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PUBLISHED EVERY FRIDAY

THE

CIRCULATES IN EVERY PROVINCE

# CANADIAN GROCER

AND GENERAL STOREKEEPER

**SELL  
ONLY  
THE  
BEST!**

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

These substantiate our claim  
that : : : :

# Colman's Mustard

**IS THE BEST IN THE WORLD**



## We're "Oaten" Optimists

and you wouldn't wonder if you could see the orders piling in for "Oaten" Biscuits.

Our belief is that this biscuit—already one of our best selling lines—will soon rank with our "Sodas" in steady and unflinching sales.

Why not stock now instead of later on?

You're sure to want 'em you know, and you may just as well have them while they are novelties.

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

We find this brand of Table and Dairy

# BRUSSELS SALT

rapidly increasing in favor—

WHY?

**Because**

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

**R. & J. RANSFORD,**

Established  
1868

Clinton, Ont.

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

## National Licorice Co.

Successors to

**YOUNG & SMYLLIE**  
BROOKLYN, N. Y.

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

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

**H. W. PETHERBRIDGE**  
BROOKLYN, N. Y.

**DOMINION LICORICE & NOVELTY CO.**  
TORONTO, CAN.

Y. & S., SCUDDER, and M. & 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:**

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Where all communications, orders and remittances should be sent.



### The Australasian Grocer

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

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## THE AUER GAS LAMP.

"TURNS NIGHT-TIME INTO DAY-TIME."

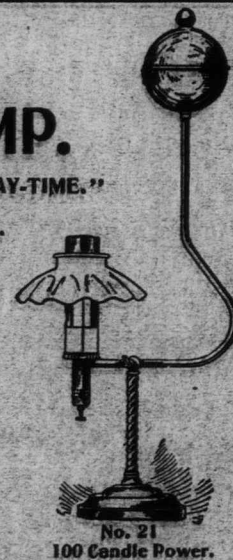
New Styles. Lower Prices.

Do you want a lamp which won't tire your eyes?

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Do you want to sell the best lamp on the market?



THEN WRITE FOR OUR CATALOGUE AND DISCOUNTS.

Every Lamp Guaranteed.

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

## Not Too Early!

Half the satisfaction of stocking up with standard goods comes from having them on hand just when they are wanted and asked for. Not too early and not too late, but **on time.**

Warm weather will be here before you know it—the demand for Stowers' Lime Juice will come with the first warm days of Spring. Remember that Stowers' is absolutely pure Lime Juice from specially cultivated limes—has no musty flavor—has great strength because it is concentrated and hence the most economical. Endorsed by the leading physicians for its healthfulness.

### Stowers' Lime Juice.

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ARTHUR P. TIPPET & CO., Agts.,  
8 Place Royale, 20½ Front Street, E.,  
MONTREAL. TORONTO.

## Order Now.

## Not Too Late!

It is better to be a week too early than a minute too late. You have an appointment to keep with your customers—do not keep them waiting but lay in that stock of Stowers' Lime Juice Cordial **now.** Be a week too early rather than a minute too late.

An honest production from natural fruit—nothing but pure, freshly-squeezed lime juice and fine loaf sugar. Delicious as a drink—of great value in the sick chamber. No mustiness—keeps as well after the bottle is opened and the cork is left out as before the cork is taken out at all.

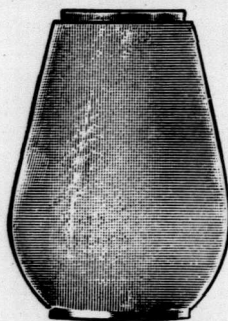
### Stowers' Lime Juice Cordial.

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ARTHUR P. TIPPET & CO., Agts.,  
8 Place Royale, 20½ Front Street, E.,  
MONTREAL. TORONTO.

THE CANADIAN GROCER

ARE YOU USING OUR



Cold Blast  
or Jubilee  
Globes

Aetna or  
Quaker Flint  
Chimneys?

Give them a Trial.

THE SYDENHAM GLASS CO.,  
of WALLACEBURG, Limited.



For Sale Everywhere.

ASK FOR

**MOTT'S.**



**STILL AT IT**

*What?*

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

**STOP IT**

*How?*

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

**MADE IN CANADA.**

For Descriptive Catalogue and all information write to

**DEAN & McLEOD, Canadian Agents,**  
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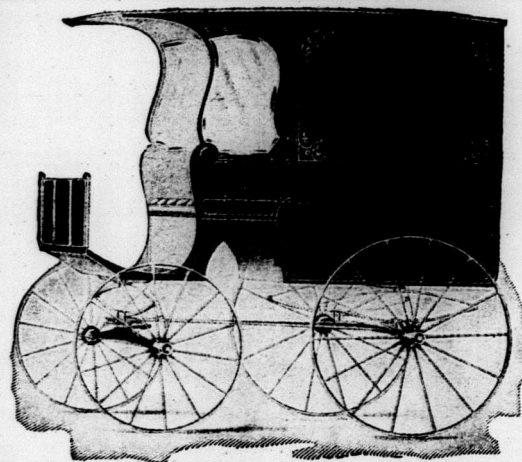
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Grocer, Baker, Confectionery, Laundry  
Wagons of every description.

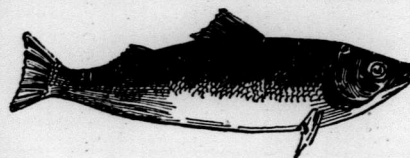
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Write For Prices.

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Salmon**



We have on hand the following reliable brands :

**Red Sockeyes**

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"Nimpkish" "Griffin"  
"Sunset"

"Golden Net" "Empress"  
"Harlock"

**The British Columbia Packers' Association**

VANCOUVER, B.C.

# The "Perfection" Canister



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

**This Package is a Guarantee of Quality.**

For \_\_\_\_\_

JAMS  
JELLIES  
SYRUPS  
STARCH

TEAS  
COFFEES  
SPICES  
BAKING POWDER

**The Dominion Canister Company, Limited**

DUNDAS, ONTARIO, CANADA.

# "Sterling" Brand Catsups

**Lead in Quality**

There is a direct benefit derived from recommending a good article.

The "STERLING" Brand Catsups are in this category. They are always up to the mark in every way and they cement the friendship between the best class of customers and the grocer. Put up in an attractive form.

**T. A. LYTLE & CO.**

Manufacturers of high-class Catsups and Pickles.

124-128 Richmond St., West, TORONTO.

# NO SENTIMENT

When we talk of "Made in Canada" by Canadians, it is not a whim to patronize a long Established Canadian Industry simply because it is Canadian.

If Canadian brains and energy cannot compete with anything in the world—let it go to the wall, we say.

But **TILLSON'S PAN-DRIED OATS** more than compete.

They set the pace.

They make the standard.

They are the leaders on the market to-day.

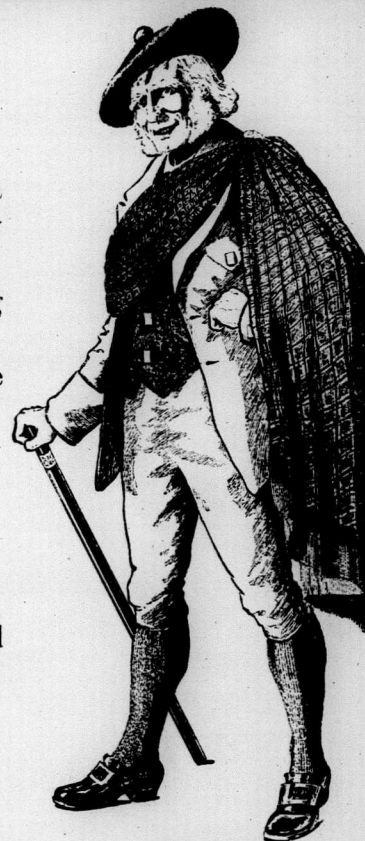
They are sold on their merits.

Not on wishy-washy Sentiment.

And yet you would be surprised, to learn how much real appreciation there is of a "Good thing" well advertised.

**THE TILLSON COMPANY, Limited,**

Tillsonburg, Ont.



Registered



Famous Cherry Tree in Full Bloom in Japan.

## Grocers, Take Warning!

Unless you give your customers the best Tea on the market you cannot expect to hold their trade. In order to be sure on this point you must sell only **PURE, WHOLESOME, and HEALTHFUL**

# Japan Tea

If you follow this advice you will find the Tea business of your town coming your way. Users of Japan Tea are constantly advertising it for you among their friends, and the demand is always increasing. Permanent, profitable Tea Trade cannot be built up by any better product than

# Japan Tea

Beware of imitations.

Refuse all others.

THE CANADIAN GROCER

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



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



## BORDEN'S CONDENSED MILK CO.

Originators of Condensed Milk.

Established 1857.

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

# Marmalade Wafers

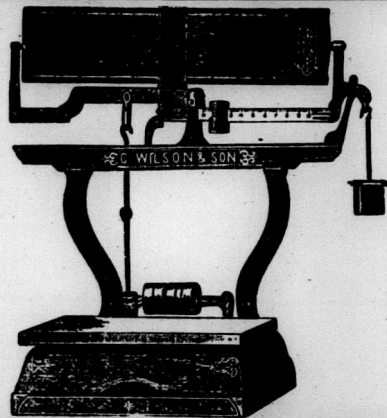
Not exactly a new Biscuit as far as the name is concerned, but this is a new Biscuit, very palatable. Sure to be a seller.

**Include this in your next order.**

## THE CANADA BISCUIT CO., LIMITED

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

*King and Bathurst Streets, TORONTO.*



### "Scripture Measure" Explained

The literal translation of what is known as "Scripture Measure" does not mean that a merchant is to rob himself any more than he is to rob his customer. **FULL HONEST WEIGHT** should always be given, but when it comes to weighing out your profits too, you are sinning in that you are robbing yourself.

**Wilson's Computing Ball-Bearing Scales are honest to both buyer and seller.**

CATALOGUE WITH FULL PARTICULARS  
FREE FOR THE ASKING.

