

PUBLISHED EVERY
FRIDAY

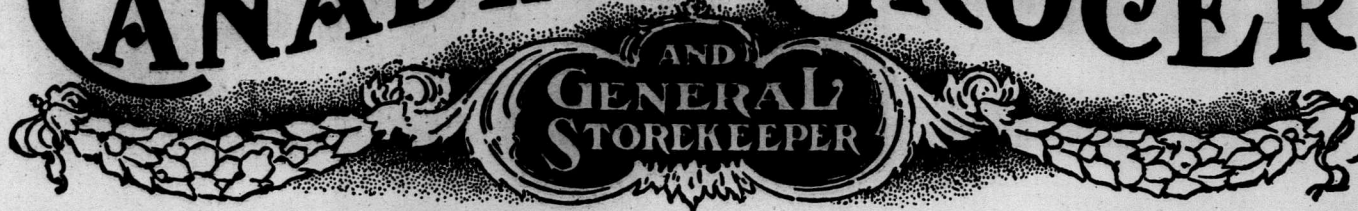


THE



CIRCULATES IN
EVERY PROVINCE

CANADIAN GROCER



COLMAN'S MUSTARD



BEST ON EARTH

SOMETHING NEW

We are **Leaders** again.

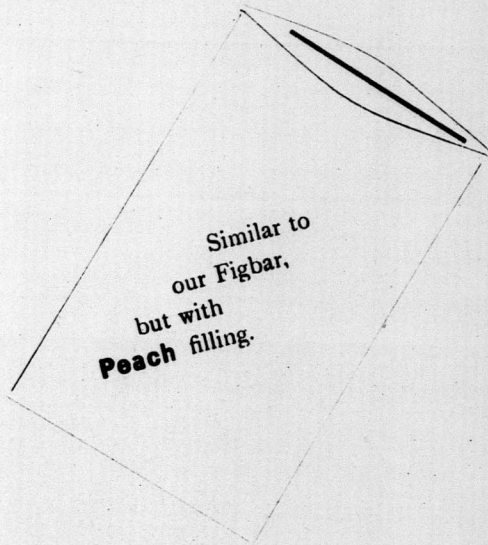
Others **Follow.**

Sample our new

PEACH BAR

for delicacy of flavor unsurpassed.

CHRISTIE, BROWN & CO., Limited
TORONTO and MONTREAL.



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

Rice's Pure SALT.

It gives Universal Satisfaction.

R. & J. RANSFORD,

Established
1886

Clinton, Ont.

F. P. SCUDDER
President

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

H. W. PETHERBRIDGE
Treasurer

National Licorice Co.

Successors to

YOUNG & SMYLYE
BROOKLYN, N. Y.

S. V. & F. P. SCUDDER
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MELLOR & RITTENHOUSE CO.
CAMDEN, N. J.

H. W. PETHERBRIDGE
BROOKLYN, N. Y.

DOMINION LICORICE & NOVELTY CO.
TORONTO, CAN.

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

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

Where all communications, orders and remittances should be sent.

"GLOBE" METAL POLISH



INSIST ON HAVING IT

Write for a supply of show cards and advertising novelties.

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

THE AUER GAS LAMP

"Turns night-time into day-time"

NEW MODELS. LOWER PRICES.

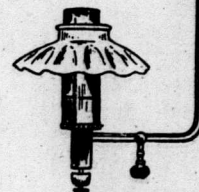
We offer you the best made lamp on the
market, built scientifically.

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.

Canned Where Caught.

The "Thistle" Brand of Canned Haddies, Kippered Herring, and Herring and Tomato Sauce are canned right where they are caught—at the water side. How better could you preserve the natural richness and delicate flavor of the fish? **Impossible!**

But that is not all, because Captain Austin has the unequalled skill of a lifetime of experience. **There is no dirt or slime—no uncleanness to be found in the "Thistle" Brand.** The reputation of the foremost fish-curer in the country is at stake under the label of the "Thistle" Brand. **Buy it and you buy the best.**

**"Thistle" Brand
Fish.**

Bottled in England.

Macurquahart's Worcester Sauce is bottled where it is brewed—in England. It matures for many months in the vats before it is ready for the bottles.

The fact that it is not brewed in a hurry, to sell in a hurry, and that unremitting care is exercised at every stage of the brewing, gives it a richness, a full "body" and strength that makes it the most economical sauce your customers can buy.

**Macurquahart's
Worcester Sauce.**

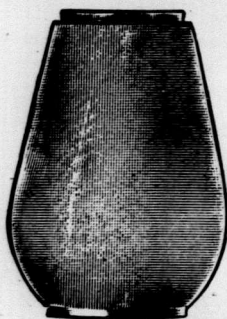
ARTHUR P. TIPPET & CO., Agents,

8 Place Royale, Montreal.

20½ Front Street, Toronto.

THE CANADIAN GROCER

ARE YOU USING OUR



Cold Blast
or Jubilee
Globes

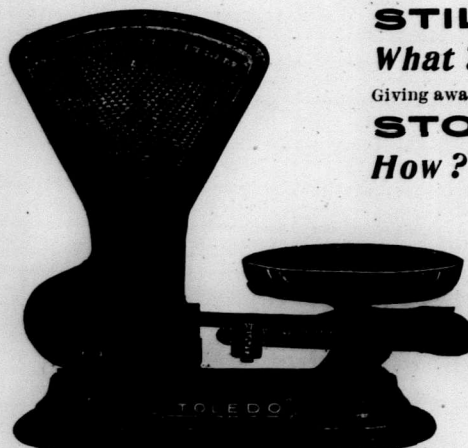
Aetna or
Quaker Flint
Chimneys?

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



For Sale Everywhere.

ASK FOR
MOTT'S.



STILL AT IT

What?

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

STOP IT

How?

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

MADE IN CANADA.

For Descriptive Catalogue and all information write to

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

REFRIGERATORS.



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

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

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

This cut represents No. 13.

Phone Park 513.

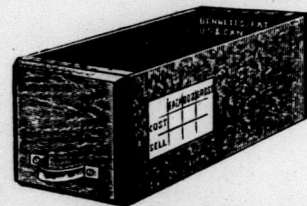
...THE...

Bennett Manufacturing Co.

(Successors to J. S. Bennett)

Bennett's Patent Shelf Box and Cabinets, for

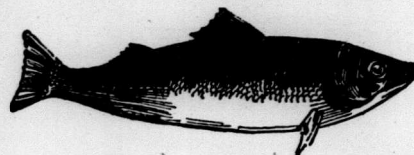
Hardware,
Grocery,
Seed and
Drug Trades.



15 Marion Street, Toronto.

SEND FOR PRICE LISTS.

**British Columbia
Salmon**



We have on hand the following reliable brands:

Red Sockeyes

"Nimpkish" "Griffin"
"Sunset"

Cohoos

"Golden Net" "Empress"
"Harlock"

The British Columbia Packers' Association

VANCOUVER, B.C.

The "Perfection" Canister



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

This Package is a Guarantee of Quality.

For _____

JAMS
JELLIES
SYRUPS
STARCH

TEAS
COFFEES
SPICES
BAKING POWDER

The Dominion Canister Company, Limited

DUNDAS, ONTARIO, CANADA.

"Sterling" Brand Catsups

Please Customers.

"Sterling" Brand catsups have a well earned reputation for sterling quality. Their delicious flavor makes them one of the most acceptable articles for table use. Grocers should be well stocked with this brand in order to secure the best trade.

T. A. LYTLE & CO.

Manufacturers of high-class Catsups and Pickles.

124-128 Richmond St., West, TORONTO.

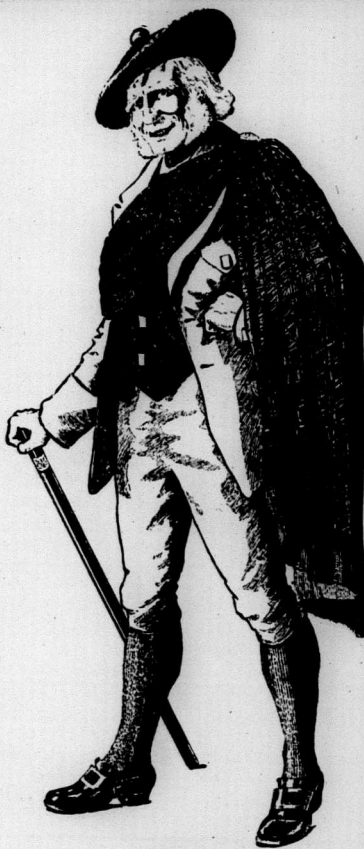
Grown Up With Them.

Canadian Grocers have handled Tillson's Oats for fifty years. Many of them have "grown up with them" as it were. They have handled no other kind, and as long as they can get Tillson's, don't want any other.

TILLSON'S PAN-DRIED OATS more than compete.

- They set the pace.
- They make the standard.
- They are the leaders on the market to-day.
- They are sold on their merits.

THE TILLSON COMPANY, Limited,
Tillsonburg, Ont.



Registered

The only Tea on the market that is **pure, wholesome** and **healthful**, and is handled by all the leading grocers throughout the country.

JAPAN TEA

Why take liberties with your tea trade and buy cheap-grade teas? You should take more care in selecting your teas than anything else you carry in stock.

Refuse all others. Beware of imitations.



HIGHEST AWARD, LONDON, 1893.

STRETTON'S

(PRIZE MEDAL)

Worcestershire SAUCE

Pure, Delicious, Best.

STRETTON'S IMPERIAL RELISH—A splendid selling line.

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

CANADIAN AGENTS:

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

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

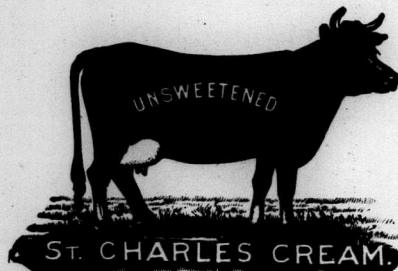
Sole Manufacturers

Stretton & Co., Limited,

WORCESTER, ENGLAND.

THE CANADIAN GROCER

Has stood
the test
of every
climate.



Purest
and best
for all
purposes.

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

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

Home Office and Address:

Correspondence and trade orders solicited.

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

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

Marmalade Wafers

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

Include this in your next order.

THE CANADA BISCUIT CO., LIMITED

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

King and Bathurst Streets, TORONTO.



QUALITY FIRST

Schepp's Cocoanut.

Packages and Bulk
The best of its kind.

L. SCHEPP CO.,

CANADIAN FACTORY: TORONTO, CAN.
NEW YORK.

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



"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.

Ceylon Tea **Black and Green**

stands supreme in the estimation
of all Tea connoisseurs.

Ceylon Tea **Black and Green**

stands supreme on account of its
own intrinsic value.

Let

Ceylon Tea **Black and Green**

rule supreme in your store.

Ceylon Tea **Black and Green**

gives supreme results to all who
handle it.

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.

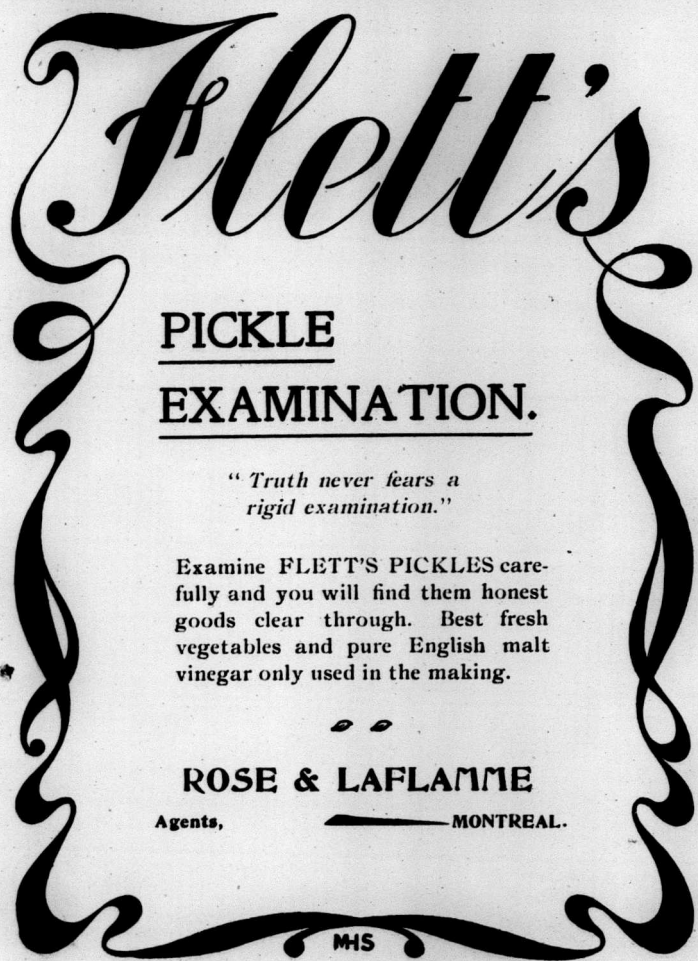
YOU WILL FIND IT
IN THE LAUNDRY EVERYWHERE.

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.



Flett's

**PICKLE
EXAMINATION.**

*"Truth never fears a
rigid examination."*

Examine **FLETT'S PICKLES** carefully and you will find them honest goods clear through. Best fresh vegetables and pure English malt vinegar only used in the making.

ROSE & LAFLAMME
Agents, MONTREAL.

MHS

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

CELLULOID STARCH

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

The profit (33 1/3%) is good enough for all good grocers.

THE BRANTFORD STARCH WORKS,
Limited, BRANTFORD, ONT.

BUY A JAPAN TEA at 19c. AND SELL IT at 30 to 35c.

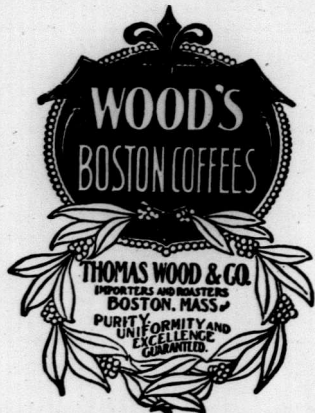
You can do this and delight your customers at the same time. We have some special lines of tea that show startling merit. You'll be surprised at the real value you can give customers, if you order a sample chest or so of this Japan from us. A great many retailers throughout the country are selling their most critical Japan Tea Drinkers, and making the handsome profit suggested above.

JUST BECAUSE you can buy a tea of this description cheap, it's no reason in the world why you should sacrifice your legitimate profit. You could sell at 25c. in a pinch, but it is well worth 35c. to the consumer.

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

A MASCOT FOR YOU.

There's good fortune in
WOOD'S COFFEES



So every dealer has found who makes our famous brands the leader in his business. You can do the same. In this line you will find Coffees that possess all the popular qualities, and once known your customers will constantly ask for them. Once introduced they create their own wide constituency.

For a LEADER "WOOD'S COFFEES" cannot be surpassed.

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



"What are you doing my pretty maid?
"I'm doing the People kind sir," she said

Reproduced from "New York Journal."

THE "TRUSTS"

From an American point of view. Indicating the prospects for the Canadian retailer if "Rings" are tolerated.

Who is going to rule?

The "Ring" or the Retailer?

That is the pertinent question to-day. A history of the inner workings of the "Ring" would be interesting—its inception in the guise of a harmless wholesale "Guild" for furthering their mutual welfare, then later, Schedules on Sugars, Tobaccos, Starches, etc. Syndicates to buy up and corner commodities. Companies to control the manufacture of Staples.

AND NOW

The idea is to organise, systemize, and develop the whole into a huge consolidated business or trust.

What is the Remedy? Co-Operation by the Retail Trade!

Send for particulars of membership in the



Grocers' Wholesale Co.,
LIMITED
HAMILTON, ONT.

ON PARLIAMENT HILL

RUMINATIONS
by
"ZED."

SO diversified are Canadian industries, and apparently so numerous their wants, that before the average bewildered legislator has had time to peruse one half of the literature with which he has been deluged on some particular subject, another with its attendant pamphlets and interviewers' is upon him.

Under these circumstances we may say that nothing keeps the centre of the stage long at Ottawa, and further that proceedings are rather on the scale of the modern circus with three rings in which simultaneous performances take place, and where, having paid your money you take your choice.

The Coal Tariff.

Having already had skirmishes with regard to salt, binder twine, coal oil, beet sugar, steel rails, and a pitched battle or two on the wide subject of increased protection all along the line, we are now asked to turn our jaded attention to the very important and interesting question of bituminous coal. Each member has received a communication worded as follows:

The following resolution was passed unanimously at the Mining Convention, held in the Board of Trade on February 17 and 18, 1903: "Whereas, the Province of Ontario is largely dependent upon foreign coal as a source of power, and the mining and other industrial interests of the Province are unable by reason of our distance from the mines to purchase Canadian coal at any but prohibitory prices, and the present duty on foreign coal is a direct burden upon the mining, metallurgical and industrial interests, and in no way extends the use of Canadian coal in Ontario; Resolved, that the present duty on bituminous coal should be repealed, and that this convention use every means in its power to procure from the Dominion Government the repeal of the same."

The probable cause of the present agitation as above expressed is to be found in the action of the United States Government, action resulting from the great coal strike of last year, whereby for a year to come a rebate equal to the amount of the import duty is to be allowed by that government on coal going into the United States. This, it is thought, affords a good opportunity for negotiation with the American Government, with the object of procuring by treaty for a term of years the abolition of the import duty on coal.

The Maritime Provinces take very strong ground against the abolition of the Canadian import duty because of the year of grace accorded by our neighbors, and their reason is not far to seek. At

the end of the year we have no assurance that the time will be extended, and meantime settled avenues of trade which have taken years to develop will be very much upset.

At present the coal miners of the Maritime Provinces have the Canadian market as far as Montreal, and this, owing to the protection accorded to them by the section of the Tariff which provides that "Coal, bituminous, round and run of mine, shall pay fifty-three cents per ton of 2,000 lb. (being the equivalent of sixty cents per ton of 2,240 lb.)" With a removal of this protection, they could not hold this trade for a day against the American coal, and unless a binding treaty for several years to come secured for them the entry into the New England market, their business would be utterly ruined.

In Nova Scotia particularly coal mining is of such vast importance to the whole province, that any blow at its healthy condition would raise a small rebellion. Thousands upon thousands of persons are engaged in it, millions of money are invested in it, the farmers get a large home market for their produce in the mining towns, and lastly the Provincial Government, by its royalty of ten cents per ton, derives a substantial revenue from it, of which every inhabitant of the province gets a very direct benefit in the schools of the country.

Now the people of the Maritime Provinces are largely importers of flour and its kindred products, upon the former of which there is a duty of sixty cents per barrel (including the duty on the barrel itself), and this is furnished to them by the Upper Provinces. The minute you mention the abolition of the duty on coal they reply, "certainly, as soon as you abolish the duty on flour." They claim, at least some of them do, for on this point they are more or less divided, that even with reciprocity in coal, unless the duty were done away with on flour, a profitable trade with New England could not be carried on, because the ships carrying it would get no adequate return cargo. Others say that this would not be an insuperable difficulty, as the coal is now being carried in large vessels of ever increasing tonnage, which, as the return trip would take only from two to three days and they would thus be idle so to speak only for that short time in each round trip, could not afford to wait a lengthy lading, which almost any

freight other than coal would entail. The majority seem to feel that a reciprocity in coal for a period of from ten to twenty years would be all right in any case, with or without flour on the free list, although of course they are fully alive to the benefit that change would be to the consumers of the province.

The reason assigned for naming ten years as the shortest time for which a reciprocity treaty could be accepted is that to develop this new trade very large sums indeed would have to be expended for improved facilities at both the shipping points and the destinations, for which a trade for a short period would by no means furnish the necessary sinking fund.

Soft coal is, of course, chiefly used in connection with manufacturing purposes, the anthracite going in large part to domestic furnaces and stoves, so that it is interesting to note the fact that while in 1896 we consumed in Canada, native and imported, 5,845,571 tons, we used in 1901 (see p. 156 Statistical Year Book of Canada; the volume for 1902 not yet being available) 9,718,272, a splendid showing for the enterprise with which Canadian manufacturers have enlarged their business operations in five short years.

From the general standpoint of Canada the question of the loss of revenue entailed by putting soft coal on the free list must not be lost sight of. In the case of the proposed legislation to abolish the sale, importation, and manufacture of cigarettes, a motion approving of which was by the way carried by nearly two votes to one, a loss of revenue to the extent of \$400,000 was involved, but in that case it was felt that the future health of the community demanded a drastic course, and the question of the shrinkage was never even mentioned in the debate, which moved along higher lines. In the financial year ending June 30th, 1902, the revenue from soft coal and coal dust (anthracite is, of course, already on the free list) amounted to the very large sum of \$1,652,993.50. It may be said that with large annual surpluses this sum might very well be foregone as a remission of taxation. The fact remains, however, that while there have been numerous large surpluses of late of revenue over ordinary expenditure, there have been since Confederation but three surpluses of revenue over all expenditure, that is, ordinary and capital account combined. The country is growing rap-

RISING SUN
STOVE POLISH and **SUN PASTE**
STOVE POLISH
IN **CAKES** WELL KNOWN AND RELIABLE
DURABLE
3000 TONS SOLD YEARLY
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.

idly, and like all growing countries the requirements for public works, transportation facilities, and a thousand and one other things are heavy and bound to continue so. Curtail the revenue and you must either leave undone those things which ought to have been done, or spend the money and add to the public debt, a course only permissible when actually necessary. If, in the interests of commerce any tax must be remitted, then the loss of revenue must be borne, but where there are two sections of the country so strongly opposed in a measure as that proposed, where we find the Maritime Provinces arrayed so to speak against old Canada, it behooves any government to move with caution, for we must remember Confederation, our desire for a United Canada, and that no advantage must be taken of our superior voting power in the Upper Provinces to deal unjustly with our good friends down by the sea.

* * *

SO intimately is the wheat trade bound up with the transportation question that we can scarcely discuss the one without introducing the other, and as wheat, if not "King" in Canada, is certainly at the least "Heir Apparent," anything concerning it must be of interest to all engaged in every kind of trade in the Dominion.

Now no commerce can flourish which gives a full cargo one way only, and hence if the immense wheat crops of Manitoba and the Territories are in large part to go out through American channels, many of them crossing the boundary as far west as Manitoba itself, we

The Wheat Trade.

cannot reasonably expect a profitable trade with the west in the products of the east. In a word, the grain of that great country must come to the Canadian seaboard, and the cars and ships transporting it must go back laden with the factory output of older Canada. While tens of millions have been spent already in supplying railway and water facilities for

the west, it is freely stated that of last year's crop 25,000,000 bushels remain still unmoved, and with the prospect of a large increase in the growth of the coming season, the problem becomes more and more serious.

One of three things will happen:—First, the surplus grain will go through American channels with the attendant loss of return trade from old Canada outlined as above, or second, it will go through Canadian channels to Canadian sea-ports owing to large increase in facilities both by land and water, or thirdly, it will find an inadequate outlet through both, with a consequent set-back to the settlement of the country, which would be the most disastrous blow imaginable to the present and increasing prosperity of Canada. It is pleasing to know that while much remains to be done, present improvements in our lake ports are beginning to bear fruit. On March 26th Mr. Holmes asked the Minister of Customs as to grain shipments from Port Arthur and Fort William during the years of 1901 and 1902, and elicited the following most encouraging information:

GRAIN SHIPMENTS OF TWO YEARS.

	Bushels. 1901.	Bushels. 1902.
Port Arthur.....	709,032	6,801,209
Fort William.....	13,856,168	29,400,652

of which in 1901 Port Arthur shipped to other Canadian ports, mainly to Parry Sound, Meaford, Collingwood, Point Edward, Sarnia, Kingston, Goderich, Montreal, Midland, Owen Sound and Depot Harbor 665,444 bushels, and in 1902, 4,955,023 bushels, while Fort William shipped to Canadian ports in 1901 9,181,978, and in 1902 18,096,575.

And this brings us very naturally to the large and important delegation from Port Arthur, North Bay, and other neighboring points, which on March 27th waited upon the Premier and the Minister of Railways and Finance to urge upon the Government the improvement of the French River navigation so that a deep water-way might be provided from the

Georgian Bay to North Bay on Lake Nipissing.

This, it is said, could be accomplished for \$5,000,000. It would greatly shorten the route east and would relieve the congestion in the upper lake ports. Even if it never went further, the expenditure it is claimed would be justified, but by many it is hoped that this would be but the first step towards the building of the Georgian Bay Canal, which, taking advantage of the configuration of the country near North Bay, and later in its course utilizing the splendid stretches of the Ottawa, would eventually reach the sea-board at Montreal, immensely shortening distances and providing means of outlet for the enormous crops which in ten years the westerners will be harvesting.

The latter part of the scheme is undoubtedly very ambitious, for it would involve the expenditure of from 75 to 100 millions of money, although the present estimate is, of course, somewhat less.

The Hon. Mr. Tarte strongly supported the delegation, and the Minister appeared as sympathetic as gentlemen in their responsible positions ever allow themselves to be.

