

PUBLISHED EVERY FRIDAY

THE

CIRCULATES IN EVERY PROVINCE

CANADIAN GROCER

AND GENERAL STOREKEEPER

QUALITY..

When a salesman talks price to you
Ask him about **QUALITY**

When he talks quantity . . .
Ask him about **QUALITY**

When he talks merit to you . . .
Ask him about **QUALITY**

That's the _____
STRONG POINT
in
Colman's Mustard

A Factory of Quality.



If you were to visit our bakeries, perhaps the first thing that would strike you after their magnitude, would be their scrupulous cleanliness—and the cleanliness of all our workpeople. These features are plainly apparent, and all visitors are at once impressed with their importance.

But there's **QUALITY**. What does cleanliness amount to, where quality is forgotten? Quality is our watchword all the way through.

Whether its "**MALTA**" or "**ELITE**" or **SODAS** or "**DANDY OYSTER**" — quality is first, second, third and last.

What about a sample order of "**MALTA**"—our newest? Have you given it a trial yet?

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

THE CANADIAN GROCER

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

**Rice's Pure
SALT.**

It gives Universal Satisfaction.

R. & J. RANSFORD,

Established
1886

Clinton, Ont.

"GLOBE" METAL POLISH



INSIST ON HAVING IT

Write for a supply of show cards and advertising novelties.

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

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

**National Licorice
Co.**

Successors to

YOUNG & SMYLIÉ
BROOKLYN, N. Y.

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

MELLOR & RITTENHOUSE CO.,
CAMDEN, N. J.

H. W. PETHERBRIDGE
BROOKLYN, N. Y.

DOMINION LICORICE & NOVELTY CO.,
TORONTO, CAN.

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

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

Where all communications, orders and remittances should be sent.


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

**British
West Indies**

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

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

Pickford & Black - Halifax.



**MacUrquarht's
Worcester
Sauce**

**Wheat
Marrow**

"There's luck in the four-leaved clover," especially when each leaf contains the name of such standard goods as MacUrquarht's Worcester Sauce, Stephens' Vinegar, Codou's Macaroni and Wheat Marrow.

Each one of the four holds its place steadfastly in the front rank in popular favor, and each one builds for confidence among a grocer's trade.

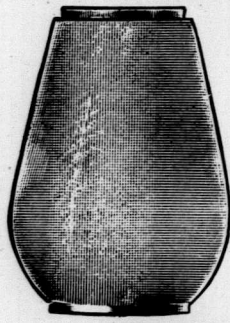
**Codou's
Macaroni**

Stephens'
Genuine
**English Malt
Vinegar**

Sold by Leading Wholesalers Everywhere.

A. P. TIPPET & CO., AGTS.,
MONTREAL. TORONTO.

ARE YOU USING OUR

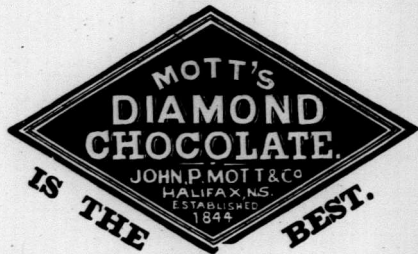


Cold Blast
or Jubilee
Globes

Aetna or
Quaker Flint
Chimneys?

Give them a Trial.

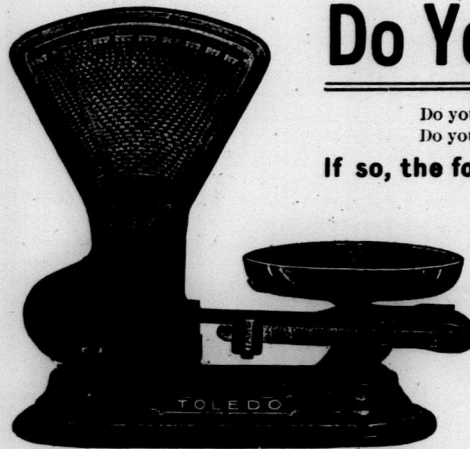
THE SYDENHAM GLASS CO.,
of WALLACEBURG, Limited.



For Sale Everywhere.

ASK FOR

MOTT'S.



Do You Use Scales?

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

If so, the following facts should interest you:

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

MADE IN CANADA.

For Descriptive Catalogue and all information write to

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

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.

REFRIGERATORS.



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

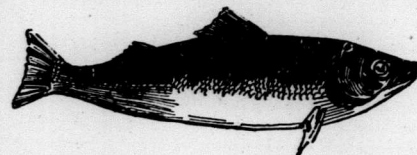
Write for our catalogue, guarantee test and testimonials which are free.

Eureka Refrigerator Co.,

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

This cut represents No. 13.

British Columbia Salmon



We have on hand the following reliable brands:

Red Sockeyes

"Nimpkish" "Griffin"
"Sunset"

Cohoos

"Golden Net" "Empress"
"Harlock"

The British Columbia Packers' Association

VANCOUVER, B.C.

Have a Look !

**JAMS
JELLIES
SYRUPS
STARCH**



**TEAS
COFFEES
SPICES
BISCUITS**

How does it strike you.

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

STRICTLY FIRST CLASS

WRITE US ABOUT IT.

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

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

A satisfied customer is a store's best asset. No grocer will question this statement. Our goods are of a quality that please and therefore every grocer should be wellstocked with these brands.

T. A. LYTL & CO.

124-128 Richmond St., West, TORONTO.

An unknown word

Disappointment is an unknown word to users of **Tillson's Oats**, because

Tillson's Oats never disappoint.

There's that indefinable "something" (we know what it is) that makes these pan-dried oats an ideal food for Canadian people.

And an ideal package for the grocery trade.

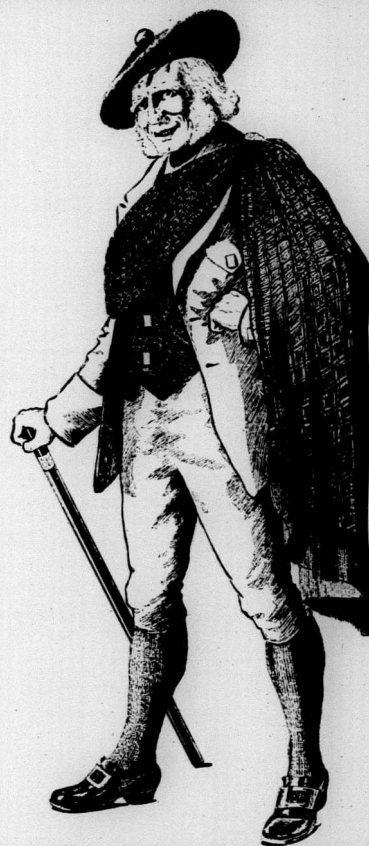
Pure and clean, from the mills to the consumer.

Two pounds, ten cents and a neat profit.

No disappointment on either side of the counter.

THE TILLSON COMPANY, Limited,

Tillsonburg, Ont.



You are selling **Cream Tartar** every day.

Don't you think it would pay you to handle the **BEST**, which is

GILLETT'S?

It is absolutely **PURE** (Chemically PURE)

When purchasing again order an **assorted case**.

4-doz. 1/4-lb. packages, at 85c. per doz.

2 " 1/2-lb. " at \$1 65 "

If your Jobber can't fill your order write us direct

E. W. GILLETT COMPANY LIMITED

London, Eng.

TORONTO, ONT.

Chicago, Ill.

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.

JAPAN TEA

is the **best** and **purest** Tea that is imported into Canada, and is sold by all reliable grocers.

Beware of other Teas claimed to be just as good. Ask the wholesale dealer if any Tea has yet been produced that can take the place of Japan Tea.

The Consumer's Palate is the Sure Guide.

UNSOLICITED REPEAT ORDERS TELL THE STORY
AND THAT IS WHAT WE ARE GETTING FOR

Tetley's

INDIA

Finest

Bulk Blends

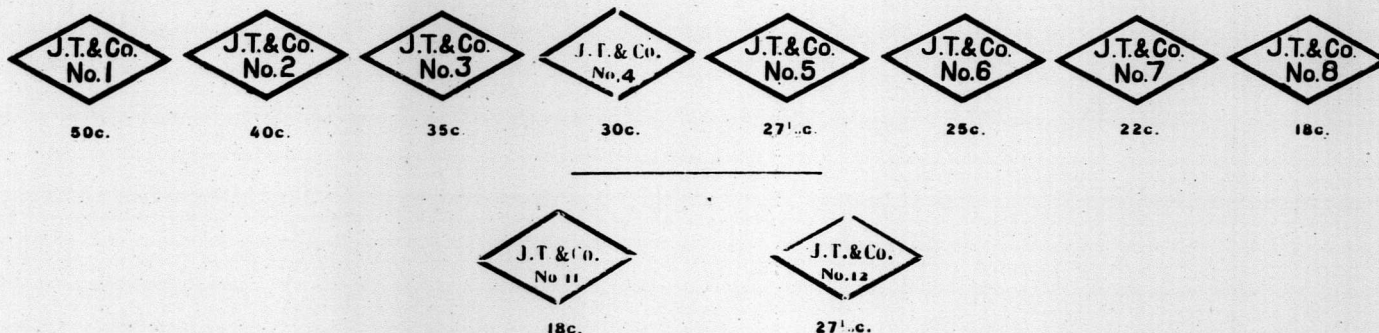
AND

Productions

CEYLONS

There is no better GUARANTEE than this fact, and it proves that all we claim for these FRAGRANT TEAS is being borne out by the TASTE OF THE CONSUMER.

No bitter, noxious combination of leaves, under some fancy brand, but just TETLEY'S, branded as follows:



YOU MIGHT JUST AS WELL GET IN LINE MR. GROCER—These teas have come to stay, and the fact of the guarantee of permanence in both quality and price should be a big factor to all careful buyers.

Just give us a sample order or send it through your wholesaler and we are certain that you will be a regular customer.

ALWAYS THE ONE QUALITY, ALWAYS THE ONE PRICE.

Hudson Bay Co.,
WINNIPEG.

Snowden, Forbes & Co.,
MONTREAL.

Satisfaction—Profit

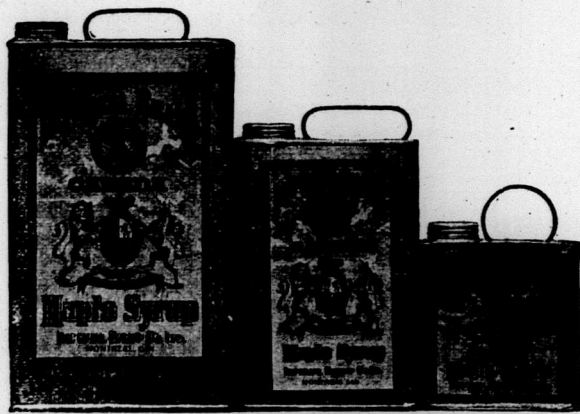
Both are assured by handling
pure and reliable

CEYLON TEA

BLACK and GREEN.

THE best Teas of Ceylon are the best teas of the world. Carefully grown and prepared by a process which insures perfect purity and retains all the strength and flavor of the succulent leaves and buds.

Make any comparison you wish, apply any test you choose — Ceylon Tea will always give the utmost satisfaction.



IMPERIAL MAPLE SYRUP

The Standard from Ocean to Ocean.

**Merit Acknowledged
Superiority Admitted.**

YOUR MONEY BACK

IF NOT SATISFACTORY.

**ROSE & LAFLAMME, Agents
Montreal.**

YOU WILL FIND IT

IN THE LAUNDRY EVERYWHERE.

Ivory Gloss Starch

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

Brands also manufactured for kitchen purposes.

THE ST. LAWRENCE STARCH CO.,

LIMITED

PORT CREDIT, ONT.

The Auer Gas Lamp.

"TURNS NIGHT-TIME
INTO DAY-TIME."

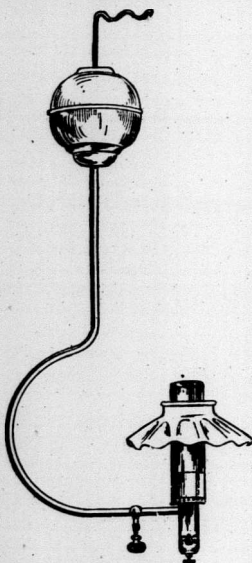
New Styles. Lower Prices.

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

Are you interested in light-
ing your store brilliantly?
You know it draws trade?

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

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



No. 28
100 Candle Power.

Then write for our Catalogue and Discounts.

EVERY LAMP GUARANTEED.

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

MOLASSES

We would ask all intending pur-
chasers 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.

There'll be a lot more
Puddings made yet
this Season.



The busy housewives will want the best there is to be
got—in

TAP FIGS and RAISINS

both Select and Fine Off-Stalk.

We still have a well selected stock of the best brands of
Raisins, and our Tap Figs are certainly fine this year.
Also have a carload of choice Prunes just at hand, all
sizes, really fine goods.

Get quotations from our travellers. Write us direct.

W. H. GILLARD & CO.,

WHOLESALE GROCERS,

HAMILTON.

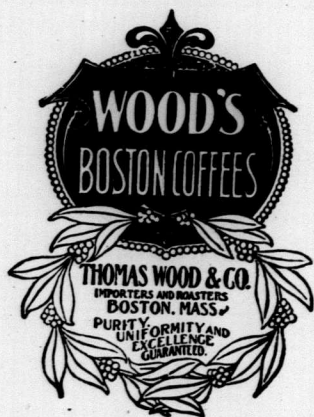
"AN HONEST TALE SPEEDS BEST, BEING PLAINLY TOLD."

and a single plain rule is sufficient for fair dealing. The secret of the
phenomenal success of our famous

WOOD'S COFFEES

is that they are selected with exacting care and scientific certainty. They aim
straight and hit the mark. They are the recognized leaders among large selling
goods. Make them your leaders.

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



**Your Brains and
Our Blends**

will together form an irresistible combination. You
may sell a coffee that may not cause complaints, but wouldn't it
mean good solid money to deal in a coffee that would create
enthusiasm. Unity and Quality blends always uniform.

SALMON—Unity and Quality, Clover Leaf, Nimpkish—SPECIAL PRICES



**Grocers' Wholesale Company,
Limited, Hamilton.**

We are free sellers.

COMMENT ON CURRENT TOPICS

TRADE is expanding and it is only natural we should swell with pride.

Pelf is evidently more appreciated by Mr. Gamey than principle. And the fact that the pelf is for his constituency and not for himself does not materially alter the case.

Grains of truth will build a reputation and grains of wheat are building up the Canadian Great West.

Everyone is concerned in the transportation problem and its solution will doubtless fill everyone with transports of joy.

Now that war has started between Brazil and Bolivia we may expect many Brazilian "nuts" to be cracked.

In Canada the farmers cannot get enough "help," and in Europe the "help" cannot get enough work.

Some politicians are most self-sacrificing. They are willing to sell themselves and their principles and to buy the "other fellows."

Canada's Great West is being built up by grains of wheat.

New Brunswick is to have a general election in a few weeks; and no doubt we shall hear of many professional men offering themselves as fit and proper persons for carrying on the business of the Province.

The promoters of the proposed Grand Trunk Pacific Railway have decided that the main line shall pass through Winnipeg. To have left Winnipeg off the main line would have been like Hamlet without Hamlet.

One hears a good deal these days from both political parties about "building up Ontario," but in pursuance of this object certain of the politicians do not appear very anxious about building up their own reputations.

The Socialist believes in the distribution of wealth, but when Andrew Carnegie proposes to distribute his wealth among public institutions the world over, he demurs. Is there not some inconsistency here?

It is thought that in union there is not strength as far as the efficiency of the Toronto Fire Brigade is concerned. And thus is the order of old maxims sometimes reversed.

Now that an election has been fought and won in Burrard, B.C., the contestants are preparing for a round or two in the courts.

The people of the Canadian Northwest have long had unbounded faith in the possibilities of their country. And judging from the tide of immigration which has set in towards the Northwest from Great Britain and the United States, there are many in these two latter countries who are imbued with similar faith. Faith can evidently build up a population as well as remove mountains.

York County Council a few days ago discussed the question of scarcity of farm hands and suggested that the Government interest itself in the matter. Perhaps, in an emergency, the clerks in the stores might be persuaded to come to the aid of the farmer in his hour of need.

Longshoremen's strikes drove shipping away from Quebec. It is to be hoped the threatened strike of the longshoremen at Montreal will be averted in order that the experience of the "Ancient Capital" may not be repeated in the "Commercial Metropolis."

The Toronto Trades and Labor Council has spurned the offer of Andrew Carnegie to give \$350,000 to the "Queen City" for library purposes. Mr. Carnegie may or may not have been wrong in his method of dealing with his employes. But granted that all the wrong was on his side, can he make better restitution than by distributing his fortune, not for the benefit of the wealthy but for the benefit of students and others who cannot possibly buy for themselves the books they desire to study and read? If the idea of the Trades and Labor Council prevailed and the offer of Mr. Carnegie was rejected, Toronto would simply be cutting off her nose to spite her face.

Is it possible that the skeleton of the monkey found the other day while the old Parliament Buildings at Toronto were being torn down is the missing link be-

tween the legislators of the past and the legislators of to-day?

The seat for North York in the Ontario Legislature was vacated in order that the hard feelings and recriminations attendant upon election trials might be avoided. Judging from the character of some of the political speeches in that riding during the last few days, one would be almost inclined to the belief that the seat had been vacated that the opportunity might be afforded of repeating the recriminations of the last general elections plus those that have been raked up since.

It is to be hoped that Dr. J. Orlando Orr, the new manager of The Industrial Exhibition, will be able to successfully prescribe for the ailments of the organization.

Business on the new Pacific cable via Canada is not very encouraging. It is claimed that the influence of The Eastern Extension Company has something to do in the premises. It certainly has a great deal to do in delaying the construction of the cable and it is scarcely likely that its adverse influence would cease with the construction of the line. Corporations do not stop fighting while there is a shot in the locker, whatever individuals may do.

The street railway strike in Montreal reminds one that while walking is good for the health it is extremely bad for the temper of those not accustomed to the pedestrian exercises of our forefathers.

The United States House of Representatives has adopted the Anti-Trust Bill. It is sometimes advisable for merchants to adopt a similar law.

The farmers of North Ontario met in Cannington on February 7 and formed an Association. The chief planks in their platform are opposition both to bonuses and to tariff increases. On both these questions the Parliamentary candidates will be asked to express their views, and the nature of their reply will determine the support each will get from the members of the Association. At least that is the intention. As the questions are delicate we may expect to witness some clever gyrations.

RISING SUN
IN
CAKES
WELL KNOWN AND RELIABLE

SUN PASTE
STOVE POLISH
IN TINS
GUARANTEED TO THE TRADE

STOVE POLISH

DURABLE
3000 TONS SOLD

DUSTLESS, LABOR SAVING,
BEST IN THE WORLD.

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

The quality of our goods is superior to anything else on the market
MORSE BROS. Proprietors. Canton, Mass.

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

THE DUTY ON GREEN FRUITS.

Views of Toronto Dealers.

THE dealers of Toronto are just as strongly opposed to the demand of the market-gardeners for an increased tariff on green fruits and vegetables, as the Montreal dealers. Without a single exception, they call it nonsense, and hold the belief that gardeners would only injure themselves in the long run.

W. H. Clemes, of Clemes Bros., when interviewed said: "Why should they have increased tariff? It is high enough already. It appears to me the market-gardeners are viewing this question very superficially. It is, perhaps, natural for them to desire protection; but when the foreign-grown does not conflict with their productions, I fail to see why they should cause this agitation. There is very little hot-house stuff produced here and they could not hope to supply the demand. The Californian fruit is a luxury, you might say, and it cannot be supplied at home. If it could be it would cease to be a luxury and prices would come down."

"However, there is not much hope for them, for the agitation is far too much one-sided to be seriously considered. Our fruit-growers have attempted it before and failed; and it will fail again, and rightly so."

"Speaking of tariffs, does it not seem rather ridiculous that we should pay 35 per cent. on olives, which come under the heading of "pickles?" Were the tariff reasonable (it could injure no one for it to be very low) olives would be as common as pickles, whereas now they are a decided luxury."

H. W. Thorpe of McWilliam & Everist said he was most decidedly against a raise in the tariff.

"Here is a duty already of 15c. per bush. on potatoes and 25 per cent. on

vegetables in general," he said. "What more do they want? Here they are raising a cry now about Californian celery when there is not a stick of Canadian celery to be had. Our gardeners get higher prices now for their goods than any other country. This celery brings the growers in California only about 1c. per bunch. Then the freight doubles it and the duty tacked on to that makes it prohibitive were it not that there is no local supply."

H. W. Dawson, of The Dawson Commission Co., Limited, said: "Gardeners would only hurt themselves if the tariff were raised. When the public must pay a very high price for fruits, the market gets oversupplied and prices have to come down. The gardeners might get a better price at first, but, the average would not be as good as now."