**C. WILSON & SON, TORONTO**

*"Best in the World."*

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

PURE ENGLISH

**MALT VINEGAR**

Delicate in Flavor and Aroma.  
Splendid keeping properties.

**ROBERT WATERS' QUININE WINE**

Quinine in a palatable form—50 years' reputation.

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



# CEYLON TEA

Black and Green.

Unsurpassed for Excellence.

No other land produces Tea to equal that grown on the plantations of the "Sunny Isle."

No other gardens preserve in such perfection the "essentials" of the fragrant leaf in their process of preparation.

## Grocers!!!

Buy only **CEYLON TEA,**

The perfect-selling Tea, and satisfy your customers.

Sell Only **CEYLON TEA,**

The perfect-drinking Tea, and satisfy yourself.

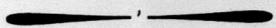
To please your customer is to profit yourself.

# MOLASSES



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

## FINE QUALITY



### The Dominion Molasses Co.,

Limited

HALIFAX - - - NOVA SCOTIA.

YOU WILL FIND IT

IN THE LAUNDRY EVERYWHERE.

# Ivory Gloss Starch

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

Brands also manufactured for kitchen purposes.

**THE ST. LAWRENCE STARCH CO.,**

LIMITED

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HIGHEST AWARD, LONDON, 1893.

# STRETTON'S

(PRIZE MEDAL)

## Worcestershire

# SAUCE

**Pure, Delicious, Best.**

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

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

### CANADIAN AGENTS:

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

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

Sole Manufacturers

# Stretton & Co., Limited,

# WORCESTER, ENGLAND.

THE CANADIAN GROCER

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

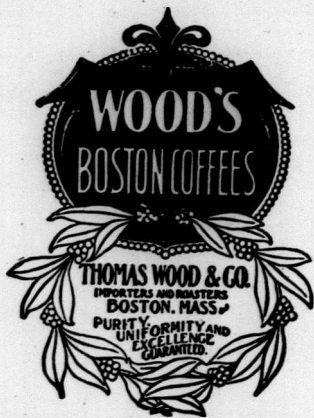
You can do this and delight your customers at the same time. We have some special lines of tea that show startling merit. You'll be surprised at the real value you can give customers, if you order a sample chest or so of this Japan from us. A great many retailers throughout the country are selling their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

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

**W. H. GILLARD & CO.,**

WHOLESALE  
GROCERS,

**HAMILTON, CANADA.**



### A MASCOT FOR YOU.

There's good fortune in  
**WOOD'S COFFEES**

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

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

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

## Who is going to rule, the "Ring," or the Retailer?

This is the pertinent question to-day. A history of the inner workings of the "Ring" would be interesting--its inception in the guise of a harmless wholesale "Guild" for furthering their mutual welfare, then later, Schedules on Sugars, Tobaccos, Starches, etc. Syndicates to buy up and cover commodities. Companies to control the manufacture of staples, and now the idea is to organize, systemize and develop the whole into a huge consolidated business or trust.

**What is the remedy--Co-Operation by the retail trade!!!**

SEND FOR PARTICULARS OF MEMBERSHIP IN THE  
GROCERS' WHOLESALE CO., LIMITED, HAMILTON.



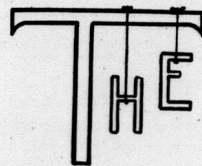
**Grocers' Wholesale Company,  
Limited, Hamilton.**

CORRESPONDENCE  
... SOLICITED.

# MERCANTILE LAW

By H. T. CANNIFF, Barrister, Toronto.

A Study of  
its Different  
Branches. ♣



SUBJECT of mercantile law is a very comprehensive one, and, necessarily, in the columns of a newspaper one can but merely touch on

its many different branches.

Before taking up the various heads of the subject it should be stated that mercantile law is derived from the law merchant, which had its origin long ago in the customs and manner of conducting business employed by merchants and bankers, which are now recognized by the courts because they are demanded by the wants and conveniences of the mercantile world. The law merchant was not made; it grew. Customs have sprung from the necessities and conveniences of business, and have prevailed for such a length of time, and to such an extent, that they have acquired the force of law through the sanction of the courts.

The mass of our mercantile law has thus grown, and will continue to grow, by successive additions, as necessity demands.

The changing conditions of modern life bring into existence different kinds of contracts and documents necessary for the proper carrying on of business, and, as soon as it is proved to be the general custom of merchants to use these new kinds of contracts and documents in the course of trade, the courts will recognize them as valid contracts and documents.

For instance, it is only in recent years that bonds of corporations were held by the courts to be negotiable instruments, like bills of exchange and promisory notes, and the courts did not thus rule until it had been shown that merchants and bankers dealt with them as they were accustomed to deal with negotiable instruments.

With these few remarks, we will now enter into the discussion of our subject, and as mercantile contracts are the theme of mercantile law, we should, at the outset, thoroughly understand the meaning of the word "contract."

A "contract" is an agreement enforceable at law, made between two or more persons, by which the right is acquired by one or both to certain acts or forbearances on the part of the other.

To fully appreciate the meaning of this definition, one must bear in mind that the word "forbearance" signifies "the act of refraining or abstaining from."

For example, if a debtor enters into an agreement with his creditors that he will pay them 50c. on the dollar, in consideration that they will accept this composition in full of their claims; here the contract is that the debtor is to pay the composition, and the creditors agree to accept it, and to forbear or refrain from claiming the balance of their claims. This forbearance by the creditors to claim the balance of their claims is the "consideration" on their part to support the contract.

The essential points which are required to make a contract which can be enforced at law are:

1. The contract must comply with the demands of the law with regard to its form.

2. The parties must be legally able to enter into a contract.

3. There must be a mutual assent of the parties to the contract; in other words, there must be a proposal by one party, and acceptance of the proposal by the other party.

4. The objects of the contract must be legal with regard to the first essential of a valid contract, namely, that the contract must comply with the demands of the law as to its form, it should be stated that there are two important kinds of contracts, viz., namely, simple contracts and contracts under seal, which latter class are known as deeds.

At common law simple contracts, with the exception of bills of exchange and promisory notes, did not need to be in writing, and could be made by word of mouth.

Bills of exchange and promisory notes, many centuries ago, were required by the custom of merchants to be in writing, and, in the course of time, this custom of merchants became part of the common law.

Thus it happens that bills of exchange and promisory notes are an exception to the old common-law rule that simple contracts could be made by word of mouth.

But now, by virtue of various Acts of Parliament, there are many other exceptions to this old rule. These Acts were passed, as it was found that many frauds

were perpetrated through false swearing by unscrupulous parties to contracts which were not made in writing.

One important enactment prescribing the necessity of certain contracts to be in writing is the statute known as the Statute of Frauds, which requires, in certain cases, written evidence of the contract in order to make it enforceable at law.

The fourth section of the Statute of Frauds enacts that no action shall be brought in the following cases, unless the agreement between the parties be in writing, and signed by the party against whom the action is brought, or by his lawfully authorized agent:

1. Any claim against an executor or administrator upon his promise to pay out of his own estate any damages owing by the estate for which he is executor or administrator.

2. Any claim against a person upon any promise to answer for the debt, default or miscarriage of another person.

Perhaps someone present is in a state of doubt as to the meaning of the preceding paragraph, and is especially non-plussed over the word "miscarriage," but he will find, on consulting his dictionary, that the word, as used here, simply means "failure" or "mishap," and signifies much the same as the word "default."

The contract referred to in the preceding paragraph mentioned is the contract of guaranty, so that every guaranty must be in writing.

It behooves, therefore, any unsuspecting merchant, who is about to sell goods to a person on the strength of the verbal promise of another person (known in law as a guarantor) to pay for them, to change his mind and obtain a written promise from the guarantor to pay for the goods.

3. Any claim against any person upon an agreement made in consideration of marriage.

An example of a claim of this kind is where a woman enters into a contract of marriage in consideration of a certain sum of money being settled on her by her intended husband or some other party; here, her claim is for the money to be settled on her.

This latter clause does not refer to a mere marriage contract, which need not

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.

be in writing, as, no doubt, everybody knows.

4. Any contract for the sale of lands, or any interest in or concerning them.

5. Any agreement that is not to be performed within the space of one year from the making thereof.

An agreement not to be performed within a year will not include an agreement which may possibly be carried out within the time, but it is uncertain, unless from its general tenor a clear intention may be deduced that its performance should be delayed beyond the year. So, also, if the agreement is to be performed within the year by one party to the contract, but not by the other, the contract is good even if it be not in writing.

The 17th section of the Statute of Frauds enacts that no contract for the sale of any goods for the price of \$40 or upwards shall be allowed to be good, unless the buyers shall accept part of the goods so sold and actually receive the same, or give something in earnest to bind the bargain, or in part payment, or that some note or memorandum in writing of the bargain be made and signed by the parties to be charged by such contract, or their agents lawfully authorized.

Some other simple contracts which are required by statutes to be in writing are:

1. An acceptance of a bill of exchange.
2. An assignment of copyright.
3. Contracts of insurance.
4. Transfers of shares in an incorporated company.
5. An acknowledgement of a debt barred by the Statute of Limitations.
6. An acknowledgement of a debt contracted by a person when under age.
7. Conditional sales of goods.
8. Bills of sale and chattel mortgages.

There must always be a consideration for a simple contract to make it enforceable at law. By "consideration" is meant some gain to the party making the promise.

The court will not inquire whether the consideration is adequate to the promise,

but will insist that it should be something of some value in the eyes of the law; and the consideration must be either a present or future one, but it must not be past.

An exception to the rule that the consideration must not be past is—the case of a debt barred by the Statute of Limitations, which is a good consideration for a subsequent promise in writing to pay it; another exception is—the case of a person agreeing in writing to pay a debt contracted by him when he was under age, which also is a good consideration for a subsequent promise in writing to pay it.

Having thus disposed of simple contracts, we will now turn to contracts under seal, which are also known as deeds.