The Premier remarked that railways and waterways had each their special advocates as transportation channels, but in his opinion both would be required for the trade of Canada.

He remarked that the transportation question was as old as Canada itself, and instanced the primitive canal at the Soo, a section of which is still retained as an historical relic, an endeavor in the early traders of those days to lighten the labor of their fur-trading industry by avoiding the arduous portage at that point. He took issue with the statement that Canada was behind the United States in liberality of appropriation for purposes such as these, and maintained that in proportion to wealth and population the comparison was all in our favor.

Mr. Tarte spoke vigorously against allowing any of our great national water-

CLEAN UP. SPRING IS HERE.

We have in stock

SHINON

For Metals, for Silver, for Glass, for Bars, etc., etc.

LUCAS, STEELE & BRISTOL, Agents, Hamilton

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

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

It Looks

as though **JERSEY CREAM YEAST CAKES** were here to stay. Our crew of sample distributors will leave for a protracted eastern trip shortly and before the summer is far advanced—look for a tremendous increase in our Yeast business.

REMEMBER that money spent on **JERSEY CREAM YEAST CAKES** remains in Canada.

JERSEY CREAM YEAST CAKES

Best in the World.

Purely Canadian.

LUMSDEN BROS.

HAMILTON and TORONTO

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

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

Home-made preserves are exhausted. Green apples are done. The good housewife is looking for something to meet the demand for these necessities of the table.

GOODWILLIE'S

GOODWILLIE'S

Preserved Fruits Fill the Bill.

Absolutely pure. Made only of Redpath's Extra Standard Granulated Sugar and the choicest fruits produced in the famous Niagara Peninsula. Not half-decayed before being boiled. Packed in the gardens where grown. Put up in Sealed Pint Jars, one dozen per case.

WE HAVE THEM:

Red Raspberries, Red Cherries, Green Gage Plums,
Lombard Plums, Pears, Gooseberries.

ORDER PROMPTLY AND SECURE BEST ASSORTMENT.

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

THE CANADIAN GROCER

NEW MAPLE SYRUP

"IMPERIAL" Brand.

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

*also in
Barrels
Half-Barrels
and Kegs*

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

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



A ROLLING STONE,

it is said, gathers no moss. If you jump from one brand of cheese to another you will gather no profit. Take the best, which is

IMPERIAL

and stick to it. Your customers will not be slow in showing their appreciation.

A. F. MacLaren Imperial Cheese Co.
LIMITED,
TORONTO.

ways to pass into private hands, for while railways could always be duplicated and the necessary competition thus procured, it would be impossible to meet a "water" monopoly in that way. He proclaimed Midland and Depot Harbor as the rivals of Buffalo, and if trade continues to increase in these and neighboring ports as it has done in the last two years, his contention will before a great while be justified, although it is of course always difficult to wrest trade from well established channels. He made an extremely good point when he said the United States have no right to any of our grain trade, but we have a right to some of theirs, because we have the shortest route.

Mr. Kendal, of Sydney, Cape Breton, one of the best informed members in the House, said that the building of the Ottawa & Georgian Bay Canal would make it possible for the manufacturing towns of western and new Ontario to use the coal of the Maritime Provinces, as it could be shipped by an all-water route for about fifty cents per ton per thousand miles, whereas by rail that was the cost per hundred miles. As the Government has pledged itself to the appointment of a transportation commissioner to report on the best methods of improving our present position along these lines, it is pretty certain that no very extensive new work will be undertaken until after the report of the gentlemen composing it has been presented and very carefully considered.

* * *

IN busy Canada nearly every man is a borrower, and this condition is likely to continue as long as many tempting chances for investments of all kinds exist. "Tight money," is the constant complaint; more capital is what we need—the ever present cry—and so any legislation which permits to loan companies a wider lending discretion, always provided it be along conservative lines, will be welcome to all.

THE CANADIAN GROCER

The Act "to extend the power of loan companies," introduced by Mr. Thompson, of Haldimand, has for its object the widening of the loaning powers of certain companies, that they may be placed on an equal footing with other corporations of a similar nature. Many of the longest established loan companies were created under the old Companies Act. Subsequent to that, in 1899, a Loan Companies Act was passed, which was not retroactive, which gave much larger powers to companies incorporated under it. Thus it came about that new comers in the field found themselves with more valuable rights than old timers possessed, and it is to wipe away this injustice that legislation is now sought. The most interesting extension of the present rights of the old companies is a permission to lend up to a certain percentage on its own permanent paid-up stock.

Many stock-holders who require money for a temporary purpose only, and who do not wish to sell out good stocks, will no doubt be glad of this new extension to their credit.

One of the recent deputations to wait upon the Government for an increased duty, came from the salt manufacturers of Ontario. At present all salt imported from British possessions comes in duty free, and the duty on salt imported from other countries is 7½ cents per hundred

The Salt Tariff.

pounds on package, and 5 cents per hundred pounds on coarse. The deputation asked that the duty be made the same as in the United States, to wit 12 cents on package and 8 cents on coarse per hundred, and that this should be on all importations from whatever country, British or foreign. The reason generally assigned for the admission of British salt free is that the salt is needed for the fish trade, chiefly in the Maritime Provinces, but as no provision was made in the Act restricting the exemption to salt used for those purposes alone, all consumers got the benefit. Not wishing

to interfere in the raw material of the fishermen, the deputation proposed that in the event of the imposition of the duty as asked, a rebate equal to the full amount of the duty should be allowed to those engaged in that trade. It was pointed out that the salt manufacturers were heavily taxed in the import duties of many articles required in the production of their output, as, for instance, soft coal, which at 53 cents per ton duty means a cost of about 4 cents per barrel.

At present American salt has been quoted at Fort William as low as 52 cents per barrel, now it would cost some 25 cents per barrel to deliver salt from the Canadian fields to that point: put the cost of the barrel at twenty-five more and, of course, trade becomes an impossibility.

It is said that the above quotation for American salt is, however, an exceptional one, and represents a sale well below cost, a sale made in an endeavor to drive a couple of American independent concerns into a large combine in that country, and that before a very long time trade will resume its normal conditions again.

Be this as it may, the salt industry of Ontario is not under even ordinary conditions in a flourishing state. It is of very considerable magnitude, two of the largest concerns, Ransford Bros., of Clinton, and Henderson, of Windsor, having a capacity of one thousand barrels of salt per day, so that the proposals of the deputation are well worth the consideration of the Government, which, as usual, has of course been promised.

We may say that about 750,000 bbls. of salt manufactured in British possessions now comes in duty free, while the Canadian production is about 350,000 bbls.

John A. McCane, grocer and butcher, St. Thomas, Ont., has sold butcher business to Moody & Clark.

SOME SUGARED SENTENCES

We wish to announce to the trade that we have purchased the entire remaining output of the Wiarion Beet Sugar Co., of Wiarion, Ont.

This means that we have

SOME GREAT SUGAR SNAPS

for you for a while.

You know all about the quality of Wiarion Beet Sugar.

Let our travellers know, or write us direct and we will give you further particulars.

THE
DAVIDSON & HAY,
LIMITED
Wholesale Grocers TORONTO



THEY TICKLE THE PALATES
OF THE MOST PARTICULAR PEOPLE.

UPTON'S JAMS, JELLIES and
MARMALADES

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

— SELLING AGENTS —

DAIRY PRODUCE AND PROVISIONS

and Cold Storage News.

THE CANADIAN BACON TRADE.

HERE is no limit, says The Peterboro' Examiner, to the expansion of the bacon trade of this country if the farmers will supply the hog. Last year, 1901, Canada exported, chiefly to the Old Country, bacon and hams, to the value of \$11,493,868—a mere drop in the bucket compared to what the British market is capable of absorbing. In the year 1901 Great Britain imported hog products, in the shape of bacon, hams, and fresh pork, to the value of \$85,125,698, so that Canada sent only about one-eighth of the hog products that Great Britain imported. The Canadian hog trade has increased by leaps and bounds. Ten years ago, in 1891, our total exports in this line amounted to only \$628,469. Five years later, in 1896, the export trade had grown to \$3,662,018, and five years later, to \$11,778,446. This growth led to the multiplication of factories, and among these were some the outcome of an attempt to establish the Danish Co-operative System. They were known as co-operative pork-packing companies, and were established at several points in the province. The idea is said to have been to have the farmers go into packing, by which it was hoped to realize better prices for hogs. But the experience of one or two of these co-operative companies was not encouraging. According to reports published, that located at Palmerston was operated at a loss of \$49,383. The Farmers' Co-operative Pork Packing Company of Brantford is said to have lost last year \$28,000. Taking these two concerns as types it does not seem that investment in a packing house at present is likely to be a profitable one, unless the number of packing houses is reduced or does not increase, or until farmers raise sufficient hogs to keep existing packing houses occupied.

AN ABATTOIR FOR ST. JOHN.

St. John, N.B., is to have what there has been an agitation for for considerable time, namely, a modern abattoir. Kane & McGrath, St. John, are the promoters of the scheme, and they will build on what is known as the Damery site, about a mile and a half from the city. The plans have been drawn and forwarded by the Linde British Refrigeration Co., Montreal, but, owing to the ab-

sence of Mr. McGrath, who is at Fergus, Ont., for the purpose of getting information about the construction of an abattoir being erected there, they have not been accepted as yet. F. Neil Brodie, St. John, is the architect of the building, which will have four catch pens, 15 ft. square, killing bed, washing bed, offal rooms, and a cooling room sufficiently large to accommodate 250 carcasses of cattle. The refrigerator will probably be 60 x 40 ft., and will consist of chilling and freezing departments of the most modern improvements. The building will be of wood and its estimated cost is \$25,000. It is not expected that the abattoir will be completed before the first of autumn.

VISIBLE STOCKS OF LARD.

The N. K. Fairbank Co., Chicago, give the following estimates of the stocks of lard held in Europe and afloat on April 1, according to cable advices, to which are added estimates of former years, and stocks in cities named:

	1903. Apr. 1.	1903. Mar. 1.	1902. Apr. 1.	1901. Apr. 1.	1900. Apr. 1.	1899. Apr. 1.
Liverpool and Manchester	11,000	13,500	12,000	6,000	27,000	46,000
Other British ports	2,500	3,500	4,000	5,000	7,000	8,000
Hamburg	12,000	15,000	14,500	12,500	9,000	12,000
Bremen	1,000	2,000	1,500	1,000	2,000	3,000
Berlin	1,500	2,000	1,500	1,500	2,000	4,000
Baltic ports	13,000	10,000	8,000	9,500	4,000	8,500
Amsterdam }	1,500	2,000	2,500	1,000	2,000	3,500
Rotterdam }						
Mannheim }						
Antwerp	7,000	7,500	1,500	1,500	4,000	7,000
French ports	1,100	500	2,500	5,000	4,000	8,000
Italian and Spanish ports	500	500	1,000	1,000	1,000	1,000
Total in Europe	51,100	56,500	49,000	44,000	62,000	101,000
Afloat for Europe	40,000	50,000	78,000	70,000	60,000	75,000
Total in Europe and afloat	91,100	106,500	127,000	114,000	122,000	176,000
Chicago prime steam	11,108	12,293	55,574	29,399	105,249	143,355
Chicago other kinds	10,800	12,021	11,388	6,236	10,172	8,395
East St. Louis	125	None	1,367	2,501	10,300	16,000
Kansas City	3,709	6,423	7,954	6,713	5,576	21,358
Omaha	2,842	3,703	6,357	1,856	3,384	4,819
New York	6,136	6,525	6,095	9,027	11,234	19,177
Milwaukee	903	862	2,210	1,376	7,676	8,617
Cedar Rapids	(*)	(*)	1,070	1,604	4,158	1,084
South St. Joseph	1,508	2,694	3,036	2,360	620	4,930
Total tierces	128,231	151,011	222,051	175,052	280,369	403,635

(*) Not available.

INSTRUCTIONS FOR CHEESE MAKERS.

The organization for instruction purposes in Western Ontario for the present season has just been completed and four groups or syndicates of cheese factories have been formed, as follows:

1. Simcoe—For the factories in Norfolk County and some adjacent thereto,

about 25 factories, in charge of Mr. W. G. Medd, who will make Simcoe his headquarters.

2. Brantford-Dunnville—About 22 factories, under the charge of Mr. J. R. Burgess, who will make Brantford his headquarters. Mr. Burgess has been maker at the celebrated Bluevale factory.

3. Ingersoll—Comprising about 25 factories in the counties of Oxford and Middlesex, mostly to the south of Ingersoll, under the charge of Mr. S. P. Brown, of Birnam.

4. Stratford - Lambton—Comprising about 20 factories in the Lambton and Goderich districts, under the charge of Mr. Alex. McKay, of Brooksdale.

For factories not in the foregoing groups, Mr. Frank Hens, of Strathroy, has been appointed as instructor.

For the summer creameries, of which there are about 60 in Western Ontario, Mr. J. C. Bell, of Winchelsea, and Mr. J. A. McFeeters, of Guelph, have been appointed as instructors. All these instructors will work under the direction

of, and in co-operation with, the chief instructor, Mr. George H. Barr, of Guelph.


COOL CURED CHEESE THE BEST.

N. G. Somerville, superintendent of the Brockville Cheese Curing Station, has received reports from two Old Country

RETURNED
JUN 13 1903
see cut book 9 Page 55

IMPERIAL

CREAM TARTAR



BAKING POWDER

PUREST, STRONGEST, BEST.

Contains no Alum, Ammonia, Lime, Phosphates, or any Injurious.

E. W. GILLETT COMPANY LIMITED
TORONTO, ONT.

When you have any

BUTTER OR EGGS

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

The J. A. McLean Produce Co., Limited

75-77 Colborne Street

Telephone Main 2491.

Toronto.

F. W. FEARMAN CO.

Limited

Curers of... **HAMILTON**

"STAR BRAND" Hams and Bacon

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

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

<p>Hams</p> <p>Breakfast Bacon</p> <p>Roll Bacon</p> <p>Long Clear Bacon</p> <p>Bologna Sausage</p> <p>Pork Sausage</p>	<p>Pure Lard</p> <p>Full Cream Cheese</p> <p>Stilton Cheese</p> <p>English Brawn</p> <p>Boiled Hams</p> <p>Boiled Roll Bacon</p>
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RELIABLE GOODS AT RIGHT PRICES.

Write or wire for special quotations on car lots.

The Park, Blackwell Co.,

PORK PACKERS,

LIMITED

TORONTO, ONT.

DAIRY PRODUCE AND PROVISIONS

dealers in reference to the quality of cheese shipped from Brockville. One was from Andrew Clement & Son, Glasgow, and the other from Hodgson Bros., Liverpool. They both agree that in every case the cool cured cheese are much better in quality than the ordinary cured. Hodgson Bros. say that they can get 1/3c. per lb. more for cool cured than for the ordinary.

A NEW FACTORY.

The new cheese factory recently erected by Edward Hunter, of Woodstock, near Vandecar, was formally opened on April 3. About 50 patrons were present at the ceremony and elected the directors and other officials. Mr. Hunter, the proprietor, is salesman, and Allan Kneal secretary-treasurer. The directors are Messrs. Holdsworth, W. Sage, Harris, E. Sage, Brown and Laarz. The new factory is situated in one of the richest farming communities in Ontario, and, equipped as it is with every modern appliance for the manufacture of cheese and butter, its success is almost assured.

DAIRY PRODUCE. TORONTO.

BUTTER—The butter market continues to be marked by great scarcity of supply, barely sufficient coming to hand to meet demand. Very little creamery butter is to be had, and prices have again advanced 1c. per lb. Old creamery is now quite out of stock. The opening of the summer factories is looked forward to at an early date as a means of relief to the situation. We quote :

	Per lb.	
Creamery prints.....	0 24	0 25
" solids, fresh.....	0 22	0 22 1/2
Dairy rolls, large.....	0 17	0 18
" prints.....	0 18	0 19
" tubs, selected.....	0 16	0 18
" medium.....	0 15	0 16
" common.....	0 12	0 14

CHEESE—The state of the cheese market is still unsatisfactory. Prices have still further stiffened to an advance of 1/4c. per lb. There have been a few arrivals of new cheese, but only of middling qualities. We quote :

	Per lb.	
Cheese, large, old.....	0 14	0 14 1/2
" twins, old.....	0 14	0 14 1/2
" large, new.....	0 13	0 13 1/2

MONTREAL.

CHEESE — Stocks are practically exhausted, and very little new fodder cheese is being offered. The high prices, however, have materially affected consumption, so that although stocks are small, no doubt there will be enough to go around until prices moderate. The jobbing price for small lots is 14c. Dealers say they have not seen any new cheese cut up in the retail trade, although there have been sales reported to exporters at 13 1/4 to 13 1/2c. We quote :

Fine September, per lb.....	0 13 1/2	0 13 1/2
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BUTTER—The market is pretty bare of both dairy and creamery of good quality. In fact, there is hardly sufficient coming forward to supply the demand. Some country points, however, indicate that the make of butter is increasing, and that the shortage is not likely to last much longer. There have been a few carloads of Manitoba dairy on the market lately, but the quality is very inferior. Buyers will not touch it except at a low price. We quote :

	Per lb.	
Fresh creamery.....	0 23	0 25
Old Creamery.....	0 18	0 20
Dairy rolls.....	0 18	0 19
Manitoba.....	0 13	0 15

WINNIPEG.

BUTTER—The situation has not materially altered, nor can it be said to have improved. Receipts of first-class dairy butter are small and slow and receipts of inferior grades are fairly large. Prices are hard to quote, for the reason that there is really no regular market. Small lots of good, sweet, fresh table butter bring fancy prices, while for poor grades there is no demand at all.

CHEESE—The small lots on hand in jobbing houses are held at 14c.

EGGS—There will be no lack of eggs for Easter, as supplies are very liberal. The price has not altered materially from last week, jobbing houses offering 12 1/2c., Winnipeg.

THE PROVISION MARKETS. TORONTO.

There is little to remark in the provision market since our last issue. The business done has been generally satisfactory and prices have remained firm in all dressed meats. Beef has stiffened somewhat and business continues good, best hind quarters having advanced to \$9. In mutton, there has been an upward move, and good lamb is now being quoted at an advance of from 50c. to \$1. We quote :

Long clear bacon, per lb.....	\$0 10	\$0 10 1/2
Smoked breakfast bacon, per lb.....	0 13 1/2	0 14 1/2
Roll bacon, per lb.....	0 11 1/2	0 12
Medium hams, per lb.....	0 13	0 13 1/2
Large hams, per lb.....	0 12	0 12 1/2
Shoulder hams, per lb.....	0 11	0 11 1/2
Backs, per lb.....	0 14	0 15
Heavy mess pork, per bbl.....	21 00	21 25
Short cut, per bbl.....	23 00	23 25
Shoulder mess pork, per bbl.....	19 00	19 00
Lard, tierces, per lb.....	0 10 1/2	0 10 1/2
" tubs.....	0 11	0 11 1/2
" pails.....	0 11	0 11 1/2
" compounds, per lb.....	0 08 1/2	0 09 1/2
Plate beef, per 200-lb. bbl.....	15 00	15 00
Small butchers' hogs.....	8 09	8 25
Beef, hind quarters.....	7 00	9 00
" front quarters.....	5 00	6 00
" choice carcasses.....	6 00	7 25
" medium.....	5 50	6 50
" common.....	5 00	5 50
Mutton.....	7 00	9 00
Lamb.....	9 00	11 00
Veal.....	8 00	9 50

MONTREAL.

There was no change in the condition of the local provision market, which rules steady for most lines. During the week the demand has been chiefly for hams and bacon, and owing to the fact that both

local and country buyers have been laying in a stock for the Easter trade, the movement has been large. Lard has met with a fairly good inquiry, and the several round lots of pure leaf and compound have been placed both for city and for shipment within range of our quotations. We quote as follows :

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

There was no change in the market for fresh-killed hogs, but the prospects are that, owing to the weakness of the Toronto market for live hogs and the recent decline of 25c. per 100 lb., prices for dressed hogs will likely rule easier next week. Country dressed hogs are now selling at \$9.25 and abattoir dressed \$9.75 per 100 lb.

The dressed meat market is steady, and for all lines a good demand is experienced owing to Easter being so near. We quote as follows :

No. 1 beef, hind quarters, per lb.....	\$0 07	\$0 08
" fore quarters.....	0 04	0 05
Lower grades, hind quarters, per lb.....	0 05 1/2	0 06
" fore quarters.....	0 03 1/2	0 04

WINNIPEG.

BEEF—The market is active and the supply very fair. Winter stocks of frozen beef are pretty well cleared up. Offerings of freshly killed are fair and prices are without change at 6 1/4 to 7 1/2c.

MUTTON—Freshly killed is very scarce. The receipts of sheep at the abattoirs were only about three cars for the week and these cost 5c. off cars here. Lambs are very dear, being worth \$6 each. Mutton is worth 9 to 10c. and lambs 11 1/2 to 12c.

VEAL—So far the offerings have been small and the veal of poor quality, which, however, is improving, but the supply is still short. Calves, dressed, are worth 9 1/2c.

HOGS—Offerings of dressed hogs are small and will practically cease by the middle of this month. Present quotations are 7 1/4 to 7 1/2c.

CURED MEATS—This market shows increasing activity, and prices in some lines are again firmer. We quote : Hams, 14c.; shoulders, 10 3/4c.; breakfast bacon, backs, 13 3/4c.; bellies, 14 1/4c.; spiced rolls, long, 11 3/4c.; short, 11 1/4c.; dry salt long clear, 10 1/2c.; backs, 11 1/2c.

LARD—We quote : In tierces, 11 1/2c.; 50-lb. tubs, \$5.70; 20-lb. pails, \$2.35;

THE CANADIAN GROCER

10-lb. pails, \$7.15; 5-lb. pails, \$7.20; 3-lb. pails, \$7.30. Compound lard, 20 lb. pails, \$1.80 and 3-lb. pails, \$5.55.

TRADE NOTES.

HANLEY & BURGESS, butchers, Boissevain, Man., have dissolved partnership; W. Hanley continues.

John Scott, cattle buyer, Listowel, Ont., is now buying hogs as well as cattle.

Wm. Heffron, Blyth, Ont., has purchased a butchering business in Brussels.

The Relchenbach Co., Limited, butchers, New Westminster, B.C., have been incorporated.

Gustavus F. Swift, the founder of the immense American packing-house business of Swift & Co., is dead.

John B. McCance, grocer and butcher, St. Thomas, Ont., has sold his butcher business to Moody & Clark.

An up-to-date cheese factory will be erected at Harper's Corners, Ont., this season, by Stephen Bennett, of Perth.

The promoters of the South Grimsby, Ont., Cheese Factory are increasing their business considerably this season. Several new routes have been established.

There was a great scarcity of butter in the St. John, N.B., market the latter part of the week past. It was almost impossible to obtain good packed butter, and creamery was also very scarce.

A carbonic anhydrid refrigerating plant will be installed in the Maple, Ont., creamery by C. E. Lister; an up-to-date system for pasteurizing milk and cream sold for table use will also be put in.

It is said that swine have no knowledge of the value of precious stones, but the one killed recently by Isaac Gunnell, Kaladar, Ont., in the stomach of which was found a nugget of gold quartz worth \$200, was evidently an exception.

Jas. Burgess, buttermaker, at the Bluevale Butter Factory, Wingham, Ont., for some time past, is now taking a special ten days' course at the Dairy School in Guelph, prior to taking a position as one of the dairy instructors in Western Ontario.

The Glanworth, Ont., cheese factory has opened up. The directors have decided to continue their last year's practice of putting up a great part of their cheese in pound packages, as they found that these small packages took well last season.

Wm. Duncan has bought the butcher business of F. Linnie, Grandview, Man., and took possession very recently. Mr. Duncan was formerly a well-known resident of Brandon, at which place was the headquarters of an extensive cattle buying and ranching business conducted by him.

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS AND COMPROMISES.

WILLIAM McRAE, general merchant, Copper Cliff, Ont., has assigned to John Price.

N. Couvrette, grocer, Montreal, has assigned.

H. C. Killins, general merchant, Dunnville, Ont., has assigned to C. S. Scott. Gonzague Gagnon, general merchant, Thurso, Que., has effected a compromise.

A meeting of the creditors of N. Couvrette, grocer, Montreal, will be held on April 14.

The receiver is in charge of the general business of Young & Morrison, Thamesford, Ont.

J. T. Peardon, grocer, Charlottetown, P.E.I., is offering to compromise at 30c. on the dollar.

F. S. Jones, grocer and dry goods merchant, Prince Albert, has assigned to F. C. Baker.

The assignment of Ed. Paterson, general merchant, Hillsburg, Ont., has been transferred to Osler Wade, Toronto.

L. W. Allison, grocer, Essex, Ont., has assigned to H. O. Daykin, and a meeting of the creditors was held on Tuesday.

M. Daignault, general merchant, St. Etienne de Beauharnois, Que., is offering to compromise at 30c. on the dollar, cash.

The estate of The North Bay Supply Co., Limited, North Bay, is to be wound up under assignment, and the stock to be sold by auction on April 15.