"Take the case of strawberries one year. There was a duty of 5c., and of course that made importation impossible. At the first of the season growers got as high as 25c., then warm, damp, hot weather set in and prices fell to 3c. Create a demand at a moderate price and the result is a better average price for home-grown goods. Duty and freight, at any rate, put foreign goods out of the running in the competition with our local productions. Now, if the home gardener would think of this thing, he would see that a high tariff would debar many people from acquiring a taste for fruits which now they feel they must have."

White & Co. told THE CANADIAN GROCER that it was all nonsense. The imported fruits do not conflict with our home-grown fruits except for a very short time at the first of the season. The duty now is almost prohibitive in many lines. Take tomatoes with 10 per cent. and 20c. per bush. to pay; strawberries 2c. per lb., peaches 1c.

per lb., and vegetables 25 per cent. When you consider that that means in strawberries \$4.80 a car and peaches \$3, does it not seem rather ridiculous to raise the tariff?

"If the duty were raised our local strawberries, for instance, would come on the market before the public had acquired a taste for the new fruit. Now we arouse the demand by foreign goods, and then, when our local fruit comes in people are ready to buy it. Does it seem reasonable, at any rate, to think we would risk buying a car of imported strawberries if we could sell local fruit at a sure commission?"

"We always make a point to stop importing when the home fruit comes on the market. We always want Canadian products, but if we cannot obtain them we simply must import them to supply the demand, or else let that demand decrease until the sales of our own fruits would become far less on account of the taste having been lost."

IMPORTANT NOTICE.

I particularly direct your attention to the following extract from Commercial Intelligence of January 22, 1903: "From correspondence and other indications it is perfectly clear that a widespread impression exists that there is still some connection between this newspaper, Commercial Intelligence, and The Commercial Intelligence Bureau, Limited, of 50 Eastcheap, London, E. C. We, therefore, beg our readers to note that no such connection exists."

"Henry Sell, the founder of Commercial Intelligence, also assisted to found the Commercial Intelligence Bureau, Limited, and was at first the chairman of its board of directors. Some time since, however, he withdrew from all connection with the Bureau, and an announcement to this effect was published in the Press at the time."

THE CANADIAN GROCER

BARGAIN IN

PEACHES, EVAPORATED APPLES, "CALA" DRIED FRUIT.

Get Prices in Canned Vegetables and Tapioca.

Don't forget our Nutmeg Prices.

LUCAS, STEELE & BRISTOL, Wholesale Grocers, **Hamilton**

THE ONLY YEAST WITH CREAM IN IT—JERSEY CREAM.

Giant Oaks from Tiny Acorns Grow.

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

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

Look out for our ad. next week.

LUMSDEN BROS.

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

No. 9 Front Street East, TORONTO.

THE ONLY YEAST WITH CREAM IN IT—JERSEY CREAM.

THE ONLY YEAST WITH CREAM IN IT—
JERSEY CREAM.

THE ONLY YEAST WITH CREAM IN IT—
JERSEY CREAM.

"Imperial" Vinegar.

In the history of the vinegar business, no one other year records the enormous output of last year. Never before have the merchants and the consumers of Canada been so well satisfied with this choice condiment. Since the inauguration of the Imperial Vinegar and Pickling Company's Works, at Hamilton, the merchants of Ontario, Manitoba, the Northwest Territories and British Columbia are a unit in awarding the palm for excellency of quality and flavor to the "Imperial."

The leading pickle manufacturers of Ontario tell us that, since the inception of "Imperial" Vinegar, the quality of their goods has improved very much, and the demand for them greatly increased.

A bargain is not always what you pay.
It is what you get for what you pay.
"Imperial" Vinegar is always a bargain.

For
Sale
by

James Turner & Co.

HAMILTON.

Our Crown Blend Coffee satisfies the most exacting.

(Fresh ground day of shipment.)

X Crown Blend, retails at 25 to 30c.
 XX " " " 30 to 35c.
 XXX " " " 40 to 45c

IN TINS, 10, 25 AND 50-LB EACH.



THOS. KINNEAR & CO.,

Wholesale Grocers,

49 Front St. East, TORONTO

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

THE bailiff is in possession of the stock of Mrs. E. Paquette, grocer, of Ottawa.

Daniel McCormack, fruiterer, Montreal, has assigned.

W. Lacombe, grocer, Montreal, is offering to compromise.

William Bell, grocer, Sault Ste. Marie, Ont., is asking for an extension.

J. D. Therrien, general merchant, St. Monique, Que., has compromised.

Franz Robitaille, grocer, of Thetford Mines, Que., has assigned to V. E. Paradis.

C. B. Fowler, fruiterer and confectioner, Brantford, Ont., has assigned to A. K. Bunnell.

The business of John Chalditch & Co., wholesale grocers, Nelson, B.C., is being wound up.

A meeting of the creditors of J. Bruyere & Fils, Ottawa and Embrum, was held on February 19.

The estate of Pearlman & Aikens, general merchants, Edgington Station, Ont., is to be wound up.

Gee & Co., bakers and confectioners, of Sault Ste. Marie, Ont., have been sold out by their landlord.

Edmond Germain, general merchant, of St. Bazile, Que., is offering to compromise at 23 1/2c. on the dollar.

A meeting of the creditors of H. Laroche, general merchant, St. Armand Station, Que., has been held.

A judicial abandonment has been made by J. W. St. Armand, general merchant, St. Genevieve de Batiscan, Que.

PARTNERSHIPS FORMED AND DISSOLVED.

Joseph Burgess, butcher, Minnedosa, Man., has admitted John McQuarrie into partnership.

D. W. Estabrooks & Sons, grocers, of Fredericton, N.B., have dissolved partnership.

Brownstone & Steinberg, general merchants, of Rosenfeld, Man., have dissolved partnership.

SALES MADE AND PENDING.

Eliza Craig, grocer, Toronto, has sold out to J. P. Ridge.

Ed. Kelly, grocer, Sarnia, Ont., has sold out to W. S. Horsden.

The stock of Malvina Bentin, grocer, of Ottawa, has been sold.

The stock of J. A. Cloutier, grocer, of Ottawa, has been sold.

John McKee, butcher, Newburg, Ont., has sold out to H. Armstrong.

The stock of E. Paquette, grocer of Ottawa, was sold on February 10.

J. T. Cairns, general merchant, Kirkton, Ont., has sold out to W. M. Leigh.

The stock of Palmer Bros., general merchants, of Bedford, Que., has been sold.

The business of Andrew Milne, cheesemaker, Leaskdale, Ont., is advertised for sale.

The assets of A. J. Charbonneau, general merchant, Arnprior, Ont., are to be sold.

J. E. Billings, baker and confectioner, St. Marys, C. C., has sold out to J. H. Trier.

E. N. Chambers, grocer and stationer, Morden, Man., has sold out to J. B. Munro.

The stock of A. F. Branscombe, grocer, St. John, N.B., has been sold by auction.

The grocery stock of James Ward, grocer and liquor dealer, London, Ont., has



IF YOUR TRADE DEMANDS

a Package Cheese, sell the best.

Canada Cream Cheese

Put up in

Cartons---each 1-doz. packages.

Fine in Flavor, Richness and Texture.

Canada Cream Cheese Co., Toronto, Canada.

A GROCER'S LIFE MADE EASIER

Goods in cans, like goods in packages, are here to stay. They are so much nicer to handle, both for the grocer and for the consumer.

We are offering this week a special brand of our own of PURE CANE MOLASSES in 2 and 3-lb. tins to retail at 10 and 15c. respectively.

Just think! no losses, either of time or goods, and almost as cheap as the old way, while your profit is, if anything, better.

Our travellers will be pleased to take your order, or a line direct will receive our prompt attention.

THE DAVIDSON & HAY, LIMITED

Wholesale Grocers. TORONTO.

been sold at 55c. on the dollar to Mary Ward.

The stock of George E. Waggoner, Eden Man., is advertised for sale by auction on March 4.

Alex. Mavity, baker and confectioner, Watford, Ont., has sold out to S. E. Thompson.

W. C. Box, grocer and crockery merchant, St. Marys, Ont., has sold out to J. B. Billings.

C. Durant, grocer, Brandon, Man., has sold out to Mutter & Lynch. Possession on February 1.

E. W. Stone, general and lumber merchant, Carstairs, N.W.T., has sold out his lumber business.

The assets of Oscar Prieur, tailor and grocer, Coteau Landing, Que., are to be sold on February 13.

The assets of F. A. Thompson, general merchant, Buckingham, Que., are to be sold on February 13.

The stock of J. T. Donovan, general merchant, Casselman, Ont., has been sold at 5c. on the dollar.

J. S. Allen, fish merchant and vessel-owner, Port Dover, Ont., is advertising his fishery plant for sale.

George P. Ridge, grocer, flour and feed and hardware merchant, Pontypool, Ont., has sold out to Thos. Pollard.

George E. Smith, grocer, Rat Portage, Ont., has sold out to The Rat Portage Cold Storage and Produce Co.

The stock of F. J. Mayhew, general merchant, Thamesville, Ont., was advertised to be sold by auction on February 11.

A. E. Mathews, general merchant, of Claresholm, Man., has sold out to The Claresholm Co-operative Co., Limited.

NEW FIRMS AND CHANGES.

W. A. Archibald, confectioner, Winnipeg, is out of business.

E. Holohan (late) butcher, Newcastle, has been succeeded by Holohan Bros.

A. Lemoine & Frere, general merchants, St. Eugene de Grantham, Que., have registered.

McCormick & Co., grocers, etc., Arnprior, Ont., have been succeeded by John Sullivan.

W. Felton & Co., general merchants, of Atikokan, Ont., have been succeeded by Snellgrove Bros.

O. J. Sweet, flour and feed merchant, Vancouver, B.C., has been succeeded by Sweet & Walker.

Savage & Wilson, general merchants, of Poert Burwell, have been succeeded by Williams & Wilson.

FIRES.

H. Donohue, grocer, Montreal, has been burned out; insured.

John Wootton, general merchant, of Manitou, Man., has been burned out.

The Hudson's Bay Co., general merchants, Fort Frances, have suffered loss by fire.

The gristmill at Gladstone, of R. Muir & Co., millers and grain merchants, of Winnipeg, has been burned; insured.

DEATHS.

A. N. Smith, baker and confectioner, Revelstoke, B.C., is dead.

RETAIL GROCERS' ASSOCIATION.

The regular monthly meeting of the Toronto Retail Grocers' Association was held in St. George's Hall on Monday evening of this week; and it was the best meeting they have had for some time.

The secretary read the names of twelve grocers who wished to join the Association, and the acceptance of these will be voted on at the next meeting in the usual way.

After some discussion, arising out of the correspondence and on matters concerning the advancement of the Association, the question of Carnegie's offer of \$350,000 to Toronto for a public library came up, and a motion was carried that the Association declare itself in favor of accepting the offer, after several of the members had given interesting speeches both for and against the proposal.

The report of the At-Home committee was also heard and adopted by the meeting. The At-Home will be held on February 18 in the Temple Building.

P. F. Pursonneault, crockery and tea merchant, Three Rivers, Que., has assigned, and a meeting of creditors is called for February 13.



UPTON'S MARMALADE

We are now filling orders with the new season's make

UPTON'S IS MARMALADE, not a concoction with a marmalade label on the jar, and as it is marmalade that your customers want, see that this well-known brand is always in stock.

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

SELLING AGENTS.

DAIRY PRODUCE AND PROVISIONS

and Cold Storage News.

CANADA'S DEAD-MEAT TRADE.

THIS week we wish to call attention to the public position in which Canada is placed. Canada has always been desirous of furthering her export trade in beef, but has been somewhat handicapped. Store cattle must be killed within ten days of their arrival in England, and we seem to be unable to have this restriction removed. On the other hand, it is argued that it is useless for Canada to establish a dead-meat trade.

VIEWS OF HON. S. FISHER.

Hon. Sidney Fisher, at the Guelph Winter Fair, said: "The Americans have a dead-meat trade. They have all the facilities of immense abattoirs and they can turn the stream from the live cattle to the dead-meat trade in a very little time. But if there were to occur a case of contagious disease in Canada tomorrow and the markets of the Old Country were to be shut against our live-stock trade, we have no organized dead-meat trade, no abattoirs here to slaughter our animals, no facilities for the transportation of that meat if it were prepared for the Old Country market, and that would be an almost fatal blow against the live-stock trade of this country. Such a thing might occur in Canada at any moment; it matters not how careful the authorities may be. Such things have occurred in the Old Land. I believe the day has come in Canada when the ordinary dead-meat trade must be organized, must be established, so that if such an incident should occur in this country, we should not be put to the enormous loss that we would to-day. We have an example of what can be done in the success of the bacon trade of Canada. The same thing can be done in the dead-beef trade. It will require the same business capacity, the same organization, the same capital, that was required for the organization of the packing houses and for the establishment of the bacon trade, the organization of the abattoir system in Canada, and a transportation system to carry the meat forward. I want to call the attention of the stockmen and capitalists of this Province to this problem. I am quite sure the difficulties which have hindered it up to the present time have largely disappeared. One of these was the lack of a market for the offal. There will

soon be a market here that all the different parts of the animal can be utilized. This being the case, I feel the time is now ripe for the establishment of a dead-meat trade with the Old Country and that it must be brought about in the interests of the live stock of this country. Unless we take steps we are short-sighted and we are closing our eyes to a danger with which we are face to face."

BELLEVILLE PROVISION FACTORY.

The following are the provisional directors of a new company known as The Belleville Packing Company, Limited, which is seeking a charter:

Sir Mackenzie Bowell, K.C.M.G., Senator, Belleville; R. J. Graham, manufacturer, Mayor of Belleville; Thos. Ritchie, merchant, president of The Ritchie Company, Belleville; A. Heywood, provision dealer, London, Liverpool and Manchester, England; K. Davidson, provision dealer, Glasgow, Scotland; J. W. Pearce, M.P.P., merchant, Marmora, Ont.; F. B. Parker, banker, Stirling; W. F. Hudson, insurance agent, Belleville; John A. Holgate, farmer, warden, county of Hastings; H. C. Hunt, manager of Belleville Hardware Co., Belleville; S. Burrows, insurance agent, Belleville; Henry Hunter, financial agent, Belleville; Burnham Mallory, stock breeder, Sidney; Jas. R. Anderson, farmer, Ameliasburg; J. M. Hurley, ex-M.P., Dominion Inspector of Fisheries; Wm. Jose, farmer, Mountain View; J. F. Wills, barrister, Belleville, secretary-treasurer.

The concern will cater to the local trade. The factory will be located on the bay shore, near the rolling mills.

ABATTOIR AT TORONTO.

The Toronto News had an interview with a man who is greatly interested in the cattle trade of Canada at the time that the scheme to build an abattoir at Toronto Junction was launched. The News reported the interview as follows: "He could see no reason why Toronto should not become the Chicago of Canada, so far as the cattle trade was concerned. He stated that over half of the business carried on in the city of Chicago was directly associated with the Union Stock Yards and the factories which

handled their bye-products. It was possible to bring the range cattle from the Canadian West and fatten them in the farms of York county and at the yards in the Junction. This experiment was now being tried by a Northwest cattleman, who had brought down a carload of wild-range cattle to the Guelph Fair, and which are now being fattened on farms near the 'Royal City.'

"Should England place an embargo on Canadian cattle, the dressed-meat factories would be able to fill the orders. At present carload after carload of Armour's and Swift's dressed meat passed through Canada on the way to the Old Country, where a ready sale was afforded.

"The erection of an abattoir meant that ultimately dressed-meat industries must be established, and it was almost impossible to estimate the number of people who would be employed. It would be the greatest industry in Ontario, and it would induce our farmers to raise more cattle, as they would find a ready home market. He contended that if Toronto did not soon take advantage of the situation, some other city would, and in that case the greatest industry which the city could possibly obtain would be lost to it."

BUSINESS CHANGES.

Donald H. Loynachan, produce merchant, Montreal, has registered.

Chausse & Labonte, commission merchants, Montreal, have registered.

The Paul Packing Company, Limited, of Medicine Hat, N.W.T., has been incorporated.

William Kirkland & Co., fruit and produce merchants, Vancouver, B.C., are giving up business.

The stock of Smith & Co., produce and commission merchants, Toronto, is advertised to be sold by auction on March 10.

M. P. Morris, importer and commission merchant, Vancouver, B.C., is admitting F. J. Schofield into partnership. The style now is M. P. Morris & Co.

COLD-STORAGE PLANT.

James McGregor, a representative of The Anglo-Canadian Cold Storage Company, of Salter's High Court, London, Eng., on January 31 conferred with the Board of Works, of St. John, N.B., with reference to the leasing of some city site for the establishment of a \$100,000 modern

THIS BRAND

ON ...

BACON

—AND—

HAMS



guarantees the consumer an article perfectly cured, and prepared by the most improved process in the world.

THE FARMERS' CO-OPERATIVE PACKING CO.
Of Brantford, Limited.

Makers of Breakfast Bacon, Long Clear Bacon, Short Roll Bacon, Long Rib Bacon, Long Roll Bacon, Square Cut Shoulders, Back, or Windsor Bacon, Shoulder Butts, Wiltshire Bacon, Mess Pork, Cumberland Bacon.

COOKED HAMS

This can hardly be said to be the rush season for Cooked Meats, but a nice, lean Cooked Ham is desirable at all times and our trade for them is keeping up wonderfully. Have you ever kept them in stock for your customers? If not, we think you have missed a profitable line and shall be glad to put you right. Try them. Sent by express only.

F. W. FEARMAN CO.
(Limited)
HAMILTON, 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
Toronto.

Telephone Main 2491.

Our English Brawn

Twelve 5-lb. Tins
in a Case.

Cooked and Ready
for Slicing.

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

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

cold-storage plant. Mr. McGregor asked the city for no concessions, in the way of bonuses or freedom from taxation for his company. He wanted a lot about 100 x 100 ft. at a reasonable rental for 21 years with a renewal lease. He also would like the taxable valuation first put on the plant to remain for a number of years. The Board of Works gave him a six-months' option on the property. Mr. McGregor left on February 1 in the steamship Numidian for England to consult with his company. It was intimated that about 1,000 cars of meats would be shipped from St. John each month. Mr. McGregor has been on a trip through Canada and it is understood the company will establish cold storage plants in other trade centres.

STOCKS OF LARD.

The N. K. Fairbank Co., Chicago, advise THE CANADIAN GROCER as follows: "Our cable advices give the following estimates of the stocks of lard held in Europe and afloat, on February 1, to which we add estimates of former years, and stocks in cities named:

	1903. Feb. 1.	1903. Jan. 1.	1902. Feb. 1.	1901. Feb. 1.	1900. Feb. 1.	1899. Feb. 1.
Liverpool and Manchester	11,500	6,500	9,500	8,500	34,000	47,500
Other British ports	3,500	1,800	5,000	5,500	7,000	8,000
Hamburg	20,000	3,000	12,500	7,000	14,000	12,000
Bremen	1,000	1,000	1,500	3,000	3,000	3,500
Berlin	1,000	500	1,500	2,000	4,000	3,000
Baltic ports	9,500	4,500	8,000	6,000	7,000	10,000
Amsterdam	2,500	1,000	2,500	1,000	2,500	2,500
Rotterdam						
Mannheim						
Antwerp	4,000	3,000	2,000	2,000	3,000	7,000
French ports	250	250	2,000	4,000	5,500	6,000
Italian and Spanish ports	500	500	1,000	1,000	1,000	1,000
Total in Europe	53,750	22,050	45,500	40,000	81,000	100,500
Afloat for Europe	55,000	56,000	51,000	72,000	52,000	74,000
Total in Europe and afloat	108,750	78,050	96,500	112,000	133,000	174,500
Chicago prime steam	17,768	14,468	62,851	36,961	104,852	119,412
Chicago other kinds	13,251	8,413	10,278	7,270	13,174	15,221
East St. Louis	None	None	1,100	5,352	11,000	10,000
Kansas City	3,545	2,961	13,323	12,617	4,582	19,646
Omaha	2,273	1,363	5,273	2,907	4,340	8,464
New York	4,186	5,427	8,628	10,786	13,024	17,239
Milwaukee	848	895	2,206	2,083	3,839	5,733
Cedar Rapids	.....	.....	1,157	1,601	3,858	3,305
South St. Joseph	1,756	2,075	6,386	1,878	2,502	5,106
Total tierces	152,371	111,652	207,702	193,445	294,171	378,629

BUTTER AND CHEESE MEN DINE.