It is necessary that this class of contracts should be written, sealed and delivered, and in practice they are not always signed, although in olden times they were very seldom signed for the simple reason that writing was the accomplishment of the few, and the custom was that a person signified his assent to a deed by impressing his seal thereon. The writing of the deed may be by hand or in print, and on paper or parchment. In modern times the seal has become a wafer or a mere piece of wax, which has been previously attached to the writing, or, as is the custom in the country to the south of us, is printed on the deed itself, which manner of sealing a document has not yet been adopted in our own country. The party "sealing," touches it with his finger, and so adopts it as his seal. Delivery of the deed may be actual, by handing over the deed, or constructive, that is, by speaking words importing an intention to deliver the deed. As a rule, when the party executing the deed touches the seal, he says, "I deliver this as my deed," and this is sufficient delivery—though he keep it in his own possession. It must be said, however, that in the rush of the present day, when time, more than ever, means money, the above words are seldom used, but the deed is promptly

handed over and the words are taken as uttered.

If delivery is made to a person not a party to the deed, subject to a condition, as, for instance, that it is not to operate as a deed until the other party to the deed pays a certain sum of money to the party making the deed, the document is called an "escrow," and then it takes effect only when the condition is fulfilled.

Contracts under seal differ from simple contracts in many respects. Contracts under seal are much more formal in character than simple contracts, and, on account of the solemnity attached to them, the law presumes that there is a consideration for them, and consequently no consideration is required to make them valid contracts; on the other hand, simple contracts, as previously stated, require a consideration to support their validity. There is an exception to the rule that the law presumes that there is a consideration for every deed, and this exception is in the case of a person who enters into a contract with another person whereby he agrees not to carry on his business which he has sold to that other party: here, even though the agreement be made under seal, a consideration is required to support the agreement.

A statement in a simple contract is presumptive evidence of its truth against the maker of it; in a deed, such a statement is absolutely conclusive, unless the contract was brought about through fraud, or the maker of the statement was coerced into making the contract through threats of physical force used on him by the other party to the contract.

Another difference between a simple contract and a deed is that a right of action arising out of a deed is barred by non-exercise for 20 years; a right of action on a simple contract is barred in six years.

It should be stated, however, that in the case of mortgages (which are contracts under seal), made on or after July 1, 1894, the right of action is barred in ten years.

(CONCLUDED NEXT WEEK.)

CLEAN UP. SPRING IS HERE.

We have in stock —

**SHINON**

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

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

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

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

**It Looks**

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

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

**JERSEY CREAM YEAST CAKES**

Best in the World.

Purely Canadian.

**LUMSDEN BROS.**

**HAMILTON** ————— **and** ————— **TORONTO**

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

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

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

**GOODWILLIE'S**

**GOODWILLIE'S**

*Preserved Fruits Fill the Bill.*

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

WE HAVE THEM :

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

ORDER PROMPTLY AND SECURE BEST ASSORTMENT.

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

# NEW MAPLE SYRUP

## "IMPERIAL" Brand.

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

*also in  
Barrels  
Half-Barrels  
and Kegs*

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

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



ONTARIO.

W. M. DUNDAS, Ingersoll, has disposed of his grocery business to Mr. Kinswood, one of the travelers for Edward Adams & Co., London.

There promises to be an increased production of eggs in Canada during the coming season.

T. M. Davis, Mitchell, has sold his grocery and crockery business to Wm. Morenz, who will take possession very shortly.

The Imperial Biscuit Co., Limited, has been incorporated with a capitalization of \$75,000. The head office will be at Guelph, where all the incorporators reside.

The Schepp Cocoa Manufacturing Co., of New York, have purchased an extensive site on the west side of Spadina avenue, south of King street, Toronto, and there a Canadian branch of the business will be located, giving employment to a number of workers. The foundations of the new factory are now in process of erection.

Laboring men are indeed scarce in Ontario at the present time. Waiting for the train during the morning of March 27, which was bearing the 25 immigrants brought out under the auspices of the Provincial Colonization, were more employers than there were men to be employed. A dollar per day and board was the agreement entered into by most of the immigrants with the employers.

A meeting of the creditors of J. J. Cashman, general storekeeper, of Orillia, was held in Toronto on March 24. A statement was presented, which showed Cashman's liabilities to be \$5,000 and his assets \$4,700. An offer of settlement at 50c. on the dollar was tendered, and the meeting decided to accept an offer of 60c., should it be made. In the event of its not being received, however, an assignment will be made to Richard Tew.

Although the negotiations with the Oshawa Canning Co. fell through, St. Thomas is likely to have a big factory in operation next fall. A company is being promoted for that purpose at the present time. R. W. Haynes is circulating stock sheets for The Elgin Canning Co., with a capital stock of \$200,000 in 200,000 shares of \$1. A large amount of stock has been

already taken in the city, and it is the intention to canvas the farmers of the district, who would be much benefitted by such an industry to become shareholders in the company.

A deputation of over 100 gentlemen, representing all the leading centres of Ontario, accompanied by many members of Parliament, waited upon the Minister of Finance, on the morning of March 26, at Ottawa, in order to urge that additional encouragement should be given the beet-sugar industry. They asked that Canadian sugar be afforded protection either by increasing the duty on foreign sugars or by the granting of a bonus. It was pointed out that the protection desired is practically protection for the raw material while the industry is in its initial stages, and that the benefit of such protection would accrue, not only to the Ontario manufacturer, but to the sugar-beet-growers as well.

MANITOBA.

Much sympathy is felt for J. B. Munro, Morden, by his fellow-citizens on account of the loss by fire of his central grocery store and his household furniture. The fire occurred on March 17, starting in the grocery store and spreading to the adjoin-



## The Wolf in Sheep's Clothing

is like the imitators of **MacLAREN'S IMPERIAL CHEESE**, who go about seeking whom they may deceive to their own advantage.

### 'WARE WOLF!

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

## THE CANADIAN GROCER

ing store, a barber shop. Both buildings were burned.

### BRITISH COLUMBIA.

John Kyle, a well-known grocer of Gibson, has sold his business and property to David Campbell, of Nashwaak. Mr. Kyle intends to go out West, where his sons have a thriving business.

An application was made on March 21, by the British Columbia Packers' Association, for an order for the winding up of the United Cannery of British Columbia, Limited. The application was made under the Companies Act, and was set over to March 27. Under the Companies Act the shareholders of any company may apply for the winding up of a company if that company is in debt or if the share capital is endangered. In the present instance the British Columbia Packers' Association are holders of stock in the company, and claim that the value of their stock will be depreciated if the affairs of the United Canneries are not wound up.

### NOVA SCOTIA.

At the annual meeting of The Consolidated Trading Co., Port LaTour, held on March 16, a dividend of 8 per cent. was declared after May 1, \$798 was added to the contingent fund, and \$500 was voted for extension of the wharf.

### SUPPLIES FOR BRITISH WAR OFFICE.

The result of the repeated representations to the British War Office that Canadian firms should be given an opportunity to tender for supplies was a cable received at the Department of Trade and Commerce, Ottawa, as follows: "War Office invites tenders, returnable July 29: Compressed corned mutton, 100,000 lb., 2-lb. tins; 100,000 lb., 1-lb. tins. Mailing conditions and forms of tender."

### EARLY CLOSING.

The movement for early closing of stores in Montreal is progressing. A meeting was held on Sunday, March 29, by the Early Closing Association, at which it was decided to have the Bill providing for early closing pushed through the Quebec Legislature as soon as possible.

J. B. E. Poirier presided, and in his opening remarks explained the object of the Bill. By it municipalities would obtain power to pass by-laws making it illegal to open before 5 a.m. or remain open after 7 p.m. While many of the stores do now close early in the evening and others not much later, there are some in which the clerks work 17 hours a day.

Several speeches were made by Messrs. G. L. Desaulniers, M. Howard, B. Guenette, F. J. Fortier, F. Dubord and J. A. Jacob, officers of the association. The retail clerks of the city will be asked for subscriptions to forward the movement.

### A NEW ASSOCIATION.

The Montreal Wholesale Clerks' Union was formed on March 29. All the details for the formation of the association were not decided upon, and a committee was appointed to look after this and report at the next meeting. A good deal of enthusiasm was shown over the proposed association, and all the warehouse clerks are expected to join.

### FIRST FRUIT STEAMSHIP.

The Fremona is the first Mediterranean fruit steamer of the season to sail for the port of Montreal. Her cargo consists of 67,395 cases of oranges and lemons, made up of 29,094 boxes and 12,294 ¼-boxes from Messina; and 28,701 boxes and 8,306 ¼-boxes from Sorrento.



## A SARDINE CATCH AT HOME

Every grocer knows the position of the Sardine catch last season.

Fact is, somebody is going to be kept hustling to tide over the summer months, especially with the promise of such a large tourist trade this year.

Early buyers are going to get what we have, including:

### Extra Fine Imported Fish

14 to 16 in Box.

### Fine Imported Fish

10 to 12 in Box.

Let us know how many you require without delay.

We have some special prices to quote.

ASK OUR TRAVELLERS OR SEND POST CARD INQUIRY DIRECT

THE  
**DAVIDSON & HAY,**  
LIMITED  
**TORONTO**

Wholesale Grocers



## Have you a Fresh, Clean Stock

of Jams, Jellies, and Marmalade of UPTON'S famous brand?

If so, your season will be larger and your profits greater than if you are carrying other brands.

If not, then why not stock up now with the best? You will need it.

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

—SELLING AGENTS.—



# DAIRY PRODUCE AND PROVISIONS

and Cold Storage News.

## GROUPING OF CHEESE FACTORIES.

A SPECIAL meeting of the Brockville Cheese Board was held in Brockville on March 26 in order to discuss the question of syndicating cheese factories.

The scheme was inaugurated by the Eastern Ontario Dairymen's Association, which has been successful in getting aid from the Ontario Government towards defraying expenses of the new work. D. Derbyshire, president of the Eastern Dairymen's Association, briefly outlined the inauguration of the system, and explained the benefits which may reasonably be expected from its adoption. The establishment of a syndicate would result in the employment of a largely increased number of skilled instructors, which would result in all the factories of a group making cheese of an equal quality.

After a full discussion of the subject, a resolution was passed concurring in the syndicate system, and requesting that instructors be employed for this district. About 200 factories are included in the Brockville district, and more than one-half have applied for membership in the syndicates. A meeting of the chief instructor, Prof. Publow, and the committee of the Dairymen's Association was held at the Kingston Dairy School April 1 to formulate plans for the season's work and allot districts to the instructors.