Jacob Kellert has been appointed provisional guardian of the general business of George B. Reid, Glacefield, Que., and a meeting of the creditors will be held on April 11.

SALES MADE AND PENDING.

Wm. Carter, general merchant, Minto, has sold out.

J. V. McMurray, baker, Tillsonburg, Ont., has sold out.

Leon Creton, grocer and liquor dealer, Montreal, has sold out.

J. W. Rickers, grocer, Pincher, has sold out to Murray & McCreddie.

Wm. Jackson, baker and confectioner, Russell, Ont., has sold out.

A. Mainer, confectioner, Toronto, has sold out to Hales & Dunlop.

David Irwin, general merchant, Elgin, has sold his stock to F. P. Jackson.

C. A. McLean, confectionery dealer, Holland, has sold out to J. Pearson.

Menno Banco, baker and confectioner, Gladstone, has sold out to J. Leaman.

W. A. Bingham, general merchant, Croton, Ont., has sold out to Samuel Peters.

Wm. Nicholson, fruit and tobacco dealer, Vancouver, B.C., has sold out to G. C. Hamilton.

The assets of the grocery and butchering business of Page & Storey, Ottawa, have been sold.

The assets of the general business of E. Laferriere, St. Julienne de Montcalm, Que., are to be sold.

Mary J. Savage, fancy goods and confectionery, Wallaceburg, Ont., is offering her business for sale.

R. Laing & Co., grain and produce merchants, Petrolea, Ont., have sold grain business to F. May.

The general business of J. & E. A. Farr, Chilliwack, B.C., is advertised for sale; E. A. Farr deceased.

J. O. Bastien, general merchant, St. Leonard de Port Maurice, Que., has sold out and removed to St. Louis de Mile End.

The general stock of Blais & Proulx, St. Anne de la Pocatiere, Que., has been sold to Gaspard Rochette at 64 and one-half cents on the dollar.

INCORPORATIONS AND CHANGES.

Hamel & Bedard, grocers, Quebec, have been registered.

Cardinal & Bedard, grocers, Quebec, have been registered.

The Thompson Co., Limited, Toronto, have obtained a charter.

Kert & Merson have commenced a grocery business in Ottawa.

Leclair Bros., cattle dealers, Lachine, Que., have been registered.

The Golden Meat Co., Limited, Golden, B.C., have been incorporated.

The Burlington Canning Co., Limited, Burlington, Ont., has been chartered.

W. S. Cunningham, grocer, Hamilton, has been succeeded by A. H. Baldwin.

C. Finkleman, general merchant, Selkirk, has opened a branch at Emerson.

Arthur & Cote, general merchants, South Durham, Que., have been registered.

The L. Huel Co., Limited, general merchants, Findlay, have been incorporated.

Bain Engelvin, general merchant, St. Claude, has been succeeded by C. J. H. Arbez.

The Canadian Cannery Consolidated Companies, Limited, Hamilton, have been chartered.

H. W. Legare, general merchant, Labelle, Que., has opened a branch at L'Annonciation.

C. A. Laflamme, general merchant, L'Annonciation, Que., has been succeeded by H. W. Legare.

The Winnipeg Pure Milk Co. have made application to have name changed to Munro Pure Milk Co.

PARTNERSHIPS FORMED AND DISSOLVED.

E. C. Genge & Co., fruit dealers, Montreal, have dissolved.

R. W. Allen, grocer, has admitted Robert Cumpson into partnership.

F. A. Olmstead & Co., general merchants, Sutton, Que., have dissolved.

Patenande & Langlois, general merchants, Stottsville, Que., have dissolved.

Latange & Provencher, general merchants, Plessisville, Que., have dissolved partnership.

McCormick & McCarthy, general merchants, Blackville, N.B., have dissolved, and Thomas J. McCarthy continues.

DEATHS.

Wm. Carrier, flour merchant, Quebec, is dead.

E. A. Farr, of the firm of J. & E. A. Farr, general merchants, Chilliwack, B.C., is dead.

DEPARTMENT OF ADVERTISING SUGGESTION AND CRITICISM

Edited by

W. Arthur
Lydiatt,

TORONTO.

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

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

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

ABOUT fifty per cent. of those retailers who make any effort to do good advertising use syndicate ads.

Syndicate newspaper ads are ready-made ads. covering all the principal lines of retail trade, which are regularly sent to as many as will take them and pay for them.

The subject matter, while written for some particular trade or another, is usually of a general character, and with a few slight changes, might be used with equal effectiveness by merchants in any one of a half dozen trades.

Some of these ads are very good—and some are very bad.

The majority are neither.

They are written to meet the requirements of a great many different stores, so that it is next to impossible to inject any degree of individuality into them.

Used as written, they do not make for good advertising. But used as they ought to be used—merely as suggestions for ads.—they can be made of inestimable value to every retailer.

Looking through over a thousand of these ads. I found about 50 which were really good. Two or three hundred more of them could, with slight changes, be made useful. Most of the remaining ones offered suggestions for the subjects of as many ads., but in order to be of any use would have to be entirely re-written.

Most syndicate ads. are illustrated. In fact, it is usually for the purpose of selling the cuts for the illustrations that the ads. are written.

These illustrations are proportionately good, bad and indifferent, like the reading matter, though perhaps uniformly worse. The drawings are, as a rule, poorly executed, and the pictures devoid of interest, in many instances being absolutely meaningless.

Now it is pretty generally conceded that good illustrations are essential to effective advertising. An illustration when used in accordance with the meaning of the headline or text of the ad, conveys an idea to the mind of the reader quicker than would simple type argument.

But the trouble with most of these syndicate illustrations is that they do not illustrate.

The meaning of the word illustrate is to make plain—to simplify, and unless the illustration embodies this meaning, it would be far better for the advertiser to depend altogether on plain type.

Here's a "syndicate" illustration which was used to illustrate an ad. for a dairy:



The old gentleman is connected with a nursing bottle by the usual coupling, while the youngster gleefully puffs at a cigarette. It is called "Another Absent-minded Beggar" but might better be called "Another Absent-minded Sucker"—which appellation might fittingly be applied to the party who drew the picture, and to the man who would use it to advertise his business. It illustrates an ad. about milk, but might just as well be used to advertise a brand of cigarettes, a livery stable, or a circus.

The main purpose of an illustration in an advertisement is to convince the reader that the article offered possesses merit.

Still there are advertisers who think that pictures are used solely to attract attention, and believing this, they write their copy to fit the picture, whereas the picture should always be made to illustrate the copy. The copy is of primary importance—the picture is always secondary.

The text of the ad. and the illustration should always have a close connection, especially if the picture is intended to illustrate the article or articles advertised. The text should describe the article—the illustration picture it.

Of course, there are illustrations which are used for the same reason that a border is used—to make the ad. attractive in appearance—in which case it is not necessary that the picture should illustrate the text or the article advertised. And perhaps after all, this is the purpose of "syndicate" illustrations, but since an attempt is made to illustrate something (what that something is, is usually a puzzle) we feel justified in judging them critically.

Here is another syndicate illustration and headline, which is taken from an ad. about butter and eggs. This reproduction illustrates an illustration that does not illustrate.



A Sign of Quality.

The animal looks like one of those little Noah's ark cows we used to play with when we were children—or perhaps it's an "animal" biscuit. The whole picture might be a prize drawing from a kindergarten class.

It illustrates neither butter nor eggs, nor the headline, nor anything connected with the text of the ad.

And it is called "A Sign of Quality."

While illustrating syndicates are able to sell illustrations like this for ads., there is surely great room for improvement in retail advertising.

I'll have something more to say along this line in later issues.

The first batch of ads. to reach me for comment came from Mr. J. A. McCrea, of

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

BERLIN BRUSH CO.



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

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

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

Dried Apples

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

The W. A. Gibb Co.

7 Market St., Hamilton



TANGLEFOOT

SEALED STICKY FLY-PAPER.

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

Guelph, Ont. The fact that Mr. McCrea uses syndicate ads. occasioned my previous remarks in this connection. The ads. he has sent me are not particularly bad—nor are they particularly good, for that matter.

Two of them are reproduced herewith. Notice the "illustrations that do not illustrate" in No. 1.

Looking at this ad. critically, I might be justified in expecting to find a maid behind a table of dishes, with a side-board in the background, if I should happen to go into Mr. McCrea's store.

This picture illustrates "art and utility hand in hand" I suppose. Guess the neatly-set table is the "art" and the maid "utility"—or is it the other way about?

The upper picture illustrates "Beautiful Wares," and we see a picture of two women. It is to be hoped these "articles of daily use" do "combine utility with

looking through the list I notice that a couple of articles are left unpriced—particularly the eggs and butter.

It is very necessary to give prices, especially in a grocery advertisement. The "Prices Current" in each issue of "The Grocer" are of special interest to every reader. So the "prices current" in your store will be of special interest to every housewife. Prices on butter and eggs fluctuate; all the more reason for keeping the public informed as to the "price of eggs and butter today."

I might fill a whole page with suggestions for the improvement of these ads., but if Mr. McCrea will follow me closely in my remarks from week to week, he will find some of the suggestions popping up now and again, which might come out now had I the room and time to enlarge on each point.

I would suggest to Mr. McCrea that he have his name set up in the same size and

Beautiful Wares

Why shouldn't the articles of daily use combine beauty with their utility? We should like to show you how this idea is embodied in

**Dinner Sets, Tea Sets,
Vases, Jardinières,
Trays, Separate Plates, Toilet
Articles, Etc., Etc.**

Will you come in and see Art and Utility hand in hand?
Our window will explain about the

TEA SETS,
which by the way are 40 per cent below their regular cost, owing to reasons which we have explained before.
The Noted Tea Store and China Palace.

J. A. MCCREA.

No. 1

their beauty," for it is a comfort to have women about the house who are useful as well as ornamental.

I don't suppose that ordinarily people would take such a view of the illustrations—still it's best to have the pictures illustrate something directly connected with the ad. or leave them out entirely. The reading matter might be improved—from other ads. of Mr. McCrea's I think he could improve it considerably himself.

Mr. McCrea asks my opinion about borders and cuts. I'll have something to say about borders in a later issue—I've said something about the kind of cuts Mr. McCrea has been using, this week. "Cut out" such cuts, Mr. McCrea, and if you can't get cuts from your wholesaler which actually illustrate the articles you sell, why just be satisfied with plain type and attractive borders, and the merits of your goods, methods and prices to help you do effective advertising.

No. 2 is the better ad. of the two. You might have used a different introduction with better effect. "Condensed Pointers" hardly suggests anything definite, or conveys any particular meaning. It is an improvement over the illustrated ad. because it mentions prices, though on

Condensed Pointers

regarding the quality and price of our goods, which, in these days of rash, will be more acceptable than lengthy descriptions

-Dates, 6 lbs for 25c. Fresh, fresh and nice to eat.	-Morton's Herring in Tomato Sauce. Just the thing for your lunch.
-Large, Choice Prunes, 3 lbs for 25c. Delicious when stewed.	-Strawberries, the great health food. Use a pin. Don't be a washing. Eat "Strawberries" for health.
-Butter, Dairy or Creamery. Just as good and a little cheaper.	-Italian Macaroni, 3 for 25c. You don't know what Macaroni is, if you haven't tried this.
-Fresh Eggs. You'll like their quality—and price.	-Maple Syrup, 30c a qt. Try it with pan-cake.
-Strictly Sweet Oranges, 20c a doz. They're a good gift for us.	-Best Cooking Figs, 3 lbs for 25c. A change for breakfast.
-Blood Oranges, 20c a doz. The food of the season.	-Superior Eating Figs, 3 lbs for 25c. Improved, washed, saving.
-Kipped Herring, 10c a tin. Something nice for breakfast.	-German China. Special value—see window—Tea Sets, Fruit and Glass, etc. Don't let this pass by.

THE NOTED TEA STORE AND CHINA PALACE
J. A. MCCREA
2 Lower Wyndham street.

No. 2

style of type in every advertisement, even if he has to get a special cut made. Adopt a style which is distinctive and then stick to it. I would also include the telephone and street number. Make the name a little smaller and the address larger, so that they will be more uniform.

I have received other specimen ads. but have not room to reproduce and comment upon them this week. On those sent in by L. W. Myers & Co. I might make the same comment as on Mr. McCrea's, but I will reproduce them next week, and make direct reference to them.

TRAVELLERS HAVE AN ORGAN.

The Commercial Traveller and Hotel News is the name of the new official organ of the N. W. C. T. A. The first number is well gotten up, well printed and a bright newsy little sheet. The publishers, Messrs. S. M. Fisher, and J. Evans, are both well known in the newspaper circles of the west and they have received many congratulations on their new venture. The paper will issue on the 10th of each month and will be devoted "to the interests of the commercial travellers of Canada". Already the travellers of the west have shown marked appreciation of the new sheet and the publishers have been successful in securing an excellent line of advertising.

you'll sell 'em—DELICIOUS—APPETIZING.

"AYLMER" BRAND PORK AND BEANS

PUT UP—PLAIN—OR IN TOMATO OR CHILI SAUCE—1s, 2s, and 3s.

ALWAYS SEASONABLE—GET OUR QUOTATIONS—(VERY LOW)—AND YOU'LL BUY THEM.

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 goods that everyone has in stock, or that they are offering goods at close figures, or that they have had an unusually large sale this season.

CANADIAN tomatoes are offered by Grocers' Wholesale Co., Limited, Hamilton, Boulter's "Lion" brand at \$1.50 per doz., f.o.b. Hamilton.

Coleman's genuine mustard may be procured from Lucas, Steele & Bristol.

T. Kinnear & Co. have on offer a special line in scaled herrings, very low to clear.

The R. & J. H. Simpson Co., Guelph, report having just unloaded another car of high-grade vinegar — quality unsurpassed.

"Monarch" is a new brand of New Orleans molasses in 2 and 3-lb. tins that H. P. Eckardt & Co. are putting on the market.

E. D. Marceau has just put into stock 304 packages of Imperial gunpowder tea, of very good liquor and fair leaf, which he offers at 14c.

The Eby, Blain Co., Limited, are this week making a leader of a line of canned salmon, which is exceptionally good value for a 10c. retailer.

Henri Jonas & Co., report a great number of orders received for direct importation of macaroni and vermicelli from Bertrand & Cie., Lyons, France. These goods are apparently in great favor with the trade.

L. Chaput, Fils & Cie, have just received into stock a shipment of 100,000 genuine Egyptian cigarettes, packed and shipped by the famous house of Loulopoulo & Co., of Alexandria, Egypt. The trade should inquire for prices on these goods.

HIGH-CLASS CHOCOLATES.

D. S. Perrin, 492 St. Paul street, Montreal, wholesale confectioner, told the writer that his hobby was in making high-class chocolate creams, generally called creams. That he has been successful with

his hobby is evidenced by the excellent quality of chocolate creams he produces. Every year for the past four years he has found it necessary to enlarge his chocolate department. In his factory there are seven departments, viz., chocolate, bon-bon, lozenge, cream, boiled goods, pan goods and gum goods departments. Each of these departments has its own specialist, with a general superintendent over the whole.

ENLARGING FACTORY.

The McCormick Manufacturing Co. have found it necessary to greatly enlarge their factory for the manufacture of biscuits and confectionery, at London, Ont. They report business to be in a very flourishing condition at present. The alteration in the factory will commence in a few weeks' time, but will not interfere in any way with the filling of orders.

BETTER TELEPHONE SERVICE.

Douglas & Ratcliff, dealers in paper and paper bags, of West Market street, Toronto, on account of the large increase of city customers, have been compelled to instal an additional telephone, the number of which is 4375.

MOVED INTO NEW PREMISES.

Minto Bros. have just removed from their old address, 73 Colborne street, to extensive premises at 55 Front street east. They are well known as the packers of "Mela-Gama" tea.

CHANGE IN NAME.

Armstrong Dickson Mfg. Co. is the new name that the business of J. Armstrong & Co., 456 St. Paul street, Montreal, will be carried on under. The above firm is going to manufacture biscuits and confectionery. They have purchased Mr. James Aird's biscuit plant, and all the rolling

stock in connection with that part of the business. About May 1 The Armstrong Dickson Mfg. Co. will move into a large factory on Inspector street, where three ovens will be operated.

PERSONAL MENTION.

James L. Bathgate has joined the firm of Scott, Peters & Co., commission merchants and manufacturers' agents. The firm for the future will be known as "Scott, Bathgate & Co'y."

Mr. L. E. Geoffrion, manager of L. Chaput, Fils & Cie, was a member of a deputation to Quebec this week to interview the Provincial Government in regard to Montreal harbor.

Mr. D. M. Hume, who has been for many years city traveller for Campbell Bros. & Wilson, left Winnipeg on April 4 for Lacombe, Alberta, where he has purchased a general store business from Mr. Day.

Mr. J. T. Coltart, who has for many years been engaged in the grocery business in Winnipeg, is closing out his two stores, one at 496 and the other 910 Main street, in order to go into a wholesale business.

Mr. Chas. E. Patterson, for many years with James Paterson, fish merchant, St. John's, Nfld., has severed his connection with that firm and has taken the position of traveller for A. M. Whitman & Sons, fish dealers, Canso.

LARGEST CANNERY IN THE WORLD.

The Imperial Cannery, New Westminster, B.C., which the British Columbia Packers' Association are rebuilding, and which will be the largest fish-packing factory in the world, is rapidly nearing completion. The buildings have all been completed and the machinery is now being installed. The main structure is 350 ft. in length and will contain four lines of machinery, while 300 hands will be employed inside the cannery during the season.

Temper and Profits.

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

Windsor Salt

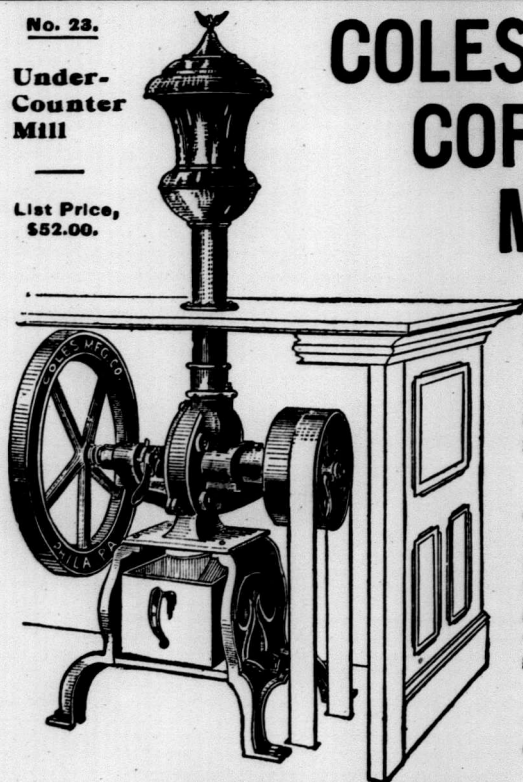
shows you a good profit, but the high quality of the Salt itself is not sacrificed to enable you to *make* that profit. A woman won't lose her temper when she buys Windsor Salt and opens the package at home, because the salt won't cake—there is no impurity in it—each separate crystal is a salt crystal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

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

No. 23.

Under-Counter Mill

List Price, \$52.00.



COLES COFFEE MILLS

None better for Granulating or Pulverizing.

Our mills will Pulverize without heating Coffee.

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

A GREAT LABOR-SAVER.

Our Grinders wear longest.

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

COLES MANUFACTURING CO., PHILADELPHIA, PENN'A.



YOU WANT TO MAKE MONEY?

Then sell the best money-maker for you in the coffee line,

PATERSON'S CAMP COFFEE ESSENCE

ROSE & LAFLAMME,
Agents, Montreal.



President:
JOHN BAYNE MacLEAN,
Montreal.

The MacLean Publishing Co.
Limited

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

OFFICES.

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

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

Published every Friday.

Cable Address { Adscript, London.
Adscript, Canada.

ASSOCIATION OR UNION ?

A WHOLESALE grocery clerks' union is now talked of in Montreal. The subject was introduced at a meeting on Sunday last, and has apparently a number of ardent supporters. What with a bank clerks' union, a newsboys' union and a wholesale grocery clerks' union, Montreal bids fair to become as "unionized" as Toronto. Whether the wholesale grocery clerks have any good reason for organizing into a union, beyond the fact of being a unit on matters which may come up in the future between them and their employers, or not is a question which has not yet been publicly discussed.

There is a tendency among employes to look to a union—not a mere association—to rid them of their difficulties, and that before they have tried the effects of a united effort on the part of the association.

At present the Grocery Clerks' Association of Montreal is a well-organized body, who would doubtless "stay together" in the event of trouble with the employers. What, then, is the necessity of making a labor union out of the association? Should they demand a higher wage, for instance, and be refused as a body, the association would naturally feel that a union, with

the financial assistance that would come from the American Confederation of Labor, would better suit their purposes, and if it would, small blame to them for organizing into one.

But, until such an association tests its power with the employers, is it not better to give the latter a chance to show their good-will to their employes by acceding to their requests than by forcing the employers to grant such requests by the power of the united labor unions? The latter method would succeed more easily; the former, however, might be as unqualified a success, and that without antagonizing the employing interests, as is usually the case when labor union and employer clash together.

LAKE AND RAIL FREIGHTS.

NAVIGATION is opening up this year as early as has been the case for many seasons. Practically all the railway and boat lines have completed their arrangements, at least for the first of the season. Generally speaking, rates are the same both as to summer rail service throughout Ontario and Quebec and for lake and rail service to points west of Port Arthur. The Canadian Pacific Railway have issued a circular stating that from Tuesday next, April 14, their boats, "Alberta," "Athabasca" and "Manitoba," will leave Owen Sound every Tuesday, Thursday and Saturday, and that agents commence at once to accept lake and rail freight for Port Arthur, Fort William and points beyond, also for Georgian Bay ports and Sault Ste. Marie.

The Northwest Navigation Co. have issued their schedule of sailings from Sarnia for Sault Ste. Marie, Port Arthur, Fort William and Duluth. Their boats will leave Sarnia on Mondays, Wednesdays and Fridays, starting next Monday. This line provides G. T. R. connection to Lake Superior points and Ontario connections for the Canadian Northern at Port Arthur; the C. P. R. at Fort William; the Great Northern and the Northern Pacific at Duluth. The Canadian Northern offers freight service via this line as far as Erwood, N.W.T. and Grand View, Man.

The Northern Navigation Co. start their service for Georgian Bay ports, connecting

with the Canada Atlantic at Depot Harbor, on Monday, April 13. The "Soo" division of this line starts its sailings from Collingwood on Tuesday, April 14, and will continue on each succeeding Tuesday, Thursday and Saturday, giving both C. P. R. and G. T. R. connections at Georgian Bay ports, and C. N. R. and C. P. R. connections at Port Arthur and Fort William.

THE BOOM IN IMMIGRATION.

THE enthusiasm manifested in all parts of Canada over the remarkable increase of immigration to the Dominion, particularly from Great Britain and the United States, is neither surprising nor unwarranted.

For years we bewailed the "exodus" of the young men of the older provinces to the United States. For decades the cry has been, "All that Canada needs is population." It is but natural, therefore, when, instead of the "exodus," we have an "influx," an "American Invasion"; when we see our fertile lands of the Northwest filling with a population of the most desirable class, that patriotic Canadians should have visions of our Canada taking her rightful place as one of the first countries of the earth; that keen-sighted Canadian business men should see ahead an era of progress and prosperity, and that all Canadians should extend an enthusiastic welcome to the newcomers.

One of the most satisfactory features of the situation is that Canada has something concrete and valuable to offer the army of settlers daily arriving. These men have not been brought to Canada on any false representations—in the hope of a success in life that is not justified by existing conditions. True, there may be a bad crop year in the Northwest, but judging (and the judgment is fair and sound) from the past, the many fat years so much more than compensate for the few lean ones, that the immigrant who is capable of hard work and of adapting himself to the conditions need have no fear of his future.

Knowledge acquired at school and college is not well seasoned until the possessor of it has had years of experience in practical life.

GIVE ENCOURAGEMENT TO LOCAL INDUSTRIES.

THERE is no class of merchant that should take a more comprehensive and intelligent interest in the matters which affect the prosperity and growth of the municipality in which he does business than the retail grocer. If the people of his town are busy and are receiving good wages; if new families are continually coming into his neighborhood, his business is bound to expand and his profits are sure to increase. It is, therefore, but reasonable to expect that when any matter of public interest is broached, the retail dealers of the locality will be at least interested, and that they will, if possible, lend their energies to effect any improvement suggested.