The Montreal butter and cheese employes held their eleventh annual dinner on February 5, at the Queen's Hotel. The dinner was largely attended by those interested in this important industry of Canada. After doing justice to an excellent menu, the rest of the evening called forth songs and speeches. Mr. E. W. Eastwood presided, and around him sat the guests of the evening, including Mr. Lawler. The president read regrets from A. J. Hodgson, president of the Board of Trade; J. A. Gunn, A. A. Ayer, R. Ballantyne and

several others. The toasts were then proposed, first being "The King," which was responded to in the usual manner. Thomas J. Potter, the first vice-president, proposed the "Dominion of Canada and the Governor-General," responded to by F. H. Skelcher, in singing "The Maple Leaf." Then "The Butter and Cheese Trade," to which Mr. Fowler replied in a few well-chosen words. "Our Guests" fell to the lot of Mr. Keenan, who did it honor by a neat speech. Thomas Burk responded to the toast of "The Press." In addition to the above, songs were given by E. Jarvais, J. M. Worthy and T. H. Skelcher. The officers are:

President—F. W. Eastwood.
 First Vice-President—Thomas J. Potter,
 Second Vice-President—M. J. Ferneyhough.
 Secretary-Treasurer—A. G. Rollo.
 Committee—S. C. Oxtou, H. M. Hay, D. Eastey, A. P. Slade, Hy. Merrill, Geo. Harrison, C. T. Hooper, W. H. Sadler, Geo. Woollam, F. Monette, T. H. Skelcher and James Doran.

CHEESE - MAKING INSTRUCTIONS.

The Eastern Ontario Dairymen's Association have issued the following circular:

The directors of the Eastern Ontario Dairymen's Association beg to present a brief statement of the

ask careful and immediate consideration of the following points:

1. Every instructor appointed is to have charge of only 25 to 30 factories. Thus limiting the number, he will be able to visit every factory about once every two weeks during the entire season. The instructors will, as far as possible, act as milk instructors.

2. No factory will receive instruction of any kind unless it contributes \$15 to the Association. There is to be no free visiting or inspection this year.

3. The instructors are to be engaged by a committee of the Association. Every man so appointed is to be approved by General Inspector Publow. The committee will meet at the Department, Toronto, in a short time to make the appointments, and in selecting will, as far as possible, meet the wishes of the various sections.

4. The Association has arranged with Superintendent Hart, of the Kingston Dairy School, for a short special course for the instructors under Mr. Publow, before beginning the season's work. No instructor will be appointed unless he agrees to take this course. This will tend to provide uniformity of instruction.

Anyone wishing to be one of a syndicate, will have to write to the secretary not later than February 15.

In December last a circular letter was sent to all factorymen by G. C. Creelman, under instruction from the Minister, asking views on this matter. As a result of the many favorable replies, and the conference held on December 31 at Toronto, it has been decided that the Department shall supervise the work and the Association provide the instructors and arrange their work.

The board of directors and the Minister of Agriculture are anxious to make a success of this work this year, and ask hearty co-operation. The contribution of \$15 may add hundreds of dollars to receipts; the withholding of this small amount may cost hundreds of dollars.

D. DERBYSHIRE, President, Brockville, Ont.
 R. G. MURPHY, Secretary, Brockville, Ont.

THE PROVISION MARKETS.

TORONTO.

Receipts of dressed hogs were better last week than they have been for some time. The quantity received by rail from western points was not large. Prices have been, on the whole, a little easier, although no changes are reported. We quote:

Dressed hogs, per cwt.	\$7 50	\$7 75
Small butchers' hogs	8 00	8 25
Beef, hind quarters	7 00	8 50
" front quarters	5 00	5 75
" choice carcasses	6 00	7 25
" medium	5 50	6 00
" common	5 00	5 50
Mutton	0 05	0 06
Lamb	0 07 1/2	0 08
Veal	0 07	0 09

The provision market is somewhat higher. There has been a greater demand. Yet long clear bacon and lard, tierces, have both weakened 1/4c. Spring trade is increasing. We quote:

Long clear bacon, per lb.	80 10 1/2	80 10 1/2
Smoked breakfast bacon, per lb.	0 14	0 15
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 1/2
Shoulder hams, per lb.	0 11	0 11 1/2
Backs, per lb.	0 14 1/2	0 15
Heavy mess pork, per bbl.	21 25	21 50
Short cut, per bbl.	23 00	23 25
Shoulder mess pork, per bbl.	.....	19 00
Lard, tierces, per lb.	0 10 1/2	0 10 1/2
" tubs	0 11	0 11 1/2
" pails	0 11 1/2	0 11 1/2
" compounds, per lb.	0 08 1/2	0 10
Plate beef, per 200-lb. bbl.	.....	15 00

MONTREAL.

The provision market is steady, under a good demand, for all lines. Pure lard is 1/4c. lower. Business in both pure and compound lard is reported good. Bacon also has been in good demand. We quote as follows:

DON'T.


When you are tempted to make a bit more profit by giving your customers a little inferior article, don't. They know the difference. You lose in the end. Give them the best all the time.

St. Lawrence Extra Granulated

is right all the time. It is perfection of whiteness and the crystals are of regular and even size. Investigate for yourself.

St. Lawrence Sugar Refining Co.

MONTREAL.

 Limited

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.....	24 00
American fat back pork.....	24 50
Hams, per lb.....	12 14
Bacon, per lb.....	14 15
Extra plate beef, per bbl.....	14 50 15 00
Pure Canadian lard, in tubs, per lb.....	0 10½
" " " " pails, per lb.....	0 10½
" " " " cases, per lb.....	11½ 0 11½
Fairbank's "Boer's Head" lard compound, 9½c. tierce basis, with extras as follows:	
60-lb. tubs, over tierce.....	0 00½
20-lb. tin pails, over tierce.....	0 00½
20-lb. wood pails, ".....	0 00½
10-lb. tins, ".....	0 00½
5-lb. tins, ".....	0 00½
3-lb. tins, ".....	0 01
Snow White and Globe compound, per pail.....	81 80 81 90
Cottolene, for 20-lb. pails.....	0 11½
for 60-lb. tubs, for Que. and Ont.....	0 11½

There was not much change in the condition of the dressed hog market. Country dressed hogs in carlots have declined 15c. The demand for frozen stock in a jobbing way was fair and sales were made at \$8.25 per 100 lbs. Carlots are quoted at \$7.75 to \$7.85. For fresh-killed hogs the market was unchanged at \$8.25 to \$8.50 per 100 lbs.

A fairly good demand has been experienced for dressed meats. Veal is 1c. lower, lamb ½c. lower. Fore quarters, lower grade, have also declined ½c. Quotations are as follows:

No. 1 beef, hind quarters, per lb.....	8 0 8½ 80 09
fore quarters, ".....	0 5
Lower grades, hind quarters, per lb.....	0 07 0 08
fore quarters, ".....	0 03½ 0 04½
Veal, per lb.....	0 05 0 08
Lamb, ".....	0 07 0 07½
Mutton, ".....	0 05½ 0 06

ST. JOHN, N.B.

Barrelled pork is held firmer. There is not a large sale. Local packers offer quite freely. The high price has tended to increase demand for cheaper grades. Beef is unchanged, and there is a limited sale. More local beef is used than formerly. Pure lard is rather easier, but it is not expected that there will be much change. In compound there is a large sale, particularly in standard refined. In fresh beef there is quite a free supply; prices for light domestic are reasonable. Mutton is low, there being but a fair sale. Lamb is scarce, and there is a fair supply of veal. We quote:

Mess pork, per bbl.....	821 50 823 50
Clear pork ".....	22 00 26 00
Plate beef ".....	15 00 16 00
Mess beef ".....	12 50 13 00
Domestic beef, per lb.....	0 06 0 07
Western beef, ".....	0 08 0 09
Lamb ".....	0 08 0 09
Mutton ".....	0 06 0 07
Veal ".....	0 07 0 09
Pork ".....	0 08 0 08½
Lard, pure, tubs ".....	0 12
" " pails ".....	0 12½
" compound, tubs, per lb.....	0 09½
" " pails ".....	0 09½
" Fairbank's refined, tubs, per lb.....	0 10½
" " pails ".....	0 10½

DAIRY PRODUCE.

TORONTO.

BUTTER—The trade continues a little dull, the accumulations still on hand not being yet cleaned up. There is enough to supply all wants, with prices steady and unchanged. Receipts are increasing. There is not much dairy tub butter to be

had, last season's supply being nearly exhausted. On Saturday last the butter inspector confiscated from two dealers 55 lb. of butter, which had been found under weight. The shortage was from ¼ to 1 oz. per lb. In making up round rolls it is difficult to get exactly the right amount to the pound, and shortages are generally the result of a mistake than of a desire to cheat. We quote:

	Per lb.
Creamery prints.....	0 21 0 22
" solids, fresh.....	0 20 0 21
" old.....	0 18 0 20
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 market is quiet with prices unchanged. One of the largest sales of cheese for export was made last week, the order amounting to 20,000 boxes at 13½c. Prices may further advance. We quote:

	Per lb.
Cheese, large.....	0 13 0 13½
twins.....	0 14

MONTREAL.

BUTTER—The market for well-kept and fresh creamery is satisfactory, and there is considerable trading in a jobbing way at full prices. There is, however, a fairly large quantity of summer goods which have kept very well, and for which it may be necessary for holders to take a lower price. However, it altogether depends on how much of the better class there is on the market. Dairy large rolls are in good demand and the receipts are light. There are practically no dairy tubs, and whatever is on hand is being used for confectionery purposes; but, on the whole, the market is in a healthy state. We quote:

	Per lb.
Finest creamery.....	0 21½ 0 22½
Dairy.....	0 16 0 18

CHEESE—There is nothing new to note in the cheese market. Business still continues exceedingly quiet, and in the absence of trading, it is difficult to quote prices. It has been reported that exporters have made offers of 11c. to factory men for fodder cheese. Quotations are: 13½c to 13¾c. per lb. for finest.

PROVISION NOTES.

THE Property Committee of the City Council, Toronto, have arrived at the conclusion that a cold-storage plant is not necessary for the St. Lawrence Market.

It is understood that The London, Ont., Cold Storage Co. will shortly double the size of its premises.

The annual convention of the Manitoba Live Stock Association will be held in Winnipeg commencing February 17.

The London, Eng., Globe says that the genuineness and purity of Canadian

creamery butter has never been called in to question.

The past year was a prosperous one for The Lavender Cheese Factory, Lavender, Ont. During the year the patrons received \$5,106.

The British War Office has decided to invite tenders from Canadian farmers for the supply of fresh meat to the British army in South Africa.

Mr. Hambury, chairman of the British Board of Agriculture, in a recent speech hinted that light duties would soon be levied on imported cheese and butter.

John Ransford, of Clinton, Ont., the well-known cattle exporter, was recently in Toronto. He said that the quality of cattle Canada is putting on the market to-day is much above the average of past years and is rapidly improving.

It is estimated that 3,500,000 lb. of cheese will be made this season at the ten factories in Durham township. These are the Harris-Street, Salford, Mount Elgin, New Lawson, Zenda, Verschoyle, Nancekinell, Culloden, Brownsville and the Prouse's and Tillsonburg factories.

At the Boston Poultry Show, the largest poultry show in North America, there were 8,000 entries. Canada sent over 356 entries and won 112 firsts, 101 seconds, 46 thirds, 35 fourths, 16 fifths and 10 sixths, besides a large number of special prizes and two \$100 challenge cups.

John R. Cranen, of Montreal, died at the Western Hospital of his native city, Sunday night, February 1. The deceased was engaged in the commission business and counted warm friends both in business and in athletic circles. He was 41 years and nine months old, and is survived by his wife and five daughters.

Lord Strathcona is endeavoring to secure for the colonies a greater share of the South-African meat contract. He has pointed out that Canada has a direct steamship connection with South Africa, and that Canada's shipping port, Montreal, has the readiest railway communication with Toronto. The Canadian Government represents that Canada is prepared to fulfil any contract for fresh or frozen beef.

In the United States it appears that the packers are slowly but surely making strong headway in the soap business, and that it is only a matter of a comparatively short time until they will control the trade. In no other feature of the wonderful use of by-products have the packers made greater headway than in the manufacture of soap, and a very short period will suffice to see the packers making most of our soap instead of selling soap-making materials to others.

Effie M. Studer, general merchant, Didsbury, N.W.T., has been succeeded by Liesemer & Studer.

We can quote the following goods at
surprisingly low figures:

It does not cost much to inquire and we spare no trouble
in giving quotations promptly.

HOW ARE YOU FIXED WITH:

Canned Tomatoes (^{CANADIAN}_{PACK}), Ontario and Quebec Corn,
Green Peas, Beans (^{Yellow and}_{Green}), Succotash (^{"Log Cabin" and}_{"Red Cross" Brands}).

We can also offer the very best brands of both

Canadian and Californian Canned Fruits,

in 2-lbs., 3-lbs. and gallon tins, such as:

Pineapples, Apricots, Blueberries, Cherries,
Strawberries, Raspberries, Gooseberries,
Blackberries, Peaches, Pears, Prunes.

CANNED FISH—A very large assortment:

Salmon, Lobsters, Oysters, Clams, Shrimps,
Mackerel, Herrings, Haddies, Sardines (^{Both Canadian}_{and Imported}).

No trouble to quote. Inquire at once.

Laporte, Martin & Cie,

Wholesale Grocers and Importers,

— **Montreal.**

Canned Tomatoes.

After filling in full with Western Canadian Standard Brands, every one of our numerous orders for last season's pack of Tomatoes, and aggregating some 20,000 cases, we have left on hand a few hundred cases of **Favorite Western Brands**, which we are now offering at

\$1.50 per dozen, F.O.B. Montreal.

Bordeaux Shelled Walnuts, 55-lb. cases.....	25 c. per.	lb.
California Choice Dry Lima Beans , 80-lb. pkts....	4 c. "	"
California Seeded Raisins, " Carnation Pink ," 45 12-oz. packages.....	7½c. "	pkg.
California Three-Crown Loose Muscatels, 50-lb. boxes,	7½c. "	lb.
California Choice Evaporated Apricots.		
" Victor ," 50-lb. boxes.....	9½c. "	"
" Red Ribbon ," 25-lb. boxes.....	10 c. "	"
" Griffin Royal ," 25-lb. boxes.....	10½c. "	"
California Choice Evaporated Peaches :		
" Victor ," 50-lb. boxes.....	8½c. "	"
" Red Ribbon ," 25-lb. boxes.....	9 c. "	"
" Griffin Royal ," 25-lb. boxes.....	9½c. "	"
" Pheasant " Brand Fancy Evaporated Oregon Italian Prunes : 25-lb. boxes 40/50 7½c. per lb., 50/60..		
	7c.	" "
" Pheasant " Brand Fancy Evaporated Oregon French Prunes : 50-lb. boxes, 60/70 6¼c., 90/100 4½c.		
100/120	4c.	" "

HUDON, HEBERT & CIE

Importing Wholesale Grocers and Wine Merchants,

MONTREAL.

ONE OF THE MOST LIBERALLY MANAGED FIRMS IN CANADA.

LOOK HERE — We have reduced the prices of our
“GOLD MEDAL” TABLE SYRUP
 THE ORIGINAL BRAND OF TABLE SYRUP, PUT UP IN ATTRACTIVE, QUICK-SELLING TINS.

OUR PRESENT QUOTATIONS	2-LB TINS (Net)	CASES 24 TINS	\$2.00 PER CASE.	FREIGHT PAID
5 “ “ “	“ “ “	“ 12 “	2.45 “	IN ONTARIO UP TO NORTH BAY IN
10 “ “ “	“ “ “	“ 6 “	2.40 “	5 CASE LOTS
20 “ “ “	“ “ “	“ 3 “	2.30 “	

QUALITY GUARANTEED—Beware of inferior imitations, but order the ORIGINAL from
THE EBY, BLAIN CO., LIMITED **WHOLESALE GROCERS, TORONTO.**

FOREST CITY GOSSIP.

OFFICE OF THE CANADIAN GROCER,
 365 Richmond St., London, Ont.

NOW that January is over and time has been taken to review the month's business, the wholesale grocerymen say that the business has not been very heavy, but quite up to the volume of former years; goods are being sold at remunerative prices, and the month is considered, on the whole, perfectly satisfactory, in as much as losses from bad debts have not been cropping up here and there, nor has the trade for a considerable time been disturbed by the failures of any big plungers for heavy amounts.

* * *

It has again been stated that retail dealers appear more anxious to make prompt payments, and are making efforts to save their discounts, and thus have all there is in their business for themselves. This latter is a condition of trade devoutly to be wished for, not only by the retailers, but by the jobbing trade as well.

* * *

Some wholesale firms are now allowing their customers 5c. for shipments of dried apples sent to them.

* * *

Last Saturday's fine weather brought into the city of London the largest number of farmers' wagons since Christmas, and the market was abnormally crowded. Every sort of farm product was in the greatest abundance and prices were good for sellers. Local grocers and provision merchants bustled around as they have not done for many a day, their stocks, as a rule, being on the low side, in consequence of meagre offerings lately. Poultry was well supplied, and all kinds were held at high prices, being rapidly picked up at from 60c. to \$1.00 per pair. Apples were more plentiful and had a wide range: by the bag 35 to 60c. was paid, and barrels

from \$1.00 to \$1.50; before the market closed a slump took place, and lower prices were accepted. Cocks of butter, 18 to 20c.; rolls, 20 to 22c.; creamery 22 to 24c. Farmers' wives held out bravely for 25c. per doz. for strictly fresh eggs, but the plenteous supply caused them to drop to 22 and 23c. as the day wore on. Potatoes were offered in large quantities; \$1.20 to \$1.30 per bag was demanded and freely paid. Oats around 31 and 32c. per bush. Beans \$1.25 to \$1.50 per bush. We only quote the above, they being more generally handled by grocers. Grain, hay, straw, corn, clover, etc., do not enter so largely into the business of a general merchant; prices of these were well maintained, although no change was apparent.

* * *

The Inland Revenue returns at the port of London for the month of January show a decrease of \$555.93 over the same month last year. Last month the collections amounted to \$32,771.94. The items were as follows: Spirits, ex. warehouse, \$6,776.78; malt, ex. warehouse, \$3,948.38; tobacco, ex. warehouse, \$1,550.38; raw leaf, ex. warehouse, \$5,928.48; cigars, ex. factory, \$9,997.29; cigars, ex. warehouse, \$4,500.75; methylated spirits, \$67.88; other revenue, \$2.00; total, \$32,771.94.

* * *

The total clearings and balances of the London clearing house for the week ending February 5 were \$50,515 and \$220,680, respectively.

* * *

The city council has decided to spend \$25,000 on necessary and much-needed improvements on Victoria Hospital. If the Legislature grants permission, this expenditure will be made without submitting a by-law to the ratepayers. There are now only eight of the Wanstead wreck victims at this hospital. All are sufficiently recovered to be able to walk about, and it is

expected that the last of them will leave the hospital in ten days.

* * *

At Woodstock, a change is about to take place in the business of The D. Richards Company, manufacturers of Richards pure soap, so long and favorably known to the grocery trade. Application has been made to the Ontario Government for incorporation under the Joint-stock Companies Act. The members of the new company which will take over the business are, D. Richards, A. W. Stone, Alby Robinson, of Woodstock; Anthony Keenleyside, and R. Blanford, of London; Thos. Richards, of St. Marys, and A. E. Davidson, of Paris. The company will be capitalized at \$50,000, the shares numbering 500 at \$100 each.

* * *

It is rumored here that because of the scarcity of efficient help, H. Simon, cigar manufacturer, will move his factory to the province of Quebec.

W. H. L.

H. P. Eckardt & Co. are still selling Fard dates at a low price.

“SALADA” ISSUES A WRIT.

A writ was issued on February 11 by P. C. Larkin, of The “Salada” Tea Co., against E. F. Mason & Co., of Peterborough, claiming an injunction and damages for alleged imitation of The “Salada” Tea Co.'s trade-mark. The particular word used by Mason & Co. is “Savalla.”

Buyers of Japan tea dust should communicate with H. P. Eckardt & Co. who are offering some exceptional values.

“Her life is ruined,” her people wrote,
 “For she is young and he is old,”
 And yet his crest adorned the note,
 For he had title, she had gold.

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

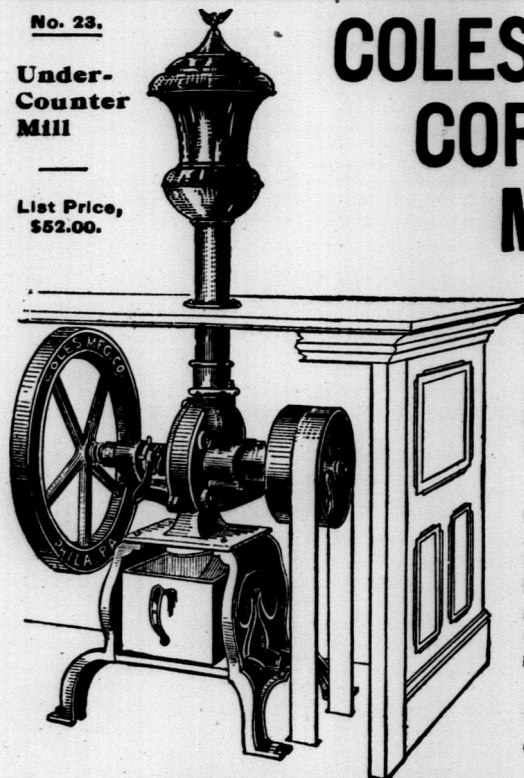
shows you a good profit, but the high quality of the salt itself is not sacrificed to enable you to *make* that profit. A woman won't lose her temper when she buys Windsor Salt and opens the package at home, because the salt won't cake—there is no impurity in it—each separate crystal is a salt crystal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

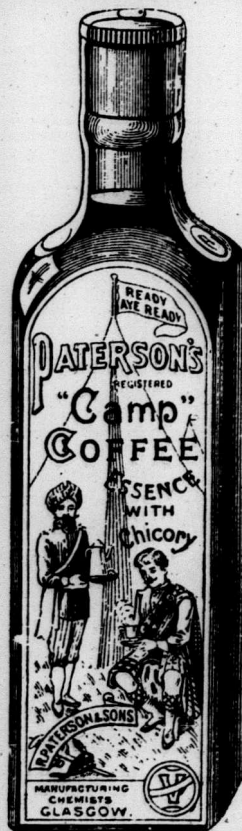
Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders.