## COLD STORAGE IN AFRICA.

The Rhodesia Cold Storage and Trading Co. of South Africa, has been formed with a capital of \$2,500,000 with the object of controlling all of the cold storage warehouses in Rhodesia and throughout the territories of The Mozambique Co., as well millions of acres of grazing lands in the Kimberley district, Western Australia. The Australian area is a base for cattle production with which to supply the controlled African territory.

## A FINE ESTABLISHMENT.

The Whyte Packing Co., Stratford, Ont., has opened up in the new store on the corner of Market and Wellington streets. The new establishment is large and well-equipped with every modern convenience. A new system has been adopted in reference to handling the cash. Checks are used in duplicate, the purchaser is given

one, which he presents to the cashier, together with the amount of the purchase; the clerk retains the duplicate. In this way each sale can be readily accounted for.

The store throughout is most sanitary. The walls are tiled to the ceiling and marble slabs are used upon which all meats are cut. Three large refrigerators are to be used, one for butter, one for cooked and cured meats and the other for fresh meats.

The entire premises will be lighted with electricity.

## POULTRY EXHIBITION AT ROME.

U. S. Consul-General Hector de Castro, of Rome, transmits copies of the programme and regulations of the poultry exhibition to be held in Rome from April 16 to 26, 1903, in connection with the International Congress of Agriculturists. An invitation is extended to societies and parties interested in the improvement of poultry to participate in this exhibition. The entrance fee is 1.50 francs (29 cents) for every subject in all the categories except pigeons, which are taxed 1.50 francs (29 cents) per pair. Communications should be addressed to the Agricultural Committee of Rome, Place S. Stefano del Cacco, N. 26.

## DAIRY PRODUCE.

### TORONTO.

BUTTER—The butter market is still unsettled, owing to the scarcity of supply coming to hand. In creamery butter, the scarcity is most noticeable, quite a number of the factories having taken on with cheesemaking. Prices have advanced 1c. per lb., many dealers standing out for a greater advance. Summer factories are expecting to come into operation very shortly, and this may probably ease prices somewhat. Dairy rolls are coming forward more freely. The quality, however, is not so satisfactory as it might be. Former quotations remain firm. There is practically no tub butter coming to hand, and not much is expected until settled warm weather. We quote:

	Per lb.	
Creamery prints.....	0 23	0 24
" solids, fresh.....	0 21	0 22
" old.....	0 18	0 19
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 stock of cheese now on hand is remarkably small. All held in Toronto are in small compass. Prices are, in consequence, continuing very firm, and there is not likely to be any easing off for sometime. The majority of factories have already contracted their production to exporters up to the middle of April at the record price of 12½ to 13c. There are, therefore, little prospects of any immediate change in the situation. We quote:

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

### MONTREAL.

CHEESE—The cheese market is firm, and dealers expect it to remain so until the new cheese arrives more freely. Cheese factories up west will open next week. Further sales of fodder cheese have been made, also contracts for March cheese at 11½ to 12c., and April make at 11¾ to 12c. One or two factories are said to have been contracted up to the first half of May at 12¾c. We quote:

Fine September, per lb.....	0 13	0 13½
Fodder cheese.....	0 12½	0 13

BUTTER—The market is firmer for fresh, new-milk creamery. Now that consumers have got a taste of the new article they do not care for the old, but this always is the case at this time of the season. Consequently, whilst new-milk goods have advanced, holders of old held creamery have had to take less in order to get rid of it. New-made creamery is 1 to 2½c. higher. We quote:

	Per lb.	
Fresh creamery.....	0 23	0 23½
Large dairy rolls.....	0 17	0 17½
Solids.....	0 21	0 22
Held.....	0 19	0 20
Prints.....	0 18	0 18½

### WINNIPEG.

Receipts of butter are now quite large, but unfortunately very little of it is of first quality. During the week one jobbing house was offered 10,000 lb., for which the holder in the country said he had paid 18c., and hoped to at least realize that amount for it. The bulk of this butter had been held from last fall, and if he realizes 11 to 12c. he may consider himself lucky. Strictly fresh, sweet dairy, in round lots, is worth 18c., Winnipeg, but it is safe to say that that figure was paid for very little that reached the city during the week. The general range is from 14c. downward.

Growing like an  
avalanche  
The sale of

**GILLETT'S PURE CREAM TARTAR**

Absolutely **PURE**  
Chemically **PURE**

Costs no more than the inferior grades and gives better satisfaction—Put up in ¼, ½ and 1-lb. pkgs. and ½ and 1-lb. Screw Top Cans, Bulk, 10-lb. boxes, 25-lb. pails, Kegs 100-lb. and 360-lb. brls.

Order from your Jobber.  
**E. W. GILLETT COMPANY LIMITED**  
London, Eng. TORONTO, ONT. Chicago, Ill.

When you have any

**BUTTER  
OR  
EGGS**

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

---

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

**F. W. FEARMAN CO.**  
Limited

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

---

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

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

- |  |   |
|--|---|
| <p><i>Hams</i><br/><i>Breakfast Bacon</i><br/><i>Roll Bacon</i><br/><i>Long Clear Bacon</i><br/><i>Bologna Sausage</i><br/><i>Pork Sausage</i></p> | <p><i>Pure Lard</i><br/><i>Full Cream Cheese</i><br/><i>Stilton Cheese</i><br/><i>English Brawn</i><br/><i>Boiled Hams</i><br/><i>Boiled Roll Bacon</i></p> |
|--|---|

**RELIABLE GOODS AT RIGHT PRICES.**

Write or wire for special quotations on car lots.

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

CREAMERY BUTTER—Factories quote 23c. for 56-lb. boxes at the factory.

CHEESE—The amount now on this market is very limited, and jobbers are asking retailers 14c. for Ontario and 13½c. for Manitoba.

THE PROVISION MARKETS.  
TORONTO.

The provision market is without distinctive feature. Prices have slightly declined in the live hog market, but probably only of a temporary character. Dressed meats remain firm at previous quotations. There has been a ready sale of smoked meats in view of Easter trade. We quote :

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

MONTREAL.

A steady demand for most lines was experienced, and altogether a fair amount of business was done. A good demand was noted for lard both pure and compound. Easter being so near there is good inquiry for hams, and bacon is firm, under good consumptive demand. In view of the light offerings of hogs pure lard is expected to be scarce. Jobbers are now quoting \$2.25 to \$2.27½ per 20-lb. pail. We quote as follows :

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

The supply of live hogs on the market was large, in consequence the feeling was weaker and prices declined 25c. per 100 lb. In sympathy with the above there was also an easier feeling in the market for dressed hogs, and in order to make sales prices had to be shaded 10c. per 100 lb. Country dressed hogs are selling at \$9.40, a decline of 10c. Abattoir dressed were quoted unchanged at \$9.75 to \$10 per 100 lb.

The dressed meat market is steady, under a fairly good demand for most lines. Business is sure to pick up with Easter so

near, and then prices may be higher. We quote :

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

WINNIPEG.

BEEF—There has been no change in price for city dressed, which is 6 to 7½c., according to grade.

MUTTON—There are no offerings of fresh-killed, and the demand for frozen is rather slow. Good fresh-killed mutton would sell readily at 11c.

VEAL—The offerings are limited and the quality very poor. The carcasses suggest that the calves are of large size, but insufficiently fed, and the meat has that blue tinge so peculiarly objectionable in veal.

HOGS—The offerings of dressed hogs are without change at 7 to 7½c.

CURED MEATS—Indications point to a very active trade, but at the moment business is rather quiet, and prices for cured meats and lard remain unchanged from last week. Hams, 13¾c.; shoulders, 10¾c.; breakfast bacon, bellies, 14¾c.; backs, 14½c.; long rolls, 12¼c.; short rolls, 12c.; long clear, 10½c.; dry salt backs, 12c.

LARD—There has also been a slight decline in lard. Tierces, 11½c.; 50-lb. tubs, \$5.70; 20-lb. pails, \$2.35; 10-lb. pails, \$7.15; 5-lb. pails, \$7.20; 3-lb. pails, \$7.30.

POULTRY—There is nothing either new or good to say.

EGGS—Receipts for the week have been very heavy, and there has been a corresponding slump in price. Dealers are offering 12½ to 13c., Winnipeg.

TRADE NOTES.

THEO. BERGERON, grocer and butcher, Montreal, had his stock damaged by fire; insured.

Vail & Nelson, butchers, Wawanese, Man., have dissolved partnership.

MacFarlane & Daigneau, butchers, Waterloo, Que., have registered.

A. Newton Webb, butcher, Dauphin, Man., has removed to Edmonton.

The Petrolea pork packing factory has a capacity of 4,000 hogs per week.

R. J. Coulter, butcher, Grand View, Man., has sold out to F. H. Quinn.

Poirier & Leduc, butchers and grocers, West Shefford, Que., have registered.

Lalonde & Deslauriers, butchers, St. Paul, Que., have dissolved partnership.

The Morris Creamery Co., Limited, Morris, Man., are advertising business for sale.

Weir & Weir, Stratford, Ont., shipped on March 23 three carloads of export cattle.

Geo. Ward, Brampton, Ont., last week shipped another consignment of hogs to the Toronto market.

Some of the cheese factories around Colborne, Ont., have commenced operations, while others will start in a few days.

Geo. M. Ferguson, cheese inspector, began his tour of the cheese and butter factories in Shefford Syndicate on March 30.

The Lacolle butter factory was sold by auction a few days ago for \$1,532, the purchaser being Mr. Boivin, of Naperville.

In London, Eng., Canadian cheese reached the highest price on March 23 it has done in 20 years. The market price was 70s. per cwt.

Neal & Pridhams, Mitchell, Ont., shipped, on the 23rd inst., from their yards two carloads of hogs, double deckers, and seven carloads of fat cattle.

Gustavas Franklin Swift, president of the Swift Packing Co., died a few days ago of internal hemorrhages, resulting from a surgical operation performed several days ago. He was 63 years of age.