For this reason the extracts quoted below from The St. John, N.B., Sun, should receive the most serious consideration of the business men of that city:

In shipbuilding days, St. John was the greatest industrial centre in Eastern British America. The lumber industry is now by far the greatest that is carried on in this neighborhood. That, like shipbuilding, is a trade to which our people naturally turn. For it we have abundant raw material. We have cheap water power and steam power, cheap transport for logs, and for the produce of the mill and factory. Why not, then, develop this industry as far as it will go, and ship the product in the most advanced condition? * * * St. John is not more than holding its own, if it is even doing that, as a manufacturing centre. As a seaport, a great advance has been made by the development of the winter business. As a commercial and distributing centre, this city has kept well to the front. But, as an industrial centre, there has been no considerable development during the last decade. Some industries have expanded and prospered. Others have continued without much increase or decrease in the number of hands employed. In some industrial lines there is less activity than 10 or 20 years ago.

The matter which suggested these remarks on the part of The Sun was a proposition that encouragement should be given to a furniture factory. It is pointed out that the greater part of the soft wood shipped from New Brunswick is sent to Great Britain in the form of deals, and that the least possible amount of labor and skill is expended in the province on the hardwood products sent abroad.

While there is no direct connection between the retail grocery business and the manufacture of furniture or other products from lumber, yet the encouragement of such an industry with the resulting in-

crease of industrial activity in St. John would be bound to have its effect on the local grocery trade. Therefore, the grocers of the town should lend what influence they have to encourage any such proposals of new industries. And what is true in this case of St. John is true in a score of cases of other towns.

THE ACTUAL VS. THE IDEAL.

A PROMINENT Toronto grocer one day this week made a comparison between the actual condition of affairs in the grocery business to-day and the conditions which he considered ideal, his comparison being severely to the discredit of existing conditions.

Why, he enquired, should the retailer be compelled to be ever on the alert for the latest advantage, to be a sort of private detective to see that his rival secured no discounts, rebates or favors not extended to himself? It is well known to the trade that many buyers secure special prices, receive rebates or some manner of inducements which the average retailer never hears of. The grocer referred to is one of the fortunate ones, yet he expressed the opinion that he would prefer to be without such secret advantages, to forego the privileges that do not seem to be quite "fair and square."

The alternative suggested is simple. He would have the manufacturer fix a sliding scale of prices, according to quality sold: say a price for one case, a slightly lower one for five cases, a third for ten cases, a fourth for fifty or a hundred cases, and so on. He would give to the manufacturer the authority to withhold his goods from all parties who did not maintain the prices fixed.

If such a system of charges were equitably prepared and carried into practical and effective operation it would probably be acceptable to the great masses of retailers and to the majority of jobbers. But there would be serious difficulties in making such a scheme operative. For instance; there are in Ontario more than one "buying ring" of retail grocers who unite to purchase in large quantities, distributing

their purchases to each member at a considerably lower figure than each individual buyer could have obtained. Would it be possible to prevent such a practice? And if not possible would it be fair to the trade in general to institute a system that would establish such an advantage to certain retailers?

Existing conditions are, however, far from satisfactory, either from the retailers' or wholesalers' viewpoint, and the grocery business would probably be the better for a frank discussion of the subject, as viewed from all sides. What is your opinion?

NEW BANK AT CARDINAL.

There is no question of the enterprise of Canadian banking establishments. A few weeks ago arguments were advanced in these columns, at the suggestion of a wide-awake traveller, showing the opening for a branch of some prominent bank at Cardinal, Ont.

Since that time representatives of several banks have been to Cardinal to look over the field. The Bank of Toronto has already opened a bank, with Mr. Kimball, late of the Gananoque branch, as manager.

The business men and general public of Cardinal and district are to be congratulated in having a branch of such a progressive institution in their midst.

CANADIAN-MADE CONFECTIONERY.

The confectionery trade in Canada has increased considerably during the last two or three years, especially for package goods. Canadian people generally are great candy eaters, and always want the good article, no matter what is the price. The trade for Easter is good, and novelties are in great demand. Confectionery made in Canada at the present time is equal in quality to that which is imported, and only that there are some people who like to pay a fancy price for their goods, we would not need the imported confectionery. Retail grocers in Montreal are gradually going into confectionery, but are far behind the United States in this respect at present. There every small grocer has in his store a candy counter, with an assortment of nice goods, but in Canada, grocers seem content to just sell the candies which are put up in barrels.

THE WHOLESALE GROCERS' AMALGAMATION.

THE Canada Grocers, Limited, have applied for an Ontario charter of incorporation, the following names being given as applicants :

Alexander Turner, of James Turner & Company, Hamilton.
H. C. Beckett, of W. H. Gillard & Company, Hamilton.
St. Clair Balfour, of Balfour & Company, Hamilton.
George E. Bristol, of Lucas, Steele & Bristol, Hamilton.
Lieut.-Col. John I. Davidson, of Davidson & Hay Company, Limited, Toronto.
W. A. Warren, of Warren Bros. & Boomer, Toronto.
John Sloan, of John Sloan & Company, Toronto.
N. M. Letts, of Chicago.

Bristol, Cawthra & Barker, Toronto, are solicitors for the new company, and their headquarters will be in Toronto.

The same applicants desire a charter for The Grocers' Real Estate Co., Limited, which will be capitalized at \$1,000,000, with headquarters in Toronto, for the purpose of carrying the real estate assets of the company separately from stock and plant.

EXPRESSIONS OF OPINION IN MONTREAL.

In reply to enquiry made by THE CANADIAN GROCER in Montreal, representatives of several of the leading wholesale grocery houses expressed their views as to the amalgamation as follows :

"It is a good idea, and will be a success if it prevents cutting of prices."

HENRI JONAS.

"I do not care to express an opinion until I know more of the amalgamation in Ontario. At present we know nothing of the intentions of those in the combine and very little of the proposed working of it."

ALBERT HEBERT,
Manager Hudon, Hebert & Cie.

"The greatest benefit to be derived from this combine will be in the prevention of competition between themselves. Heretofore some of the staple lines of groceries have been sold in Ontario and the other provinces at absolutely no profit. In fact, it was no exception to cut the price under the actual cost, the seller not taking into account the expenses of selling. We will say the selling price is \$1.05, which is also the primary cost; but if it costs 5 or 6 per cent. to sell it, then the real cost is nearer \$1.11 and the seller is losing so much on the article. The amalgamation should result in doing away with this sort of thing to a great extent. There will also be a saving in both buying and selling."

JOSEPH ETHIER,
Manager Laporte, Martin & Cie.

"Since it has worked well in the United States, I see no reason why it is not a good move here. The tendency in business today is toward combinations, and the grocers' amalgamation should result in their obtaining better profits. People are getting tired of working for nothing. If the amalgamation stops the price-cutting it will do both the Ontario and Quebec grocers good."

E. D. MARCEAU.

"Unless they can control the financial interests of the Province I don't see how they will prevent competition, which I take it is the object of the amalgamation. If one bank is favored the others will be willing to back up a rival combine."

SAMUEL J. MATHEWSON,
Mgr. of J. A. Mathewson & Co.

"Many of the best firms are out of the combine, according to the reports in the papers, and I do not think it will be a success without them all. The strong firms in Ontario and the other provinces are not going to let the trade slip out of their hands, and if there is keen competition now, it will be all the more so between the combined houses and the others. I do not believe it will affect the Ontario business of the Montreal and Quebec wholesale houses. The idea of the amalgamation came from the United States, and we have nothing to learn from the Americans in the matter of doing business."

ARMAND CHAPUT,
Of L. Chaput, Fils & Cie.

THE GREEK CURRANT MARKET.

THE proposal for the extension of the Greek Retention Law and the degree of importance being given to it on the primary market gives to it all the appearance of probable success. The law at present provides that according to the size of the crops 10 per cent. to 20 per cent. maximum of the crops is retained by law for spirit making. This has been found in practice not to be sufficient, so that with last year's total crop of 160,000 tons, the maximum having been retained at 20 per cent., there was a surplus over the world's requirements for eating purposes of about 8,000 tons. A petition has been presented to the Greek Government signed by merchants of the highest standing to alter the law and to abolish the maximum of the Retention Law, making the retention unlimited, so that should the crops be large, the committee appointed

during August to fix the retention may make it 30 per cent., 40 per cent. or even 50 per cent. should it be necessary in order to bring about an absolute equilibrium of demand and supply.

On the top of this comes from London information that a group of English capitalists has made proposals to the Greek Government for a monopoly of the currant trade. The project is quite in its infancy, but it is understood that the Greek Premier has already promised to lay the proposal before the Chamber. The project has produced a deal of criticism and is received with anything but favor amongst the dried fruit traders.

SPRING CLEANING.

HOUSE-CLEANING season is here. The custom of making a thorough overhauling of the moveable articles in the house, cleaning the carpets, the curtains, the furniture, windows, shelves and every nook and corner, is a good old custom that men would never have thought of if they alone were the inhabitants of the earth, but owes its origin to that particularly cleanly animal, woman.

But since the worse half of each couple has been taught that it is necessary in the house, might he not awaken to the fact that such an operation would do much good to the house he rules over, namely, his store. The hygienic standard of a home is not necessary in a store; but cleanliness is as necessary in one place as the other for the sake of the goods and to give a favorable impression to customers.

A thorough overhauling of the goods, not only to dust them, as is done in every store, but to rearrange them in order to give them something of the appearance of "newness," will do much good. Even their place in the store can be changed from one side to the other, at the rear or in the centre, according to their importance. The counters and showcases, if moveable, can be rearranged so as to give a different look to the store interior. The old advertisements, showcards, pictures, and all the rest of them can be removed and be replaced by others. Such a change can be produced in this way that customers will look around them with pleased surprise at first; and afterwards look around to see what they can see, since they have found out that they didn't know all the merchant had to show them.

This shifting of things from place to place is a bother, no doubt, but it comes no oftener than Christmas, and very little is ever obtained without bother anyway. A fresh appearance is an excellent thing for a retail store, and this is the way to get it.

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, Pittsburgh, Washington.



HORSE SHOE BRAND OF SALMON

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

For sale by all leading Grocers throughout the Dominion.

THE NAME
“BATGER'S”

ON MARMALADES
MAKES THEM SELL
ON SIGHT.

Orange Marmalade
Pineapple Marmalade
Lemona Marmalade
Lime Fruit Marmalade
In 1-lb. Glass Jars.



ROSE & LAFLAMME,
Agents,
MONTREAL.

MARKETS AND MARKET NOTES

ONTARIO MARKETS.

Toronto, April 9, 1903.

GROCERIES.

THERE has been little change in the market since our last issue. Generally speaking, trade has been indifferent and not marked with any degree of spirit, the reappearance of winter for a brief interval no doubt having a detrimental effect upon the brighter aspect of our last report. Canned goods continue in only fair demand. To our list of these goods we have added kippered herrings and herrings in tomato sauce, imported. It should also be noted that many of the prices on this list have been reduced to meet present fluctuations. Coffee remains quiet, but prices continue firm. Particular notice should be taken to our remarks below, showing as it does the reason why the Canadian market is unaffected by the fluctuations of low grade coffees.

Nuts are in small demand, but stocks being small prices are well maintained. The sugar market continues without further incident of importance. The excitement of the previous week regarding the unloading of stock at greatly reduced prices and the sudden fall in market quotations has had no perceptible influence on business transactions.

In rice and tapioca the market shows little movement, prices continuing firm. The reports from primal markets reveal prospects of hardening prices in face of bare supplies. The trade in spices presents a better aspect, business having shown more activity, and prices remain firm. New York market reports a strong market with heavy sales of pepper. In syrups and molasses business is decidedly healthy and foreign markets continue steady and firm. The home tea market continues without great feature. There is a steady immediate demand and prices are well maintained. There have been some good Ceylon greens on sample this week with fair business. The position of dried fruits remains unchanged. Primal market reports are of great firmness and steady demand.

CANNED GOODS.

The trade in canned goods has made little progress since our last issue. No great activity has been manifest, the demand only being for immediate need. Current prices below have been somewhat modified, notably in apples, peaches, plums and salmon. We have also made separate quotations in

domestic and imported herrings. We quote:

Apples, 3s.	0 80	0 90
gallons	1 90	2 00
Asparagus	2 75	3 00
Beets	0 60	0 95
Blackberries, 2s.	1 50	1 70
Beans, 2s.	0 95	1 00
Corn, 2s.	0 90	1 00
Cherries, red, pitted, 2s.	2 00	2 10
white	2 30	2 50
Peas, 2s.	0 95	1 00
sifted	1 00	1 10
extra sifted	1 25	1 30
Pears, 2s.	1 00	1 50
3s.	1 75	2 00
Pineapples, 1 1/2s.	1 50	1 60
2s.	1 80	2 00
3s.	2 25	2 40
Peaches, 2s.	1 35	1 55
3s.	2 25	2 50
Plums, green gages, 2s.	1 00	1 10
Lombard	0 55	1 00
Danson, blue	0 85	1 00
Pumpkins, 3s.	0 85	0 90
gallon	2 10	2 25
Rhubarb	1 25	1 40
Raspberries, 2s.	1 35	1 50
Strawberries, 2s.	0 85	1 00
Succotash, 2s.	1 50	1 65
Tomatoes, 3s.	3 35	3 70
Lobster, talls.	3 50	3 70
1-lb. flats	1 75	1 85
1-lb. flats	1 00	1 25
Mackerel	1 45	1 55
Salmon, sockeye, Fraser	1 35	1 40
Northern	1 55	1 60
Horseshoe	1 00	1 10
Cohoos	0 95	1 00
Chums	0 13	0 14
Sardines, Albert, 1/2s.	0 19	0 20
1s.	0 19	0 20
Sportsman 1/2s.	0 23	0 24
1s.	0 23	0 24
Portugese 1/2s.	0 08	0 10
P. & C. 1/2s.	0 25	0 27
P. & C. 1s.	0 35	0 38
Domestic, 1/2s.	0 03	0 04
1s.	0 09	0 11
Mustard, 1/2 size, cases 50 tins, per 100	8 00	9 00
Haddies	0 95	1 00
Kippered herrings, domestic	0 90	1 00
imported	1 45	1 55
Herrings in tomato sauce, domestic	1 00	1 70
imported	1 45	1 55

CANNED MEATS.

Comp. corn beef, 1-lb. cans.	1 50	1 65
2-lb.	2 65	2 75
6-lb.	8 00	8 25
14-lb.	18 50	
Lunch tongue, 1-lb.	2 85	3 00
2-lb.	5 00	6 00
English brawn, 1-lb.	1 50	1 60
2-lb.	2 75	2 85
Camp sausage, 1-lb.	1 50	1 65
2-lb.	2 65	3 00
Soups, assorted, 1-lb.	1 00	1 50
2-lb.	2 20	
Soups and Boull, 2-lb.	1 80	
6-lb.	4 50	
Sliced smoked beef, 1/2s.	1 50	1 70
1s.	2 65	2 80

COFFEES.

The home market in coffee remains quiet, prices, however, continue firm. The foreign markets report business as generally slow and prices weakening. The Brazil market is an exceptionally low one at present. Medium and low grades in Maracaibos are also cheaper, being affected by the depression in Brazil. The better grades of Maracaibos and Central America coffees are, however, scarce and bring relatively high figures. These as well as the fancy marks of Javas and Ceylons, which are in general demand in this country, still command values which ruled when Rios were 200 per cent. higher than they are to-day. This accounts for the fact that the values of high grade coffees, as used in Canada, are not affected seriously by the depression in Brazils.

The United States is the largest customer for Rio and Santos coffees, while

the average Canadian consumer insists on having the highest grade mild coffees and will not take rank Rios at any price.

	Per lb.
Green Rios, No. 7	0 07
No. 6	0 07 1/2
No. 5	0 08
No. 4	0 08 1/2
No. 3	0 09 1/2
Mocha	0 23
Old Government Java	0 22
Santos	0 09 1/2
Plantation Ceylon	0 26
Porto Rico	0 22
Guatemala	0 23
Jamaica	0 15
Maracaibo	0 13

NUTS.

The home trade in nuts is quite inactive. There have been a few enquiries, but no progress has been reported. The New York market reports a good tone on market and prices steady, shelled walnuts, particularly, being in demand. In shelled almonds the primary market reports are of full supply and prices easy. We quote:

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

SUGAR.

SUGAR.—The weakness indicated in our recent advices has continued since our last and we have now to report a decline in values of 96 per cent. centrifugal sugars of fully 1/2c. over week, sales having been made on a gradual declining basis, or say at 3, 56, 3, 53 and now at 3.50c. duty paid New York. At last figure the leading American buyers are reported to have purchased fully 10,000 bags Cubas.

The abnormal weakness in Cuban sugars is attributable to the inability of planters and shippers to carry their holdings, storage facilities on the island being entirely inadequate, and having made freight engagements they have evidently concluded to dispose of their shipments at buyers' ideas of value rather than warehouse in the United States where storage charges are abnormally high. American refiners are fully alive to the cheapness of these sugars, but as their present requirements are almost nil, have only purchased when holders have been selling to meet their views.

Two American refiners closed down during the week ending April 1st, thus reducing the melt by 2,000 tons for the week which further serves to intensify the

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

Californian seeded, 12-oz.	0 08 1/2	0 09
" " 1-lb. boxes	0 10 1/2	0 11
" unseeded, 2-crown	0 07 1/2	0 07 1/2
" " 3-crown	0 08	0 08 1/2
" " 4-crown	0 09	0 10

DATES.

Hallowees	Per lb. 0 04	0 05	Fards	Per lb. 0 07 1/2	0 08
Saisa	0 03 1/2	0 04 1/2			

PRUNES.

100-110s	Per lb. 0 04	0 04 1/2	60-70s	Per lb. 0 07	0 07 1/2
90-100s	0 04 1/2	0 05 1/2	50-60s	0 08	0 08 1/2
80-90s	0 05	0 06 1/2	40-50s	0 08 1/2	0 10
70-80s	0 06 1/2	0 07			

CANDIED PEELS.

Lemon	Per lb. 0 10	0 12 1/2	Citron	Per lb. 0 15	0 18
Orange	0 11	0 13			

FIGS.

Tapnets	Per lb. 0 04	0 04	Elemes	Per lb. 0 10	0 15
Naturals	0 06 1/2	0 09 1/2			

APRICOTS.

Californian evaporated	Per lb. 0 08	0 12
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PEACHES.

Californian evaporated	Per lb. 0 08	0 12
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GREEN FRUITS.

The green fruit market this week is very active, there being a good demand in all lines. Tangerine oranges have come down in price 50c. per half box. Pineapples have gone up a little, and there is a better quality making its appearance on the market. A better quality of California lemons is also coming in, and are quoted 50c. per box above the other. Strawberries have come down in price 10c per quart; and they are being quoted by the pint now. The other prices remain the same as last week. We quote:

Californian navel oranges, per box	2 75	3 50
Mexicans	2 50	2 50
Valencias, 7 1/4's	5 50	6 00
" 420s, large	5 50	6 00
" 420s, small	4 50	4 75
Tangerines, per half box	2 00	2 25
Seville	2 50	2 75
Pineapples, per case	4 50	5 00
Grape fruit, per box	3 50	4 00
Malaga grapes, per bbl.	6 00	7 00
Jersey cranberries, per bbl.	10 50	10 50
Sweet potatoes, per bbl.	5 00	5 25
Bananas, per bunch for ordinary	1 35	1 75
large bunches	1 75	2 50
Californian lemons, per box	2 75	3 25
Messina	2 50	3 00
Cucumbers, per doz.	2 50	2 75
Strawberries, per qt.	0 40	0 50
Tomatoes, per crate	4 25	4 50
Canadian apples, in bbls.	1 75	2 50
Spanish onions, per crate	0 65	0 75
per case	2 00	2 00

COUNTRY PRODUCE.

EGGS.—Are coming to hand very freely, the demand being more than met; in view of Easter trade, however, prices continue firm. After Easter a substantial drop in price is looked for. Exporters are making preparation to store, in prospect of continued increased supply. There is, however, a disinclination to do so unless prices drop very materially. We quote:

New laid	Per doz. 0 11 1/2	0 12
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BEANS.—There is little trade in beans, and prices have dropped about 10c on both grades. We quote:

Handpicked	Per bush. 2 00	2 10	Prime	Per bush. 1 50	1 85
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DRIED AND EVAPORATED APPLES.—These goods remain inactive and prices remain low. We quote:

Dried apples	Per lb. 0 04	0 04 1/2	Evaporated	Per lb. 0 06	0 06 1/2
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HONEY.—Is in small demand. The supply of maple syrup is coming in and is taking its place on the market. We now quote:

Extracted clover, per lb.	0 07	0 07 1/2
Comb, per doz.	1 45	1 50

FISH.

The fish market is dull on account of the closing of the Lenten season. Frozen fish is off the market altogether, but

The Canadian Grocer

CANADIAN MEATS

CHEESE and BUTTER.

Consignments handled in—

London, Liverpool, Glasgow,

or sold cost freight and insurance.

WHITELEY, MUIR & CO.,

Head Office, 15 Victoria Street.

LIVERPOOL, - ENGLAND.

SEND YOUR NAME if you have, or will get,

H AND H
TRADE MARK

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

H. J. ASH

WHOLESALE FRUIT and PRODUCE COMMISSION MERCHANT.

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

66 Colborne Street, - TORONTO.

WILLARD & CO.

Wholesale Produce and Commission Merchants.

Consignments Solicited of

BUTTER, EGGS, POULTRY

and all kinds of Produce. Prompt returns.

86 Front St. E., - TORONTO.

Winnipeg Brokers.

M. B. STEELE

Wholesale Commission Merchant and Broker.

Correspondence and Agencies Solicited.

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

E. NICHOLSON

Wholesale

Commission Merchant

and Broker.

Correspondence Solicited from
Manufacturers and Shippers.

WINNIPEG, MAN.

THERE'S NO USE TALKING

Anyone that will take the trouble to compare
the different sugars will see at a glance that

St. Lawrence Extra Granulated

is the best granulated on the market. And your
customers know a good sugar also. Don't for-
get that fact.

THE
St. Lawrence Sugar Refining Co.

MONTREAL.

 Limited

THE MARKETS

The Canadian Grocer

HONEY.—Hardly any demand whatever is noted for honey, and the market is dull. Dealers report honey in comb to be very scarce, and 13½ to 15c. has been asked for white clover in comb. We quote as follows:

White clover, in comb.....	0 12½	0 13½
White strained, in 60 to 70 lb. tins.....	0 08½	0 09
Buckwheat strained, per lb.....	0 06½	0 07

MAPLE PRODUCTS.—A good trade was done in maple products, and prices show no change from last week. We quote:

New syrup, in wood, per lb.....	0 07	
Old syrup, in large tins.....	0 70	0 80
Old syrup, in small tins.....	0 50	0 60
Syrups, wood, per lb.....	0 05	0 05½
Sugar, per lb.....	0 10	

ASHES.—The receipts of ashes are small and the market rules quiet and steady. We quote:

First pots.....	4 90
Seconds.....	4 30
Pearls, per 100 lb.....	6 25

FLOUR AND GRAIN.

FLOUR.—There was no change noted in the condition of the flour market, which rules quiet as the demand is chiefly for small lots to fill actual wants. We quote:

Choice Manitoba spring patents.....	4 10	
Seconds.....	3 90	
Strong bakers.....	3 50	
Straight rollers.....	3 40	3 50
Winter wheat patents.....	3 75	4 00

GRAIN.—Business in grain on spot continues quiet, the demand being only for odd cars to complete shipments with from St. John, N.B., and Portland, and the demand from over the cable is principally for Manitoba wheat for early shipment, consequently there is little doing for May yet. Rye east has declined ½c. We quote:

Rye, east.....	0 51	
Peas.....	0 33	0 35
Corn, new.....	0 38	0 38½
Buckwheat, east.....	0 48½	0 49
Barley, east.....	0 44	
Oats, ex-store.....	0 36½	0 37

FEED.—The tone of the market for mill-feed is easy. The demand is falling off on account of the fact that buyers are now fairly well supplied and the consumption is decreasing. Manitoba bran in bags is \$1 lower, and shorts \$1. Ontario shorts have also declined \$1. We quote as follows:

Manitoba bran, in bags.....	19 00	
" shorts.....	21 00	
Ontario bran.....	18 00	
" shorts.....	19 00	
Mouillie, as to quality.....	23 00	28 00

ROLLED OATS.—Business in rolled oats was slow owing to the increased offerings. We quote:

Rolled oats, in carlots, per bbl.....	3 65	3 85
" per bag.....	1 75	1 85
" per bbl. in jobbing lots.....	4 25	
" per bag.....	1 85	

BALED HAY.—The market for baled hay ruled steady and a fair trade was done. We quote:

Timothy, No. 1, in carlots, per ton.....	9 00	9 50
" No. 2.....	7 00	7 50
Clover.....	6 50	6 75

RAW FURS.