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.



WAITING IS EASY BUT UNPROFITABLE. It is quite easy to wait until you run out of

PATERSON'S CAMP COFFEE ESSENCE

before ordering more, but it is mighty unprofitable—may have a call for it any time. **THE COFFEE PROBLEM** is solved when you decide to keep well stocked with

PATERSON'S CAMP COFFEE ESSENCE.

Sells well, Good profit in it.

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.

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COMMUNICATION WITH P.E.I.

BUSINESS men can scarcely look on with unconcern while communication between Prince Edward Island and the main land is, for days at a time during the winter, wholly cut off.

When, day after day, neither mails nor merchandise can be transhipped either to or from the Island, it is time that ways and means were seriously considered for overcoming the difficulty.

When Prince Edward Island was taken into the Dominion it was with the distinct understanding that the Federal Government should provide means for maintaining communication between the Island and the main land the year around. This has not succeeded in doing. We are reminded of this year after year.

Something certainly should be done. For its size there is no part of the Dominion richer in agricultural possibilities than Prince Edward Island. It is a veritable garden. But its possibilities are necessarily curtailed by the lack of regular and permanent means of communication with

the rest of the Dominion during the winter months.

What is best to be done in the premises we are not prepared to say. A tunnel would be a costly undertaking, but if a tunnel is the only remedy for the unsatisfactory state of affairs which is being experienced year after year, then the sooner we set our face to the task of building it the better. In the meantime the Dominion Parliament should carefully consider the matter, and obtain advice from competent engineers.

With proper communication with the main land, Prince Edward Island would become a more valuable asset of the Dominion.

COURTESY IN BUSINESS.

WHAT is more pleasant than to meet a courteous business man, one who is the gentleman in season and out of season? Who is more popular than the man who is considerate of the rights and feelings of others at all times?

Yet, how many one meets in a day who are lacking in the fundamental characteristic of the gentleman, viz., courtesy. There is the merchant who is always "too busy" to say even a friendly word to the traveller, employe or customer who wants to have five minutes' conversation with him; there is the traveller who so lightly regards the rights of others that, without even an apology, he breaks in on a conversation to rush through "his little say" to the merchant he desires to reach. There is the customer who is bound to be served the moment he or she enters the store, regardless of those ahead, and there is the boor who has not much "on his hands," and who spends sometimes hours in useless talk.

Examine yourself. Are you as courteous, as considerate as you might be? If not, it is time to start along new lines, for courtesy, like charity, "never fails." It is one of the most valuable qualities that any business man, whether clerk or employer, can possess. Are you losing business or friends by discourteous treatment? If so, you can easily stop the loss in future, for it is easy to be obliging and pleasant when one desires to.

COFFEE OVERPRODUCTION.

AT the basis of all the trouble in the coffee market is the question of overproduction. Until some means can be found to limit the supply, it seems as if the difficulty would be one of constant recurrence. The current crop is believed to be about 12,000,000 bags, and the next is estimated at from 14,000,000 to 15,000,000 bags. In the face of such huge production it seems improbable that any permanent advance can be made for some time.

At present the visible supply of the world shows a larger decrease than was anticipated. Political troubles in the principal countries of supply have been responsible for the holding back of a large quantity of mild coffees there. Some reports put this quantity at over 1,000,000 bags, while more conservative estimates name 600,000 to 800,000 bags.

During January the stocks of all kinds of coffee in European ports were increased by 180,000 bags, bringing the total up to 7,350,000 bags.

Having in mind the noticeable decrease in the estimated supply for February 1, it is not surprising that there has been a little upward movement. The rise, however, has been sensational in its nature, and should be regarded with caution. Best advices are not at all sanguine of any improvement in the situation.

THE TAX ON FISH DEALERS.

Some comment has been aroused in Montreal grocery circles by the report that the wholesale fish dealers of that city were thinking of taking action in regard to the special license they are required to pay. Some of the largest dealers, however, while they declare that they are treated unfairly by the city, still deny they are contemplating any legislation or that they are likely to do so.

They now pay \$50 license in addition to the regular taxes, for the privilege of dealing in fish, while wholesale grocers, brokers, produce dealers and others carry many of the same lines—almost all, in fact, excepting fresh fish—along with their other goods, and are charged nothing extra for it.

The argument seems to be with the fish dealers.

VULGAR COMMERCIALISM.

THE Toronto Globe has come to the aid of the Toronto University. Besides printing a copy of President Loudon's letter, which appeared in last week's issue of THE CANADIAN GROCER, it comes out with an editorial which exhibits quite a little temper. Among other things our contemporary says:

Such criticisms are made, not by this writer alone, but by others whose ideal of a university is an overgrown, third-rate commercial college. They care for nothing in education but what in their intellectual blindness they call "practical"; not knowing that what they call practical education is the merest vanity unless solidly based on a broad and genuine culture. They scorn philosophy and count the study of literature useless, and they care nothing for languages except in so far as a smattering of them may be useful for commercial purposes. Their interest in the sciences is not for the sake of scientific culture, but only that they may have the "offer of a place." To make a living is their aim, and unless a university, in the easiest and vulgarest way, helps them to that low aim, they count it of no avail.

It is evident The Globe is not clear in regard to the position taken by THE GROCER. We have no desire to make Toronto University a commercial college, even of first-rate, let alone third-rate, calibre. "Broad and genuine culture" we would not for one moment depreciate. On the contrary, we recognize that it is all too scarce a quality these days. Culture is defined by Webster as "enlightenment and discipline acquired by mental training."

But the more useful and practical this mental training makes those who are subject to it the better. The word "practical" appears to be offensive to The Globe. But we cannot understand why it should. That which is practical is "capable of being turned to use or account," or as another definition puts it, is "being ready to apply knowledge to some useful end."

All we ask is that the studies in Toronto University be made more attractive to those whose aim in life is not law, medicine, dentistry, music, or the church. Surely no sensible and unprejudiced man would hold that while there is no transgression of the principles of culture when a young man enters the university to prepare himself for law, or medicine, or the church, the aim is "low" and the way "vulgar," when he enters its precincts to prepare himself for commerce or agriculture.

Ninety-nine out of every one hundred men who enter the University of Toronto,

or any other university for that matter, have some aim in life. Those who, perchance, have not are scarcely the material from which successful men are made, either for the professions or any other vocation. Those students who have an aim in life naturally make choice of those subjects in the university curriculum which are deemed most helpful in preparing them for their future career. They should be commended, not blamed, for this.

Our contention is that the young man whose aim in life is other than one of the professions should be given the same opportunities in the university as he who has a professional career as his goal. Because we demand this for the University of Toronto, and urge that the Senate be made more representative in its character in order that this end may be obtained, President Loudon demurs, and The Toronto Globe waxes indignant, and that in the face of its own editorial statement that "the University of Toronto is not what its best friends would like to see it."

We fear that those who are displeased with the movement for remodelling the Senate of the University of Toronto with the object of making it more representative, is born of the old aristocratic idea that those engaged "in trade" were an inferior class.

But just as the admission of the burgesses to the Parliament of 1295, completed the fabric of the British representative constitution, so, in time, when more modern ideas obtain, may we expect to see the fabric of the Senate of Toronto University more representative of the industrial life of the Province and the curriculum broader in its provisions.

"Our universities," said Samuel Johnson, are impoverished of learning by the penury of their provisions." And this in a sense can also be said of Toronto University.

BRITAIN'S TEA EXPORTS.

THE exports of tea from the United Kingdom for the six months ending December 31, 1902, show quite an increase, particularly in Indian descriptions, which were nearly 1,200,000 lb. larger than for

the same period in 1901. The figures for all descriptions of tea were 28,414,594 lb., compared with 24,323,903 lb. during the six months of 1901.

Our readers will remember that very low prices have ruled on the London market for some time, and this is no doubt the cause of the large exports, as it has been cheaper to buy in London than in the markets of production. At any rate this has been Canada's experience.

It might be worth while noting that during the six months 1,022,699 lb. of Indian tea and 1,758,396 lb. of Ceylon tea were exported from the United Kingdom to British North America, as compared with 490,567 lb. and 1,185,219 lb., respectively, during the same six months of 1901.

A STEP TOWARDS A SETTLEMENT.

WITH the ratification on the Alaskan agreement by the United States Senate another step has been taken toward what is to be hoped will be a settlement of a long-standing boundary dispute between Canada and the United States.

The action of the Senate in ratifying the agreement was rather unexpected, in view of the outspoken statements of some of the senators who are opposed to it. When the matter came before the Senate in an executive session on Wednesday, the opposition was very slight indeed, and the resolution ratifying the agreement was adopted without even the yeas and nays being called. It is possible that the influence of the President has been at work.

Although the last obstacle, or what is practically the last obstacle, in the way of the appointment of the jurists who will consider the boundary question has been removed, we must not build too much hope upon the question being finally settled by them, for it must be remembered that there are on each side three jurists, and, as no provision is made for an arbitrator should these be unable to come to a decision, a deadlock will ensue and the question will still be the subject for further negotiations.

In view of this, it is most important for both countries interested that the jurists appointed by each shall be men not only thoroughly competent to deal with the question, but men of an open mind.

WINNIPEG IN BONSPIEL WEEK.

(From Our Own Correspondent.)

THE annual Bonspiel has always been a gala week in Winnipeg, and when to the usual festivities is added the attraction of the Scottish curlers, the excitement seems to be about doubled. It is an off week in business. Men from country towns visit the jobbing houses in a friendly way, and a great deal of future business results, but the thoughts of all are concentrated on the curling. The Grain Exchange is like a tomb for quietness, and when a few members pop in and out of the board-room, every second one wears a curling badge of some kind. Flags all over the city are flying mast-high and the windows have suggestive decoration. Over \$4,000 worth of prizes and trophies make a magnificent display in the window of The Robinson Co., Limited. Brooms are to be seen everywhere.

The weather has been ideal so far, and, although the enormous number of 150 rinks have been entered, the number of sheets of ice has been more than doubled, so that playing goes on merrily all day long, and this year it is hoped to get through without having to play all night, as has occasionally happened in days that are gone. This is giving more time to the social side, and many entertainments have been planned for the visitin' brithers of the stane and besom.

From as far west as Balgonie and as far north as Rostern they have come to meet the visitors from beyond seas, and the stories that have been swapped and the jokes that are being cracked this week have r's enough in them to build all the railroads required in this country for the next 20 years.

The Manitoba curlers are spending about \$2,000 on the entertainment of the the Scotchmen, and there are not wanting those that carp at this amount, but it is a good investment. It has been said the visiting Scotchmen will really see very little of the West. But that is wrong. They will meet representative men from every hole and corner of the West, and if the result is not an increased Scotch immigration, then all signs will badly fail. The weather has been ideal—perfect for curling; not too cold, not too soft, and the sky blue as midsummer. It is impossible to think but that good will come to our city and Province from this gathering together.

It is very desirable that we get more Scotch and Irish immigration, and there is great hope that this meeting will do the

business for Scotland to a very great extent.

Among the new trophies for competition this year is that of The American-Abell Machine Co. It is a splendid silver trophy, standing about 30 in. high, and enamelled upon the side in appropriate colors is "The Cock of the North." The Tetley trophy, also offered for the first time this year, is a magnificent affair standing over 3 ft. high. There is a figure of Miss Canada on the top, and around the base are figures of curlers poised to throw a stone. The Brunswick trophy is the other large new trophy for this year, and is in the shape of an enormous punch bowl on an ebony stand. Then there is the Royal Caledonian tankard, contributed by Lord Strathcona in honor of the visitors.

Winnipeg will sleep and dream, wake and talk nothing but curling for another week at least. E. C. H.

PATERSON'S CAMP COFFEE.

The name "Paterson's Camp Coffee" is becoming as familiar to most people as popular brands of soap or tobacco. In these days of competition and variety of choice, nothing but quality can survive, and there is no better or more discriminating judge of an article than the average housewife. "Paterson's Camp Coffee" is manufactured in Scotland, and many will echo the sentiment that it should become the national beverage.—The Lady.

THE AT-HOME.

The annual At-Home of the Toronto Retail Grocers' Association will be held on Wednesday next, February 18, in the Temple Building. The committee has secured Messrs. W. Shaver, Harvey Llyod and Blight to give selections between the dances. The members hope that this will be a very enjoyable evening, as it usually is, for both the retail and wholesale grocers.

AGENTS FOR "WITCH HAZEL" SOAP.

W. H. Millman & Sons, brokers and manufacturers' agents, have been appointed agents for Toronto for "Witch Hazel" toilet soap, manufactured by The Royal Crown Co., Limited, Winnipeg, Manitoba. The toilet soap manufactured by The Royal Crown Co. has recently been put into use on the Canadian Pacific Railway service throughout Canada, thus replacing the imported soaps which were formerly used on that line. Mr. Millman is showing the trade a neat box, with three cakes of soap, which retails at 25c.

OTTAWA RETAIL GROCERS.

THE regular meeting of the Association was held on Monday, February 9 in the grocers' room, Ottawa Fruit Exchange Building. There was a good attendance of members, it being election night.

After getting through with the routine work, reports of the past year's work were received and they showed that considerable progress has been made. The membership has increased to 40 active and 20 associate members.

The treasurer showed a balance of about \$30 on hand.

In discussing the year's work the question was brought up why, some, who are members of the Association, do not attend more regularly, and it was thought that the work should be divided more so that the delinquents should get something to do. However, that did not carry for fear of the risk of not having things done at all, so the question of the welfare of the Association was left in the hands of the executive committee to try and devise some plan that would increase the attendance.

Several communications were received: one from the Retail Merchants' Association of Canada in regard to a petition that was to be presented to the Wholesale Grocers' Guild, asking their assistance in a scheme that would put the selling of sugar on a more profitable basis.

The members present were quite in favor of it, and the letter and petition were handed over to the executive committee to deal with as soon as possible.

As the Association has had business with the Retail Merchants' Association of Canada several times, the question of affiliating with them was discussed and the secretary instructed to write for information. Their platform and aims and objects being identical with the Association here, it was thought that by joining it would strengthen relations a great deal.

The election of officers resulted as follows:

- President—Chas. J. Provost (re-elected).
- Vice-President—John A. Bryson (re-elected).
- Treasurer—Wm. York (re-elected).
- Secretary—H. C. Ellis (re-elected).
- Executive Committee—John Bambrick, Robert Powell, Alex. Phillips, H. W. Booth, Andrew Shaw, W. J. Eastcott.

The room committee were instructed to have the room papered and fitted up before the next meeting.

A meeting of the executive committee will be held next week.

W. H. Millman & Sons, Toronto, have just been appointed agents for Ontario for C. Ceroni, of Patras, Greece, packers of currants and other dried fruits.

The concentrated attention of the world's tea trade is being bestowed upon the enormously increasing demand for "**SALADA**" Ceylon Teas. Nothing in the world has brought this about save superior worth associated with newspaper publicity.

"SALADA" Teas sell like bread or sugar.

No dead shelf stock. No culls to sort out and sell at a sacrifice. No cutting of prices. No pedlers' opposition. Every packet gives its regulation profit.

...The sale is now in excess of Eleven Million Packets per annum...



Japan sales are declining.
Ceylon Green advancing.

The Government statistical Department at Ottawa will readily supply the proof.

"SALADA," TEA CO., Toronto and Montreal.

Offices at Boston, Buffalo, Pittsburg, Detroit, Philadelphia, Cleveland, New York, Chicago, Washington, Toledo, Wheeling, W.Va.



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.

LILY WHITE GLOSS STARCH



Our New
6-lb. Tin
is a
Beauty

Add a case to your next 10-box Order.

The Brantford Starch Works,
LIMITED,
Brantford, Ont.

MARKET AND MARKET NOTES

ONTARIO MARKETS.

Toronto, February 12, 1933.

GROCERIES.

SEVERAL local wholesale houses pronounce satisfaction at the volume of business that is being done at present. Taking the time of year into consideration, the results, they state, have been exceptionally good. Other houses complain of a general dullness in trade and report a very quiet state of affairs. The mild weather and the impassable roads contribute to this weak feeling. The general situation remains unchanged so far as prices are concerned. Canned goods are moving out nicely, and prices of tomatoes, corn and peas are strengthening. Coffees continue decidedly dull. Rice is very firm and prices are advancing slightly. The sugar situation is a little brighter, while there is a considerable demand for teas. One feature of the week is the cut being made by a local house in a private brand of table syrup.

CANNED GOODS.

Last week's business in canned goods was, if anything, a little quieter than usual. The demand, however, is still considerable, and prices are firmly maintained. Stocks of canned peas are decidedly short, and hardly any house is anxious to sell below \$1. Corn is firm at 90c. The salmon situation shows no change. We quote:

Apples, 3s.....	0 90	1 00
" gallons.....	2 20	2 25
Asparagus.....	2 75	3 00
Beets.....	0 70	0 95
Blackberries, 2s.....	1 50	1 70
Blueberries, 2s.....	1 00	1 25
Beans, 2s.....	0 85	0 85
Corn, 2s.....	0 90	1 00
Cherries, red, pitted, 2s.....	2 00	2 10
" white.....	2 30	2 50
Peas, 2s.....	0 95	1 00
" sifted.....	1 00	1 10
" extra sifted.....	1 25	1 30
Pears, Bartlett's, 2s.....	1 25	1 50
" 3s.....	1 75	3 00
Pineapples, 2s.....	2 25	2 50
" 3s.....	2 25	2 60
Peaches, 2s.....	1 65	1 90
" 3s.....	2 50	2 75
Plums, green gages, 2s.....	1 10	1 25
" Lombard.....	1 00	1 10
" Danson, blue.....	1 00	1 00
Pumpkins, 3s.....	0 95	0 95
" gallon.....	2 65	2 65
Rhubarb.....	2 10	2 25
Raspberries, 2s.....	1 40	1 65
Strawberries, 2s.....	1 50	1 75
Succotash, 2s.....	0 90	1 00
Tomatoes, 3s.....	1 65	1 65
Lobster, tails.....	3 25	3 70
" 1-lb. flats.....	3 50	3 70
" 1-lb. flats.....	1 75	1 80
Mackerel.....	1 00	1 25
Salmon, sockeye, Fraser.....	1 50	1 80
" Northern.....	1 40	1 45
" Horseshoe.....	1 50	1 80
" Coho.....	1 05	1 15
Chums.....	0 95	1 00
Sardines, Albert, 1s.....	0 14	0 16
" Sno.....	0 20	0 23
" Sno.....	0 14	0 14
" Sno.....	0 23	0 23
" Sno.....	0 13	0 13
" Sno.....	0 20	0 25
" Sno.....	0 25	0 27
" Sno.....	0 35	0 38
" Sno.....	0 04	0 41
" Sno.....	0 09	0 11
" Sno.....	8 00	9 00
" Sno.....	1 00	1 10
Kipper herrings.....	1 00	1 55
Herrings in tomato sauce.....	1 00	1 70

CANNED MEATS.

Comp. corn beef, 1-lb. cans.....	1 50	1 65
" 2-lb. ".....	2 75	3 00
" 6-lb. ".....	8 25	8 25
" 14-lb. ".....	19 50	19 50
Minced callops, 2-lb. can.....	2 60	2 60

Langh tongue, 1-lb. ".....	3 00
" 2-lb. ".....	7 00
English brawn, 2-lb. ".....	2 45
Camp sausage, 1-lb. ".....	2 50
" 2-lb. ".....	4 00
Soups, assorted, 1-lb. ".....	1 50
" 2-lb. ".....	2 20
Soups and Boull, 2-lb. ".....	1 80
" 6-lb. ".....	4 50
Sliced smoked beef, 1s.....	1 60
" 1s.....	2 80

COFFEES.

A local house says: "We don't know what to do with coffee," and that expresses the situation pretty well. The market is dull and prices are weak. New York advices announce an increasing firmness there. European markets are developing unexpected strength. We quote:

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

NUTS.