D. D. Allan, of the Princeton Creamery, is thinking of making arrangements for manufacturing skim-milk cheese as well as butter, if a sufficient number of his patrons are inclined to support the project. Mr. Allan will buy the skim-milk at the rate of 12c. per 100 lb., returning the whey to the patrons.

The Nova Scotia Produce and Supply Co., headquarters at Canning, N.S., successor to The R. W. Kinsman Co., in which Sir Frederick Borden was a large shareholder, is in financial difficulties. The National Trust Co., from which it borrowed some \$80,000, has taken steps to foreclose on all the properties secured to it, and these are advertised to be sold at a sheriff's sale on April 18. There are 18 blocks of land covered by this mortgage, including the Dyke land of 350 acres, recently recovered from the tide water at the mouth of the Habitant River.

A meeting of those interested in the Arigan Cheese Factory was held on March 19. W. Keenan was chosen as salesman for the ensuing year, and it was decided to have an inspector for the coming season, Capt. H. A. Bolton and E. Moor being chosen as auditors. The annual report showed a satisfactory amount of work done. The total amount of cheese made in the season of 1902 was 10,977 lb.; amount of milk, 941,017 lb.; total amount of money received, \$9,145.82; average pounds of milk to make a pound of cheese, 10.34; average price per cwt. for the season, 87.52.

# PROFITS

It is important to you to make profits. When prices are see-sawing up and down on any article it is hard to maintain a decent profit. The price of

## JAMES' DOME LEAD

keeps steady, and the quality keeps steady too. No Dust.

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

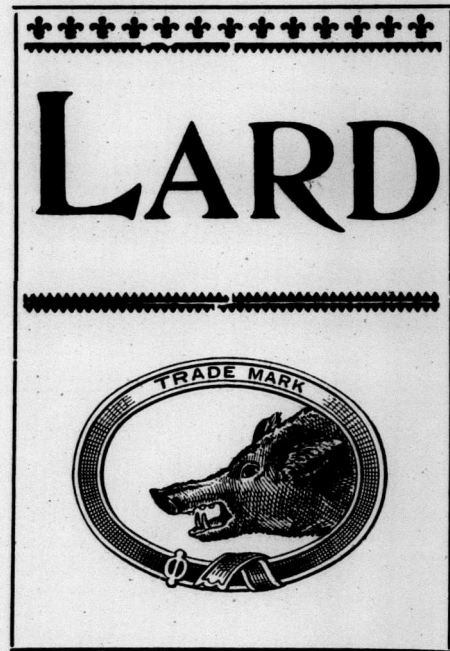
## Olive Oil The Best Imported into Canada.

PURE TUSCAN, FINEST CREAM OLIVE OIL.

### "Virgin" and "Choicest" Brands

1 gallon tins. Write us for prices before placing any orders, it will pay you to do so.

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



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

#### THIS SHOULD SETTLE IT.

Any retail grocers that are handling any of the cheaper grades of compound we will be pleased to send them as small a quantity as 1-20 pound wood pail of our **Boar's Head Brand Refined Lard Compound** as a means of having them test the superior quality of our goods as follows :

Place the **Boar's Head Brand Refined Lard Compound** together with the goods you are selling in a warm place and keep them there for a period of ten days, at a conclusion of which time you will find that the **Boar's Head Brand Refined Lard Compound** is in good condition and neutral in odor, while the cheaper grade of Compound will have an objectionable tallow odor. **Boar's Head Brand Refined Lard Compound** will keep neutral under the same conditions that any other cooking grease will become rancid, four or five times as long. With a sample order of **Boar's Head Brand Refined Lard Compound** at your request we will supply you with the raw materials we use and the raw materials used by the manufacturer of cheap goods.

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

Write for full particulars regarding terms and prices

## THE N. K. FAIRBANK COMPANY,

Wellington and Ann Sts., MONTREAL, QUE.

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

## BEET SUGAR; CANADA'S LATEST INDUSTRY.\*

By HUGH BLAIN.

MY short talk to you to-day is to be on sugar—beet sugar; Canada's latest industry. When the matter was first mentioned to me I was afraid that the subject would not be interesting. Upon further reflection, however, I do not see why it should not be of special interest to all of us. It is one of the staple industries of the world's commerce and a standard food for almost every individual consumer. There is probably no article of commerce that is more immediately associated with every-day life. The rapidity with which its production and consumption has increased, is the best evidence of its importance and value as a delicious and nutritious article of diet.

Running back some 60 odd years, we find that the world's production of sugar in 1840 was 1,150,000 tons, of which 50,000 tons, or 4½ per cent., was from the sugar beet. In 1860, the world's production was 1,899,000 tons, of which 389,000 tons, or 20½ per cent., was from beets. In 1880, the world's production was 3,254,000 tons, of which 1,402,000 tons, or 43 per cent., was from beets. In 1900 the world's production was 8,800,000 tons, of which 5,950,000 tons, or 67½ per cent., was from the sugar beet, and the latest information goes to show that of the world's production of sugar, at present about 70 per cent. is produced from the sugar beet. According to Mull-hall the world's population has just about doubled during that time, while the consumption of sugar has increased about eight times, and the percentage of sugar produced from the beet has risen from 4½ to 70 per cent.

Coming to the consumption of sugar in Canada, we imported last year 391,000,000 lb., and entered for consumption 370,000,000 lb., which would be equal to 1,200,000 bbls., or 15,000 carloads of sugar. This is, therefore, an important item in the transportation of the country. Of this quantity consumed, less than 20 per cent. was imported from cane producing countries, and over 80 per cent. from sugar beet producing countries. I do not wish to weary you with figures, but would ask you to bear this fact in mind,—of this enormous quantity of sugar consumed in Canada, 70,000,000 lb. were cane sugar and 300,000,000 lb. beet sugar. The public are of the opinion that our Canadian refiners import and refine chiefly cane sugar. As a matter of fact only one-fifth of the sugar consumed is cane, and four-fifths beet. The public requires to be informed on this point, and I would, therefore, like to emphasize the fact. I have been asked most absurd questions about beet sugar; whether it produced the white granulated sugar? if it would do for preserving purposes, or manufacturing purposes? and whether it contained as large a percentage of saccharine as the cane sugar? There is only one answer to this: That sugar is sugar, and whether it be extracted from the cane, or the beet, or the watermelon, if it be properly refined, it is absolutely pure sugar and absolutely the same in quality.

Statistics show that the people of the United States pay more for their sugar than they do for their flour. Their con-

sumption is 66 lb. per capita. Our consumption in Canada (on the basis of 5,500,000 people) would be 67 lb. per capita, besides the large quantity of maple sugar made in the Province of Quebec. While our consumption is probably larger than in the United States the sugar is sold at a lower price, but on comparing notes and discussing it with one of our largest flour manufacturers, we came to the conclusion that the people of Canada paid about the same price for these two articles—flour and sugar. The consumption of sugar in England, I may mention incidentally, is 90 lb. per capita. They are the largest sugar consumers per capita in the world. Now, this wonderful growth of the beet-sugar industry has been the result of the encouragement given by the sugar-beet growing countries in the form of high protection and bounties, and in scientific education and training of the growing of beets and the methods of refining into sugar.

The real sugar beet is white in color, cone shaped, with only one tap root, but covered more or less with fine, hairlike rootlets. It has been gradually developed by breeding and selection, just as you improve the breed of cattle. The mother beet is carefully selected for its size, shape and quality. Its quality is ascertained by boring into the beet in about the same way as you test cheese or butter. If found to be high in sugar content, and a large, well-shaped, healthy beet, it is laid aside as a mother beet from which to grow the seed, and this process has raised the quality of the sugar beet from 5 or 6 per cent. sugar content to 15, 20 and even 25 per cent. of sugar content and to a high degree of purity. The degree of purity is of the utmost importance because, in the extraction of the sugar foreign solids in the beet retain a percentage of sugar about equal to their own in the process of manufacture, and there has been no method so far discovered of extracting this on a profitable commercial basis.

In the selection and preparation of the soil great care is required. The best land is a friable clay loam. Cultivation should begin as soon as the previous crop is off the ground by plowing to the depth of 4 or 5 in. so as to expose the ground to the action of the air and light. Later on, in the fall, the ground should be plowed again, somewhat deeper, and at the same time a sub-soil plow should be used, loosening the soil to a depth of 15 or 16 in., but carefully avoiding the deep soil being brought to the surface. The beet grows downward to a great length and the soil must be loose, otherwise the beet would be deflected and acquire an unnatural shape or else, through the resistance, forced up above ground, and any part of a sugar beet grown above ground is no good for sugar purposes and must be cut off and thrown away when topping. If the ground requires enriching, it should be done in the fall, and manure, well decomposed, should be thoroughly mixed with the soil. In the spring, when you are ready to sow your seed, the ground should be cultivated to a depth of 4 or 5 in., once lengthwise and once crosswise, and it should also be harrowed once lengthwise and once crosswise, so as to make the ground perfectly level and thoroughly kill the weeds. Then

the ground should be well rolled so as to make it smooth and well packed, allowing the moisture to come to the surface the quicker to germinate the seed.

The seed is then planted by a beet seeder or machine drill. It is dropped into rows at a distance of 18 in. apart, four rows being planted at a time; about 15 or 20 lb. of seed per acre should be used. The planting is done early in May. In about ten days after the seed is sown, the plant should be through the ground and would appear like so many green ribbons stretched across the field. When the plant has put forth four leaves it is the proper time for bunching and thinning. Bunching is done with a hoe 5 or 6 in. wide, where small bunches of three or four beets are left standing about every 8 in. Two or three days after bunching the thinning is to be done, and this is, perhaps, the most delicate work in connection with the farming part of the industry. Of these small plants bunched together the healthiest one must be selected and all the others taken away, and done in such a manner as to disturb as little as possible the remaining beet, and the success of this process often determines whether it will be a good or bad stand of beets. I mentioned that the rows were 18 in. apart and the beets are 8 in. apart in the row, making one beet for every one hundred and forty-four (144) square in., or, one square foot. Assuming one beet grew to the size of two (2) lb. on each square foot would give you 43,560 beets (that many feet being in an acre), or, 87,000 lb., equal to 43½ tons to the acre. With a beet of 1½ lb. in weight it would be 25 per cent. less, or, 32 tons to the acre. It is, however, generally considered a good-paying crop when they grow from 12 to 15 tons to the acre, so that there is a large margin between that figure and the possible maximum production of beets. The thinning having been completed nothing remains but to keep the ground clear of weeds and the beets well hoed. There is a saying in Germany "that the sugar is hoed into the beet." As the autumn approaches the dark green leaves change to a light yellow green and finally into a golden hue, and the outside leaves begin to wither away.