Further changes in the price of raw furs at the March sales in London include: black muskrat, 10 per cent. higher than March, 1902; fall muskrat, 20 per cent. higher; winter muskrat, 10 per cent. higher; spring muskrat, same as last January; Kangaroo, wombat and wallaby, same as last January; real and bastard chinchilla, same as last January; Australian opossum, 7½ per cent. higher than last January; American opossum, same as last March; squirrel,

40 per cent. higher than last March. The sales showed pretty general advances and the outlook is for dearer furs. We quote:

	Large	Medi'm	Small	Kitts	Fall Beaver	Spring Beaver
BEAVER —Labrador and choice Eastern.....	\$6.00	\$5.00	\$2.75	\$1-1.50		
Territory Rocky Mountains and Western.....						
Strictly Prime, or, No. 1.....	6.00	4.00	2.00	50-75		
Partly Prime, or, No. 2.....	4.00	3.00	2.00	.50		
Unprime, or, No. 3.....	3.00	2.00	.75	.40		
Flat, weak, or poor, or, No. 4.....	2.50	.50	.25	.25		
BEAR —Black—Choice only.....	15.00	10.00	7.50	6.00	3.00	.50
Brown.....	12.00	7.00	5.00			1.00 to 5.00
BADGER —Of all sections.....	.50	.25	.10	.05		
Dark.....	10.00	7.00	4.00	2.50	1.50	.50
FISHER —Eastern and far North-Eastern.....	6.50	5.00	3.50	2.00	1.00	.50
Territory and Western.....						
FOX —Red—North-Eastern and similar fine bright red kinds.....	4.00	2.75	1.25	.75	.20	
Territory and Western.....	4.00	2.75	1.40	.50	.30	
Dark.....	10.00	7.00	4.00	2.50	1.50	.50
Fair.....	7.50	5.00	2.50	20.00	9.00	4.50
Silver—Eastern and far Northern.....	50.00-60	35.00	20.00	15.00	5.00	2.50
Pacific Coast, Territory and Western.....						
LYNX —Far North-Eastern.....	4.00-5.00	2 to 3.50	2.25	2.00	.75	.25
Territory and Western.....	4.00-5.00	2 to 3.50	2.25	2.00	.60	.20
Dark.....	7.00	5.00	2.50	1.75	1.00	.25
MARTEN —British Columbia, Northern Pacific and similar.....	7.00	5.00	2.50	1.75	1.00	.25
Territory and Western.....	3.50	2.25	1.50	1.00	.60	.20
Quebec and Ontario.....	3.00-3.50	2.25-3.00	2 to 2.25	1.00	.50	.25
MINK —Halifax, far North-Eastern and choice.....	4.00	3.25	2.50	2.25	1.50	.40
Territory and Western.....	1.50-2.00	1.50	1.00	.75	.25	.15-25
Spring.....	10 to 13	8 to 10	2 to 5			
MUSKRAT —Eastern, best large.....	5 to 10	.07	2 to 4			
Territory and Western.....						
OTTER —Labrador and far North-Eastern.....	Large	Small	2	3	4	Cubs
Territory and Western.....	\$10-\$14	7.00-10	5.00	2.50	2.00	\$1.00 to \$2.00
Large.....	6.00	4.50	3.50	2.25	.50	.25 to .50
Small.....	75-1.25	.60-75	.33-50	.25	.15	
RACCOON —Black—Value according to darkness, size and beauty.....	2.25	2.00	1.00	.50	.25	
Black Shrt.....	75-1.25	.75	40-50	05-15		
SKUNK	Dark	Brown	Pale	2	3	4
Wolverine—Value according to darkness, size and beauty.....	5.00	4.00	2.50	1.50	.75	.25
CASTOREUM	\$5.00 to \$6.00 per pound.					

MANITOBA MARKETS.

Winnipeg, April 6, 1903.

THE weather has been fine and much warmer through the week and the snow has almost entirely disappeared. The country is getting in condition for seeding. A slight flurry of snow this morning has made travelling rather disagreeable, but a few hours of hot sun will dry up everything. Seeding has begun in a few scattered districts but will not be general for at least another week. Every train reaching Winnipeg is crowded and hotel accommodation is taxed to the utmost limit. The special immigration trains are bringing in hundreds of settlers and the Immigration Department is working at high pressure. Trade is good, especially in staples, as the demand for the incoming settlers makes a substantial addition to ordinary trade.

The changes of price for the week have been few. Certain lines are of course more active than others, but steadiness and firmness are the leading features of the market.

SUGAR.—There has been a decline in the market, and granulated is quoted at \$4.45, and bright yellow \$3.85. There is a heavy demand for sugar.

COFFEE.—The market is easier for all grades of Rio and prices run from 7½ to 8½.

TEAS.—There is steady trade but nothing new in prices. There is an increasing demand for Japan teas owing to the large number of Americans and people from Eastern Canada. It is to be noted however, that a number of Americans are forsaking their beloved Japan and learning to drink the Indian and Ceylon teas so popular in this country. Whether it is theory or fact, the general idea prevails that the water of the west makes a better tea from Ceylon and India than from the lighter Japan teas.

FLOUR.—The trade is very heavy at present. Domestic trade is steady and increasing daily and there is a good foreign demand. All the mills are running full capacity and are oversold. Prices have not changed, although it was expected last week that before another week was out there would be an advance. We quote:

No. 1 patent.....	\$2 00
No. 2 patent.....	1 85
No. 3 patent.....	1 50

CEREALS.—The demand continues very steady. These staples, like flour, are in great demand for new settlers and the country trade is heavy. No change in prices is to be noted this week. We quote:

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

RICE.—There has been no further advance in rice but the market is strong with an upward tendency. Prices for rice, tapioca and sago are without change. We quote:

Tapioca.....	0 03½	
Sago.....	0 03½	
B rice.....	0 04	0 04½
Patna.....	0 05½	0 05½
Japan.....	0 05½	0 05½

EVAPORATED AND DRIED FRUITS.

The evaporated peach market is rather easier and prices are being shaded considerably. Evaporated apples are almost a drug, while dried are so scarce and dear as to be practically prohibitive. Prunes are in good demand and without change of price. Raisins and currants show a steady consumptive demand, but nothing out of the ordinary. There has been no change of price for these fruits for weeks. We quote for all these lines as under:

Apricots, according to brand.....	0 09½	0 09½
Peaches, according to brand.....	0 08½	0 08½
Pears.....	0 09½	0 10
Nectarines.....	0 08½	
Silver prunes.....	0 08½	
Black pitted p'nms.....	0 08½	
Evaporated apples.....	0 06½	0 07½

PRUNES—We quote :

120s	0 03 1/2
90-100s	0 04 1/2
80-90s	0 05 1/2
70-80s	0 06
60-70s	0 06 1/2
50-60s	0 07 1/2
40-50s	0 07 1/2

RAISINS—We quote :

Fine off-stalk Valencia	2 35
Layer	3 60
Sultanas	0 07 1/2
2-crown muscatels	0 07 1/2
3-crown	0 08 1/2
4-crown	0 08 1/2
Seeded	0 10 0 10 1/2

CURRENTS—We quote :

Fine Filiatras, in cases	0 05 1/2
Cleaned Filiatras	0 06 1/2

CANNED GOODS.—So far as vegetables go there is no change. The sales are comparatively light and prices without change. In canned fruits, while there is no change of price there is a tendency to clean up stocks, which are rather heavier than usual, and there is no doubt some shading being done. There was not as large a consumption of canned fruit during the winter as usual, but no doubt with the increasing population there will be a heavy consumption in the next three months, as it will be quite that time before green fruit is available in quantities. We quote :

Tomatoes, according to brand and pack	\$3 50	\$3 75
Corn	2 10	
Peas, according to brand and size	2 05	2 25
Canned Fruits—		
Strawberries, in heavy syrup	3 00	
preserved	3 30	
Raspberries, in syrup	3 30	
preserved	2 60	
Black raspberries	3 30	
Pineapples, whole, imported	4 10	
grated, imported	3 85	
Pitted red cherries	4 50	
Apples, 3s	2 40	
Apples, gallon	1 30	
Plums, according to brand	2 25	3 60
Apricots, Californian	4 10	
Peaches	4 75	
Pears	4 95	

GREEN FRUIT.—The market is a very quiet one at present. Retail dealers are buying small stocks of novelties in the line of both fruit and vegetables, but jobbers are not touching any but staple lines at present. We quote :

Apples, Spies	\$5 00
Baldwins	4 00
Greenings	3 50
Oranges, Californian navels, according to size	3 00
Blood	4 50
Bananas	3 00
Pineapples	3 50
Tomatoes, per basket	1 00
Rhubarb, per lb	0 10
Celery, per doz bunches	1 01
Cucumbers, per doz	2 25

NEW BRUNSWICK MARKETS.

St. John. N. B., April 7, 1903.

BUSINESS is hardly as active as is expected at this season. The weather has been wet and the roads through the country are hardly passible. In markets there is little of importance. Cream of tartar, which is usually a large line here, has been lightly handled this spring, owing to the high price. Stock held is very small. In rice, rather higher prices rule. Canadian milled rice has not been sold here for over a year, the market being supplied from London and Liverpool. In nutmegs, while prices are still low, there has been quite a marked advance. It is not thought we will see the extreme low prices again, at least not for some time.

OIL.—In burning oil there continues to be a large sale, though season is late. There is no sign of any change from the present high prices. The active line is lubricating oil. The early business has been very large. The very firm market has caused larger orders than usual for early in the season to be placed. In paint and oils there is an increased sale.

Linseed oil is low, but the high price of Turpentine somewhat evens matters up.

We quote :

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

SALT.—There is but a fair average sale of Liverpool coarse salt. Prices have ruled high during the spring. Sales have not been as large as in past years. Receipts will be irregular after a few weeks and this will tend to higher prices. In fine salt a fair sale is reported, chiefly for Canadian. Cheese and butter salt are in season. In box salt, local packed English salt is supplying the market, Canadian being too high. We quote :

Liverpool coarse, per lb	0 55	0 60
English factory-filled, per lb	0 95	1 00
Canadian, per bag	1 10	
Cheese and butter salt, per bbl	2 25	2 35
5-lb. bags, per bbl	3 10	
10-lb	2 85	
20-lb. wood boxes, each	0 25	
10 "	0 15	
cartoons, per case	1 90	2 00
English bottled salt, per doz	1 25	1 30
Mineral rock salt, selected lumps, per 100 lb	0 60	

CANNED GOODS.—Meats are having more attention. Market is quiet. Prices as last year. In corned beef the wholesale trade handle only Canadian. In corn and peas firmer prices rule. Tomatoes are quiet. There is quite a competition among the brokers to see who can get the appointment of the proposed association. In the past, where there has been an agreement in regard to prices, particularly where the goods were sold through one broker, it has meant that in this market but one or two brands have been sold. The packers of brands not so well known have been in the cold, and in no way able to change the conditions. Salmon is dull and market rather easy. Domestic fish, as sardines, etc., are firm. New oysters are offered. We quote :

Tomatoes, 2s	\$1 25	1 40
3s	1 60	1 75
Corn	0 95	1 10
Peas	0 95	1 20
String beans	0 85	
Strawberries	1 70	1 75
Blueberries	1 60	1 70
Raspberries	1 60	1 70
Pears, 2s	1 60	1 75
3s	2 10	2 25
Peaches, 2s	1 65	1 75
3s	2 50	2 75
3-lb. apples	0 95	1 00
Gallon apples	2 00	2 10
2-lb sliced pineapples	2 00	2 30
Grated	2 00	2 50
Pumpkins, per doz	0 50	1 10
Sugar beets	0 95	1 00
Salmon, pink	0 95	1 05
spring	1 15	1 25
Rivers Inlet, red sockeye	1 25	1 30
Fraser River	1 50	
Domestic sardines, oils, 1/2	3 00	3 25
mustards, 1/2	2 85	3 00
Kipperd herring	3 25	3 50
Finnan haddies	3 25	3 50
Corned beef, No. 1	1 50	1 60
No. 2	2 60	2 70

GREEN FRUIT.—Sales have been large. Valencia oranges, though firmer, still hold the market. Blood oranges have some demand for best trade. Lemons rather firmer. In bananas there is a marked increase in sales. Apples show a wide range. Season late. A few domestic strawberries are still on the market. We quote :

Californian navels, per box	3 00	3 75
Valencia, 7 1/4s	5 00	5 50
4 1/2s	4 00	4 50
Messina lemons	3 00	3 50
Cocoanuts, per bag of 100	3 50	
Bananas, per bunch	1 75	2 00
Potatoes, per bbl	1 75	2 00
Canadian apples, in bbls	1 75	3 50
Sweet potatoes, per bbl	5 50	
Malaga grapes, per keg	5 50	7 00

DRIED FRUIT.—In the local market prices are low. Quite a large stock is held, and even in California raisins, which could not begin to be replaced at the cost of those here, holders are not taking advantage of the market. Prunes

remain low, particularly small sizes. Currants have good regular sale. Prices low. Figs sell slowly. Dates are firmer with a fair sale. Evaporated apples are still low, the market being well stocked. Old onions are getting well cleaned up. New Egyptian are here. We quote :

CURRENTS.

Fine Filiatras, per lb. in cases	0 04
cleaned	0 07 1/2
in 1-lb. cartons	0 06

VALENCIA RAISINS.

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

MALAGA RAISINS.

London layers	1 75	1 90
"Connoisseur Clusters"	2 25	2 50
"Royal Buckingham Clusters," 1/2-boxes	1 15	
"Excelsior Windsor Clusters," 1/2s	4 50	4 60
1s	1 30	1 40

CALIFORNIAN RAISINS.

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

FIGS.

Comadres, per tapnet	1 20	
Elemes, per lb	0 10 1/2	0 20

DATES.

Dates, Hallowees, per lb	0 04	0 05
--------------------------	------	------

CALIFORNIAN EVAPORATED FRUITS.

Apricots, per lb	0 11	
Peaches	0 09 1/2	0 10

PRUNES.

Per lb.	Per lb.		
30-40s	0 08 1/2	70-80s	0 06 1/2
40-50s	0 08	80-90s	0 06
50-60s	0 07 1/2	90-100s	0 06 1/2
60-70s	0 07		

APPLES.

Per lb.	Per lb.				
Dried	0 04	0 04 1/2	Evaporated	0 06	0 06 1/2

ONIONS.

Yellow and red onions, per bbl	1 75	2 00
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DAIRY PRODUCE.—Eggs for Easter are quite plentiful, good stock selling at a cent apiece. Cheese is very high. Stock is very light. Demand not large. In butter, best stock very scarce. Poor grades sell at low figures. We quote :

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

SUGAR.—Dealers still hold large stocks but the higher prices so confidently looked forward to seem farther away than ever. Fair sales at unchanged figures. 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.—In Barbados, the old stock well cleaned up. For any held, high prices asked. New, which is due, will be high. In Porto Rico, both old and new are quite freely offered. Prices rather higher than last year, and market firm. We quote :

Barbados	0 28	0 30
Porto Rico	0 33	0 35
New Orleans	0 28	0 30

FISH.—Market has been poorly supplied. Some nice halibut, of Gaspereaux catch, is offered. High prices are obtained in Bangor and Portland for the first smoked stock shipped there. Pickled herring are scarce, price firmer. Smoked still high. Haddies easier. Dry fish unchanged. We quote :

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

THE MARKETS

The Canadian Grocer

FLOUR, MEAL AND SEED.—In flour the rather easier prices continue a fair sale. Oatmeal and cornmeal are both rather easier. There is quite a demand for higher priced oats for seed. Beans are rather firmer again. Feed is quite scarce. Hay is easy. In seeds, timothy has the big sale here and the early buyers are not the fortunate ones. We quote:

Manitoba flour.....	\$4 70	4 80
Best Ontario.....	4 05	4 10
Medium ".....	3 95	4 00
Oatmeal.....	4 30	4 40
Cornmeal.....	2 80	2 90
Midlings, in small lots.....	24 00	25 00
Oats.....	0 40	0 44
Hand-picked beans.....	2 20	2 30
Prime.....	2 00	2 20
Yellow eye ".....	2 80	3 00
Split peas.....	5 25	5 50
Barley.....	4 25	4 40
Hay.....	9 00	11 00
American timothy.....	2 00	2 15
Canadian.....	2 70	3 15
Red clover.....	0 11 1/2	0 15 1/2
Mammoth clover.....	0 15	0 15 1/2
Alsike ".....	0 13	0 15

PROVISIONS.—In barrelled goods there is light business. Pork is quite firm, but beef is not more than holding its own. Pure lard is higher. Refined is unchanged and is having a large demand. The Easter season has brought the usual fine display of fresh meats. In beef, some Ontario stock was particularly fine. In domestic, the quantity of extra beef not large. One feature of the display is the fine western lambs seen. Veal and mutton rather easier. Pork unchanged, rather less demand. We quote:

Mess pork, per hbl.....	\$21 50	\$23 50
Clear pork ".....	22 50	26 00
Plate beef ".....	15 00	16 00
Mess beef ".....	12 50	13 00
Domestic beef, per lb.....	0 08	0 07 1/2
Western beef ".....	0 08	0 08 1/2
Mutton ".....	0 08	0 08 1/2
Veal ".....	0 08	0 08
Pork ".....	0 08	0 08 1/2

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

NOTES.

A car of evaporated apples was distributed to the trade this morning by A. S. Bowman.

A. F. Randolph & Sons, Fredericton, received a shipment of Egyptian onions by the first steamer bringing out these goods this spring.

A popular fish at this season is fresh and smoked Gaspereaux. John Sealy has large receipts daily, principally harbour caught fish.

Upton's raspberry jam has a very large demand from bakers. T. Colling & Co. had a large shipment this week in thirty-pound pails.

C. E. McMichael is selling Canadian Cream Cheese. This is a particularly fine cream cheese, so packed as to retail at 10c. for a large package.

Mr. Potter was in city this week and found a very active demand for Fairbank's refined lard. The fact that the local representative had just landed a car did not prevent the sale of another.

NOVA SCOTIA MARKETS.

HALIFAX, April 6, 1903.

THE wholesale grocery business still keeps up to a good average with other years, but monetary conditions do not seem to be quite as good as they were a month ago, and for some time

a more conservative business will be done. The fact seems to be that the recent slump in stocks, especially Dominion Iron and Steel, has depleted the country of a large amount of money which was originally put up in margins with a view to selling at a profit. The investors—or rather speculators—may not have been the grocery dealers, but the shortage in money which will be felt all over the country for some time to come will seriously affect all lines of business. Many merchants throughout the country who have thus speculated may tide over their difficulties for a time, but the usual result may be looked for later in the year to a greater or less extent.

* * *

This matter of stock speculation in Nova Scotia—and it may be somewhat the same elsewhere—has been carried to such an extent that Mr. Justice Weatherbe, of the Supreme Court, a week ago, in addressing the Grand Jury on a stock case that was come before them, severely condemned the whole business of speculating on margin. Nova Scotia's favorite stock for the last year or so has been Dominion Iron and Steel. Hundreds all over the province held anywhere from 10 to 100 shares on a ten point margin. Much of this stock was bought between 45 and 60. I know of one case of a party who put up his margin at 57; two weeks ago he had put up in all \$25 more; last week he was again called on, and on his ten shares has now put up \$45 a share—nearly double what the stock could be bought for outright. It is estimated that of those who

A SNAP — One Carload
EUREKA NEW MAPLE SYRUP

6 Tins (Gal. Wine) per case
12 Tins (1/2 " ") " "
24 Tins (1/4 " ") " "
1 Tin (5 " Imp.) " "

The "Finest Make"

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

The quality is guaranteed, prices are the lowest.

WE ARE SELLERS

L. CHAPUT, FILS & CIE.

WHOLESALE GROCERS

Importers of TEAS, WINES and LIQUORS

MONTREAL

NEW OFFICES.

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

Mail orders receive prompt attention.

Samples furnished on application.

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

Toronto Branch, 29 CHURCH ST.

TELEPHONE MAIN 204.

Telephone Bell Main 65
Merchants 522.

Telephone orders receive prompt attention.

were thus speculating, one third dropped out when their first margin disappeared; another third dropped out when a second ten dollar margin disappeared, while possibly one third or less would be able to margin up indefinitely or buy out the stock. That the loss in this respect throughout the province has been enormous, and will seriously affect the business of the coming summer cannot be doubted, nor can its extent be wholly estimated at present.

* * *

The provision market has been active for the last week; produce is coming in fairly well, and, though many lines are firm, others are much easier. Oats, potatoes and hay remain nominally unchanged. Butter is still firm. Cheese is only in small quantity and is selling much higher than usual; a change is looked for when new stock comes in. Eggs have declined, and there are none on the market except what may be called fresh; the quotation is 12c., but sales have been made at 1c. less. Nova Scotia beef is not coming in freely, as the farmers are firmer in their ideas of price than the market warrants. So much so is this the case that some of the dealers here have made full arrangements to receive carload lots of live cattle from Ontario and the West. Previously only frozen stock has been imported, and this now opens up a new line of trade, which is bound to develop largely. It may be to the detriment of the Nova Scotian farmer, who at present claims he cannot compete with the West, but, if so, he will have to learn Western methods of stock-raising.

* * *

The schooner Lolita A arrived last week with the first cargo of Porto Rico molasses,—333 puncheons, 30 tierces and 46 barrels—for The Dominion Molasses Company.

R. C. H.

FOREST CITY GOSSIP.

Office of "The Canadian Grocer,"
London, April 7th, 1903.

TRAVELLERS on the road last week conflict regarding the condition of business. On some routes good orders were obtained, while quite the reverse is reported from others; generally

speaking, the grocers, both in the wholesale and retail branches, have had a quiet week. Owing to the weakness of raw sugars as quoted in various markets for some time, the reduction of 10c. per cwt. was not a surprise to grocers here when the drop took place. The price to grocers in London for less than car lots of granulated is \$3.92 delivered at their stores. Car lots 5c. less.

* * *

The sudden change in the weather at the end of last week, and the correspondingly bad roads played havoc with the attendance at the Covent Garden market, and the deliveries of produce were very unsatisfactory to the purchasing community. In the majority of lines higher prices had to be paid, because of the scarcity of supplies.

* * *

A chat with a knot of wholesale butchers in the market brought out the fact that the Forest City Butchers' Union, organized to protect this market against the Toronto Abattoir Co., had not as yet gained much headway. About fifteen members had been enrolled, with F. Chandler as president, and Tom Flannigan as secretary. There are fifty or sixty wholesale butchers in and around London, supplying the city, while there are one hundred retail men supplying consumers. A number of the wholesalers are luke-warm, and dubious about the ability to hold the market against the Toronto company.

* * *

Tuckett & Co., Hamilton, Ont., have the cigar factory purchased by them in full operation. Mr. Dooley, the former owner, is the manager in charge. Forty hands are employed at the Hamilton bill of wages. The only brand of cigar made by the firm in London is the favorite and well known "Marguerite." Of these 10,000 are turned out every day.

* * *

Grocery circles are much exercised about the wholesale grocers' combine, which has of late been mentioned in "The Canadian Grocer" and other papers. Inquiry amongst wholesale men does not elicit much information. All London firms disclaim connection, and no houses here are known definitely to be in the ring.

* * *

The wholesale firm of Elliott, Marr & Co. report very satisfactory orders for their "Man-of-War" tea. This tea is blended by one of the firm, and packed by their own machinery on the premises in lead-foil packets in pounds and half-

prices to retail at 25, 30, 40 and 50c. lb. In like manner the firm of T. B. Escott & Co. put up their noted "Mogul," adding a 60c. quality to their range.

* * *

Frank Harding, the Piccadilly street grocer, has added a bakery and confectionery department to his business. This enterprise of Mr. Harding will certainly attract additional trade. Mr. Harding is well and favorably established for some years in his present locality.

* * *

George McCormack, manager of the big biscuit concern of that name, reports a heavy business, with the new factory fully occupied.

W. H. L.

OTTAWA MARKETS.

Easter trade is causing an improvement in business this week. All classes of merchants benefit by it.

The sugar market has eased back to its old figure, \$3.87 for granulated and \$3.22 for yellow.

No changes of importance have taken place in other lines, so that it is useless quoting old figures.

The egg market is the most important consideration this week; prices ruled lower last week, good fresh stock selling at 11½ to 12c. This week the weather has been colder and sellers are asking and getting higher prices. Quotations are 12 to 12½c. It is possible all available supplies of eggs will be shipped for Easter Saturday.

Some grades of flour have dropped 10c. a bbl.; it is said to be only temporary owing to local cutting.

MARCONI REPORT ON "SALADA."

P. C. Larkin, of The "Salada" Tea Co., who left this week on a trip to England, sends the following wireless message to THE CANADIAN GROCER:

Lieut.-Col. MacLean,

THE CANADIAN GROCER, Toronto.

Report on "Salada" by Marconi: "It's the finest tea the world produces."

P. C. LARKIN.

[SS. Kaiser Wilhelm der Grosse, off Fire Island, via Marconi.]

The assets of the grocery and butchering business of Page & Storey, Ottawa, have been sold.

Our establishment
will be
closed all day
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Good Friday

LAPORTE, MARTIN & CIE
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LIQUID COFFEE NEEDED.

COFFEE has long since established its place among the world's necessities. Nothing has been found which can begin to take its place as a drink at meal time. The tests of the past six years among the soldiers in Germany, England and the United States, have proven that tea, cocoa and chocolate all fail to satisfy like coffee.

The experience on every sea-going ship, on every ranch, on every South-African, New Zealand or Australian sheep farm, and in 95 out of every 100 houses in America, is much the same—nothing can quite take the place of coffee.