There are no new developments to note in nuts. The New York market is reported steady. The Californian stock of Almonds is in light compass. Shelled walnuts are very firm, the report that stocks at the source of supply were small, having tended to strengthen prices. We quote:

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

RICE AND TAPIOCA.

Rice is particularly strong at present. Both Japans and Patnas are held firmly at our quotations. Offerings in New York from the south are said to be limited. Southern markets are firm. Foreign grades of rice are firm, based on strong advices from European markets. We now quote:

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

SPICES.

The demand still continues fair for the time of the year. The pepper market at outside points is in an unsettled state, otherwise the situation in spices is quiet. We quote:

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

SUGAR.

There is a little more inquiry to note in the domestic refined market this week, but the prices remain unchanged. The latest advices from New York seem to indicate that the downward tendency in the

raw-sugar market has been checked and while for a time it did seem as if 3½c. for 96 deg. centrifugal sugar would be touched as a low-level price, present indications are that prices will not go below 3½c., at which the market closes strong, with refiners willing to continue on this basis, while holders of Cuban centrifugals are asking 1-16c. more for shipment. As we go to press it is reported from New York that a sale cargo of jobbers' and about 5,000 tons of Cuban centrifugals have been warehoused rather than accept current quotations. Now it seems there is every likelihood of a prompt ratification of the Cuban reciprocity treaty within the present month, and this will serve to strengthen the hands of holders. Another strengthening feature is the resumption of work by some of the New York refiners, which will mean increased meltings of raw sugars.

Quotations for 88 deg. beet sugars remain unchanged at 7s. 10½d. for February shipment and 7s. 11½d. for March. These prices are fully 30c. above the parity of cane sugars.

The feature of the week in American refined was the reduction, just as we went to press, of 10c. per cwt. on all grades packed in barrels and 13c. on granulated, in bags. Since then the market has been without change, though the tendency would seem to be to continued steadiness on present basis.

Receipts at the three Atlantic ports for the week ending February 4 were 18,905 tons, with meltings of 15,000 tons and stock of 133,375 tons. Total stocks in Cuba to same date were 116,000 tons, as against 139,000 tons the same time last year. Local quotations are:

Paris lumps, in 50-lb. boxes.....	4 53
" in 100-lb.....	4 43
St. Lawrence granulated.....	3 88
Redpath's granulated.....	3 88
Acadia granulated.....	3 83
Maple Leaf granulated (Berlin).....	3 88
Crystal (Wallaceburg).....	3 88
Beaver.....	3 88
Imperial.....	3 88
Phoenix.....	3 78
Cream.....	3 63
Bright coffee.....	3 63
Bright yellow.....	3 58
No. 3 yellow.....	3 33
No. 2.....	3 33
No. 1.....	3 23
Extra ground icing (bbbls).....	
" Powdered.....	

SYRUPS AND MOLASSES.

The feature of the week is the reduction made by a local house on a private brand of table syrup in tins. Prices are quoted as follows: 2's, \$2 per case; 5's, \$2.45 per case; 10's, \$2.40 per case; 20's, \$2.30 per case. There is a slight easing off of prices to be noted in New Orleans molasses and a little sorting business is being done, but there is no volume of business as yet. We quote:

Syrups.....	
" Dark.....	0 30
" Medium.....	0 35
" Bright.....	0 37
Corn syrup, bbl, per lb.....	0 03
" 1 bbls.....	0 03
" 2 bbls.....	0 03
" 3 gal. pails, each.....	1 40
" 2 gal.....	1 10
Honey.....	0 40
" 25-lb. pails.....	1 10
" 38-lb. pails.....	1 40
Molasses.....	
" New Orleans, medium.....	0 25
" open kettle.....	0 40
" Barbados.....	0 32
" Porto Rico.....	0 38

THE MARKETS

TEAS

All grades are at present more or less neglected locally, with the exception of Ceylon blacks, in which a fair trade has been doing. There is a little stronger tone to be noted in the Ceylon market. Jobbers report quite a little movement in green Ceylons. These seem to be taking the place of Japans, being similar in flavor and draw and selling at reasonable prices. Indications are that the prices of Indian teas will be considerably higher before the opening of next season. At present there is a fight in progress between the holders and big buyers. The demand for Japans has improved within the past month, and the few teas in importers' hands would be quite insufficient to meet the demands until the arrival of the next crop, if the present rate of demand is maintained. We quote:

Congou	half-chests, Kaisow, Moning, Paking	0 12	0 69
	caddies, Paking, Kaisow	0 19	0 50
Indian	Darjeelings	0 35	0 55
	Assam Pekoes	0 20	0 40
	Pekoe Souchongs	0 19	0 25
Ceylon	Broken Pekoes	0 36	0 42
	Pekoes	0 27	0 30
	Pekoe Souchong	0 17	0 35
China Greens	Gunpowder, cases, extra first	0 42	0 50
	half-chests, ordinary firsts	0 22	0 28
	Young Hyson, cases, sifted, extra firsts	0 42	0 50
	cases, small leaf, firsts	0 35	0 40
	half-chests, ordinary firsts	0 28	0 38
	seconds	0 23	0 23
	thirds	0 16	0 18
	common	0 15	0 15
Pingsueys	Young Hyson, 1/2-chests, firsts	0 28	0 32
	seconds	0 18	0 19
	half-boxes, firsts	0 28	0 32
Japan	1/2-chests, finest May pickings	0 38	0 40
	Choice	0 35	0 37
	Finest	0 30	0 32
	Fine	0 27	0 30
	Good medium	0 25	0 28
	Medium	0 21	0 23
	Good common	0 20	0 20
	Common	0 19	0 19

FOREIGN DRIED FRUITS.

The stock of prunes at the Coast is reported abnormally light, with the prices very firm. Mr. Hawksworth's monthly report indicates that the stock of Valencia raisins in New York is 7,000 boxes, none on the way, and no more expected. This is an exceptionally strong position for this time of year. New York's consumption during January was 2,000 boxes and as the trade for that month was extremely light, the prospects are that the small stock will not last long. Currants are held at firm prices. A reliable report states that there are only 300 cars of raisins in California available for seeded raisins, in comparison with 1,500 cars this time last year. There are no changes to note in the local market. We now quote:

CURRANTS.				
	Per lb.		Per lb.	
Fine Filiatras	0 05	up	Vostizas	0 07 0 08
Patras	0 06			0 06

RAISINS.				
			Per lb.	
Valencia, fine off stalk			0 07 0 08	
			selected	0 08 0 09
			selected layers	0 09 0 10
Sultana			0 09 0 13	
California seeded, 12-oz.			0 08 0 09	
			1 lb. boxes	0 10 0 11
			unseeded, 2-crown	0 07 0 07 1/2
			3-crown	0 08 0 08 1/2
			4-crown	0 09 0 10

DATES.				
	Per lb.		Per lb.	
Halloweys	0 04	0 05	Fards	0 07 0 08
Sairs	0 03 1/2	0 04 1/2		

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

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

FIGS.				
	Per lb.		Per lb.	
Tapnets	0 04		Elmes	0 10 0 15
Naturals	0 06 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 market has been fair during the past week and there are signs of an improvement, but, of course, the soft weather acts as a drag. Mexican oranges are practically out of the market, and the quarantine prevents the importation of what little might come in. In California the rainy weather is hindering the forwarding of navels, although the last shipment received is the best this year, as the fruit has had proper time to mature. We quote:

Californian navel oranges, per box	2 75	3 50
Florida oranges	3 00	3 15
Mexicans	2 00	2 50
Jamaicas	3 50	5 50
Valencia oranges, per box (according to size)	2 50	2 75
Seville oranges	2 50	2 75
Pineapples, per case	3 50	4 50
Grape fruit, per box	3 50	6 00
Malaga grapes, per bbl.	5 50	7 00
Winter apples	1 00	2 00
Jersey cranberries, per bbl.	10 75	
Cape Cod	9 50	
Sweet potatoes, per bbl.	1 25	1 75
Bananas, per bunch for ordinary	2 25	2 50
large bunches	2 25	2 50
Californian lemons	2 75	3 50
Messina	2 35	2 50
Cucumbers, per doz.	2 50	2 75
Californian celery	4 50	5 00

VEGETABLES.

Business has been fairly good and the receipt of some fresh vegetables has improved the demand on the market. Fresh onions, rhubarb and lettuce are coming in in small quantities, and the warm weather will soon bring them forward more plentifully. We quote:

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

COUNTRY PRODUCE.

EGGS.—The market is demoralized and prices are very low. The warm weather and the immense stocks of cold-storage eggs that are on the market have forced dealers to take almost just what they are offered. The unseasonable temperature has deceived the hens and new-laid eggs are coming in quite freely. After a possible break of a couple of weeks, when this weather ceases, the regular spring laying will commence. We quote:

	Per doz.		Per doz.	
New laid	0 19	0 21	Lined	0 14 0 16
Cold stored	0 11	0 16	Seconds	0 10 0 11
Checks	0 09	0 11		

BEANS.—The market is without change and things are quiet. We quote:

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

DRIED AND EVAPORATED APPLES.—The market is quiet. We quote:

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

HONEY.—We quote:

Extracted clover, per lb.	0 08 1/2	0 09
Comb, per doz.	1 25	1 75

POTATOES.—The market is a little flat this week. The soft weather is bringing them forward in great quantities, and there is a large supply on the market. We quote:

Eastern stock, on track, per bag	1 00
Best Ontario stock, on track, per bag	1 05 1 10

POULTRY.

The poultry season seems to be about over. Turkeys are received in very small quantities and the cold-storage stocks are sold out. Chickens are bringing a good

OYSTERS

Long Island Natives,

Cannot be beaten for
SIZE and FLAVOR.

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THE MARKETS

The Canadian Grocer

changed. Almonds are still firm at the advance of last week. We quote:

Walnuts, p r lb.	0 12	0 13
Tarragon almonds, per lb.	0 12	0 13
Shelled walnuts,	0 25	0 26
Shelled almonds	0 28	
Filberts per lb.	0 09	
Pecans,	0 15	
Brazil nuts, per lb.	0 14	0 15
Peanuts, roasted, according to the brand, per lb.	0 07	0 11

GREEN FRUITS.

Valencia oranges, 420's, are 25c. lower this week, and Californian and Messina lemons are lower by the same amount. Fancy Messinas are now out of the market. Good medium weights in Almeria grapes sell at an advance of 50c. There is a fair trade doing in green fruits, considering the season. Some extra fancy bitter oranges are on the market at \$3 per box. We quote:

Florida oranges, per box	5 50
Jamaica " per barrel	3 00
California navels, per box	4 50
Valencias, 714s,	3 70
420s,	3 50
Messina lemons,	2 55
New Californian lemons	2 75
Cocanuts, per bag of 100	3 75
Bananas, per bunch	3 50
Canadian cabbage, per doz.	2 00
Potatoes, per bbl.	0 25
Canadian apples, in bbls.	0 40
Spanish onions, per crate	1 15
per case	1 30
Sweet potatoes, per bbl.	1 75
Malaga grapes, per keg	0 65
Cranberries, per bbl.	2 00
Yellow and red onions, per bbl.	9 00
Pineapples, 25 to the case	14 00
Almeria grapes, fancy heavy weights, per keg	2 00
" " choice	4 00
" " ordinary, per keg	4 50
Californian celery, per case	7 25
Grape fruit	7 00
Tomatoes, 6 baskets to the crate	6 50
Californian cauliflower, per crate	3 75
Tangerines, 1-boxes	5 50
	3 25

FISH.

With the exception of No. 1 smelts, which are 1/2 to 1c. per lb. lower, there have been no quotable changes in fish. A fair trade keeps up, and should the weather continue cold, dealers anticipate having their stocks cleared up before long. We quote:

Haddies	0 06	0 06
Smoked herring, per box	0 15	
Fresh haddock and cod, per lb.	0 03	
Dore, per lb.	0 06	
Pike,	0 04	
Halibut, per lb.	0 09	
Salmon,	0 09	
No. 1 Herring, Nova-Scotian, per bbl.	5 00	5 50
half bbl.	2 80	3 00
No. 1 Holland herring, per half bbl.	6 50	
No. 1 Scotch herring,	6 50	
" per keg	0 95	
Holland herring, per keg	0 70	0 80
No. 1 green codfish, per bbl.	5 75	6 00
" mackerel, per bbl.	20 00	
Boneless cod, 1 and 2-lb. blocks, per lb.	0 06	
Loose boneless cod, per lb. in 40-lb. boxes	0 05	
Dried codfish, per 100-lb. bundles	4 00	4 50
British Columbia salmon, per bbl.	12 50	
Standard bulk oysters, per gal.	1 40	
Marshall's kippered herring, per doz.	1 45	
Canadian kippered, per doz.	0 90	
Canadian 1/2 sardines, per 100.	3 50	3 75
Canned cove oysters, No. 1 size, per doz.	1 30	
Canned cove oysters, No. 2 size, per doz.	2 20	
Malpeque shell oysters, per bbl.	6 00	7 50
Tommy cods, per bbl.	1 85	
Smelts, No. 1, per lb.	0 07	
Smelts, No. 2, per lb.	0 04	

COUNTRY PRODUCE.

EGGS.—During the past week a little better feeling has developed in the egg market, but it depends altogether on the weather if this will be maintained or not. There is still a quantity of No. 2 eggs offering, and these are finding buyers; the prices, however, are hard to give, owing to the different qualities which the buyers have to offer. We quote:

New laid, per doz.	0 24	0 25
Cold storage " "	0 16	0 18
No. 3 " "	0 10	0 12
Montreal limed, per doz.	0 14	0 16

POULTRY.—There still continues to be considerable inquiry for poultry, but offerings are small and prices rule firm. We quote:

Choice turkeys	0 14	0 15	Ordinary chickens	0 08	0 10
Ordinary "	0 12	0 13	Ducks	0 10	0 13
Choice chickens	0 11	0 12	Geese	0 07	0 09

POTATOES.—The market for potatoes was firm under a fairly good demand. Several cars of New Brunswick potatoes have been bought for this market, costing 95c. laid down here on track. Choice stock has advanced 10c. per bag. We now quote:

Choice Stock, per bag	0 97	1 10
Ordinary, per bag	0 80	0 85
Jobbing lots, per bag	1 00	1 10

BEANS.—Business in beans continues quiet, only small lots to fill actual wants being in demand. Prices are steady. We quote:

Primes, in small lots	2 00	2 05
Primes, in carlots	1 90	1 95

HONEY.—Dealers report no improvement in the demand for honey, but the market remains quiet. We quote:

White clover, in comb.	0 12	0 13
White strained, in 60 to 70 lb. tins	0 08	0 09
Buckwheat strained, per lb.	0 06	0 07

MAPLE PRODUCTS.—The market for maple products was dull. We quote:

Syrups, in large tins	0 70	0 80
Syrups, in small tins	0 50	0 60
Syrups, wood, per lb.	0 05	0 05
Sugar, per lb.	0 08	0 10

ASHES.—Business in ashes was quiet, but the market still continues firm, owing to the small receipts. We quote:

First pots	4 40	4 45
Seconds	3 75	3 80
Pearls, per 100 lb.	6 25	

FLOUR AND GRAIN.

FLOUR.—The tone of the market for flour was steady. For the season, a fair amount of business was reported. There is some inquiry from foreign buyers for Manitoba grades, but millers report they

GRAIN.—There has been a good inquiry for grain, both for export and local consumption, but on account of the small offerings from the West, not much business was done. Buckwheat is 1c. lower. Oats are also lower than last quotations. We quote:

Rye, east	0 49	0 50
Peas	0 72	
Corn, new	0 58	
Buckwheat, east	0 50	0 51
Barley	0 34	
Oats, ex-store	0 36	0 36

FEED.—There is considerable inquiry for millfeed, which is scarce just at present, and buyers, in some instances, find it quite hard to fill their wants at firm prices. We quote:

Manitoba bran, in bags	20 00
shorts	22 00
Ontario bran	21 00
shorts	22 00
Mouillie, as to quality	23 00

ROLLED OATS.—The market for rolled oats was quiet and the demand limited. No change has occurred since last week's quotations. We quote:

Rolled oats, in carlots, per bbl.	4 20	4 25
" per bag	1 95	2 05
" in jobbing lots, per bbl.	4 60	
per bag	2 25	

BALED HAY.—Baled hay has been under a good demand, while the tone of the market remains firm. Prices show no change. We quote:

Timothy, No. 1, in carlots, per ton	9 00	10 00
No. 2 " "	8 00	8 75
Clover	6 50	7 00

RAW FURS.

This market has continued unchanged since our last report. Offerings are fairly good. Dealers are looking forward to the March fur sales to change prices on this market. We quote:

	Large	Medi'm	Small	Kitts	Fall Beav	Spring Beav
	\$6.00	\$5.00	\$2.75	\$1-1.50	\$2.00 to \$2.50	\$2.00 to \$3.25
BEAVER—Labrador and choice Eastern						
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	4 Cubs. Year's
Brown	12.00	7.00	5.00			\$2.00 to \$8.00
BADGER—Of all sections	5.00	2.50	1.00	.05		
FISHER—Eastern and far North-Eastern	6.50	5.00	3.00	1.75	.50	
Territory and Western	6.50	5.00	3.50	2.00	1.00	.50
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	.20	
" Cross—Value principally as to beauty, also size & richness	10.00	7.00	4.00	2.50	1.50	.50
" Silver—Eastern and far Northern	75.00	50.00	25.00	20.00	9.00	4.50
" Pacific Coast, Territory and Western	50.00-60	35.00	20.00	15.00	5.00	2.50
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
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
MUSKRAT—Eastern, best large	10.00	7.00	5.00	4.00		
Territory and Western	5 to 10	.07	2 to 4			
OTTER—Labrador and far North-Eastern	\$10-\$14	7.00-10	5.00	2.50	2.00	Cubs \$1.00 to \$2.00
Territory and Western	6.00	4.50	3.50	2.25	.50	.25 to .50
RACCOON—Black—Value according to darkness, size and beauty	75-125	60-75	33-50	25	15	
SKUNK—Black Sh'rt StLong St White	75-125	.75	40-50	.05-15		
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.					

are already oversold, consequently they are not booking any more orders at present. Choice Manitoba spring patents have advanced 5c. We quote:

Choice Manitoba spring patents	4 20	4 40
Seconds	3 75	4 05
Strong bakers	3 50	
Straight rollers	3 60	3 70
Winter wheat patents	3 75	4 00

MONTREAL NOTES

Pure Canadian lard is 1/2c. per lb. lower. Lamp chimneys are about 15 per cent. cheaper.

A new lump sugar, in domino form, is on the market. It is 5c. cheaper than the regular lump.

THE MARKETS

The
Canadian Grocer

NOVA SCOTIA MARKETS.

Halifax, February 9, 1903.

THE first week in February has shown in the wholesale grocery business a little improvement over January. In fact, during the first month of the year the various houses were more engaged with stock-taking and ledger-balancing than usual, and business was not pushed, but now that the ground has been thoroughly cleared, and a pretty correct gauge of business conditions has been arrived at, the various firms are wishing a little more activity and business will be pushed forward accordingly. So far—since the first of the year—we have had a remarkably unsteady and at times particularly cold winter. This, to a great extent, has tended to retard business. However, Michaelmas Day, Monday, February 2, according to the old prognostication, gave us—in the dull and cloudy sky—an intimation that the winter is to be a short one. * * *

The retail trade continues good. Laborers are all fully occupied, and this enables them to purchase largely and pay their bills promptly. Retailers, as a rule, report January as an exceptionally good month this year. * * *

There have not been a great many market changes since the first of the year. Sugar remains steady. Raw sugars maintain their strength, but the market for refined may be said to be dull. Molasses have been firm of late, and have sold strongly up to quotations. Last week, however, an uncertainty prevailed, as it was reported that in Montreal Porto Rico and Barbados had advanced 2 to 5c. per gallon; while, on the other hand, a jobber here reported that he was able to buy at a slight decline. Advices from the south state that there will be a shortage in the output and that an advance is probable for new crop. These reports always come along just previous to the new crop going on the market, and, as last year, the advance seldom materializes. * * *

The price of hay remains steady. Very little Quebec hay is being brought here, though there was considerable last season. Oats remain steady at about 43c. Butter is quiet. The shortage in the Nova-Scotian supply being made up by western importations of a fairly good quality. Dairy, in large tubs, is worth 17 to 19c.; small (5-lb.) tubs, 21c.; for creamery, fresh made, 23 to 24c.; 2-lb. flat points, 21 to 22c. Eggs are steady on account of the importation from Montreal of cold-storage stock. The Nova-Scotian supply is very short, as usual, at this season of the year. * * *

The demand for hogs is good, up to 200-lb. weight being disposed of readily at 8c. Beef is only in moderate supply, and local provision dealers have to hustle sometimes to supply their regular trade. Considerable cold-storage lamb and mutton is being used, though users prefer fresh killed. Fowl and chickens are in good demand, with supply only moderate. * * *

The ss. Nordvalen arrived last week from Dantzig with 41,700 bags of sugar,

about one-half of which is for The Woodside Sugar Refinery, Dartmouth, and the balance for The Richmond Sugar Refinery. R. C. H.