The Indian Summer is the best time for the formation of sugar in the beet. Bright sunny days and cold nights are ideal weather for filling the beet with sugar.

When the beet is ripe, it is pulled with a beet plow, drawn by horses, and which loosens the earth on each side of the beet, raising it somewhat out of the ground. It is then easily pulled, the dirt shaken off, and thrown into piles at convenient distances. These beets are then topped with a knife specially made for the purpose, covered with leaves, and left in heaps of about two (2) tons, or about an ordinary wagonload, ready to haul to the factory, or, if they cannot be delivered at the factory before the frost comes on, are pitted by covering them with about 6 in. of earth, leaving ventilation so as not to become heated.

We may now leave the beet field and go to the factory. If you reach the factory at the right hour of the day you will see 200 or 300 teams waiting for their turn to deliver their beets. Each load is hauled on the scale and the gross weight ascertained, a sample of about 50 lb. is

\*An address delivered before the Canadian Club, Toronto, March 30.

## THE CANADIAN GROCER

taken to the factory to find out the tare. This sample is weighed, then washed clean and properly topped—if this has not been done by the farmer—then weighed again and analysed. The result is reported to the farmer and if the tare thus ascertained be satisfactory, the load is taken into the shed and the beets delivered. The wagon is then taken to the scale and weighed again; the difference between this and the former weight shows the weight of the beets, from which is to be deducted the factory tare. There are several of these beet sheds, about 400 ft. long, and each holds 1,000 to 1,200 tons of beets. They are of a V shape and have a flume underneath the apex at the bottom of the bin, usually made of cement or iron, and loose slabs over them which, when lifted, allows the beets to drop into these flumes and they are floated by water into the factory. Other beets are brought in by rail and are handled in exactly the same way. These sheds, in the aggregate, hold about 8,000 or 10,000 tons. From the time the beets are delivered in the sheds until the granulated sugar is run into the barrels, the material is never touched by hand.

In their progress to the factory in these flumes the beets pass over stone catchers, so as to remove all stones that may have been delivered with the beets. In reaching the factory the beets are run into a washer, where they are thoroughly washed and then dropped into buckets and are lifted to the top storey, where they fall into the automatic scale. This scale is so constructed that the moment the right quantity (usually about 1,000 lb.) drops into it, the flow of beets is stopped and the scale dumps its contents into the slicer, records the quantity, and resets itself for a fresh supply.

The slicer cuts the beets into small triangular pieces about  $\frac{1}{4}$  in. in thickness, and varying in lengths according to the size of the beet. These pieces are called cossettes, and are conveyed by a spout to the diffusion cells in the next lower storey. These cells hold about 2½ tons, about 14 in number, and are called the diffusion battery. They are so arranged that a liquid can be put through any or all of them, when connected, at a time, or one or more can be detached from the rest. Usually 12 of these cells are full with the process of diffusion going on through them; one cell is being emptied and one is being filled. This is a difficult system to explain. Formerly, the juice was pressed out of the beets, but the plan was found to be unsatisfactory. This diffusion system consists in putting these thin slices of cossettes into these cells, holding about 2½ tons, then filling the cell with hot water at about 170 degrees. This water and the sugar in the beets become thoroughly mixed and the water is drained off, carrying with it all the sugar it had absorbed. Instead, however, of this water being taken away after being in one cell it is forced through all the cells, taking up sugar from each as it goes through and comes out of the last one heavily impregnated with sugar.

This juice is carried to the measuring tank, where it is measured and the quality or density reported. The cell now, with the sugar all extracted, is emptied of what is now called pulp, which is carried by a screw conveyor to the silo or to the farmers' station to be loaded into his wagon. The juice passes into the first carbonators—large tanks with valves and appliances for admitting juice, lime and carbonic acid gas. This process for

the clarification of the juice is both chemical and mechanical, and a detailed explanation would require longer time than there is at my disposal. The juice is then forced through presses and separated from the lime precipitated by what is known as filtration. The juice is put through a second carbonation and is then carried to the tanks. This, again, is a chemical sulphuring process which would require more time to explain than is at my command. The juice, being clarified and made pure, is boiled down in the evaporators, or multiple effect, usually the quadruple effect, and which you all doubtless understand means using the exhaust steam and boiling in a vacuum. When the juice in the last effect has reached the required density, it is pumped out and carried to the vacuum pan where it is boiled to a grain. This is a very interesting process and requires great care on the part of the sugar boiler. At the proper time the sugar is run into the mixer, where it is allowed to cool. This boiled sugar is now put into the centrifugals in charges of about 200 lb. at a time. The centrifugal machine is then set revolving at about 1,000 revolutions per minute. In about ten minutes the molasses are thrown off through the small mesh, the hose is turned on, and the sugar washed, and you then have pure granulated sugar adhering to the sides of the centrifugals. This sugar drops through the trap in the bottom of the centrifugal and is carried to the drier or granulator—which is a huge drum properly heated, and in it the sugar is kept slowly revolving until it is thoroughly dried. It is then passed over a screen for the purpose of grading it, and falls through a spout into barrels ready for shipment.

I have now given you a brief and very much condensed description of the growth of the beets and the method of refining and have referred to the wonderful growth of the industry the world over, and might now say a word or two about what has been accomplished here in Canada. Some years ago an attempt was made to introduce the industry in Quebec. It was a failure for reasons which I need not explain further than to say that nearly all the essential conditions were absent and that efforts in the United States, about the same time, under like conditions, were equally a failure. The essential conditions for the industry to prosper in are: Climate, soil, labor, fuel, limestone, good transportation facilities, an abundance of good water, and up-to-date machinery. These conditions we have in Ontario to perfection, except, perhaps, the item of fuel. The Ontario Legislature, recognizing this fact, two years ago passed an Act setting aside \$225,000 as a bounty to be paid out, not more than \$75,000 per year, and providing that no factory could get more than  $\frac{3}{4}$  c. per lb. for the first two years and  $\frac{1}{4}$  c. per lb. afterwards. With this measure of encouragement four factories were built last year; one at Berlin, one at Dresden, one at Wallaceburg and one at Warton. A properly equipped sugar factory is an immense plant. It consists of the main building for the machinery, a limehouse, boilerhouse, cooperhouse and storehouse, a sugar storehouse, a seed storehouse, an office building, beet sheds, scale houses, pumping stations, etc. They are built of various sizes, from 350-ton plants upward, and cost about \$1,000 for each ton capacity. For example: a 350-ton plant would cost \$350,000. The Ber-

lin, Dresden and Wallaceburg plants are 600-ton capacity, and they slice and make into sugar 600 tons of beets each day of 24 hours, and Warton is a 350-ton plant. The aggregate output of the four factories is, therefore, 2,150 tons of beets per day, and in our climate we can manufacture four months of the year, which is called the campaign.

The four factories would, therefore, consume 250,000 tons of beets, and with an extraction of 10 or 12 per cent. would make from 50,000,000 to 60,000,000 lb of the best white granulated sugar per annum. This means from 15,000 to 20,000 acres of beets, and from \$1,000,000 to \$1,250,000 paid to the farmer, and an annual turnover of from \$2,000,000 to \$2,500,000. It also means that there has already been an investment of over \$2,000,000.

The promoters of this industry were drawn into it more through a desire to establish the industry than anything else, and have met with many unlooked-for obstacles hard to be overcome. The incidental expenses in the introduction of any new industry are always large, but in the beet-sugar industry this is especially the case. Besides, when we got into the actual business, we found that the conditions created by the European drawbacks and working of the cartel or trust in Germany and Austria, were especially unfavorable. Mr. Balfour, speaking in the British House of Commons, stated that the direct and indirect bounty on beet sugar from Germany was 5s. and from Austria, 5s. 4d. per cwt., which means a bonus of from \$1.00 to \$1.20 per 100 lb., while our duty is from 10c. per 100 lb., allowing the British preference, to 60c. without the preference. In other words, the European farmer is able to lay down raw sugar in Canada for fully  $\frac{1}{2}$  c. per lb. (after paying freight and our Canadian duty) less than our Canadian farmer, and still have the same profit. This is manifestly unfair and I cannot describe it in better language than Mr. Gladstone did in reply to a deputation of May 18, 1881. He said: "We do not regard with any satisfaction a system under which an artificial advantage is given on our markets to the products of foreign labor. Some people say it is a good thing because the consumer gets the benefit of it, but I do not think benefit founded on inequality and injustice can bring good even to the consumers."

You will infer from this that I am in favor of higher protection for this industry. There is no industry to my knowledge with as strong claims for encouragement as this industry.

It is a purely native industry. Every feature in connection with it, except, perhaps, the item of fuel, is purely Canadian. I do not pretend to be either a free-trader or a protectionist; I believe that our tariff should be arranged on business principles. We should meet the conditions as they exist and adjust them to suit the circumstances; and in discussing this question with the Minister of Finance, I have taken the grounds that there should be a countervailing duty on bounty-fed sugars and that the tariff should either be increased to afford some reasonable encouragement or else that there should be a bounty given for a term of years.

J. C. Taylor, wholesale and retail crockery and lamp goods merchant, Hamilton, Ont., is dead.

## DEPARTMENT OF ADVERTISING SUGGESTION AND CRITICISM

Edited by

W. Arthur  
Lydiatt,

TORONTO.

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

It is our intention to make this department a regular feature of THE CANADIAN GROCER. To make it the more interesting to our individual subscribers we invite them to write Mr. Lydiatt telling of their situation, the difficulties they have met with in getting adequate results from their advertising, and sending samples of their ads. to receive his impartial criticism. If you want to know how your advertising can be improved, ask.—THE EDITOR.