There are over \$148,000,000 spent every year in the United States for coffee—nearly \$2 per head for every man, woman and child. And while everything we use in the kitchens of our homes has been successfully reduced in bulk, or concentrated so as to save the housewife or the cook full half their labors, coffee has stood still. In all the other food stuffs, great progress has been made towards lessening labor and cutting down expense. Because of these improvements, the ranchman or miner saves half the space ordinarily required for transportation, or storage of supplies, to say nothing of the saving from deterioration. There are desiccated or canned vegetables, fruits, meats and soups. There are canned powdered chocolates or cocoas to dissolve in water—everything but coffee.

When it comes to coffee the housewife goes through the same amount of labor that her great grandmother did before her. She buys her pound of roasted coffee, grinds it as she needs it, puts it in her pot with the necessary water, boils it on the stove, and when ready for breakfast puts in her pet article to clear it. And after everything else is done she has as much work to get rid of the grounds and clean the pot. Then, as she uses the last of the pound she gives utterance to the same complaint her mother used to make: "This coffee doesn't seem to be as strong as the last we had, and I put twice as much in the pot, too." She doesn't know, of course, that her coffee has been constantly losing its strength since it was roasted. Ships' cooks tell us they have to use twice the amount of coffee going around the Horn as they did when starting from New York—that is, if they want to get the same strength.

To-day, as yesterday, the soldier carries his ground coffee in his knapsack, puts his tablespoonful in his cup, boils it, and drinks it off the grounds.

To-day, as yesterday, the prospector buys his coffee in packages, wraps it up to protect it from the weather, having to carry nearly as much weight in the wrap-

ping as he has in the coffee, only to learn that if he has to carry a three-months' supply that his coffee has lost a large amount of strength, besides suffering other damages in transit by accident or wetting—all chances which he must take.

And the reason for it all lies in the fact that nothing better is offered; nothing has been offered to take the place of roasted coffee, but what has sooner or later proven to be of little or no value. Many extracts of coffee have been produced, but all have shown changes upon being agitated, and after exposure to the air have been proven worthless.

A great German chemist employed by the German Government to produce a liquid coffee for field-hospital use turned out an article which he could guarantee would keep but for three days. Two of the greatest expert food chemists living have declared that an extract of coffee cannot be produced that will retain the properties of the coffee bean and still keep. Millions of dollars have already been sunk in coffee extracts. Almost anyone can produce a coffee extract that seems to answer for the time being. The great test is to turn out an article which will be proof against chemical changes likely to take place under other conditions. Thirty years of study and years of testing have practically decided that coffee extracts are all failures.

Recently in New York a man of long experience in the study and practical demonstration of coffee has announced that the liquid-coffee problem can be mastered. His claim is that coffee can be prepared so that one pound will give all the effects that can be gained in the old way from ten pounds of roasted beans. According to this same party coffee can be prepared so that it will keep in heat or cold, in an open or closed vessel, and so that it will not lose any of its properties by age. The coffee trade will await his further movements in this direction with interest.—The Spice Mill.

OLIVE OIL IN SPAIN.

By D. R. BIRCH, U. S. Consul at Malaga.

SPANISH olive oil is probably more in demand this season than for past years. This condition arises because of the partial failure of the Italian crops and the desire of Italian exporters to meet the demands of their foreign trade by supplying the Spanish product.

A small yield of olives usually follows a large one, but a comparison with the unprecedented production of 1901 in the Provinces of Cordoba, Jaen, Seville and Malaga, which resulted in the pressing of 3,500,000 arrobas (14,920,500 gallons) of olive oil last year, shows that the crop of 1902, from which the present oil is now

being pressed, is not much less, being estimated at 3,000,000 arrobas (12,789,000 gallons).

At this writing, the olive oil season is at its height and three-fourths of the immense crop of last year has been sold. While the 1903 price differs but little from that of a corresponding date last year, the average rate this season shows a slight decrease. Shipments made on January 28, 1902, brought £30 to £31 (\$146 to \$151) per ton of 1,058 kilograms (2,332.4 lb.), cost and freight at New York, while the steamer leaving Malaga for New York on a corresponding date this year carried olive oil which sold for from £30 10s. to £31 15s. (\$148 to \$154.50) per ton.

Local exporters are seeking to create the impression that the sales to the United States this year are considerably under those of the season of 1902, but a glance at the invoice figures in this consulate shows quite a contrary condition. From October 1, 1901, to February 1, 1902, 1,625 petroleum barrels of olive oil were exported from Malaga to the United States, while from October 1, 1902, to February 1, 1903, invoices have been taken out for 9,240 barrels, or more than five times that of last season.

Malaga olive oil merchants say that the crop of Italy was badly damaged by unfavorable weather, frost in April last killing many blossoms. Italian exporters are consequently buying much Spanish oil, mixing it with American cotton oil, and exporting this concoction to the United States as representative of the Italian product.

In quality, this year's oil is not considered to be quite as good as that of last year, as it contains a trifle more acidity. At present, Malaga olive oil exporters have an abundant supply in their cellars, but they complain that the sales throughout Europe are not as great as at the same time last year.

Usually, the sales to Russia, where great quantities of olive oil are used in religious observances, and to other parts of Europe are made during April each year; and while a definite forecast of the fluctuation in prices cannot now be made, the markets of previous years have always been affected later in the season by European demands, and there appears to be no reason to assume that opposite conditions will prevail this year.

"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."

CONDENSED OR "WANT" ADVERTISEMENTS.

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

SITUATIONS VACANT.

UP-TO-DATE biscuit baker wanted. Pett & Son, Walkerton. f

CHEESE-MAKER wanted—For the Caledonia factory; state salary by the month. Apply to J. M. Clysdale, Caledonia, P.O. f

Baker—must use Royal yeast—must be good association football player; references. Apply, stating salary, Jas. Pierce, McGregor, Man. f

WANTED — at once — clerk for general store; three years' experience; state age and salary expected. Russell & Nelson, Erin. f

FOR SALE.

GOOD grocery business for sale, 403 King st. East, opposite school, a snap at \$300. leaving city. f

GOOD butcher business—In booming town; established 10 years, without change; only three shops; a money-maker; 200 more families expected this summer. J. Graf, Mount Forest, Ont. f

FOR SALE—first-class baking business. Address Box 244, Dresden, Ont. f

THRIVING general store business for sale; good village; Huron County; must be sold immediately; proprietor's health failed; snap for somebody. Box 987, Globe. f

GRIST mill for sale—Fifty-barrel—plansifter system; nearly new; splendid steam power; excellently situated. J. G. Martindale, Lion's Head. f

FOR SALE—On Colborne street, in Brantford—new and up-to-date two stores and dwelling; a first-class opportunity for a business investment. For particulars apply Cohoe and Pitcher, 7 Market street South, Brantford. f

GROCERY stock and fixtures — at a bargain; all new goods; rent \$10; good location; population 3,000; will amount to about \$500, Box 380, Globe.

FOR SALE — grocery business; one of the best paying in west Toronto; stock and fixtures about two thousand; good residence; moderate rent. Box 357, Globe.

BUTCHER business for sale — situated in residential part of city; satisfactory reasons for selling. Box 392, Globe.

FOR RENT.

TO RENT—large store on Colborne street—in flourishing City of Brantford; one of the best in best locality in the city; for twenty years occupied by first-class business. Apply to Hardy & Hardy, Brantford, Ont. f

SITUATION WANTED.

AS TRAVELLER—young man; first-class salesman; best reference; salary and commission; Northwest preferred, Box 307, Globe.

In the UNITED STATES

One of my travellers in the State of Maine writes under date of April 2nd, concerning one of the most important firms in the State—"..... are having a cheap sale clearing out all teas but **RED ROSE** at cost, and intend buying from us alone in future."

Another firm in Maine took an assorted C/s Feb. 12th on our guarantee that it would sell. They paid for it April 1st, and ordered 4 cases—one 60-lb. Case each of the 35, 40, 50, and 60c. grades.

United States firms don't usually give Canadian firms the preference. If they do business with us there is a good solid reason for it.

Just so with Ontario firms. They are buying Red Rose Tea simply because they cannot get as good tea nearer home.

If you are selling Red Rose Tea you know all about it. If you have not tried it yet is it not worth ordering a sample case?

I would be pleased to send you a price list and full particulars or will ask one of my travellers to call.

T. H. ESTABROOKS

Tea Importer and Blender,

St. John, N.B.

Branches: TORONTO, WINNIPEG.

BRILLIANT POLISH FOR BRASS

The most perfect and convenient package of metal polish on the market is

The Splendor

It is not a paste, but a solid stick, put up in handsome decorated tubes.

This paste is manufactured by the celebrated firm of Buhler, of Paris, France, who obtained the only Gold Medal given at the Paris Exhibition of 1900.

The sticks retail at **10** and **25 cents** each, which leaves a good profit for the retailer.

If your wholesale dealer cannot supply you, write direct to the agents for a sample tube and quotations, which will be readily supplied by

HENRI JONAS & CO.

MONTREAL.

Following are a few of the lines of

CANNED GOODS

offered at a special low price, to clear lots :

464 cases	3-lb. Simcoe Baked Beans.	100 cases	gallon Lowry Pie Peaches.
50 "	1-lb. Petits Pois Francais.	183 "	3-lb. Lowry Pie Pears.
50 "	1-lb. " " Extra fins Francais.	50 "	gallon " " "
24 "	1-lb. Haricots moyens Delory.	160 "	1-lb. flat-tin Mackerel.
346 "	2-lb. Union Wax Beans.	361 "	1-lb. tall Red Spring Salmon.
247 "	3-lb. Tomato Sauce.	250 "	1/4-tin Club Style Mordaleb Sardines.
185 "	3-lb. Victoria Apples.	50 "	1/2 flat-tin Simcoe Roasted Chicken.
526 "	gallon Union "	140 "	2-lb. Succotash Log Cabin.
314 "	3-lb. Lowry Pie Peaches.		

ALSO—

203 Mats, 33 lb. each, Comadre Figs.
107 30-lb. tins of pure white clover honey.

VALENCIA RAISINS :

F. O. S. 7, 14, 28-lb. boxes.
Selected, 28-lb. boxes—very special price.
2 Crowns Layers—28-lb. boxes, finest.
4 " " 28-lb. " "

A balance lot of PEARL TAPIOCA at clearing sale price.

Fine value of **Japan Tea**, "Princess Louise" Brand, in 5, 30 and 85-lb. boxes; without any exception the best value for the money—try a sample box, 5 lb.

Laporte, Martin & Cie

Wholesale Grocers, MONTREAL.

PURE MALT VINEGAR.

FOR the best part of 20 years Purnell, Webb & Co., of Bristol, England, have been shipping their guaranteed pure malt vinegars to Canada, and each year adds to their reputation.

From the small beginning with one intermittent buyer in Toronto, who had been a customer of the firm's in South Wales, England, before emigrating, their trade has expanded until they now have agents in practically every good centre in the Dominion from the Atlantic to the Pacific who are keenly looking up fresh business.

Purnell, Webb & Co. have never expected to capture the vinegar trade of Canada, for, with several large firms in the Dominion turning out good vinegars made from alcohol, cider, and other materials, and the duty on their own imported malt vinegar, this has been impossible. But they simply ask the readers of THE CANADIAN GROCER, whom they firmly believe are the most intelligent and pushing grocers and store-keepers to be found in Canada, to compare the quality, flavor, strength and prices of their pure malt products, even with the duty on them, and to see if they are the luxury of the few or the necessity of the many.

The old city of Bristol, where this firm brew and ship their goods, is the best port for Canada, and as Bristol merchants import very large quantities of Canadian produce it is only reasonable to expect Canadian grocers to buy Bristol malt vinegar in return.

This season has opened very well for Purnell, Webb & Co. for they have already shipped good orders to Victoria and Vancouver city, B.C. When the St. Lawrence opens up for spring traffic they are anticipating sending good shipments on the first few direct steamers from Bristol to Montreal. Cabot in olden days sailed from Bristol City and discovered Canada; more recently, Purnell, Webb & Co. have discovered a Canadian demand for a pure malt vinegar.

THE ONION.

IN spite of its disagreeable odor there is something about the onion that makes it a popular article of diet among people in general. Every year the consumption of onions is greatly larger than before, and it is taking a more important part each day in the household as a food. About this product The Scottish Trader says:

"Among our vegetables there is none that has come to the front so much in recent years as the onion. One reason for this is the different ways that it can

ABOUT READY.



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

Also:—

COFFEE, BAKING POWDER, FLAVORING EXTRACTS, CURRY POWDER.

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

LEES & LANGLEY, 53 Colborne St., TORONTO.

EPPS'S

GRATEFUL. COMFORTING.

IN ½-LB. LABELLED TINS. 14-LB. BOXES.

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

THE MOST NUTRITIOUS.

COCOA

FANCY CALIFORNIA, NAVEL, 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.

The greatest seller of the day

The Capstan Brand of English Worcestershire Sauce.

Equal to any sauce in the world.

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

Sold by all Wholesale Grocers.

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



be cooked; in fact, no other kind of vegetable can be put to so many uses. Very few soups are complete except flavored by an onion, and one of the most popular vegetable dishes is composed of a large onion boiled, served up with white sauce. The principal source of our supplies of onions in recent years have been from Spain. These are noted for the mildness of their flavor, and are very clean to work with. The kind of onions next in popularity are what are known as German globes. These are also large, with a clear skin, and we might say the prettiest onions grown. They come later than the Valencias, and are packed in bags containing 100 lb., or, say, one cwt. Another kind of onion which has come to the front is the Albanian globe, which is grown near Madgeburg, and are shipped

from that town to Hamburg in lighters. From this latter town they are transhipped to the ocean-going steamers. Silesian globes, another variety, are grown in Silesia. These are much smaller than the former are not so valuable. The Dutch Brown is an onion much stronger in the flavor than any of the above; but, as a rule, they are dirtier and not nearly so well handled. These are the cheapest onions that come to the market. They are the most popular among the laboring class, who, as a rule, want a good, strong flavor for their money. It is principally used by them for frying with bacon. This is said to be an excellent dish; it has, at any rate, a very strong smell. German onions are now in the market, and it is claimed that these are the best value for grocers. It is therefore surprising to us to know that they are not in the demand they should be at present, as they are cheaper, and the quality is as good as Valencias."

The best grocers keep the best Imported Biscuits
Try an assorted case of

CARR'S



They will bring you additional trade, and mark you as

One of the live grocers of Canada.

FRANK MAGOR & CO.,

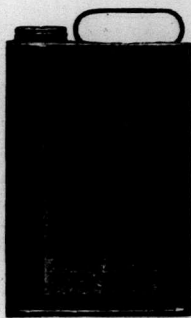
Agents for the Dominion.

16 St. John St., MONTREAL

C. E. JARVIS & CO, Vancouver, Agents for B. C.

**"Imperial Brand"
Maple Syrup**

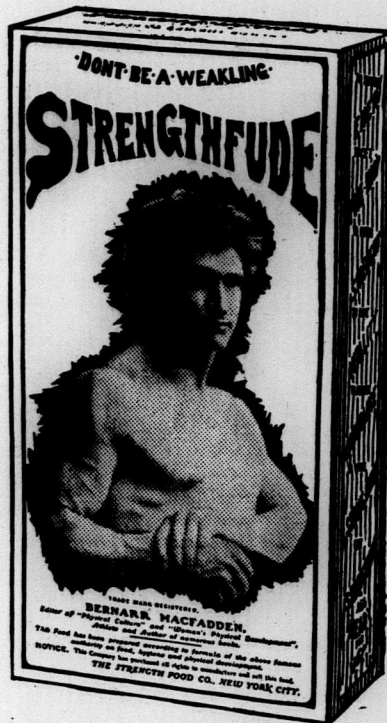
is a popular seller at all good grocers.



The store that does not keep it loses business.

ROSE & LAFLAMME,
Agents,
MONTREAL.

A Live Cereal for a Dead One



You may think you are handling enough cereals, and that, no matter how good **Strengthfude** is, you can't afford to add it to your already large stock.

False reasoning, friend. **Strengthfude** is going to sell—it is already selling—so wouldn't it be better business to put that in, and let go one that *doesn't* sell?

You can *start* almost any cereal by big advertising, but you can't keep it going by that. Look at those dead ones on your shelves—they went at first, but they had no merit, and so they died.

Strengthfude has merit. It is made from the formula of Bernarr Macfadden, the best-known athlete in the country to-day, out of WHEAT, OATS and NUTS—all ideal brain and muscle foods. It is a good thing, and you can sell it.

Shall we send you samples?

THE STRENGTH FOOD CO.

"Department C. G."

105-107 Hudson St., NEW YORK.

For sale by JOHN SLOAN & CO.,

45 Front
St. East,

TORONTO

THE OFFICE

DEVOTED TO THE
OFFICE STAFFS OF
BUSINESS
ESTABLISHMENTS

OFFICE MANAGEMENT.

By W.N.H.

ONE of the most surprising facts that one meets in the management of the average retail hardware store, and indeed, the same applies to a great many other retail stores, is the sad need of a proper office arrangement and systematic management. The drummer can tell you into how many stores he goes where perhaps a small desk in the corner of the shop constitutes the whole "office" of the establishment. On it, besides a limited supply of poor writing material, will be found the books, which, in all probability, will tell what each credit customer owes, and nothing more. Even then, it is likely to waste the patience of a customer who wishes to pay his bill, to find his name and the amount he owes with an itemized account of the articles bought.

A file, in the shape of a single bent wire, will often be found to contain the entire correspondence for many months back. Letters, statements, quotations, copies of orders, and even invoices, will all be stored away on the same wire, regardless of date or alphabetical arrangement. And still this same man will often wonder why it is that he cannot put his hands on a letter or quotation of weeks ago, which, if he could find instantly, might be of vital importance in making a sale, if not in saving much of his valuable time and temper. Besides, it is unbusinesslike, and to be businesslike always pays in the end, even though one may not see returns for his trouble in the little things just at the time.

And still you will find men who will laugh at such ideas and say that a set of books, properly kept in balance, whereby a man can, at the close of his business year, tell to a cent his yearly profit, the expenses of every department, and his net gain since he last took stock, is all quite unnecessary. True, the merchant who knows the total value of his stock and his collectable accounts and deducts the amount of his liabilities, knows what he is worth, and in this way, from year to year, how much he has made or lost. But if he were able to carefully review a statement of the year's business, showing in what proportion his expenses were divided, and the profits yielded by each department of his store, he could very often regulate the management of the next year's business to far greater advantage.

Many will tell you that it is a waste of time and money to spend the price of a few "Shannon" or "Eclipse" files, and every few days take time enough to sort out the accumulation of papers into their respective places, so they can be found on a moment's notice, even to dates of years ago, long since put away in the binding cases. They say that such system is not necessary in the case of a retail business of average size. Certainly it would be hard to imagine anything approaching a wholesale business run on such lines. But, if a large business needs care and system in the financial end of its management, why will it not also pay in proportion in the case of a smaller one?

Count up the expense of fitting up an office in which you can keep your business matters well and neatly ar-

ranged and your books kept on correct principles. It need not be expensive, for all the requisites can be purchased at comparatively small cost. You will find it to be a profit-earning expense, and your constant satisfaction at knowing exactly where you are at any time will fully repay you for your trouble.

The merchant who runs his business on the principles of a larger one throughout, keeping, of course, his expenses in reasonable proportion, will succeed far quicker than he who aims low and then grumbles because his business does not increase. Whatever be the means employed, the schemes which will in the end produce profit, must come from the brain of the man who oversees, unless, perhaps, he uses the ideas of those who work for him, and the man who is too narrow-minded to see that he can make more by properly superintending the activities of others, but thinks he must do everything himself, without using his brain, is not likely to become a captain of industry or increase his own business to very large proportions.

VALUE OF COMMERCIAL EDUCATION.

THE principal of a Westmount, Montreal, school, has been making inquiries by circular as to the advantages to a student of a knowledge of typewriting and shorthand when entering upon a business career. Replies have been received from various leading business men, managers of banks, railway companies and other large concerns, all of which are to the effect that a knowledge of shorthand and typewriting would be of much value to a young man with a business career in view, and that, other things being equal, the beginner so equipped would probably command a larger salary than others. It is also stated that the school which pays most attention to the commercial subjects confers much more benefit on students of this kind than any other.

All the writers indicated also that as far as the Province of Quebec was concerned, one of the most important subjects should be the study of the French language. They state that the average French boy is better equipped for a commercial career than the average English boy, as, in most cases, the former understands both languages, which can seldom be said of the latter.

A CANADIAN INSTITUTION.

Incorporated under Canadian laws, with a purely Canadian directorate, the Canadian College of Correspondence is well entitled to the support of the young men of the Dominion. The faculty list includes the best of British and Canadian teachers, and the agricultural department is looked after by professors of the Ontario Agricultural College, Guelph. It is the only institution thoroughly preparing students for chartered accountant, civil service and insurance examinations, and the greatest care and attention are given to all branches of commercial education.

The list of correspondence students is already large, and it is worthy of note that the institution gives every promise of success.

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

WHEN YOU STOP TO THINK
 how much the success of your business and the comfort of your household depend on communication with others you will appreciate the fact that telephone service is worth a great deal more than it costs.
 Metallic Circuit Service—efficient, rapid, constant.
The Bell Telephone Co. of Canada

FIRE AND BURGLAR-PROOF SAFES.

Great fires often cause ruin. Protect against what may come by buying a
CARY Fireproof Safe.
 We are the only Importers and Dealers in Canada of the celebrated world-famous Cary Safes. The only safe sold in Canada where the filling is warranted not to depreciate; being a dry filling, will last a life time. No refilling required when you buy a Cary safe. See our seven-flanged, double underlocking, tongue and grooved door with asbestos packing, making them water and air tight. See our latest improved up-to-date Safes before buying. Catalogues and prices sent on application. Money saved by consulting
Ford & Featherstone,
 IMPORTERS AND DEALERS,
 10 John St., North, - HAMILTON, ONT.

SPARE TIME STUDY will open the door to opportunity and success.
EDUCATE FOR BUSINESS.
 Chartered Accountants' (Inter. Exam.).....\$35.00
 Regular Commercial Course (including books) 38.00
 Bookkeeping (including books)..... 20.00
 Arithmetic..... 12.00
 Commercial Law..... 8.00
 Penmanship..... 6.00
 Business Correspondence..... 5.00
 Courses may be paid for by the instalment plan.
 Write to-day for full particulars.
 Address, **COMMERCIAL DEPARTMENT**
CANADIAN CORRESPONDENCE COLLEGE, Limited
 Canada Life Bldg., TORONTO, ONT.

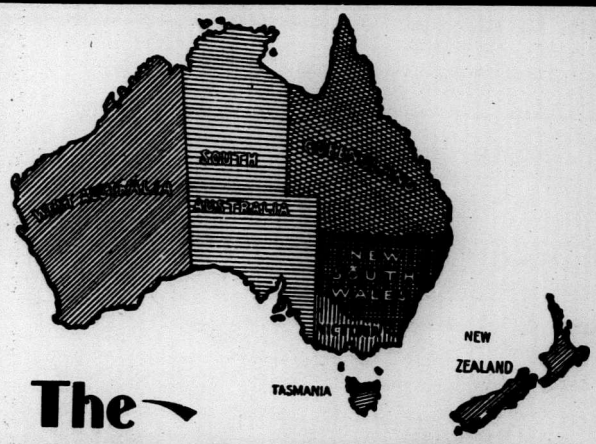
ESTABLISHED 1855
TAYLOR'S
 DOUBLE TONGUE & GROOVE
SAFES
 145
 147 FRONT ST. EAST, TORONTO.

A Course in Advertising by Mail for
One Dollar



THE PRINT SHOP
 St. Catharines, Ontario

The most practical instruction possible to receive may be had by reading each issue of Impressions regularly. Live articles by the very best authorities. One dollar a year.



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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 CANADIAN AND AMERICAN ENQUIRIES will receive prompt attention if addressed to the LONDON OFFICE, 42 CANNON STREET, E.C.
 Specimen Copies Free on Application.

THE CANADIAN GROCER

MONTREAL GROCERS' ASSOCIATION.

THE Montreal grocers held a well attended meeting on April 2, some 200 being present, with Ald. Turner in the chair. It was not only one of the best attended meetings, but also one of the most harmonious in the history of the association.

TRADING STAMPS.

The question of abolishing the trading stamps was again discussed, Ald. Lapointe pronouncing himself strongly in favor of such a movement. Not only the Montreal grocers, but those of Quebec also had suffered from them and they ought to leave no means untried to do away with them. He referred to the

PHARMACY BILL,

which has already passed the Lower House of the Quebec Legislature, which permits druggists to sell all kinds of liquor by retail and wholesale. Speaking of this, Ald. Lapointe said he was surprised to learn that the bill had been adopted by the Legislature, since he had been told by Hon. Mr. Duffy that by this the druggists could only sell medicinal liquors, while as a matter of fact, they sell all liquors, including brandies, gins and wines. All the grocers could do now was to oppose the bill's passage in the Legislative Council.