MANITOBA MARKETS.

Winnipeg, February 9, 1903.

THERE are few changes to note in prices this week. There is a keen demand for evaporated apples, and dried are very scarce. The latest quotation for dried is 6 $\frac{1}{2}$ to 7c. per lb. The lumber and wood camps are keeping up the demand for evaporated and dried fruits and all lines are in fair demand and without change in prices. It looks now as if the present stocks of Valencia raisins would not hold out for the season. If fresh stocks have to be brought in prices will again advance, as they cannot be laid down here for sale at present prices. British Columbia has advanced the price of lump sugar 10c. per cwt. The British-Columbian refinery has advanced the price of all carlots to Carman, Mordean and Portage la Prairie and all points east of these places.

Perhaps the most important change of the week is the advance by The Empire Tobacco Co. of 3c. per lb. on chewing tobaccos.

Caffornian navel oranges are lower and sell at \$4 per case; with this exception, green fruits are just where they were last week. The apple trade is in a most unsatisfactory condition, owing to the auction sales of inferior fruit.

Campbell Bros. & Wilson now have plans out and are calling for tenders for their new block to be erected on the corner of Princess and Bannatyne streets. The building will have a frontage of 132 feet on Princess street by a depth of 88 feet on Bannatyne street, where it will extend to the transfer track. It will be four storeys high on a basement 11 ft. in the clear. The foundation will be of stone, and there will be courses of stone throughout the front, and the other material will be white brick. In the centre of the Princess-street entrance there will be a driveway to the centre of the building. There will be both freight and passenger elevators and every modern appliance for the doing of a wholesale grocery trade.

PERSONAL MENTION.

Mr. George P. Leith, general merchant, of Spry, Ont., has sold his business to McMaster & Hilditch, who took possession on the first of the year.

Mr. G. F. Galt, of Winnipeg, and Mr. H. Galt, of Chicago, were in Toronto for a few days this week. Mr. G. F. Galt is just returning from a two months' trip to Europe.

Last week Mr. Robert McNicoll, the "Blue Ribbon" tea man, distributed among his customers in Toronto advertising cards headed, "Baby Lost." The result has been that Mac. was forced to disguise himself by shaving off his moustache. He also hints at starting a circular, so striking was the ad.

THE GROCER'S attention has been directed to the beautiful quality and color of the yellows being turned out at present by The St. Lawrence Sugar Refining Co.

CONDENSED OR "WANT" ADVERTISEMENTS.

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

FOR SALE.

A WINNIPEG RETAIL GROCERY BUSINESS, having a good connection both city and country. Established over 20 years. One of the best locations. Stock about \$4,000. Can easily be reduced if necessary. Particulars and references given to bona fide intending purchasers. Apply, Box 31, "FREE PRESS," Winnipeg. (8)

FOR SALE—GOOD PAYING GROCERY IN east end, party leaving the city. Apply, Box 962, Telegram. (F)

GROCERY AND PROVISION BUSINESS for sale—Queen west, Toronto; doing a good family and cash trade; comfortable residence in connection; reasonable rent; everything up-to-date; exceptional opening for right man. Box 224, Globe. (F)

CHEESE FACTORY FOR SALE—SEVEN miles north of Uxbridge; fine section of country; best up-to-date buildings, cement floors, elevated tank, etc.; almost new; good dwelling in connection; great chance for establishing a cream-gathering dairy in connection with the cheese business; no creamery or factory within ten miles; owner hasn't time to give necessary attention; will be sold reasonable. Andrew Milne, Leaskdale, Ontario County. (F)

A WHOLESALE GROCERY FIRM HAS A good, clean stock for sale, where a good business may be done; good location; a pushing, enterprising man of good character would be assisted if necessary. Apply, Box 624, Globe Office. (F)

FOR SALE—GROCERY AND CROCKERY business; in the live town of Mitchell, Perth Country; best stand in town and doing a good business. For particulars write T. M. Davis, Mitchell, Ont. (F)

WANTED.

WANTED—GROCERY, CLEAN, FRESH stock, doing good trade. East end preferred. Cash. Box 49 Star. (F)

SITUATIONS VACANT.

CIGAR TRAVELLER—EAST OF Toronto; must have connection. Box 156 Globe. (F)

WANTED—SMART, RELIABLE SALESMAN to call upon grocers in the Province of Quebec; must speak both languages fluently; salary and expenses or commission only; none but experienced and proved successful salesman need apply. Give references and full particulars. Permanent position to suitable man. O. 2810, Star Office. (F)

WANTED—GROCERY CLERK; MUST BE an experienced and up-to-date man, a hustler and sale pusher need to speak both languages; good wages to the right man. Apply by letter only, giving experience, age, etc. Murphy Bros., 500 St. James St., Montreal. (F)

TRAVELLER WANTED—BY A PORK-packing and provision house—experience and connection over northern and eastern ground desirable. Apply, with references, to Box, 299, Globe. (F)

THE CANADIAN GROCER

WINNIPEG BOARD OF TRADE.

THE annual meeting of the Winnipeg Board of Trade was held on Wednesday last, when the following officers were elected; President, G. R. Crowe; vice-president, H. W. Hutchinson; treasurer, Andrew Strang; secretary, C. N. Bell. Mr. Strang and Mr. Bell were re-elected to the positions, which they have occupied for so many years, by acclamation. The council for 1903 will consist of the following sixteen members representing the various interests of the Board: G. F. Carruthers, C. Bartlett, J. H. Ashdown, A. L. Johnson, W. Sanford Evans, F. W. Drewry, J. T. Pesse, D. E. Sprague, J. Y. Griffin, D. W. Bole, F. Phillips, W. Georgeson, Wm. Whyte, H. M. Belcher, Jno. Russell, G. F. Bryan.

The report of the council and the president's address covered very fully the work of the past year. Retiring President Russell's address was, in part, as follows:

INDEX OF CITY'S GROWTH.

A fair index of the city's steady and substantial growth is found in the statement of the bank clearings, which, in 1896, were \$64,046,438; in 1901, \$132,000,000; in 1902, \$188,370,003; and this advance was marked by no unusual circumstance, but caused solely by the substantial increase in the value of the products of the country, and the consequent increase of trade.

A comparison of these figures with those of eastern cities may be interesting, the aggregate clearings of 11 other Canadian cities having shown an increase in 1902 over 1901 of 28.12 per cent., while Winnipeg for the same period showed an increase of 40.38. Notwithstanding this remarkable progress, I have no hesitation in predicting a still greater advance for the coming year. The statistical data given in the report of the council will indicate the steady increase in the value of the products of the Province. The cash value of the grain raised in 1902 in Manitoba and the Territories total, approximately, \$60,000,000, while the cattle and dairy produce, actually available for export, will add another \$2,000,000.

The number of buildings erected in the city according to official returns was 973 with an aggregate value of \$2,365,325. In 1901 the total assessment was \$28,305,200, and in 1902, \$35,173,870. The amount expended by the exhibition board was over \$60,000. These figures, without referring in detail to the general city improvements, are in themselves eloquent.

IMMIGRATION.

The rapid settlement of the West is well evidenced by the great numbers of immi-

grants continually arriving, the Government immigration statistics indicate that about 80,000 immigrants arrived and settled in Manitoba and the Territories during 1902.

SUGAR BEET GROWTH.

Early in the last year the standing committee on sugar beet growth effected an arrangement with the Manitoba Department of Agriculture whereby sugar beets were grown under direction of the Department at a number of points in Manitoba where varying soils and conditions prevail. Carefully prepared directions were sent to each person entrusted with the cultivation of the beets, and the experimental plots were visited by an official of the Department during the season of growth. Late in September sample beets, taken from these test plots, were forwarded to the chemist of the Dominion Experimental Farm at Ottawa for analysis. A fortnight later, also, a second lot of selected roots were forwarded to Ottawa. It is very satisfactory to know that the chemist reports that, while the roots first forwarded were evidently pulled at too early a date, the analysis of the beets in the samples last forwarded gave very satisfactory results; the percentages for different varieties of the best being as follows: Percentage of sugar in juice, 13.58 to 20.17; percentage of solids in juice, 18.20 to 23.05; co-efficient of purity, 73.01 to 87.50.

At the request of the Board, the director of the Dominion Experimental Farm at Ottawa is having an analysis made of sugar beets grown on the experimental farms at Brandon and Indian Head, but report thereon is not yet to hand.

ELECTRIC POWER FOR MANUFACTURING.

But a few years ago it was generally accepted as an axiom that Winnipeg would never be a manufacturing city, but experience is proving that as the consuming population of the West increases, many articles can be manufactured, and, as a fact, are now manufactured in this city. I will not attempt here to name in detail the factories and workshops already established, but investigation will prove to any member of this Board, or other person interested, that a wide range of manufactured goods are already produced in the city, and that the list would be largely increased were power available at a less cost than it is at present; and this leads me to comment upon the announced intention of the company now constructing the works for the developing of an electric power from the Winnipeg River, to furnish power in Winnipeg at not more than one-half the present cost. It

is most satisfactory to know that these works are being prosecuted with great vigor, and that probably within a year the company will be prepared to deliver electrical power here up to a maximum of 10,000 horse-power, and that they will be prepared to increase this almost indefinitely as occasion requires. In view of this fact, I am well within the mark in saying that there are very bright prospects ahead for the establishment of manufacturing industries in Winnipeg in the not distant future. In connection with this question of the furnishing of cheap electrical power in Winnipeg may be considered the likelihood in the future of lower prices for gas, both for illuminating and heating purposes. The lowering of the prices now charged for electric lighting will have an immediate effect on the prices charged for gas, a state of affairs I am sure we all hope for.

GROCERY CLERKS ELECT OFFICERS.

At the monthly meeting of the Toronto Grocery Clerks' Association in the Temple building on Tuesday night, February 10, the following officers were elected for 1903:

President—R. H. Helstrop.
Vice-President—E. Mathews.
Corresponding Secretary—W. Turpin.
Recording Secretary—W. L. MacKinnon.
Treasurer—R. J. Hudson.

Mr. Hudson introduced the question of a sick benefit fund in connection with the Association, and a committee was appointed to report at the next meeting in regard to the matter.

The Association meets the second Tuesday in each month. The address of the corresponding secretary is 702 Yonge street.

BREAKFAST CEREALS.

A report by A. McGill, M.A., on cereal breakfast foods, says that to give a statement giving the exact value of each of these foods in comparison with one another is impossible. The manner in which the food is prepared for the table has much to do with their value as a food. There is very little to choose between the various foods, but, if there is one better than another, it is oatmeal, and that in the form of rolled oats.

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

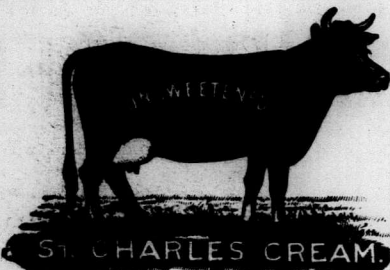
FREE INSERTION
in "Commercial Intelligence," to the Editor
'SELL'S COMMERCIAL INTELLIGENCE,'
Temple House, Tallis St., Temple Avenue,
London, E.C.

"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.

THE CANADIAN GROCER

Has stood
the test
of every
climate.



Purest
and best
for all
purposes.

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

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

Home Office and Address:

Correspondence and trade orders solicited.

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

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

Woe unto thee, oh Grocer, if by neglecting to keep excellent Teas thy customers are seeking, thou allowest them to go elsewhere to purchase them Quaker Brand "Ceylon" Tea hath proven itself a trade winner and a trade keeper. It will help thee.

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



QUAKER "CEYLON" TEA

**TRY A
SAMPLE ORDER.**

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

MONTREAL

Wholesale Agents
for Canada.

GREEN TEAS

Pan-Dried Ceylons

Green leaf superb liquor.

Ceylon Hyson No 2

Excellent cup qualities sweet and full **15c.**

Japans

Stand out values at **18c.**

Young Hysons

Choice liquoring "Moyunes" **16½c.**

Gunpowders

From **15½c.**

If our travellers do not reach you write for samples and quotations.

**WARREN BROS. & CO.
TORONTO.**

"CLUB" BRAND COFFEE.

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

BEWARE OF IMITATIONS.

S. H. EWING & SONS

96 KING ST., MONTREAL.

Telephone Bell Main 65
" Merchants 522.

Toronto Branch, 87 YORK ST.

TELEPHONE MAIN 204.

Telephone orders receive prompt attention.

"Just a pinch" over weight in every sale of tea would mean a great loss in a year's business. This should start you thinking. You take no chances when handling Blue Ribbon Tea. It is weighed for you and your profit is assured.

HINTS TO BUYERS.

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

W. H. Gillard & Co. report a special drive in tap figs.

Laporte, Martin & Cie are offering extra large herrings at a very fair price. Fine goods, they claim.

Canadian green peas are getting scarce; still Laporte, Martin & Cie can spare quite a quantity at low figures.

L. Chaput, Fils & Cie have just received 200 cases of Crosse & Blackwell's marmalade in 1-lb. glasses and 7-lb. tins.

W. H. Gillard & Co. are just in receipt of a carload of choice prunes, all sizes, which they are offering cheap.

L. Chaput, Fils & Cie have a car of 850 cases of Williams Bros. & Co.'s pickles, catsups, mustards, preserves and relishes.

E. D. Marceau has just placed in stock two small lots of Nibbs' choice liquor, fine-leaf tea, which he offers at 17½ and 18½c.

White & Co. have received another shipment of those grape fruit marmalade oranges. This is a new orange and selling rapidly.

The "Best" mop-stick, sold by The Eby, Blain Co., Limited, is reported to be

the fastest-selling mop-stick ever offered to the trade.

A very complete price list for the Lenten season, setting forth the large stock of fish and fruit carried by White & Co., has just been issued.

Dixon's carburet of iron stove polish—W. H. Gillard & Co. are now in a position to fill all orders for Dixon's carburet of iron stove polish.

The Eby, Blain Co., Limited, have just received another carload of "Pheasant" brand prunes, which are exceptionally good stock and at low quotations.

L. Chaput, Fils and Cie have received a shipment of 100 ½-chests of "Owl Chop" Ceylon black teas in packages; also a nice lot of Ceylon and Indian green teas.

Laporte, Martin & Cie offer Imperial sugar syrup in 25-lb. pails. The quality is unexcelled. They guarantee it to be superior to any other. The price is low.

Laporte, Martin & Cie have in stock a lot of fine pure honey in 25 and 30-lb. cans, white and bright yellow. The real genuine article. Can be had at a very low price.

The reduced prices quoted by The Eby, Blain Co., Limited, on their "Gold Medal" brand of table syrup, in tins, has already

greatly increased their orders for this line. Grocers who have not stocked the line should secure a sample lot at once.

Henri Jonas & Co. will shortly have in a line of Brilliant Buhler "Splendor" metal polish, put up in tube form. This is a new method of putting up this polish and much superior to the former. There is no dirt or hard work connected with its use.

ADDING OTHER PREMISES.

J. A. Mathewson & Co., Montreal, have purchased the premises adjoining their own on McGill street, and later on will add to their present warehouse. They will then have nearly 60 ft. frontage on McGill street, and will be the occupants of one of the finest warehouses in the Dominion. The Shareholder Journal, which at present occupies these floors, will move up to the top floor, and each floor will be connected with Mathewson & Co.'s warehouse. The front part of the ground floor will be used as a sample-room, the rear and the other floors being devoted to storage purposes. The two buildings are old ones (Mathewson & Co. are one of the oldest firms in Montreal) and well built. They will be fitted up by the firm with all modern conveniences and improvements.

RETAILERS OF MONTREAL MEET.

THE Montreal Retail Grocers' Association held their first meeting since December 4 on Thursday night, February 5, and the meeting was characterized by a good attendance. Some old and some new topics came up for discussion, and, together, the meeting was one of the most interesting held for some time.

The subject of the Dominion \$4 bills came up again. It will be remembered that objection was made to them on the ground that, at a quick glance, they were easily mistaken for \$1 bills, and that in the hurry of making change in the store annoying mistakes had often occurred. The association communicated with Hon. Mr. Fielding, Minister of Finance, in the matter, and in reply were asked to be more definite and to suggest some method of getting over the difficulty. Further communications followed, and the matter was dropped by the Finance Minister without giving any satisfaction to the grocers. At their last meeting the secretary was instructed to again address the authorities, and to secure, if possible, some alterations in the appearance of the \$4 bill by which it could readily be distinguished from any other denomination, even when considerably worn.

The Grocery Clerks' Association a short while ago succeeded in inducing the members of the Retail Grocers' Association to close the stores at 7 o'clock on Thursday evenings, except when that day came before a holiday, and the grocers, with few exceptions, showed their willingness to give the clerks that night off. But there are many who do not belong to the Association who do not close Thursdays, and it was decided to ask these grocers and others who are members of the Association, but do not close, to adopt the custom of the majority of the Association's members. This is a movement on behalf of both the grocers who do close and all the clerks.

The Quebec Dry Goods Association has been fighting the trading stamps for some time now, and at the grocers' meeting the secretary read a letter from them asking for the support of the grocers in their attempt to have the stamps abolished. As the Montreal Grocers' Association are practically a unit in favor of doing away with the trading stamp system, they readily granted this request, and will cooperate with the drygoodsmen.

The last resolution before the Association adjourned was a vote of sympathy with J. S. Conlon, a popular ex-president of the Association, whose mother died recently.

Year In—Year Out

Clark's Meats

The demand for
is steady.

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

60 Varieties.

Sovereign Molasses Candy

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

100% PROFIT FOR THE GROCER.

Free Sample.

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

EPPS'S

GRATEFUL.
COMFORTING.

IN ¼-LB. LABELLED TINS. 14-LB. BOXES.

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

THE MOST
NUTRITIOUS.

COCOA

THE STRONG POINT IS

Capstan Brand Pure D. S. F. Mustard,

MANUFACTURED FROM CHOICE ENGLISH SEED.

Put up in Tins to retail at 10c.

Ask your grocers for it, or see our travellers.

The Capstan Manufacturing Co.,

TORONTO, ONTARIO, CANADA.



FANCY CALIFORNIA, NAVEL, ORANGES

VALENCIA, SEVILLE.

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

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

GRIMBLE'S

English Malt

Six GOLD Medals VINEGAR

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

THE CANADIAN GROCER



HIGHEST AWARD, LONDON, 1893.

STRETTON'S

(PRIZE MEDAL)

Worcestershire

SAUCE

Pure, Delicious, Best.

STRETTON'S IMPERIAL RELISH—A splendid selling line.

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

CANADIAN AGENTS:

Messrs. S. H. Ewing & Sons, Montreal.

Mr. John Fisher, Manufacturers' Agent, Toronto.

Messrs. Mackerrow & Mattice, Ottawa.

Messrs. Clawson & Co., St. John, N.B.

Messrs. Wm. Tuffts & Son, Vancouver, B.C.

Mr. H. H. Stimpson, Halifax, N.S.

Sole Manufacturers

Stretton & Co., Limited, WORCESTER, ENGLAND.

The Michel Lefebvre Vinegar Works

Licensed Manufacturers of

PURE VINEGARS IN BOND

ESTABLISHED 1849.

The Vinegars manufactured by The Michel Lefebvre Vinegar Works are of one quality only—the highest. Their brands are unsurpassed. Be up-to-date, and keep full stocks of

"BULL DOG" Brand—Quadruple strength, registered.

"LION L" Brand—Registered.

"COTE D'OR"—Extra super, registered.

"IMPERIAL"—Triple strength, registered.



REGISTERED
TRADE
MARK.

The Sole Selling Agents for the above goods in Canada and the U. S. A. are

THE OZO CO., Limited, 393 St. Paul St., Montreal

TELEPHONE MAIN 2537

THE CANADIAN GROCER.

Grocers and Confectioners can rely upon the purity and excellence of

COWAN'S Cocoa, Chocolate
and
Famous Blend Coffee.

**Cowan's Cake
Icings,**

and
**Cowan's Pure
Confections.**

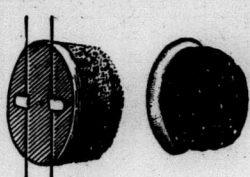
QUEEN'S DESSERT CHOCOLATE.
CHOCOLATE GINGER, WAFERS, ETC.

CHOCOLATE CREAM BARS.
COWAN'S SWISS MILK CHOCOLATE.

THESE ARE CHOICE CHRISTMAS GOODS.

THE COWAN CO., Limited

TORONTO.



**A Bird
Treat**

goes free with
every package of
Brock's Bird Seed.

Remember our price is the same (7c. lb. package), no advance being made to the trade. Brock's Bird Seed is warranted pure and fresh always. Send us a trial order.

NICHOLSON & BROCK, TORONTO.

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

MANUFACTURED BY

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

15 TO 25 ALICE STREET
12 TO 18 TRINITY SQUARE

TORONTO

Imperial Vinegar

Finest quality

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

Perkins, Ince & Co.