THERE are periods in the experience of every retailer when he becomes temporarily enthusiastic over the business-building opportunities that lie in good advertising.

He has read of the success of others through the adoption of certain progressive methods; he has heard about men situated like himself who have "made things hum" by continually keeping at it.

In one form or another he gets an unlimited amount of advertising logic handed out to him. He reads in his favorite trade paper about "how he should do it." The solicitor for the local newspaper is continually dunning him for an ad., reminding him with each visit of the opportunities for getting new business he is missing by not having his ad. in the paper which is read by all the people to whom he looks for patronage.

In his quieter moments he ponders over these things, and no man who is anxious to make a success of his business can get away from the influence of this kind of talk for long.

Finally, he decides to "try it for a while."

He contracts for a certain amount of space in the local papers, and then sits down to write an ad.

The fact that what he is about to prepare is going in print makes him very particular what he says and how he says it. He is impressed with the necessity of making it read "nice," and it is quite natural that he should be. The fact of his giving serious attention to the "copy" is an encouraging sign.

In order to make sure that his ad. will be noticed, he thinks he ought to say something startling, so he looks through his competitors' ads. and racks his brain to try and think of some scheme or bargain that will "go them one better."

He tries so hard to think of something "big" to say that he overlooks all the little things that go so far in making an ad. interesting and effective.

It doesn't lie in the province of the ordinary retailer to do "big" things

comparatively speaking, so, after repeated efforts to write something out of the ordinary, he finally falls back on a formal announcement, which runs something like this:

John Smith Grocer  
Main St.

Fancy & Staple

**GROCERIES**

Everything first-class and  
up-to-date.

Prices to suit the purse.

Come and see me.

While this kind of publicity may do him good—almost any kind of an effort will do some good—it falls far short of the possibilities. The fact that the same thing has been said hundreds of times before by as many different grocers, and that it really conveys no meaning either to your mind or anyone else, detracts from its effectiveness.

If our retailer has never advertised before, however, and does not know that but very few results ever come from this kind of an ad., he'll probably decide that it will do.

He watches its first appearance with a great deal of interest, possibly because it gratifies his vanity to see his name in the paper. For awhile this interest in his advertising space continues. Perhaps he will change the copy once or twice, because he has read that he ought to, but it is usually the case that as soon as the novelty has worn off, he begins to lose interest in the appearance of his ads.—or I should say, ad.—and his space to all intents and purposes becomes dead. At the newspaper office his is regarded as a "standing" ad.

Is it any wonder that a great many retailers cannot understand all this talk

about the power of advertising in getting new business?

Do you ever wonder why your advertising does not bring you the results you expect? Is this the reason?

The public usually take about as much interest in a merchant's ads. as he does himself.

If he changes the copy every issue, most people will read each new ad. as it appears, if for nothing else than to see what is new in his store.

But if he doesn't take enough interest in his advertising space to use it to give the public the news of his store, he should not expect them to give his advertising, or his store, any attention. It is, therefore, not surprising that his advertising space remains unnoticed, and that his advertising expenditure is practically a dead loss.

People read the papers for the news they contain. They no more think of reading the same ad. every time it is published than they would think of repeatedly reading the same item of ordinary news.

To get the best results from your advertising it is necessary to change your ad. every time the papers in which you advertise are issued—even if it be every day.

And if you're ever stuck for something to say, think of what the traveller said when he sold you the goods—think of the reasons why you bought that produce from the farmer—and if this "talk" was good enough to sell the goods to you, it will likely prove effective in re-selling these goods to the public.

It isn't talk alone that sells you your stock, nor is it talk alone that sells that stock to the public. You usually have some samples.

Neither is it talk alone that will show you how to advertise your store—you must have some samples. That's why I am going to publish a few specimen ads. at frequent intervals, and to assist still further, these ads. will be "seasonable." They'll be ads. that you can use with good

THE CANADIAN GROCER

# It Has Got to Come.

YOUR BULK TEAS HAVE  
GOT TO BE MADE AS PER-  
MANENT IN Quality and Price

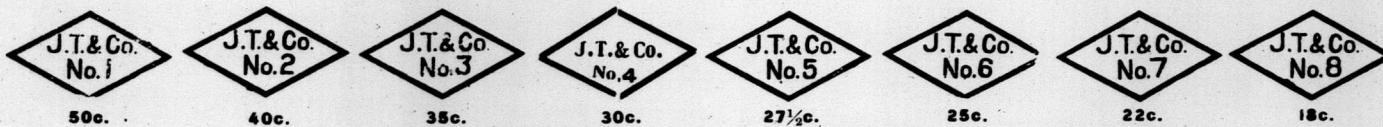
As Any Other Staple Article.

## Tetley's Bulk Blends Are That.

We absolutely guarantee that the Teas you buy now will be replaced for you at same price and quality any time you want to buy, excepting under extraordinary circumstances.

You can buy any quantity from 25 lbs. up, send a sample order and be a future regular customer.

As Follows:



CEYLON GREEN

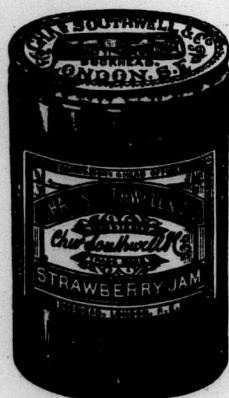


HUDSON'S BAY CO., F. W. HUMPHREY, SNOWDON, FORBES & CO.,  
WINNIPEG TORONTO. MONTREAL.

## Southwell's

(Pure Fruit)

## Jams



are just what you want to bring trade and keep trade. They are the best that can be made.

WRITE FOR PRICE LIST, ETC.

FRANK MAGOR & CO.

403 St. Paul St., MONTREAL.

DOMINION AGENTS

## ART POTTERY



### "WEDGWOOD."

Genuine Wedgwood Ware in all the newest shapes.



### "ETRUSCAN" WARE.

A beautiful effect in Olive Green and Buff Colors, with relief figure in white.



### "SCOTCH MOTTO" WARE.

All the popular, odd shapes in brown and white goods with assorted Scotch mottos.

WRITE FOR ILLUSTRATED PRICE LISTS

NERLICH & CO.

140-8 Front St. West.  
(Opposite Union Station)

TORONTO

Sample Rooms—MONTREAL and QUEBEC.



**CONDENSED OR "WANT" ADVERTISEMENTS.**

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

**FOR SALE.**

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

**AN OLD ESTABLISHED BUSINESS** IN the Annapolis Valley—fancy and staple groceries, flour, feed, coal, etc. Stock about \$5,000. Good family trade. Apply box 13, CANADIAN GROCER, City. 14

**CONFECTIONERY**, great bargain, large store, with or without dwelling and stable, on West Queen street. Apply to 179 Markham street. f

**FOR SALE**—in Kingston—an old established grocery and liquor business; good reasons for selling. Address X. Y. Z., 334 University avenue, Kingston Ont. f

**FOR SALE** or rent—new bake shop and store; good opening for right man; adjoining Sault Ste. Marie, where there are great improvements going on. For particulars address E. Baldwin, Steelton P. O. f

**FIVE** hundred dollar secures restaurant, clearing eighty dollars monthly above expenses. Reliable Agency, Room 31, 2½ Queen east. f

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

**GOOD** general store business for sale in booming town in New Ontario; small stock; new and well assorted. Box 6, Blind River. f

**SITUATIONS VACANT.**

**YOUNG** man wanted—willing to travel—salary; expenses paid. Write Dominion Office, Carlaw Building, Toronto. f

**BOY** to drive butcher wagon one accustomed to business; references. 469 Yonge street. f

**BAKER**—young man as apprentice, or with some experience; good shop; state pay; to come at once. J. M. Dooley, Guelph. f



**TANGLEFOOT**

SEALED STICKY FLY-PAPER.

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

**Geo. Wells & Matthews**

Established 1890.

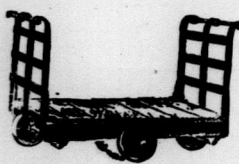
Commission Merchants,  
Live Stock, Grain and Produce Salesmen,  
**SYDNEY, N.S.W., AUSTRALIA.**

We are prepared to act as Canadian agents for shippers of flour and all lines of produce. Communications invited, consignments received, and information supplied as to market value here.

**Head Office:**  
Corporation Buildings, Sussex St.,  
Cable address: "Wells" } **SYDNEY, N.S.W.**  
Code: A. B. C.

**TRUCKS**

for **Warehouse**  
and **Factory.**



Save You Money  
Do Men's Work  
Draw no Salary.

Our Trucks are guaranteed satisfactory.  
Turn in their own length.

**MADE IN CANADA.**

**H. C. Slingsby for Canada.**

Factory, Ontario Street, Temple Building, **MONTREAL.**

**WE KEEP ALL CODES.**

A. B. C. Code, 4th Edition.....	\$5.00
A. B. C. Code, 5th Edition.....	7.00
A1 Code.....	7.50
Robinson's Code.....	1.50
Armsby's Code, 1901 Edition.....	2.50
Economy Code.....	2.50
Scattergood's Fruit Code.....	5.00
United States Code.....	3.00
Arnold's Tobacco Code.....	2.50
Baker's Potato Code.....	2.50
Broker's Code.....	1.00
Citrus Code.....	2.00
Index Code.....	2.00
Universal Sugar Code.....	1.00
National Coffee Code.....	1.00
Riverside Code 1890 and 1901.....	3.00

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

**THE NATIONAL COFFEE CODE**

**AXTELL'S**

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

**Price, \$1.00 Postpaid.**

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

**THE UNIVERSAL SUGAR CODE**

**AXTELL'S**

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

**Price, \$1.00 per copy Postpaid.**

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

**AMERICAN CODE COMPANY**

**83 Nassau Street, - NEW YORK CITY.**

Discount to dealers only.



When a  
Grocer  
Sells his  
Customers

**Clark's  
Lunch  
Tongue**

he gives them the Best  
Obtainable and Perfect  
Satisfaction.

