15-year-old Mandheling Java and hand-picked Mocha	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case	0 20
Madam Huot's coffee, 1-lb. tins	0 31
2-lb. tins	0 30
00 lb. delivered in Ontario and Quebec.	

Cheese.

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

Coupon Books—Allison's.

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

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

Allison's Coupon Pass Book.

\$1 00 to 3 00 books	3 cents each
5 00 books	4 "
10 00 "	5½ "
15 00 "	6½ "
20 00 "	7½ "
25 00 "	8 "
50 00 "	12 "

Clothes Pins.

UNITED FACTORIES, LIMITED.

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

Extracts.

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

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

Food.

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

Ginger Ale and Soda Water.

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

SOUTHWELL'S GOODS. Per doz.

Frank Magor & Co., Agents.	
Orange marmalade	\$1 50
Clear jelly marmalade	1 80
Strawberry W. F. jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant " "	1 85
Other jams	\$1 55
Red currant jelly	2 75

T. UPTON & CO.

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

Licorice.

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

Lye (Concentrated).

GILLET'S PERFUMED.	Per case.
1 case of 4 doz.	\$3 60
3 cases	3 50
5 cases	3 40

Mince Meat.

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

Mustard.

COLMAN'S OR KEEN'S.		
D. S. F., 1-lb. tins	per doz.	\$1 40
" " 1-lb. tins	"	2 50
" " 1-lb. tins	"	5 00
Dufham 4-lb. jar	per jar.	0 75
" " 1-lb. jar	"	0 25
F. D., 1-lb. tins	per doz.	0 85
" " ½-lb. tins	"	1 45

HENRI JONAS & CO.

Per gross.	
Pony size	\$8 75
Imperial, medium	9 00
Imperial, large	12 00
Tumblers	12 00
Mugs	13 20
Pint jars	18 00
Quart jars	1 00

E. D. MARCEAU, Montreal.

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

Olive Oil.

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

Orange Marmalade.

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

Books both in stores and homes
are running low at this season. Let
us have your order now. Guarantee
quality.

The Canada Book Co., Limited

King and Bathurst Streets,
TORONTO.

King Street West and
Bathurst Street. Call Post Office Works.

Quality and Price.

You obtain an advantage in both
by handling

"Empire" Soda

BEST FOR BAKING.

WINN & HOLLAND
MONTREAL

Sole Agents for Canada.

The American Coffee Co.

100 KING STREET WEST, TORONTO.
"AMERICAN COFFEE" BRAND
Specialty Coffee

THE PEOPLE OF JAMAICA

are not only the finest
in the world but they are
the best in the world. They don't
know what coffee is. A small
quantity is the

AMERICAN COFFEE

is the finest coffee
in the world. It is
the best coffee in the world.

BASKETS

We make them in all shapes and
sizes. We have

Patent Strawberry Berry Box
Crab and Root Baskets,
Clothes Baskets,
Dutch Baskets,

In fact, all kinds; besides being very neat
in appearance, they are strong and dur-
able. 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 Can-
ada, reports from the city markets, stock
quotations, etc. You can get commercial
news from any Canadian paper through us.

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

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any subject."

CANADIAN PRESS CLIPPING BUREAU,

200 NORTH MOUNT, MONTREAL, QUE.
Telephone Main 1222
24 Front St. E., Toronto. Telephone Main 221.

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 Day.



You Save in Space, Weight, Freight and Breakage.

GOWANS, KENT & CO., Toronto and Winnipeg.

**Wethey's
 Mince Meat**



We make our Mince Meat of the choicest fresh meats and fruits, spiced to the right taste. People tell us that pies made from our Mince Meat are toothsome, delicious, appetizing and all sorts of gratifying

and all sorts of nice things. If you want to sell the best and most convenient Mince Meat on the market advise your customers to buy "Wethey's."

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

Prepared only by
J. H. Wethey, Limited, St. Catharines, Ont.

**Crosse & Blackwell's
 ORANGE MARMALADE**

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

C. E. COLSON & SON, AGENTS, MONTREAL

CHAS. F. CLARK, President.

JARED CHITTENDEN, Treasurer.

...ESTABLISHED 1849...

BRADSTREET'S

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

Offices Throughout the Civilized World.

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

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying and promulgating information, no effort is spared, and no reasonable expense considered too great, that the results may justify its claim as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

Subscriptions are based on the service furnished, and are available only by reputable wholesale, jobbing and manufacturing concerns, and by responsible and worthy financial, fiduciary and business corporations. Specific terms may be obtained by addressing the Company at any of its offices. Correspondence invited.

—OFFICES IN CANADA—

HALIFAX, N.S.
 OTTAWA, ONT.
 VANCOUVER, B.C.

HAMILTON, ONT.
 QUEBEC, QUE.

LONDON, ONT.
 ST. JOHN, N.B.
 WINNIPEG, MAN.

MONTREAL, QUE.
 TORONTO, ONT.

THOS. C. IRVING, Gen. Man. Western Canada, Toronto.

Oakey's

The original and only Genuine Preparation for Cleaning Cutlery 6d. and 1s. Canisters.

**'WELLINGTON'
 KNIFE POLISH**

JOHN Oakey & Sons, Limited

MANUFACTURERS OF

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England.

Agent:

**JOHN FORMAN, 644 Craig Street
 MONTREAL**