TORONTO.

No 197

SYRUP PUMP

**SELF PRIMING and
MEASURING.**

Saves time, money and syrup

WALTER WOODS & CO.

HAMILTON and WINNIPEG.

**"ACME"
TABLE SALT**

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

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

**20th Century
Account
Keeping.**

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



IF A MAN WANTS CREDIT

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

For Sale in Canada by

THE EBY, BLAIN CO., Limited, TORONTO.

C. O. BEAUCHEMIN & FILS, MONTREAL.

ALLISON COUPON CO., Manufacturers,
Indianapolis, Indiana.

Canadian Maple Syrup



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

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

Persons addressing advertisers will
kindly mention having seen their ad-
vertisement in The Canadian Grocer.

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.

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, arti-
cles sold and exchanged, at small expen-
diture. Don't forget to send stamps or
postal order when sending in copy. When
replies come in our care 5 cents additional
must be included for forwarding same.

MacLEAN PUBLISHING CO., Limited
Montreal and Toronto

TEA.

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

"COMMISSIONER,"

CANADIAN GROCER,

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

Tobaccos, Cigars, and Smokers' Accessories

A DEPARTMENT FOR
RETAIL MERCHANTS.

SMUGGLED TOBACCO BY WAY OF CANADA.

BYRON E. LURCHIN was arrested in Boston a few days ago on a charge of having two bales of tobacco which the Government alleges was smuggled into the United States through Canada. He pleaded not guilty and was held in \$5,000 bonds, and in default of surety was sent to gaol. According to the revenue officers a sharp watch has been kept for smuggled tobacco along the Canadian border. Lurchin was arrested in the market district in an attic used as a store-room to which two cases billed as books had been sent. Lurchin had been placed in the prisoners' cage in the Marshal's office when an officer hearing a noise hastened to the prisoner and found him chewing paper. Lurchin was made to spit out the fragments, and these, on being put together, were found to be a bill of lading for the cases of books. The officers had already inspected the cases, and, it is understood, found them to be filled with tobacco.

SETTLED THE SUIT.

The suit of Grandas Hermanos y Ca. vs. Grandas has been amicably settled. This action was begun by the plaintiffs, Havana cigar manufacturers, for alleged violation of the agreement made when Mr. Michaels and Mr. Grandas dissolved partnership. Mr. Grandas received a large consideration for his stock and goodwill and agreed to refrain from competing in the manufacture of cigars, with the firm with which he had been associated. Shortly afterwards a new cigar business was started under the name of Jose Grandas, a brother of Frank Grandas, and this led to the suit. After much litigation the affair was settled by Grandas brothers withdrawing the brand they placed on the market, and the Grandas Hermanos y Ca. retain full possession of their firm name and trade marks.

FIGHTING TOBACCO TRUST.

A despatch from New York says: "It is learned that the Retail Cigar and Tobacco Dealers' Association, which has been incorporated in New York, contemplates the establishment of a distributing depot for the handling of goods made by the companies not included in or controlled by

the tobacco trust. This project is regarded as the most important step yet planned in the well-organized fight of the independent dealers against the combine. The establishment of such a depot is considered a trade necessity on account of the intention of the Association to handle only the product of the independent factories. By incorporating and giving each member of the association an actual financial interest in the success of the distributing depot, it is believed that any objectionable and possibly illegal similarity to a boycott agreement is avoided. Meanwhile the independent dealers, large and small, throughout New York are preparing to remove all articles known as 'trust goods' from their stores."

BUSINESS CHANGES.

C. Turner & Co., wholesale tobacconists, Winnipeg, have been succeeded by W. C. Lair & Co.

A demand and contestation of assignment has been made in the case of Charland & Lacasse, tobacconists, Montreal.

Fred. Hemming, confectioner and tobacconist, Rat Portage, has assigned to J. F. McGillivray; meeting of creditors on February 11.

NOTES OF THE TOBACCO TRADE.

H. Simon has moved into his new factory, McGill St., Montreal.

The British Government's revenue from tobacco products, last year, amounted to \$10,500,000.

No less than 8,350 lb. of tobacco were taken from smugglers in Great Britain during the past year.

The American Tobacco Company purpose advertising in over a thousand additional publications this year.

At a meeting of the directors of the Sherbrooke Cigar Company the following officers were appointed: E. Sylvester, president; D. W. Stenson, vice-president; E.

The following Brands manufactured by
The AMERICAN TOBACCO CO.

OF CANADA, Limited.

Are sold by all the Leading Wholesale Houses

CUT TOBACCO . . .

OLD OHUM MEERSCHAUM
OLD VIRGINIA.

CIGARETTES . . .

HIGH ADMIRAL
SWEET CAPORAL DERBY

YILDIZ MAGNUMS
Pure Egyptian Cigarettes.

POPULARITY

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

"BOBS"

CHEWING TOBACCO

In 5 and 10c. Plugs.

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

BOBS is well advertised.

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

BOBS is A BIG PLUG FOR LITTLE MONEY

Made by

THE EMPIRE TOBACCO CO., LIMITED

MONTREAL, QUE.

Cigars that Win.

My Cigars are trade winners because they create permanent custom. The man who buys them once buys them always. And why not? Since the grade runs evenly—the filler and wrapper never vary in their goodness—the prices represent highest quality that can possibly be given for the money. Send in for a trial order at my expense.

J. Bruce Payne, Cigar Mfr.,
Granby, Que.

We are now prepared
to ship the trade

Tonka

Beaver

AND Apricot

McAlpin Consumers Tobacco Company,

Head Office: TORONTO.

Limited

Factories: Leamington and Toronto.

Marguerite Cigars

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

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

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

T & B Myrtle Navy

is the finest Smoking Tobacco
ever offered the Canadian public.

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

Wherever you go you'll see
it and the demand for it is grow-
ing tremendously.

TUCKETT CIGAR CO., Limited, HAMILTON

TOBACCOS AND CIGARS

R. Darche, manager, and W. J. McManus, secretary-treasurer.

J. Patterson has joined the travelling staff of the Hamilton branch of The McAlpin Consumers Tobacco Co.

H. Simon, cigar manufacturer, London, Ont., intends moving his factory to Quebec on account of the scarcity of efficient help.

The "Rob Roy" cigar made by W. B. Reid & Co., Toronto, retains its position as a prime favorite with the grocery trade.

Robert Pinchin, manager of The McAlpin Consumers' Tobacco Co., Toronto, was a guest at the "Waldorf," Hamilton, on Sunday last.

T. J. Fair & Co., Brantford, have had a very satisfactory winter's trade, and reports a steadily increasing demand for the "Lord Roberts" cigar.

The tobacco and cigar manufacturers are enjoying a prosperous season. Many of them are behind in their orders and all are working to their fullest capacity.

The calendar issued this year by J. Bruce Payne, of Granby, Que., is really a work of art and in keeping with the products of that well-known manufacturer.

Frank Inksaaker, favorably known to many Canadians when of the firm of N. P.

Benning & Co., Paris, Ont., still looks after the Canadian innerests of the tobacco leaf dealers John Brand & Co. of Elmira, N. Y.

The recent window-dressing competition for prizes given by The American Tobacco Co., of Canada, proved quite interesting to several of our local tobacconists, and the artistic efforts of the Toronto competitors were certainly very creditable and attractive.

It is to be regretted that through an inadvertence the address of The W. H. Steele Co., Limited, was given in the last issue as Front instead of Scott street. This firm are placing several new lines of cigars on the market and are making early preparations for their spring trade. Their representatives, Fenwick, Bevis and Harvey, are all out on the road, and from appearances are giving the home staff all they can attend to.

The destruction of The Stonewall Jackson cigar factory, of Montreal, by fire a short time ago started that firm in search of a new business place. They have bought the St. Bartholmew church property, the price being between \$17,000 and \$18,000. The company will tear down the old church

building and erect a modern brick factory four storeys high, at an estimated cost of \$20,000. Operations will be commenced as early as possible.

The alterations in the premises of T. J. Horrocks, the tobacco jobber on Wellington street, Toronto, referred to in the last issue of this paper, are now completed, and have certainly effected a marked improvement. Their new office is a model of neatness and comfort, and their increased warehouse accommodation will enable them to handle their growing output with much greater facility. Their travelling staff consists of Joseph White, Arthur Eaton, Robt. Fletcher and Harold Frankish.

A traveller for a prominent eastern cigar factory called on the GROCER last week, and THE CANADIAN GROCER is pleased to learn from him that a number of grocers on his route were, by the adding of show cases and new lines of goods, commencing to evince quite an interest in the tobacco and cigar branch of their trade. This is as it should be. Leaving the tobacconist out of consideration, why should the druggist handle nearly all the balance of a business which more properly belongs to the grocer?



OUR "CORONATION."

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

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

Second-hand cases in stock.

Dominion Show Case Co.

53 Richmond St. East, TORONTO.

Phone Main 3611.

T. J. Horrocks, Toronto, handles all lines of Cigars, Cigarettes and Tobaccos that are **NOT CONTROLLED BY THE TRUST**, such as **British Navy, King's Navy, U & I, Queen's Navy Tobaccos, Karnak, Kiosh, Gold Crest, V.C. Cigarettes**
Write for price list.
6 Wellington St. East, TORONTO.

The Erie Tobacco Co., Limited

WINDSOR, ONTARIO.

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

J. M. FORTIER, Limited,

Manufacturers of
all kinds of

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

Cigarettes and Cut Tobaccos.

Special Brands a Specialty.

Office: 1982 Notre Dame St.

Factory: 151 to 161 St. Maurice St.

MONTREAL.

6 KINDS OF TEA

but sells more "Red Rose" Tea than of all the rest.

POINT DE BUTE, Dec. 5, 1902.

T. H. ESTABROOKS, ESQ.,
St. John, N. B.

DEAR SIR,— * * * * * So far "Red Rose"
Tea is all right. We have **SIX** kinds of tea and sell more "Red Rose" than all
the other five kinds.

Yours truly,

I don't often quote from customers letters, but the above extract may interest some one who has not yet given "Red Rose" Tea a trial.

T. H. ESTABROOKS, St. John, Toronto, Winnipeg.

FREIGHT RATES DISCUSSED.

ON the evening of Tuesday, February 3, a meeting was held in the Temple building, Toronto, to discuss the irregularity of the freight rates imposed by the railways. There were present representatives of the Ontario Fruit Growers' Association, Niagara District Fruit Growers' Association, Farmers' Institute, Farmers' Association, Grange, Dominion Live Stock Association, Cattle Shippers' of Ontario and the Toronto Board of Trade.

An enthusiastic meeting was the result, and every association had some injustice to complain about. Among the principal complaints were the advantage the railways take of a run of freight to raise the rates; the discrimination in the rates between different points; the rate of only 28c.

with rebate for cattle bought in Chicago and carried through Canada, while Ontario shippers pay 25c. straight, and the difference between the freight on a barrel of flour and a barrel of apples.

In connection with the latter complaint it was shown that five barrels of flour can be shipped to England at the same cost as two barrels of apples. The railways claim that the apples require special attention, but it was proven that it is not given them and therefore the rates should be the same.

A deputation was appointed consisting of a representative from each of the associations to go to Ottawa on Wednesday, February 18, to solicit the Government to appoint a commission to investigate the injustice of the present freight rates. The representatives appointed, so far as known, are: D. J. McKinnon, for the Niagara

Fruit Growers; W. H. Bunting (St. Catharines), D. D. Wilson (Seaforth), and H. W. Dawson (Toronto), for the Ontario Fruit Growers; W. L. Smith, Messrs. Annis and Fallis, for the Farmers' Association, and A. J. Dunn, for the cattle shippers.

These men feel confident that if the Government sees fit to appoint a commission a speedy reform in the rates will be the result.

TRADE IMPROVING IN B.C.

A. B. Trites, general merchant, Fernie, B. C., is in Toronto on business. He will visit New York and return home via Kansas City. He says trade is improving in British Columbia. Mr. Trites went to British Columbia a few years ago from the Lower Provinces, and is now one of the most successful business men in the West.



MAPLE

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

MAPLE

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

Milton L. Hersey
City and Provincial Analyst

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

May be had through all wholesale and jobbing houses.



NOT WHAT WE SAY.

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

MONTREAL TESTING LABORATORY.

MILTON L. HERSEY, M.S.C.

114 ST. JAMES STREET.
MONTREAL, May 26th, 1902.
Telephone MA 151 552.

CERTIFICATE.

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

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

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

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

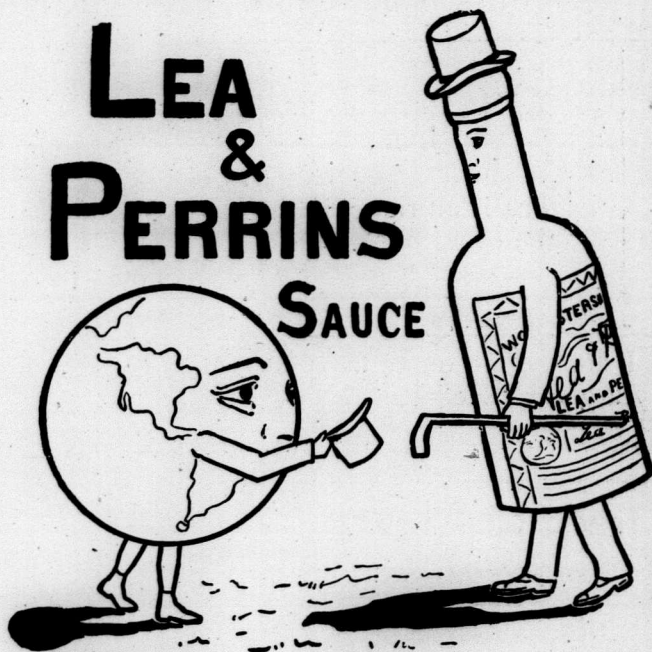
Your goods are all right.—J. A. Mathewson & Co., Montreal.

CANADA MAPLE EXCHANGE
Dunham, Que. Head Office, 118 King St., Montreal.

TELFER BROS. Represent
Manitoba and Territories.

TO
THE
TRADE.

**LEA
&
PERRINS
SAUCE**



"All the world knows me"

If your stock of . . .

Lea & Perrins' Sauce

is running low, write us for quotations.

WE HAVE HALF-PINTS AND PINTS IN STOCK.

J. M. Douglas & Co.
MONTREAL.

Canadian Agents and only direct correspondents in Canada with Messrs. LEA & PERRINS.

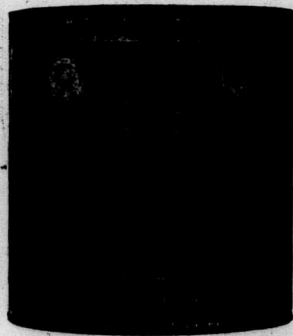
THE CANADIAN GROCER

Established 1845

IMITATION IS THE SINCEREST FORM OF FLATTERY.

Established 184

Why has the name of S. H. & A. S. EWING been closely imitated?
Because of the high standard of merit attained by



1 and 2-lb. Tins.

S. H. & A. S. EWING'S COFFEE and SPICES

The perfected products of the old reliable firm. You want the best. Why handle inferior goods when you can obtain S. H. & A. S. EWING'S at the same, and very often at better figures?

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

THE DOMINION BREWERY CO., LIMITED
Brewers and Maltsters
TORONTO



Manufacturers of the Celebrated WHITE LABEL ALE



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

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

WM. ROSS, Manager.

"Best in the World."

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

PURE ENGLISH

MALT VINEGAR

Delicate in Flavor and Aroma.
Splendid keeping properties.

ROBERT WATERS' QUININE WINE

Quinine in a palatable form - 50 years' reputation.

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



QUALITY FIRST

Schepp's Cocoanut.

Packages and Bulk
The best of its kind.



L. SCHEPP CO.,

CANADIAN FACTORY: TORONTO, CAN.
NEW YORK.

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

THE OFFICE

DEVOTED TO THE
OFFICE STAFF OF
BUSINESS ESTABLISHMENTS.

ACCOUNT REMITTANCE.

By H. R. W.

TO the retail merchant who will not take advantage of the saving of time, labor and expense by settling all accounts by sight or time drafts, as described in a recent article on this page, the following suggestions in regard to remitting by cheque or money order, might not be out of place:

In the first place, when the wholesale merchant agrees to look after cash discounts for the retail dealer, by drawing systematically, but the retail merchant prefers to remit, advantages should not be taken when the terms are, say, 30 days, by allowing the account to remain outstanding, say, 60 days, and at the expiration of this time, remitting, and deducting full cash discount.

As a rule, a statement will be sent, either at the first of each month, or a few days before the account becomes due. When remitting this statement should be returned to be receipted. In nine cases out of ten the customer, will simply send a cheque or money order in a letter, stating that he is inclosing it, without any explanation of how the amount is made up and it therefore necessitates, sometimes, considerable correspondence which might be eliminated by returning the statement, with particulars and deductions, as mentioned above.

Extra care should be used in remitting to ascertain that the cheque is properly made out and signed, and that the post-office order is accompanied by a letter or statement in order that the receiver may know whom to credit. Instances occur daily where remittances are received without any trace other than the postmark, or when they originated. Stamps are very often attached to post-office notes to make up an amount, but they should not exceed 10c., as post-office notes are provided for amounts of 10c. and over.

It is hardly necessary, when returning a statement to be receipted, to write a letter stating that the cheque is inclosed, unless some explanation is deemed advisable in regard to deductions made.

To the merchants doing a fairly large business it might be advisable to have cheque and statement combined in one form, the latter being placed to the left of the cheque proper, no fold being necessary and no acknowledgement being called for. When an account is small, say, un-

der \$5, a money order should be sent in preference to a cheque, unless the latter is marked "Payable at Par," as it is unreasonable to be obliged to pay 25c. exchange on so small an amount, and usually the cost of remitting will be allowed by the recipient.

DEARTH OF GOOD BOOKKEEPERS.

In spite of the fact that there is supposed to be a plethora of clerks in all commercial centres, it is a well-known fact that it is difficult to get first-class office hands, notwithstanding the fact that employers are ready to pay substantial salaries. The head of a well-known firm in Toronto has within the last few days been touring the offices of accountants, auditors, etc., in search of a good bookkeeper. To a representative of "The Canadian Grocer," he said that he was driven nearly to his wits end trying to find a good man for the position.

"We recently took a man on," he said, "who professed to be a chartered accountant and an expert in all bookkeeping matters, but he has made such a bungle of our books that if we keep him on much longer we shall be ruined."

A MULTIPLICATION-ADDITION TABLE.

The following table was worked out by a Harvard professor. It is interesting to look at, but one is thankful it is not included among the multiplication tables:

1	times 9 plus 2 equals 11
12	times 9 plus 3 equals 111
123	times 9 plus 4 equals 1111
1234	times 9 plus 5 equals 11111
12345	times 9 plus 6 equals 111111
123456	times 9 plus 7 equals 1111111
1234567	times 9 plus 8 equals 11111111
12345678	times 9 plus 9 equals 111111111
1	times 8 plus 1 equals 9
12	times 8 plus 2 equals 98
123	times 8 plus 3 equals 987
1234	times 8 plus 4 equals 9876
12345	times 8 plus 5 equals 98765
123456	times 8 plus 6 equals 987654
1234567	times 8 plus 7 equals 9876543
12345678	times 8 plus 8 equals 98765432
123456789	times 9 plus 9 equals 987654321

LOSSES ON OFFICE-SAVING DEVICES.

He is a wide-awake business man who keeps his eyes open for office-saving devices. At the same time he needs to be extremely careful that he does not dis-

card one system for that which is worse. That some of them do as has been made evident to us several times where expensive systems of bookkeeping, in some instances, costing in the neighborhood of \$2,000, have been found totally inadequate for the requirements of the business after being put in. We know of one instance where such a system was never even employed after being taken into the office on account of its intricate and impracticable methods.

DESKS FOR GIBRALTAR.

The Office Specialty Manufacturing Co. advertised desks and office furniture in "The Canadian Grocer" more than a year ago. The other day they received an order from The Anglo-Egyptian Bank, at Gibraltar, for a roll-top desk, chair and table, etc.; in fact, a complete outfit for the manager's room at their Gibraltar office. It is expected that as a result of this, further orders will follow, not only from this bank, but from Gibraltar and other Mediterranean ports.

A UNIQUE SYSTEM.

E. & S. Currie, wholesale men's furnishers, use a unique system of acknowledging the delivery of parcels addressed to their travellers. With each parcel, a slip with a duplicate is also sent, and the traveller is required to fill in date, place of receipt, his name and what the parcel contains, and mail the duplicate to the home office. In this way errors are eliminated, and the firm know exactly where their employe is.

OFFICE FITTINGS.