After some further discussion Mr. Spensard moved, seconded by Mr. Dooust, that "The Pharmacy Bill adopted by the Legislative Assembly of Quebec is contrary to the Provincial license law, and that the grocers protest against its recommendations."

TAX ON FISH AND PROVISION DEALERS.

Ald. Valliere took up the subject of the proposed amendment to the charter of Montreal, by which a tax of \$50 would be imposed on all persons selling fish, provisions, etc., doing business outside of the public markets. This, he explained, ought not to apply to grocers, who sell these articles by retail. The charter committee only wished to include wholesale dealers in these products, who at present pay nothing to the city.

Other speakers had something to say along the same lines, with the result that the Quebec Legislature will be asked to so word the bill that it will not include the retail grocers.

LIQUOR LICENSES.

A third important topic was the proposed reduction of the liquor licenses of the Province. The present number is 412, and it is sought to reduce this to 350.

It is thought that if a limit were to be placed on the number of licenses it should

rest at 412, the present number; otherwise 62 members of the association who had already licenses would be done an injustice. These views were embodied in a resolution to the effect that the association was not in favor of limiting the number of licenses, and that the Quebec Government should wait until the next session to bring up the measure, the secretary of the association to make known to the Provincial Secretary this resolution.

A committee was appointed, consisting of Messrs. N. Lapointe, N. Chartrand and J. P. Dixon, to visit Quebec on Monday, 6th inst., and call on the ministers in regard to these questions.

NEW MEMBERS ADMITTED.

As a result of the energetic canvassing of the various grocers with the secretary, for new members, a great many were admitted to the association. These included Messrs. Beaudoin, A. Sauvageau, M. Perras, M. Leduc, J. A. Morrisette, T. H. Malette, A. Barsalou, I. Chaput, J. Bussiere, M. Menard, M. Lariviere, H. Limoges, J. A. Bouvier, G. A. Dunn, M. Gascon, A. Pelletier, D. Menard, E. M. St. Denis, J. N. Crepeau, J. J. Martin, Maxime Cousineau, J. B. Delaurier, Arthur Bastien, J. A. Beaudry, P. A. Deziel, U. Mathieu, C. Beausolliou, A. Trudeau, J. O. Dezil, J. L. Rasocot, J. W. Guerin, Joseph Normandeau, L. N. Soucy, E. H. Monpetit, Monroe Bros., J. Jasmin, H. Martel, G. Pilon, Bastien Bros., A. Payette, Jos. Church, G. A. Martin, E. F. Stewart, Max. Lemmen, F. Allan, F. X. St-Amour, W. H. Withall, H. Bertrand, M. O. Aubry, A. Marsolais, P. Martineau, J. B. D. Bolirau, F. X. Beauchemin, U. Archambault, Jos. Choquette, Theo. Bergeron, C. Gratton, Geo. Pichette, J. G. Thouin, P. Theoret, Z. Colpron, Z. Brunet, Murphy Bros., Beauvais & Lalonde, P. Beaulieu, C. J. Tourangeau, J. H. Paquet, C. Fortier, J. C. Desjardins, J. A. Laporte, P. Seguin, Joseph C. Cusson, Joseph Garipepy, A. Renaud, Desileries & Brais, R. L. Watkins, Geo. Neil, Theoret Freres, C. Levesque, C. Leclair, George Jordon, A. Gravel, P. Elliott, Solomon & Edward, Thomsons & Brouillet, W. Faucette & Fils, Joseph Landrie, A. Girard, jr., Thomas Lamb, E. Limoges, C. St. Onge, Gervais & Frere, M. Morrisette, F. X. Quievellion, P. Desormiers, F. Gervais, G. E. Lamoureux, E. P. Guillemette, M. Perras, T. L. Hodgson, W. St. Germain, Meunier Freres, A. Lesperance, A. Woods, E. Herrel, Robert Freres, W. Desrosier, J. A. Dore, E. D. Consineau, A. Durocher, E. J. Allan, R. Walsh, L. N. Ostigny, A.

D. Brunet, G. D. Martineau, N. Collin, J. Cotee, Walter Willison, C. Rolland, L. Gingras and A. Dumont.

NEW SPICE FIRM.

LEES & LANGLEY have started business at 53 Colborne street, Toronto, as manufacturers and wholesale dealers in coffee, flavoring extracts, baking powder, curry powder, whole and ground spices. This firm has decided to spare no effort, to hesitate at no expense, to make their productions of a quality that will compare with the best goods offered on the Canadian market. Absolute purity will be an essential quality of all their productions. Moreover, as their recipes have been secured at considerable expense and from the highest authorities, the trade will find their goods to be of that appearance and to have that taste which is so essential to successful retailing of these goods. The firm spent much time and money in fitting up their warehouse and factory on Colborne street, and can well boast of one of the cleanest and most attractive warehouses in the district. If energy, enterprise and good intention make the success of any firm it should do so for Lees & Langley. Dealers who have not yet corresponded with them regarding their lines should do so.

THEY ALL LIKE STRENGTHFUDE.

The Strength Food Co., New York, have received the following complimentary references to their product, the first being from an Ottawa retailer:

GENTLEMEN,—I have received your package of Strengthfude and find it great. All the people in the house are crazy over it, and want to get more. I have studied about all kinds of food and know what they are good for, but I think yours is the best.

(Signed) WALTER TRAVERSY.

GENTLEMEN,—In reply to yours, will say Strengthfude gives universal satisfaction and you may send us another case.

(Signed) M. G. DICK.

NOW READY FOR THE TRADE.

Henri Jonas & Co. have commenced to supply the trade with the new Brilliant Buhler paste, "Splendor," and all indications point to a highly successful run for this metal polish. Unlike other polishes, it is put up in tube form and needs not to be touched at all to use; all that is required is to press the bottom of the tube, when the paste can be forced out just as it is used. It is an excellent polish; one of the best ever brought to this market. It has received medals at some of the great world exhibitions. Two sizes can be had, to retail at 10c. and 25c., with good profit to the retailer. Samples of this and quotations can be obtained by sending a post-card to Henri Jonas & Co.

THE CANADIAN GROCER

Established 1845

Established 1845

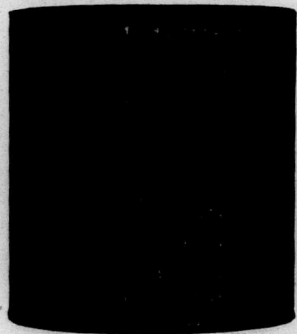
COFFEE

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

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.



1 and 2-lb. Tins.

Roasted Rio Coffee

Choice quality—can be retailed at 10 cents per lb.

Shipment Green Rio just to hand—extra value.

WARREN BROS. & CO., - - TORONTO

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

WE KEEP ALL CODES.

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

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

THE NATIONAL COFFEE CODE
AXTELL'S

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

Price, \$1.00 Postpaid.

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

THE UNIVERSAL SUGAR CODE
AXTELL'S

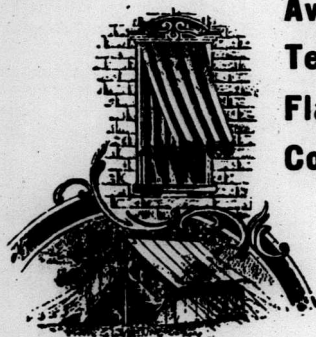
is the standard code for Sugar Brokers. Ask one who uses it and you will get a commendation. If you never saw it send for a copy to examine.

Price, \$1.00 per copy Postpaid.

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

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

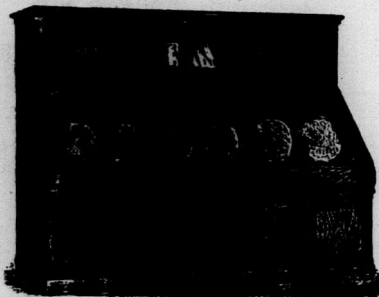
BUY OF THE MANUFACTURERS . . .



Awnings
Tents
Flags and
Covers.

WRITE
FOR
QUOTA-
TIONS.

RAYMOND BROS., Windsor, Ont.



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

C. P. FABIEN,

Merchant and Manufacturer,

3167 to 71 N. Dame St. Montreal, Can.
Write for Illustrated Catalogue.



When a
Grocer
Sells his
Customers

Clark's
Lunch
Tongue

he gives them the Best
Obtainable and Perfect
Satisfaction.

\$10 Profit !

Because Jones always bought his cigars of Smith & Brown, the grocers when he brought his wife to town he made right for Smith & Brown's store. Mrs. Jones bought \$50 worth of groceries there because Jones said

Payne's Cigars

are always good. She believed the quality of their groceries was above suspicion also. **Smith & Brown made \$10 profit on the transaction.**

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

We are now prepared to ship the trade

Tonka

Beaver

AND **Apricot**

McAlpin Consumers Tobacco Company,

Head Office : TORONTO. Limited

Factories : Leamington and Toronto.

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

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

Are you pushing our...



MARGUERITE
CIGARS

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

TUCKETT CIGAR CO., Limited, - HAMILTON.

55,000 bureaux in French territory, the lists of applicants far exceeds the supply.

The bureaux are very profitable to the Government, bringing in some eighty million dollars in the year, but the people who manage the shops have a very small share of the profits. Indeed, their average income is some \$80 annually, though some may go about \$200. On the other hand, they have the advantage of selling stamps and other wares, from which they obtain a good return.

A COMBUSTIBLE TIP.

An inventor, who is evidently wearied of the many fruitless attempts to light a cigar in a windy street, has invented a combustible tip, which is intended to do away with the use of matches. The tip, according to an exchange, is composed of a mixture of ground glass, saltpeter, potassium chlorate and gum arabic. This mass is molded into a cap on the end of a cigar, and a frictional igniter, such as that used on the tips of matches, is placed on the surface of the cap. When the igniter is scratched, the cap burns freely and cannot be extinguished by an ordinary wind. The combustion fuses the ground glass and renders the cap incandescent. The

TOBACCOS AND CIGARS

fused glass forms an air-proof cover on the end of the cigar and prevents any of the fumes from entering the tobacco, so that no unpleasant taste results.

NOTES OF THE TOBACCO TRADE.

Harry Maxey is going on the road for The Hilda Cigar Co., Hamilton.

Wm. Nicholson, fruit and tobacco dealer, Vancouver, B.C., has sold out to G. C. Hamilton.

Julius Shack, of New York, the well-known tobacco leaf salesman, was in Toronto last week.

The tobacco business of Larue, jr., recently absorbed by The Houde Co., will be removed from Montreal to Quebec.

Andrew Wilson, Toronto, reports a steadily increasing demand from the grocery trade for the "Humber" cigar.

The Seal of Manitoba cigar factory is the first cigar firm in Canada to have the printers' labels on their cigar ribbons.

The business of T. J. Fair & Co., Brantford, this year is a very decided tribute to the popularity of the "Lord Roberts" cigar.

T. J. Horrocks, the Toronto tobacco jobber, says: "With the many brands of chewing tobacco now on the Canadian market, we are pleased to notice that the

demand for 'British Navy' continues to be of the most satisfactory nature."

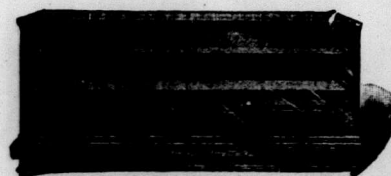
The McAlpin Consumers' Tobacco Co. are having a busy season, and their immense shipments to the Northwest provinces during the past month speak for themselves.

The large shipment of Havana tobacco recently referred to as having been received by The Tuckett Cigar Co., of Hamilton, consisted of 1,543 bales, weighing 93 tons. The Customs duties alone amounted to nearly \$30,000.

The W. H. Steele Co., Scott street, Toronto, are pleased to note the continued inquiry from the grocery trade for their "Silent Drummer," copies of which they will send with pleasure to any grocer free on application.

John Brand & Co., Elmira, N.Y., represented in the Dominion by Frank Inksater, favorably known to the Canadian wholesale grocery trade when connected with the Benning tobacco factory of Paris, is opening a packing house in Big Flats, N.Y.

The strike of the Spanish-Cuban cigar makers of the Granda Hermanos y Ca, which of late has reached serious proportions, culminated a few days ago in actual violence. One of the foremen of the cigar factory was assaulted, and before he escaped was very roughly handled. Prospects of an amicable settlement of the strike appear as remote as ever, and the management are firm in their determination to make no further advances to the strikers.



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.

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

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

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

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

Write for price list.

All our tobaccos bear the Union Label.

The Erie Tobacco Co., Limited

WINDSOR, ONTARIO.

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

J. M. FORTIER, Limited,

Manufacturers of
all kinds of

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

Cigarettes and Cut Tobaccos.

Special Brands a Specialty.

Office: 1982 Notre Dame St.

Factory: 151 to 161 St. Maurice St.

MONTREAL.



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

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

A Well Managed Store
 will always have good wrapping paper. It will save time, money and trouble. Our brown and manilla wrapping papers are strong durable and reliable. 480 sheets to every ream.
 ---Made in Canada---
 by the
CANADA PAPER CO., Limited
 TORONTO and MONTREAL.

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

COWAN'S

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

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

Are the standard goods for purity and excellence.

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



Maple Syrup

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

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

"ACME" TABLE SALT

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

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

They Cost Something, Of Course.

But enough Allison Coupon Books to last a year won't cost as much as the amount you will lose by the carelessness of your clerks in forgetting to "charge up" numerous small purchases; and disputed pass-book entries, where you have to allow your customer's kick, or lose him.



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.

BRITISH BUSINESS CHANCES.

Firms desirous of getting into communication with British manufacturers or merchants, or who wish to buy British goods on the best possible terms, or who are willing to become agents for British manufacturers, are invited to send particulars of their requirements for

FREE INSERTION

in "Commercial Intelligence," to the Editor
'SELL'S COMMERCIAL INTELLIGENCE,'
 Temple House, Tallis St., Temple Avenue,
 London, E.C.

"Commercial Intelligence" circulates all over the United Kingdom amongst the best firms. Firms communicating should give reference as to bona fides.

N.B.—A free specimen copy will be sent on receipt of a post card.

Canned Goods

ALL KINDS

Wanted

Sole selling agency of a first-class firm for

GREAT BRITAIN

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

Highest References.

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

TEA.

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

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

MERCANTILE LAW

By H. T. CANNIFF, Barrister, Toronto

A Study of
its Different
Branches. ♡

(CONCLUDED FROM LAST ISSUE)

A contract by deed merges in itself an agreement to the same effect contained in a simple contract. This is what is known as merger.

The following are some of the contracts which must be in the form of a deed :

1. A conveyance of land.
2. A transfer of a ship.
3. Certain contracts made by corporations.
4. Gratuitous promises, such as a bond.
5. Leases of property for three years or upwards.

The second essential of a valid contract to be considered is that relating to the competency of a person to bind himself by contract.

A person under the age of 21 years (known in law as an infant), as a rule, cannot enter into a valid contract.

He may, however, render himself liable for necessaries of life purchased by him, in the absence of any person legally liable to support him, and also for such things as are suitable to his station in life, and to his particular circumstances at the time.

The general rule in other cases is that an infant's contract is voidable at his option, either before or after he has attained his majority.

Being so voidable, the infant may ratify his contract when he attains his majority, and assume the rights and liabilities arising from it.

But there are certain classes of contracts which are deemed to be adopted by the infant when he attains his majority, unless he expressly repudiates them, and that within a reasonable time of reaching his majority; what amounts to a reasonable time being in each case to be determined on the particular factor. This latter group of contracts consists of those which are incident to interests in permanent property, and includes contracts of tenancy, partnership, contracts to take shares in a company, and marriage settlements.

In these cases if the infant repudiates the contract on coming of age, he must also return any benefits he derived under the contract. The law will not allow him by his repudiation of the contract to make a profit out of the other party to the contract.

In determining whether an infant can recover money paid by him under a re-

pudiated contract, the test is to see if the infant derived any real advantage from the contract; if he has, the money cannot be recovered.

There are a few contracts (not a great many) made by infants which are absolutely void, such as a bond or a contract made by an infant with a penalty attached to it, and a contract which is clearly to his prejudice.

A married woman is capable of contracting as if she were an unmarried woman, but only to the extent of her separate property, and so as to bind her separate property only.

It must be noticed that there is no remedy enforceable against the married woman personally; the debt is payable out of her separate property only.

A contract made with a person who is insane and does not know what he is doing, if no advantage has been taken of the lunatic's state, and if the other contracting party was not, at the time the contract was made, aware of the lunacy, will hold good; in other cases, the lunatic's contract is voidable by the lunatic. It may, in any case, be ratified by the lunatic, when he recovers his senses.

A person who enters into a contract when in a state of complete drunkenness, so that he does not know what he is doing, may avoid such contract; but it remains good, unless he does so within a reasonable time. If the contract is for the supply of necessaries at a fair price, in the absence of unfair dealing, it is good.

The third essential of a valid contract to be considered is that there must be a mutual assent of the parties to the contract. This means that there must be a proposal by one party and acceptance of the proposal by the other party.

The rules which govern proposal and acceptance are :

1. The proposal must be intended to affect, and be capable of affecting the legal relations between the parties, that is, it must be made in contemplation of legal consequences; for example, a promise to take another to the theatre or a promise to take dinner with him at his house, is not such a promise as could be enforced at law.

2. The acceptance of the proposal must be absolute, and identical with the terms of the proposal.

If the terms of the proposal are changed in any way by the acceptance, there is no legal acceptance of the proposal, and consequently there is no contract between the parties.

To make a binding contract, in case there be an acceptance of the proposal with some change in its terms, the proposer must consent to the changes in the terms of the proposal made by the other party.

3. A proposal which has not been accepted does not affect the rights of the parties and results in nothing.

A mere mental acceptance, uncommunicated to the proposer, avails nothing.

A proposal, if the mode of acceptance is specified, is not properly accepted, unless it be accepted in the manner required by the proposer; for example, if the proposer write to the other party that he must reply by wire within 24 hours, the proposer cannot be bound by any acceptance which is not in accordance with the prescribed mode of acceptance.

The proposal, if nothing is said respecting the time of acceptance, must be accepted within a reasonable time.

4. A proposal and acceptance need not necessarily be written or spoken, but may be acted, wholly or in part; as, if a customer takes up goods off a tradesman's counter, and takes them away, that is, without any felonious intention, and nothing is said by either party, the law presumes an agreement for a sale of the goods at a reasonable price; or, if a man hails a cab and orders the driver to take him to a certain destination, a valid contract is entered into, and the driver can compel his fare to pay a reasonable price for the drive.

5. A proposal need not be made to any specified person, but there can be no contract until it has been accepted by some specified person; for example, the proposal by way of advertisement of a reward for the rendering of certain services, inserted in a newspaper, becomes a contract to pay the reward, as soon as some person renders the services, but not before.

6. A proposal may be revoked before it is accepted, but not afterwards; and an acceptance cannot be revoked.

The acceptance must either be communicated to the proposer, or some act must have been done which the proposer has expressly or by implication offered to



It will pay you to recommend and sell **Blue Ribbon Ceylon Tea** most delicious tasting and fragrant sold in Canada to-day. Your customers appreciate the best.

It IS sealed in Ceylon.

Do you know of any other packet tea which is ?



QUAKER "CEYLON" TEA

J. A. Mathewson & Co. MONTREAL

Agents for Canada and Newfoundland.

THE DOMINION BREWERY CO., LIMITED
Brewers and Maltsters
TORONTO

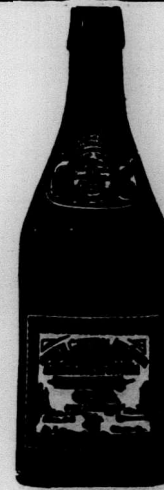
Manufacturers of the Celebrated

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.



THE CANADIAN GROCER

treat as an acceptance; for instance, in contracts made by correspondence, there must be the posting of a letter accepting the proposal; or, the acceptance may be inferred from subsequent conduct of the person to whom the proposal was made.

With respect to the rule that a proposal made be revoked before acceptance, it should be stated that where parties living at different places are compelled to treat by correspondence through the post or telegraph office, there is a modification of the rule to this extent, that the proposer cannot retract his offer after the acceptance by the other party has been duly posted or telegraphed, although the acceptance may not yet have reached the proposer; nor can the party who accepts retract his acceptance after duly posting or telegraphing his acceptance, even though the retraction is sent prior to the proposer's receipt of the acceptance.

Even when, on making an offer, the proposer expressly promises to allow a certain time to the other party for acceptance, the offer may, nevertheless, be retracted during the given time, provided that no consideration has been given to the proposer for the promise of the specified period for making the acceptance. If consideration has been given for the time, the proposal cannot be retracted until the time has expired.

The fourth and last essential of a valid contract to be considered is that the objects of the contract must be legal.

Illegal contracts are those which are entered into in defiance of some statute or some express rules of the common law, or are contrary to public policy.

Where a penalty is inflicted by some statute upon the carrying on of a trade or business in a particular manner, contracts made contrary to such statutory enactments are illegal and consequently void.

Wagering contracts are prohibited by statute.

It is obvious that a wager may be a purely gambling transaction, or it may refer to commercial matters.

Most business ventures and dealings are somewhat speculative, and offer savor of gambling transaction, but, as a rule, they are legal. Often, however, the question as to whether they are legal or illegal, is very difficult to answer; and in recent times there have been many laws placed on the Statute Book to prevent certain forms of business transactions, which are closely allied to gambling or really amount to pure gambling, that is, gambling in stocks and commodities.

The difficulty our lawgivers have to contend with is that laws directed against these gambling transactions often militate against legitimate business dealings, and consequently it is very difficult to suppress the evils of gambling in stocks without obstructing trade, which is more

or less a gamble, as many a merchant knows to his cost.

To mercantile men the importance of the laws prohibiting wagering contracts lies in the effect it may have on stock-exchange transactions. The law is, that when shares are purchased, there is a bona-fide intention to take them and to pay the price, then the contract is good; but, if the intention of both parties is that the purchase shall be a mere cover, under which the party speculates in the rise and fall of prices, then the contract is of a wagering nature, and is bad.

It is easy to lay down this law, but the difficulty is to apply it to any particular case, owing to the many ingenious schemes of stock brokers and dealers to turn a gambling transaction into an innocent-looking trade deal.

One form of a wagering contract which has been legal for a long time is the wagering contract known as the contract of insurance.

This kind of contract is practically a gambling transaction on the part of the parties to it, but owing to the great benefits accruing from insurance, the law has, for a great length of time, recognized insurance contracts as legal.

The advantages of fire, life and marine insurance are well known, and in recent years employers of workmen have been extensively insured against losses incurred by the employers through injuries to their workmen.

Another kind of insurance brought to our notice at the present time is the insurance placed by English merchants to cover any loss to their business they might have incurred through the death of the King before his Coronation.

There are some kinds of insurance which are not legal, as the perusal of the following case will show.

The facts of the case are as follows: A minister of advanced age entered into an agreement with an insurance agent, a much younger man, but very alive to business, that the agent should insure his, the agent's life, in a certain company, and assign the policy to the minister, and that the minister should pay the premiums. I might say that the minister, at the instigation of the agent, adopted the novel method of providing for the payment of the premiums by purchasing from the same company, an annuity equal to the amount of the yearly premium. This method of payment of the premiums does not, however, affect the question of the validity of the policy. It was understood between the agent and the minister that the agent should receive the benefit of the commissions on both the annuity and the insurance, but was not to be otherwise interested in the policy. The agreement between the parties was carried out, and the premiums were paid by the minister's annuity for a

few years, when the agent died. It was held by the courts that the insurance was void, as being in violation of the statute and that the company, which was entirely innocent of the agreement between the agent and the minister, was not liable on the policy.

This statute governing insurance provides that no insurance shall be made by any companies on the life of any person or any other event wherein the person insured shall have no interest.

With regard to contracts made in defiance of express rules by the common law, it is hardly necessary to state that an agreement to commit a crime is illegal and would not be enforced by the courts. An agreement to commit a civil wrong is also illegal; and so are agreements of an immoral nature.

Contracts which are contrary to public policy, that is, which the courts deem it impolitic to recognize, such as agreements tending to injure the public service, are illegal. The public is deeply interested in the proper performance by public officials of their duties, and the law looks upon contracts as illegal which have for their object the sale of public offices or the assignment of the salaries of such officers.

Agreements which have a tendency to obstruct the course of justice are illegal. These agreements most frequently appear in the form of agreements to stifle prosecutions for a criminal offence.

Contracts which tend to encourage litigation are also illegal; and so are agreements which affect the freedom or security of marriage.

Agreements in restraint of trade are illegal, as it is against the policy of the law that trade should be fettered in any way.

This seems to be commonsense as well as law, but by allowing trade to have too much freedom, perhaps the time will come when trade, if given too much freedom, will itself fetter the law.

In these days of huge business trusts and combines it has become a much debated question whether some limit should not be placed on the power of the multimillionaire to grind down his employe or to engineer trusts and combines so as to obtain the monopoly of business, thereby forcing to the wall the smaller merchant and having the power to fix prices at his own sweet will.

On the other hand, labor may get beyond the control of the law, and become a law unto itself. Although labor unions have accomplished much good for the workmen, yet, like the capitalists, they also often adopt illegal measures to obtain their ends.

An example of a valid contract in partial restraint of trade is where a man, on selling his business, binds himself not to carry on his business; but, in order that this agreement may be legal, it must comply with the following rules:

1. The restraint against the carrying on of the business may be restricted as to time and space.
2. It must be such that, in view of all the facts of the particular case, is reasonable and necessary for the protection of the party intended to be protected.
3. It must not be harmful to the general public.
4. It must not extend to every business or trade.

THE CANADIAN GROCER



PURNELL'S MALT VINEGARS

Brewery, Bristol, England.

Charlottetown, P.E.I.—Horace Hazard, South
Side Queen St.

Halifax, N.S.—J. Peters & Co., 47 Upper
Water St.

St. John, N.B.—Robert Jardine.

Montreal—J. M. Kirk, 18 Hospital St.

Toronto—J. Westren & Co., 630 Ontario St.

Hamilton—Imperial Vinegar Co.

Winnipeg—A. Strang & Co., Portage Ave.

Vancouver, B. C.—C. E. Jarvis & Co., 328
Holland Block.

Shelled Almonds, Shelled Walnuts,

Martin Freres' well-known brands "Squirrel,"
"Fox," "Tiger"—no better goods offered to the
trade in Canada to-day. We can quote you
prices that mean business.

H. P. SETNA & CO.'S

Indian Chutneys and Curry Powder

as supplied to the Royal Families.

We will be pleased to quote prices for
Import Orders.

W. P. Downey, Direct Importer, **20** St. Peter
Street, **Montreal.**



"Money to burn; wife saves it in
house expenses by using Tip-Top
Soap Chips, the great cleanser. A
remarkable saver of labor and
money."

GREATEST
SELF-WASHER
INVENTED.

NEW PROCESS TIP-TOP (REGISTERED) SOAP CHIPS

FOR HOUSEHOLD AND
LAUNDRY USE.

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

Actual Size Package, retails 5c.

The Grocer's Opportunity.

Sell your customers Tip-
Top Soap Chips and you
will find them better
natured, better buyers and
better pay.

Ask your
wholesaler
about it.

Robinson's

Patent

Barley

In 1-lb. and ½-lb. Tins.

The
Perfect
Food

for Infants and
Invalids.

A Line for Grocers to Handle.

Robinson's Patent Barley

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

KEEN'S MUSTARD and
KEEN'S OXFORD BLUE.

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

Keen, Robinson & Co., Limited
London, England.

Current Market Quotations for Proprietary Articles

April 9, 1903.

Quotations for proprietary articles, brands, etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy.

Baking Powder.

Cook's Friend	Per doz.
Size 1, in 2 and 4 doz. boxes	\$4 40
" 10, in 4 doz. boxes	2 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	\$2 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases	Sizes	Per doz.
4 doz.	10c	\$0 85
3 doz.	6 oz.	1 75
1 doz.	12 oz.	3 50
2 and 3 doz.	12 oz.	3 40
2 and 3 doz.	16 oz.	4 35
1 doz.	25-lb.	10 50
1 doz.	25-lb.	10 40
1 and 1 doz.	5-lb.	19 50

MAGIC BAKING POWDER.

Cases	Sizes	Per doz.
4 doz.	5c	\$0 40
4 "	4oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	25-lb.	4 19
1 "	5 "	7 39
1 "	12 oz.	8 45
1 "	16 "	8 55

JERSEY CREAM BAKING POWDER.	Per case
½ size, 5 doz. in case	\$0 49
" 4 " "	0 75
" 3 " "	1 25
" 2 " "	2 25



VIENNA BAKING POWDER.	Per doz.
1-lb. tins, 4 doz. in box	\$2 25
½-lb. tins, 4 " "	1 25
¼-lb. tins, 4 " "	0 75
3-oz. in paper, 4 doz. in box	0 70
5-oz. " " " "	0 35

OCEAN MILLS.

Ocean Baking Powder, 1 lb., 4 doz. in a case	Per doz.
Ocean Baking Powder, ½ lb., 5 doz. in a case	\$ 45
Ocean Baking Powder, 1 lb., 3 doz. in a case	90
Ocean Borax, ¼-lb. packages, 4 doz. in a case	1 25
Ocean Borax, ¼-lb. packages, 4 doz. in a case	40
Ocean Cornstarch, 40 pks. in a case	78

Blacking.

HENRI JONAS & CO.	Per gross
Jonas	\$9 00
Froments	7 50
Military dressing	24 00

Blue.

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

Black Lead.

Reckitt's, per box	\$1 15
Box contains either 1 gross, 1 oz. size; ½ gross, 2 oz.; or ¼ gross, 4 oz.	
Nixey's Refined, per 9-lb. box of 12 1 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.	Per doz. net.
Bamboo Handles, A, 4 strings	\$4 35
" " B, 4 " "	4 10
" " C, 3 " "	3 85
" " D, 3 " "	3 60
" " F, 3 " "	3 35
" " G, 3 " "	3 10
" " I, 3 " "	2 85

Biscuits

CARR & CO., LIMITED

Frank Magor & Co., Agents.

Cafe Noir	\$0 15
Ensign	0 12½
Metropolitan, mixed	0 09

Canned Goods.

HENRI JONAS & CO.

Mushrooms, Rionel	\$15 50
" 1st choice Duthel	18 50
" " Lenoir	19 50
" extra Lenoir	22 00

French Peas, Delory's

Moyen's No. 2	\$9 00
" No. 1	10 50
½ Fins	12 50
Fins	14 00
Tros fins	15 00
Extra fins	16 50
Sur extra fins	18 00

French Sardines

½ Rolland	9 50
½ Delory	10 50
½ Club Alps	2 50

Chocolates and Cocos.

THE COWAN CO., LIMITED.

Cocoa—	
Hygienic, 1-lb. tins	per doz. \$7 25
" ½-lb. tins	3 75
" ¼-lb. tins	2 25
" fancy tins	0 90
5-lb. tins, for soda water fountains, restaurants, etc.	per lb. 0 55
Perfection, ½-lb. tins, per doz.	3 00
Cocoa Essence, sweet, ½-lb. tins, per doz.	2 25
Chocolate—	
Queen's Dessert, ½'s and ¼'s	per lb. \$0 40
Mexican Vanilla, ½'s and ¼'s	0 42
Royal Navy Rock, " "	0 35
Diamond, " "	0 30
" " " "	0 25
" " " "	0 28

Chocolate—	per lb.
Caracas, ¼'s, 6-lb. boxes	\$0 42
Vanilla, ¼'s	0 42
"Gold Medal," sweet, ¼'s, 6-lb. boxes	0 24
Pure, unsweetened, ¼'s, 6-lb. boxes	0 42
Fry's "Diamond," ¼'s, 14-lb. boxes	0 24
Fry's "Monogram," ¼'s, 14-lb. boxes	0 24

Cocoa—	Per doz.
Concentrated, ¼'s, 1 doz. in box	2 40
" " " "	4 50
" " " "	8 25
Homeopathic, ¼'s, 14-lb. boxes	0 24
" " " "	0 24
Epp's Cocoa, case of 14 lb., per lb.	0 35
Smaller quantities	0 37½

JOHN P. MOTT & CO.'S.

R. S. McIndoe, Agent, Toronto.

Mott's	Per lb.
Mott's Broma	\$0 30
Mott's Prepared Cocoa, ¼'s and ½-boxes	0 28
Mott's Breakfast Cocoa, ¼'s in boxes	0 40
Mott's No. 1 Chocolate	0 30
Mott's Breakfast Chocolate	0 28
Mott's Caracas Chocolate	0 40
Mott's Diamond Chocolate	0 23
Mott's Navy Chocolate, ¼'s in boxes	0 27
Mott's Cocoa Nibs	0 35
Mott's Cocoa Shells	0 05
Vanilla Sticks, per gross	1 00
Mott's Confectionery Chocolate	0 21 0 32
Mott's Sweet Chocolate Liquors	0 20 0 36

CADBURY'S.

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

WALTER BAKER & CO., LIMITED.

Premium No. 1 chocolate, 12-lb. boxes	Per lb.
Vanilla chocolate, 6-lb. boxes	\$0 38
German sweet, 6-lb. boxes	0 47
Breakfast cocoa, 1, ½, 1 and 5-lb. tins	0 27
Cracked cocoa, ½-lb. pkgs., 12-lb. boxes	0 43
Caracas sweet chocolate, 6-lb. boxes	0 35
Caracas tablets, 100 bundles, tied 5's, 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 65

STARCH PRICES

If you are offered STARCH at seemingly attractive prices, be sure and ask **WHAT BRAND?**

There are **Starches** and **Starches**. **Don't** be persuaded that another is **Just as good**.

Ask for **EDWARDSBURG** or **BENSON'S**

and **INSIST** upon getting it.

SEE OUR NEW LIST

The **EDWARDSBURG STARCH CO'Y, Limited**

Established 1858.

53 Front St. East,
TORONTO, ONT.

Works:
CARDINAL, ONT.

164 St. James St.,
MONTREAL, QUE.

Cocoanut.

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

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 12 1/2
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
100 lb. delivered in Ontario and Quebec	

Cheese.

Imperial—Large size jars	per doz.	\$8 25
Medium size jars	"	4 50
Small size jars	"	2 40
Individual size jars	"	1 00
Imperial holder—Large size	"	18 00
Medium size	"	15 00
Small size	"	12 00
Rougefort—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.
In lots of less than 100 books, 1 kind assorted	4c.	4c.
100 to 500 books	3c.	4c.
100 to 1,000 books	3c.	3c.

Allison's Coupon Pass Book.

\$ 1 00 to 3 00 books	3 cents each
5 00 books	4 "
10 00 "	5 1/2 "
15 00 "	6 "
20 00 "	7 1/2 "
25 00 "	8 "
50 00 "	12 "

Cane's Clothes Pins.

UNITED FACTORIES, LIMITED.

Clothes pins (full count), 5, gross in case, per case	\$0 60
4 doz. packages (12 to a case)	0 75
6 doz. packages (12 to a case)	0 95

Extracts.

HENRI JONAS & CO. Per gross.	
8-oz. London extracts	\$ 6 00
2-oz. " (no corkscrews)	5 50
2-oz. " "	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
3-oz. " "	"	7 00
2 1/2-oz. round quint essence extracts	"	2 00
4-oz. jockey decanters	"	3 50

Food.

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

Ginger Ale and Soda Water.

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

SOUTHWELL'S GOODS. Per doz.	
Frank Magor & Co., Agents.	
Orange marmalade	\$1 50
Clear jelly marmalade	1 80
Strawberry W. F. jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant " "	1 65
Other jams	\$1 55
Red currant jelly	1 90
2 75	2 75

T. UPTON & CO.

Pure Fruit Jams—	
1-lb. glass jars, 2 doz. in case, per doz.	\$0 95
2 1/2-lb. tin pail, 2 doz. in crate, per lb.	0 06 1/2
5 and 7-lb. tin pails, 8 and 9 pails to crate	0 06
7, 14 and 30-lb. wood pails	0 06
Pure Fruit Jellies—	
1-lb. glass jars, 2 doz. in case, per doz.	0 95
7, 14 and 30-lb. wood pails	0 06
Home Made Jams—	
1-lb. glass jars (16-oz. gem.) 1 doz. in case	1 50
5 and 7-lb. tin pails	per lb. 0 09
7, 14 and 30-lb. wood pails	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.	Per doz.
D.S.F. 1-lb. tins	\$1 40
" 1-lb. tins	2 50
" 1-lb. tins	5 00
Durham 4-lb. jar	per jar. 0 75
" 1-lb. jar	0 25
F. D. 1-lb. tins	per doz. 0 85
" 1-lb. tins	1 45

HENRI JONAS & CO.

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

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—	
1-lb. tins	per lb. \$0
1-lb. tins	0 35
1-lb. tins	0 32 1/2
4-lb. jars	per jar 1 20
1-lb. jars	0 35
"Old Crow," 12-lb. boxes—	
1-lb. tins	per lb. 0 25
1-lb. tins	0 23
1-lb. tins	0 22 1/2
4-lb. jars	per jar 0 70
1-lb. jars	0 25

Olive Oil.

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

Orange Marmalade.

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

RECKITT'S BLUE and BLACK LEAD

Always give your Customers Satisfaction.

FRESH VEGETABLES, in tins.
CORN (in the ear), gallon tins.
Beets, 3's ; Spinach, 3's ; Carrots, 3's ; Turnips, 3's ;
Cabbage, 3's, etc.
TOMATO CATSUP, gallon tins.

These are ready sellers. A luxury at small cost.

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

Pickles.
 STEPHENS
 A. P. Tippet & Co. Agents
 Cent stoppers (pints) per doz. \$2 30
 Corked " " " " " " 1 90

Soda.
 COW BRAND
 Case of 1-lb. containing 60 pkgs. per box, \$3 00.
 Case of 1-lb. (containing 120 pkgs.) per box, \$3 00.
 Case of 1-lb. and 1/2-lb. (containing 30 1-lb. and 60 1/2-lb. pkgs.) per box, \$3 00.
 Case of 5c. pkgs. (containing 96 pkgs.) per box, \$3 00.

EMPIRE BRAND.
 Brunner, Mond & Co.
 Case 120 1/2-lb. pkts. (60 lb.) per case, \$2 70.
 Case 96 10-oz. pkts. (60 lb.) per case, \$2 80.

MAGIC BRAND.
 Per case.
 No. 1, cases, 60 1-lb. packages \$2 75
 No. 2, " " " " " " 2 75
 No. 3, " " " " " " 2 75

Soap.
 A. P. TIPPET & CO., Agents.
 Maple soap, colors, per gross \$10 20
 " " black, " " " " 15 30
 Oriole soap, " " " " 10 20
 Gloria soap, " " " " 12 00
 Straw hat polish, " " " " 10 20

Starch.
 EDWARDSBURG STARCH CO., LIMITED.
 Laundry Starches—per lb.
 No. 1 White or blue, 4-lb. carton \$0 06
 No. 1 " " 3-lb. " " 0 06
 Canada laundry, " " " " 0 04
 Silver gloss, 6-lb. draw-lid boxes, 0 07
 Silver gloss, 6-lb. tin canisters, " " 0 07
 Edward's silver gloss, 1-lb. pkg. 0 07
 Kegs silver gloss, large crystal, " " 0 06
 Benson's satin, 1-lb. cartons, " " 0 07
 No. 1 white, lbs. and kegs, " " 0 05
 Benson's enamel, per box 1 25 to 2 50

Culinary Starch
 Benson & Co.'s Prepared Corn, " " 0 06
 Canada Pure Corn, " " " " 0 05

Rice Starch
 Edwardsburg No. 1 white, 1-lb. car. 0 10
 Edwardsburg No. 1 white or blue, 4-lb. lumps, " " " " 0 08

BEE STARCH.
 Cases, 64 packages, 48 s. " " 5 00
 Cases, 32 packages, 24 s. " " 2 50
 Packages 10c. each.

BRANTFORD STARCH WORKS, LIMITED
 Ontario and Quebec.

Laundry Star ties
 Canada Laundry, boxes of 40-lb. \$0 04
 Acme Gloss Starch
 1-lb. cartons, boxes of 40 lb. " " 0 05
 Finest Quality White Laundry
 3-lb. Canisters, cases of 48 lb. " " 0 06
 4-lb. " " " " " " 0 06
 Kegs, 200 lb. " " " " 0 05
 Kegs, 100 lb. " " " " 0 05

Lily White Gloss
 1-lb. fancy cartons, cases 30 lb. 0 07
 6-lb. toy trunks, 8 in case, " " 0 07
 6-lb. enameled tin canisters, 8 in case, " " 0 07
 Kegs, ex. crystals, 100 lb. " " 0 06

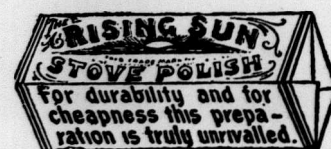
Brantford Gloss—
 1-lb. fancy boxes, cases 36 lb. \$0 07
 Canadian Electric Starch—
 Boxes of 40 fancy pkgs., per case 2 50
 Celluloid Starch—
 Boxes of 45 cartons, per case, " " 3 40

Culinary Starches—
 Challenge Prepared Corn—
 1-lb. packages, boxes 40 lb. " " 0 05
 No. 1 Brantford Prepared Corn—
 1-lb. packages, boxes 40 lb. " " 0 06
 Crystal Maise Corn Starch
 1-lb. packages, boxes 40 lb. " " 0 06



OCEAN MILLS.
 Chinese starch, per case of 4 doz., \$4.

Stove Polish.



Per gross.
 Rising Sun, 6 oz. cakes, 1/2-gross boxes \$8 50
 Rising Sun, 3-oz. cakes, gross boxes 4 50
 Sun Paste, 10c. size, 1/2-gross boxes, " " 10 00
 Sun Paste, 5c. size, 1/2-gross boxes, " " 5 00



Syrup.

"CROWN" BRAND PERFECTION SYRUP.
 Per case.
 Enamelled tins, 2 doz. in case \$2 40
 Plain tins, with label—
 2-lb. tins, 2 doz. in case, " " 1 90
 5 " " " " " " 2 35
 10 " " " " " " 2 25
 20 " " " " " " 2 10
 (10 and 20 lb. tins have wire handles.)



Teas.

SALADA CEYLON.
 Wholesale. Retail.
 Brown Label, 1-s. \$0 20 \$0 25
 " " 1/2-s. " " 0 21 0 26
 Green Label, 1-s. and 1/2-s. " " 0 22 0 30
 Blue Label, 1-s. 1/2-s. 3/4-s. and 1/4-s. " " 0 30 0 40
 Red Label, 1-s. and 1/2-s. " " 0 36 0 50
 Gold Label, 1/2-s. " " 0 44 0 60

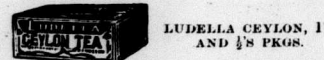


Ceylon Tea, in 1 and 1/2-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c. \$0 19
 " " 1/2-lb. " " " " 0 20
 Blue Label, retail at 30c. " " 0 22
 Green Label, " " " " 0 26
 Red Label, " " " " 0 36
 Orange Label, " " " " 0 42
 Gold Label, " " " " 0 55



Cases, each 60 1-lb. \$0 35
 " " 60 1/2-lb. " " 0 35
 " " 30 1-lb. " " 0 36



LUDELLA CEYLON, 1'S AND 1/2'S PKGS.
 Blue Label, 1-s. \$0 18 \$0 25
 Blue Label, 1/2-s. " " 0 19 0 25
 Orange Label, 1-s. and 1/2-s. " " 0 21 0 30
 Brown Label, 1-s. and 1/2-s. " " 0 28 0 40
 Brown Label, 1/2-s. " " 0 30 0 40
 Green Label, 1-s. and 1/2-s. " " 0 35 0 50
 Red Label, 1/2-s. " " 0 40 0 60

TETLEY'S INDIAN AND CEYLON TEAS.

"Elephant" Brand.
 Blacks— Wholesale. Retail.
 Tetley's Extra quality \$0 65 \$1 00
 " No. 1 " " " " 0 50 0 70
 " Special " " " " 0 42 0 60
 " No. 2 " " " " 0 35 0 50
 " No. 3 " " " " 0 30 0 40
 " 3c. " " " " 0 22 0 30
 " No. 4 " " " " 0 20 0 25

These teas are packed in cases containing either 60 1-lb. packets, or 120 1/2-lb. packets, or assorted. No. 3 is also packed in cases containing 240 1/4-lb. packets.

Ceylon Greens— Wholesale. Retail.
 No. 1 \$0 35 \$0 50
 No. 2 " " 0 30 0 40
 No. 3 " " 0 20 0 25
 Packed same as blacks.

"CROWN" BRAND.
 Wholesale. Retail.
 Red Label, 1-lb. and 1/2-s. \$0 35 \$0 50
 Blue Label, 1-lb. and 1/2-s. " " 0 28 0 40
 Green Label, 1-lb. " " 0 19 0 25
 Green Label, 1/2-s. " " 0 20 0 25
 Japan, 1-s. " " 0 19 0 25

E. D. MARCEAU, Montreal.
Japan Teas—
 "Condor" II 80-lb. " \$0 35
 " III 80-lb. " " 0 32
 " IV 80-lb. " " 0 30
 " V 80-lb. " " 0 26
 " XXXX 80-lb. boxes " 0 25
 " XXXX 30-lb. " " 0 26
 " XXX 80-lb. " " 0 22
 " XXX 30-lb. " " 0 23
 " XX 80-lb. " " 0 20
 " LX lead packets " " 0 20
 Assorted cases (1 and 1/2-lb.) to retail at 40c. " " 0 28

Black Teas "Nectar" in lead packets—
 Green Label, " " " " " " 0 25 at 0 20
 Chocolate Label, " " " " " " 0 35 at 0 25
 Blue Label, " " " " " " 0 50 at 0 36
 Maroon Label, " " " " " " 0 60 at 0 45
 Fancy tins—Chocolate, 1-lb. " " 0 32
 " " " " " " " " 0 42
 " " " " " " " " 0 50
 " " " " " " " " 1 50

"Condor" Ceylon black tea in lead packets—
 Green Label, 1-s. and 1/2-s. " " 0 25 at 0 20
 Grey Label, 1-s. and 1/2-s. " " 0 30 at 0 23
 60-lb. cases " " " " " " 0 35 at 0 36
 Blue Label, 1-s. and 1/2-s. " " 0 40 at 0 30
 Red Label, 1-s. and 1/2-s. " " 0 50 at 0 34
 50-lb. cases " " " " " " 0 60 at 0 40

Black Teas "Old Crow" blend—
 Bronzed tins of 10, 25, 50 and 80-lb.
 No. 1 " " " " " " 0 35
 No. 2 " " " " " " 0 30
 No. 3 " " " " " " 0 25
 No. 4 " " " " " " 0 20
 No. 5 " " " " " " 0 17

LIPTON'S TEA (in packages). Per lb.
 No. 1, cases 50 lb., (50 1/2-lb. packages) \$0 35
 " " " " " " (25 1-lb. " " " " 0 34
 No. 1, cases 50 lb., in 5-lb. tins " " 0 35
 No. 2, cases 50 lb., (50 1/2-lb. packages) 0 29
 " " " " " " (25 1-lb. " " " " 0 28
 No. 1, cases 50 lb., in 5-lb. tins " " 0 29
 No. 3, cases 50 lb., (50 1/2-lb. packages) 0 23
 " " " " " " (25 1-lb. " " " " 0 22
 No. 3, cases 50 lb., in 5-lb. tins " " 0 23
 Green Ceylon, No. 1, (50 1/2-lb. packages) 0 35
 " " " " " " (25 1-lb. " " " " 0 34
 Green Ceylon, No. 2, (50 1/2-lb. packages) 0 29
 " " " " " " (25 1-lb. " " " " 0 28

Tobacco.
THE EMPIRE TOBACCO CO., LIMITED.
 Smoking—Empire, 3's, 5's, and 10's. \$0 39
 " " " " " " " " " " 0 56
 " " " " " " " " " " 0 38
 Chewing—Stag, bars, 4 oz. " " 0 39
 " " " " " " " " " " 0 39
 " " " " " " " " " " 0 42
 " " " " " " " " " " 0 42
 " " " " " " " " " " 0 42
 " " " " " " " " " " 0 46
 " " " " " " " " " " 0 47
 " " " " " " " " " " 0 47
 " " " " " " " " " " 0 47

Vinegars.
E. D. MARCEAU, Montreal. Per gal.
 EMD, pure distilled, highest quality, \$0 30
 Condor, pure distilled, " " " " 0 25
 Old Crow, " " " " " " " " 0 20
 Special prices to buyers of large quantities.

JOHN HOPE & CO., Montreal.
 Sir Robert Burnett & Co.'s English Malt Vinegar, " " " " 0 60

Cane's Woodenware.
UNITED FACTORIES, LIMITED.
 Per doz.
 Washboards, Leader Globe, \$1 45
 " " Improved Globe, " " 1 55
 " " Standard Globe, " " 1 75
 " " Solid Back Globe, " " 1 90
 " " Jubilee (perforated), " " 1 90
 " " Crown, " " " " 1 30
 No. 1 2-hoop pails, " " 1 65
 " " " " " " " " 1 80
 " " " " " " " " 9 00
 " " " " " " " " 7 20
 " " " " " " " " 6 50
 " " " " " " " " 5 75

Yeast.
 Royal yeast, doz. 5c. pkgs. in case \$1 00
 Gillett's cream yeast, 3 doz. 1 00
 Jersey cream yeast cake, 3 doz. 5c. 1 00
 Victoria " " " " 3 doz. 5c. 1 00
 " " " " " " 3 doz. 10c. 1 80

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that shows **WHITE, FREE** and **PURE**

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