The Geo. B. Meadows Wire and Iron Company, manufacturers of bank and office fittings, etc., Toronto, during 1902 fitted out no less than 30 branches for Canadian banks in Canada. The territory extended to the extreme points of the compass, including one contract for the Bank of Commerce at Dawson City, Yukon, and one for the Bank of Montreal at Glace Bay, C.B. They are also at present completing a set of fittings for the Union Bank at Court Spain, Trinidad, while the two handsome offices of the Bank of Toronto, in course of erection in the "Queen City," will also testify to their ability in this line.

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

LEARN

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



Free.—Send address and receive full particulars and sample of the New Raised Letter Work.
W. EDWARDS, Carleton Place, Ont.

POINTERS FOR BUSY MEN.

A SHORT TALK

BY

LONG DISTANCE TELEPHONE

OFTEN SAVES

A LONG WAIT.

TRY IT.

THE BELL TELEPHONE CO. OF CANADA.

The question of wrapping papers is best settled by sending us

AN ORDER

for our brown or manilla. This Canadian-made paper is strong, durable and cheap, and equals any American-made wrapping paper.

CANADA PAPER CO., Limited
 TORONTO and MONTREAL.

ESTABLISHED 1855

TAYLOR'S
 DOUBLE DOOR SAFES

147 FRONT ST. EAST TORONTO.

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.



A Course in Advertising by Mail for

One Dollar

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 Print Shop
 St. Catharines, Ontario

OUR TRADE MARK **A** OUR TRADE MARK

AUER LIGHT MANTLES
 LONGEST LIFE & BRIGHTEST

The Value of Annealing.

Annealing is the most costly step of mantle making—consequently a cheap mantle cannot be properly annealed—That is the reason a cheap mantle caves in like this if you lay it on its side, after burning off the coating—Try one—They injure your trade.

Mantles branded **A** are thoroughly annealed over pressure gas—They fit the burner—They don't shrink—They stand up this way—They are reliable—They help your trade.

—We are the sole manufacturers of **A** mantles.
 —Write us if you are interested.

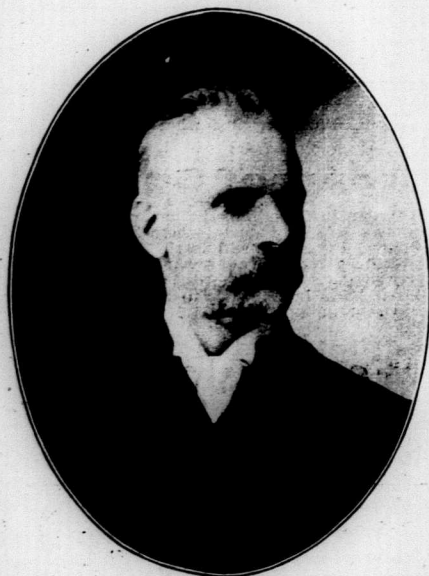
Lowest prices on Mantles, Shades, Chimneys, Globes and Sundries.

AUER LIGHT CO., MONTREAL.

Hamilton Retail Grocers' Association and Its Chief Officers.

IN a recent issue of "The Canadian Grocer" was announced the result of the election of officers for 1903 of the Hamilton Retail Grocers' Association, which is now entering into the twelfth year of its existence. This week we reproduce photogravures of the president, Joseph Kirkpatrick, and of the new secretary, M. R. Hill.

Mr. Kirkpatrick, who has been reappointed to the presidency for a second



President Kirkpatrick.

term as was also his predecessor, Mr. Bain, has long been widely known in public circles in Hamilton. From his entrance into the grocery business, over 25 years ago, the career of Mr. Kirkpatrick has been steadily and uniformly successful. Care, prudence and good practical common sense, together with good executive ability are doubtless some of the characteristics which have contributed to Mr. Kirkpatrick's success in business and these qualities, intelligently applied to matters of municipal interest, have secured for him much influence and many positions of confidence and trust in matters pertaining to the interests of the city of Hamilton.

Mr. Kirkpatrick was born in the county of Donegal, in the north of Ireland, in the year 1846. At 17 years of age he came to Canada and for 13 years was engaged in carpenter work on the Great Western Railway. It was not till 1875, when he quit this latter occupation, that Mr. Kirkpatrick engaged in the grocery trade. In that year he opened up a grocery shop on the corner of Emerald and Wilson streets, Hamilton. Two years afterwards

he purchased the grocery store, dwelling and premises of R. Priss, at the corner of Cannon and Emerald streets, and for eight years remained in this location. In 1886 he bought the lot at the corner of Wellington and Barton streets, a splendid site in many respects, as it is located not only on a fine residential street, but also on one of the business thoroughfares of Hamilton, and here erected the store he now occupies together with a fine row of brick dwellings in the neighborhood.

"Since I first opened business in Hamilton, 25 years ago," said Mr. Kirkpatrick, to a representative of "The Canadian Grocer," "many changes have taken place in the grocery line. Of the 200 grocers in Hamilton at the present day, not more than 10 were then engaged in the trade. Among these were Mr. Ballantyne and Mr. Bain and other leading grocers of the city. During the whole of my experience as a grocer," he added, "I never lost a discount, and this, together with careful buying, I consider as constituting one-third of the profits of the grocery trade."

For eight years Mr. Kirkpatrick has been connected with the Board of Health, and during the past three years has been chairman of that body. In politics, he is a Liberal, and in this connection has been appointed member of a deputation sent to Ottawa to represent the views of the Hamilton Liberals regarding the choice of a successor to the late Senator Wood.

"To be an adherent of the Liberal party, however," Mr. Kirkpatrick remarked, by way of a foot note, "is not one of the prime essentials to success as a grocer. The members of our Association are almost equally divided in this respect, but not the least friction occurs; the utmost harmony and good feeling prevails, and in zeal and financial standing the Association is second to none."

When questioned regarding matters which were occupying the attention of the Association, Mr. Kirkpatrick replied that questions of special interest were at present under discussion, but were not yet sufficiently advanced to justify him in making any positive statements. One end lately attained by the Association was the securing of direct dealing with glass-jar manufacturers.

"The social functions of the Association," remarked Mr. Kirkpatrick at the close of the interview, "is a matter which shouldn't be overlooked. The Retail Grocers' Association's annual picnic in July is one of the most successful pleasure trips of the year. We usually make an

excursion to Brantford or Niagara Falls, or some resort in the neighborhood. Last year we went to Oakville; the trains carried over 5,000 people on this excursion, and the grocers provided suitable beverages for all. On the first Tuesday in February we have an annual entertainment in our room at the Board of Trade."

M. R. Hill, whose photo appears in this issue, entered on his duties as secretary of the Retail Grocers' Association of Hamilton on January 1. His sole predecessor to this position was W. H. Harvey, who, by entering into the employ of The Hamilton Coffee & Spice Co., as outside traveller for the Warton, Owen Sound district, was forced to relinquish the secretaryship. The retail grocers of Hamilton couldn't have made a better selection to fill the vacancy than their new secretary, Mr. Hill, of The F. F. Dalley Co., of Hughson street, in connection with which he has already appeared in the pages of "The Canadian Grocer."

Mr. Hill is about 40 years of age, and is a native of Hamilton. During his earl-



Secretary Hill.

ier years he was connected with his father, Mark Hill, who carried on a biscuit and confectionery business on James street. Later he entered into the ranks of the "travellers," and there he has remained in various capacities ever since.

THE CANADIAN GROCER

Mr. Hill has been in the employ of The F. F. Dalley Co., grocers and druggists' sundries during the past six years. First, he travelled north in the direction of Collingwood and Meaford; then he was assigned the district of the Niagara Peninsula and the neighborhood, in which parts he is very widely known.

"During recent years," remarked Mr. Hill, in being interviewed, "the life of the drummer has been greatly revolutionized. Formerly I made my trip but once in three months, and drove the whole distance. Now, the longest trip, with few exceptions, is completed every month, and many travellers make the round in a week. At that time the reputation of the wholesale house represented was of the

HAMILTON RETAIL GROCERS' AT-HOME.

THE second annual At-Home of the Retail Grocers' Association, Hamilton, Ont., was held on the evening of February 3. The large Board of Trade room was crowded with grocers, wholesale as well as retail, and the event was a great success.

The committee, consisting of W. Smye, G. Powell, John Forth and R. M. Hill, were very successful in making the meeting original, the programme being especially unique. It was printed on a brown 10-lb. paper bag, which was very appropriate as well as out of the ordinary. What made it especially attractive, was a carton, in which were caricatured all

Frank Longhurst.....Song
 "No connection with Hirst's Pain Exterminator."
 J. B. Nelligan.....Recitation
 "Is an Nelligant Reciter, so say we."
 Geo. Allen.....Song
 "Listen to the Allan Lines—they carry the people."
 Bert Stoneman.....Song
 "This Stone Man is not a petrified man, but he can petrify his audience."
 O. Mitchell.....Monologue
 "He's as warm as the last half of his name."
 E. S. Whipple.....Song
 "This Whipplewill prove he's a bird."
 M. R. Hill.....Recitation
 "One of Dalley's-Pills."
 R. B. McLelland.....Song
 "The boy witch Hazel grew turns out mighty spicy."
 John Burjaw.....Banjo solo
 "No Bur can stick his Jaw."
 Angus Sutherland.....Song
 "The daddy of them all."
 W. McDougall.....Cornet solo
 "Always at home with a horn in his face."



Hamilton Retail Grocers' At-Home—A Gallery of Past Presidents.

greatest import. Now, most depends upon the personality, the energy and diplomacy of the traveller himself." During the past two years Mr. Hill has been engaged inside the city in the interests of The Dalley Co.

The long experience of Mr. Hill on the road is reflected in his keenness of perception and courteous manner, characteristic of those who follow his calling.

The number of members on Mr. Hill's books is about 75, but 25 new members are expected to be enrolled shortly. Among the oldest members of the Association, besides the president, are: J. C. Boligan, Chas. Bremner, John A. Carpenter, C. H. Peebles, A. Hayes and John Ronan.

the former presidents of the Association. This cut is herewith reproduced for the benefit of the readers of "The Canadian Grocer."

The numbers of the programme were neatly printed below the carton, with a pun on the name of each of the performers. The programme appeared as follows:

T. McFarlane.....Comic song
 "It's a Far Lane that has no turning."
 Frank Hendershott.....Song
 "To be Frank with you, he could not Hinder Shot enough to prevent him being Half Shot."
 H. S. Moore.....Recitation
 "Let us Soap he'll get Moore Comfort out of his recitation than we will."
 Master Wilson.....Mandolin
 "Will's Son Will Play, the Man on the Boydolin."
 Harry Extein.....Comic Song
 "His is an Extensive Repertory."

J. H. Hamilton.....Song
 "Hamilton's here to-night, his Old Boy will come in August."

WINTER EXCURSIONS TO WEST INDIES.

The ss. Dahome, of the Pickford & Black Line, which sailed from Halifax on January 26, had over 30 first-class passengers; the ss. Ocamo, on February 9, has 25 now booked, and the ss. Orinoco, which will sail February 23, already has 18 or 20 on her passenger list. She will probably have between 40 and 50 excursionists making the round trip to Demerara, calling at 12 different islands. The voyage takes 42 days, and costs \$130, meals and berth included.



WHY KEEN'S MUSTARD ?

because *Keen's* stands for Quality
Keen's is always good
Keen's is to be relied on
Keen's Mustard has been
 successfully handled by grocers
 throughout the world for over one-
hundred and sixty years. With such
 a record: Why not Keen's Mustard
first, last and all the time ?

Current Market Quotations for Proprietary Articles

February 12, 1903.

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

Baking Powder.

Cook's Friend—	Per doz.
Size 1, in 2 and 4 doz. boxes.....	\$4 40
" 10, in 4 doz. boxes.....	2 10
" 2, in 6 ".....	0 80
" 12, in 6 ".....	0 70
" 2, 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
1-lb. tins, 3 ".....	1 25
1-lb. tins, 4 ".....	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4 doz.....	10c.....	\$0 85
3 doz.....	6-oz.....	1 75
1 doz.....	12-oz.....	3 50
2 and 3 doz.....	12-oz.....	3 40
2 and 3 doz.....	16-oz.....	4 35
1 doz.....	21-lb.....	10 50
1 doz.....	21-lb.....	10 40
1 and 1 doz.....	5-lb.....	19 50

MAGIC BAKING POWDER.

Cases.	Sizes.	Per doz.
4 doz.....	5c.....	\$0 40
4 ".....	4-oz.....	0 60
4 ".....	6 ".....	0 75
4 ".....	8 ".....	0 95
4 ".....	12 ".....	1 40
2 ".....	12 ".....	1 45
2 ".....	16 ".....	1 65
1 ".....	16 ".....	1 70
1 ".....	2 1/2-lb.....	4 10
1 ".....	5 ".....	7 30
2 ".....	6 ".....	7 30
1 ".....	12 oz.....	\$4 55
1 ".....	16 ".....	84 55



JERSEY CREAM BAKING POWDER.

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

VIENNA BAKING POWDER.

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

Blacking.

Shoe Polish.

Jonas'.....	Per gross \$9 00
Froments.....	7 50
Military dressing.....	24 00

Blue.

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

Black Lead.

Reckitt's, per box.....	\$1 15
Box contains either 1 gross, 1 oz. size:	
1/2 gross, 2 oz.; or 1/4 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.

Bamboo Handles, A, 4 strings.....	doz. net.
" B, 4 ".....	\$4 35
" C, 3 ".....	4 10
" 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 12 1/2
Metropolitan, mixed.....	0 09

Canned Goods.

Mushrooms.

HENRI JONAS & CO.

Mushrooms, Rionel.....	\$15 50
" 1st choice Dutheil.....	18 50
" Lenoir.....	19 50
extra Lenoir.....	22 00
Per case, 100 tins.....	

French Peas—Delory's.

HENRI JONAS & CO.

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

French Sardines.

HENRI JONAS & CO.

Trefavennes.....	\$9 50
Rolland.....	9 50
Delorey.....	10 00
Club Alps.....	10 50
2 50	

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—	
Hygienic, 1-lb. tins.....	per doz. \$7 25
" 1-lb. tins.....	3 75
" 1-lb. tins.....	2 25
" fancy tins.....	0 90
5-lb. tins, for soda water fountains, restaurants, etc., per lb.....	0 55
Perfection, 1-lb. tins, per doz.....	3 00
Cocoa Essence, sweet, 1-lb. tins, per doz.....	2 25
Chocolate—	
Queen's Dessert, 1/2's and 1/4's.....	per lb. \$0 40
" 1/2's.....	0 42
Mexican Vanilla, 1/2's and 1/4's.....	0 35
Royal Navy Rock, ".....	0 30
Diamond, ".....	0 25
" 8's.....	0 28

FRY'S.

Chocolate—	per lb.
Caracas, 1/2's, 6-lb. boxes.....	0 42
Vanilla, 1/2's.....	0 42
"Gold Medal," sweet, 1/2's, 6-lb. boxes.....	0 29
Pure, unsweetened, 1/2's, 6-lb. boxes.....	0 42
Fry's "Diamond," 1/2's, 14-lb. boxes.....	0 24
Fry's "Monogram," 1/2's, 14-lb. boxes.....	0 24
Cocoa—	Per doz.
Concentrated, 1/2's, 1 doz. in box.....	2 40
" " ".....	4 50
" " ".....	8 25
Homoeopathic, 1/2's, 14-lb. boxes.....	
" " ".....	
Epp's Cocoa, case of 14 lb., per lb.....	0 35
Smaller quantities.....	0 37 1/2

JOHN P. MOTT & CO.'S.

R. S. McIndoe, Agent, Toronto.

	Per lb.
Mott's Broma.....	\$0 30
Mott's Prepared Cocoa.....	0 28
Mott's Homoeopathic Cocoa, 1/2's.....	0 32
Mott's Breakfast Cocoa, in tins.....	0 40
Mott's No. 1 Chocolate.....	0 30
Mott's Breakfast Chocolate.....	0 28
Mott's Caracas Chocolate.....	0 40
Mott's Diamond Chocolate.....	0 23
Mott's French-Canadian Chocolate.....	0 18
Mott's Navy or Cooking Chocolate.....	0 28
Mott's Cocoa Nibbs.....	0 35
Mott's Cocoa Shells.....	0 05
Vanilla Sticks, per gross.....	0 90
Mott's Confectionery Chocolate.....	0 21 0 43
Mott's Sweet Chocolate Liquors.....	0 19 0 30

CADBURY'S.

Frank Magor & Co., Agents.	Per doz.
Cocoa essence, 3-oz. packages.....	\$1 65
Mexican Chocolate, 1/2 and 1-lb. pkgs.....	0 40
Rock Chocolate, loose.....	0 40
Hygienic, 1-lb. tins.....	0 42
Nibs, 11-lb. tins.....	0 35 1/2

WALTER BAKER & CO., LIMITED.

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

SYRUP IN TINS

"CROWN" BRAND.

EDWARDSBURG QUALITY.

20-lb. Tins, 3 in case, \$2.55

10-lb. TINS, 6 in case, \$2.65

5-lb. TINS, 12 in case, \$2.70

2-lb. TINS, 24 in case, \$2.15.

Freight paid on 5-case lots.

The best seller we have had!!!

EDWARDSBURG STARCH CO'Y, Limited

Established 1858.

53 Front St. East,
TORONTO, ONT.

Works:
CARDINAL, ONT.

164 St. James St.,
MONTREAL, QUE.

Cocoanut.

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

Condensed Milk.



Borden's Condensed Milk Co.	
"Eagle" brand	\$1 65
"Gold Seal" brand	1 30
"Peerless" brand evaporated cream	1 20

Coffee.

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

Cheese.

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

Coupon Books—Allison's.

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

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

Allison's Coupon Pass Book.

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

Clothes Pins.

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

Extracts.

HENRI JONAS & CO. Per gross.	
8-oz. London extracts	\$ 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
8-oz. "	"	7 00
2½-oz. round quint essence extracts	"	2 00
4-oz. jockey decanters	"	3 50

Food.

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

Ginger Ale and Soda Water.

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

SOUTHWELL'S GOODS. Per doz.	
Frank Magor & Co., Agents.	
Orange marmalade	\$1 50
Clear jelly marmalade	1 20
Strawberry W. F. jam	2 00
Raspberry "	2 00
Apricot "	1 75
Black currant "	1 65
Other jams	\$1 55
Red currant jelly	2 75

T. UPTON & CO.

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

Licorice.

YOUNG & SMYLIE'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.	
1 case of 4 doz.	Per case. \$3 60
3 cases	3 50
5 cases	3 40

Mince Meat.

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

Mustard.

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

HENRI JONAS & CO.

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

E. D. MARCEAU, Montreal.

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

Olive Oil.

Barton & Guestier's quarts	Per case. \$8 00
pints	9 00

Orange Marmalade.

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

RECKITT'S BLUE and BLACK LEAD

{ Always give your
Customers Satisfaction

Jams and Jellies

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



The Canada Biscuit Co., Limited

King and Bathurst Streets,
TORONTO.

King Street West and
Bathurst Street Cars Pass Our Works.

Daughters of the Empire
are Baking with
"Empire" Soda

The Daughters of the Empire have resolved that they will buy none but British and Canadian Products.

WINN & HOLLAND
MONTREAL

Sole Agents for Canada.

The American Coffee Co.
IMPORTERS AND JOBBERS,
Special Blends,
TORONTO.

"GOLDEN EAGLE," "MANHATTAN,"
"MONTREY."
Correspondence Solicited.

THE PEOPLE OF
JAMAICA

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

KINGSTON
"GLENER"

might bring inquiries. Better write for rates to

I. C. STEWART, Halifax.

BASKETS

We make them in all shapes and sizes. We have

Patent Strawboard Berry Box
Grain and Root Baskets,
Clothes Baskets,
Butcher Baskets,

In fact, all kinds; besides being very neat in appearance, they are strong and durable. Send your orders to

THE ...
Oakville Basket Co.
Oakville, Ont.

BUSINESS NEWS

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

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

"Clippings from any Canadian paper on any subject."

CANADIAN PRESS CLIPPING BUREAU,

232 McGill Street, MONTREAL, QUE.
Telephone Main 1254.

10 Front St. E., Toronto. Telephone Main 2701.

Is Honest Goods and just the Thing on Which to Make or Extend a Business.



The Best Grocers make a point of Keeping It always in Stock.

We Sell Lamp Chimneys in
"Climax" Cartons

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



You Save in Space, Weight, Freight and Breakage.

GOWANS, KENT & CO., Toronto and Winnipeg.

**Wethey's
 Mince Meat**



Every housekeeper knows what good Mince Meat means and Wethey's Condensed Mince Meat is the kind she'll always ask once she's used it. Carefully prepared of fresh meats and fruits, blended with the finest spices. You can safely recommend it as the best and most convenient.

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

Prepared only by

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

**Crosse & Blackwell's
 ORANGE MARMALADE**

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

C. E. COLSON & SON, AGENTS, MONTREAL

CHAS. F. CLARK, President.

JARED CHITTENDEN, Treasurer.

...ESTABLISHED 1849...

BRADSTREET'S

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

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