**Going to  
Re-Decorate?**

Why not enjoy the practical advantages offered by our

**Metallic  
Ceilings & Walls**



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

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

**Metallic Roofing Co. Limited**  
**TORONTO.**

## The Man Who Buys —

FOR HIS SEASON'S REQUIREMENTS EARLY—USUALLY BUYS RIGHT.  
FROM PRESENT INDICATIONS THE EARLY BUYER THIS SEASON WILL HIT  
IT RIGHT, IF HE PLACES HIS ORDER NOW FOR

# NEW PACK CANNED MEATS

YOU'LL BUY NOW—IF YOU GET OUR QUOTATIONS.  
SPECIAL FIGURES ON CLARK'S AND LIBBY'S PACKS.

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

effect just about the time I give them to you.

Those readers who may use them, might send me a copy of the paper containing the ad., as I will be interested to know that some are finding the suggestions of practical value.

The idea contained in the following ad. is a good one—especially so at this time of year. The assortment can be made up to suit your stock and prices, and to conform with your ideas of what is needed at house-cleaning time. Any grocer can make up an assortment of this kind to sell at about this price, and such an ad. at this time of year ought to interest some. If any reader uses it I would be glad to know what results he experiences, if any,

### FOR SPRING HOUSECLEANING

We have made up a special assortment of the necessaries, to be sold at a special price.

- 1 Scrubbing Brush
- 6 Bars — Soap
- 1 Pkg. — Washing Powder
- 1 Bottle Ammonia
- 1 Broom

For \$1.00

**John Goodgrocer**  
Purity Street

Here's an ad. about canned beans that will suggest ads. for nearly every other kind of canned vegetables.

### STRINGLESS BEANS

String beans without the strings—very small, very tender and very tasty.

They were plucked from the vine in the juicy tenderness of youth—fairly melt in your mouth.

These canned beans have always sold for \$ — per doz.—and sold well, too.

We have cut the price to — cents a can, \$ — per doz. cans, to give you a Monday bargain.

**Cleanman & Son,**  
THRIFTVILLE.

Let me see some of the ads. you are using now. Write and tell me about the methods you employ, or have employed, in reaching out after new business.

Tell me about your successful schemes that I may pass the idea on to other readers.

Tell me about your advertising failures—schemes that didn't pan out just as you thought they ought to.

Perhaps I'll be able to tell you why, or suggest some improvements or new ideas.

Let's exchange ideas—you give me yours—I'll give you mine. Some real benefit to all concerned is sure to be derived from this kind of co-operation.

### NOVA SCOTIA MARKETS.

HALIFAX, March 30, 1903.

THE wholesale trade throughout the last week has continued good, and a fairly large volume of business has been done. There has been, as for the last two or three weeks, unusual activity in the line of vessels out-fitting for the spring and summer fishing. Trade conditions, generally, remain good, and all the dealers are hopeful of a large business throughout the spring and summer.

Retail business is also reported good. Work is plentiful, and the laboring man has been able to spend more largely for his family during the winter than in many former years. Bills are also paid promptly, which tends to keep the retail business on a much better footing. In this line the prospects are also good for the summer season.

The produce markets have livened up considerably during the last week from the extreme dullness that had been experienced for some weeks. Produce is coming in freely, and with the depletion of winter stocks the demand is good. Butter and eggs are now coming in very freely and the price of both has declined. Eggs are now quoted at 13c., and, in fact, fresh eggs were retailed in some quarters during the week at 2 doz. for 25c. This brings the price down to such a rate that very few Montreal eggs will be imported, as has been the case for the last two months or more.

The feature of last week was the sharp advance in the price of molasses, 2c. being

the nominal advance, with the prospect that another cent may be added in the future—especially on Porto Rico. Advices last week give the quotation in Barbadoes as 14c., which is equivalent to 32½c. laid down here. The shortage in that island is given as between 10,000 and 12,000 puncheons. In other islands there may not be so extensive a shortage.

The first regular importations of molasses arrived on the 27th by the schooners Roma and Muriel. The latter brought from Humacoa, Porto Rico, 200 puncheons, 41 tierces and 19 barrels for the Dominion Molasses Co. The former brought from Antigua 208 puncheons, 38 tierces and 88 barrels for the same company. The steamer Ocamo brought from St. Kitts 15 puncheons, 10 casks and 22 barrels molasses, and from Trinidad, 135 puncheons and 1 hoghead, part of which was for the Upper Provinces.

The importations of sugar during the week were: From Jamaica, per steamer Ask, 2,571 bags. The Ask is a direct fruiter, and brought a large quantity of fruit, both for this port and to be forwarded by rail. The steamer Ocamo brought, from Antigua, 2,586 bags and 264 barrels; from St. Kitts, 6,088 bags and 309 barrels; from Montserrat, 241 bags and 171 barrels; from Trinidad, 1,020 bags.

Flour is easier, and remains at quotations already noted. Rolled oats and oatmeal are also easier. Cornmeal is still firm, with a shortage of corn for grinding. Potatoes are still quoted at the price ruling all winter. Oats are quoted at 43c., which has ruled for two or three months. Hay is slightly easier, and good quality may be bought at \$10. Feeds are all firm and at this season in fairly good demand. Considerable produce is still being shipped to Newfoundland.

During the last week there was a sudden rise in pork, P. E. Island being affected to the extent of 50c. to \$1 per bbl. The Dominion Packing Co. was paying 7½c. for dressed hogs in P. E. Island last week. Beef and other meat stuffs are coming in more plentifully, but there is no change in quotations. Western beef and lamb is still being imported to a considerable extent. Poultry and ducks are very scarce, and good stock brings a high price.

R. C. H.

# ONE AND THE SAME THING



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

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

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

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

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

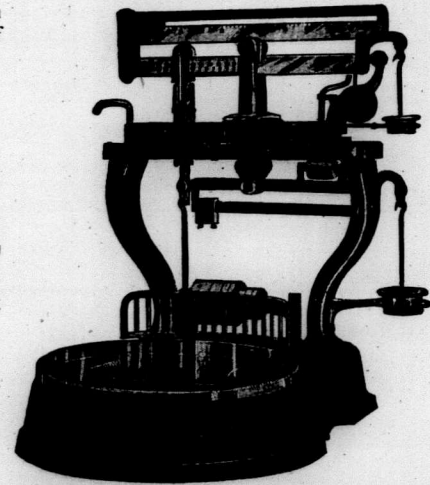
**THE COMPUTING  
SCALE COMPANY,  
OF CANADA, LIMITED**

164 KING ST. WEST, TORONTO, ONT.

MANUFACTURERS OF . . .

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

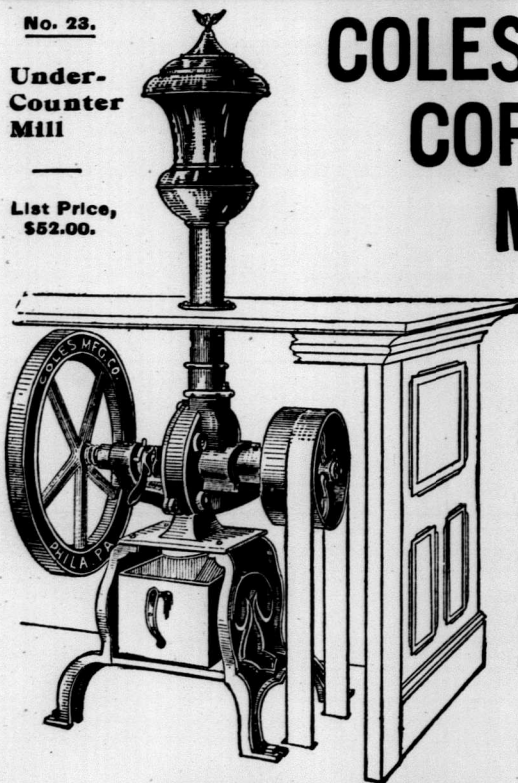
1683 Notre Dame St., Montreal, Que.  
844 Pender St., Vancouver, B.



No. 23.

**Under-  
Counter  
Mill**

List Price,  
\$52.00.



## COLES COFFEE MILLS

None better for  
Granulating or  
Pulverizing.

Our mills will  
Pulverize with-  
out heating Coffee.

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

**A GREAT  
LABOR-SAVER.**

Our Grinders  
wear longest.

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

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

Trade Mark



Steady trade is good trade. Good  
trade is made by handling good goods.

## Swiss Food

is undoubtedly the best food on the  
market to-day. It has been tested and  
tried for years and its increasing sales  
to-day prove its worth. It must be a  
pleasure to handle such goods. Take  
our advice and push it along.

**P. McIntosh & Son,**  
CEREAL MILLERS, TORONTO.



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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Subscription, Canada and United States, \$2.00.  
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Cable Address { Adscript, London.  
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**THE DOMINION REDISTRIBUTION BILL.**

IN deciding to leave to a joint committee of four Liberals and three Conservatives the preparation of the schedule fixing the boundaries under the new Redistribution Bill, the Dominion Government has taken a wise course.

Under the British North America Act, the Dominion Parliament is compelled to pass a new Redistribution Bill after each decennial census. The intention of that Act was, of course, to provide for this young and growing country adequate and proper representation in the House of Commons. The party in power, when framing this Redistribution Bill, has in the past, however, had an eye more for the strengthening of its own position in the country than thought for the principle of representation by population. As a natural result of this iniquitous policy, there was glaring distortion of constituencies. During the recent election in North Ontario, the attention of the public was more than once drawn to the elongated and unnatural shape of that constituency, which was one of the ridings that was glaringly manipulated for the advantage of the party in power.

**EDITORIAL**

The administration of Sir John Macdonald at Ottawa and that of Sir Oliver Mowat at Toronto were unlike unscrupulous in the matter of gerrymandering constituencies; and on their record in connection therewith, spots have been left which will not be eradicated in this generation at any rate.

It is probable that had the present party been in power at Ottawa when previous redistribution measures were introduced it would have done just what the Conservative party did. We know, at any rate, what its party did in Ontario during the last and previous redistribution of seats in that Province.

Politicians do not run ahead of public opinion, and public opinion in this country, we firmly believe, would not countenance the glaring and unjust gerrymandering of constituencies which have in the past characterized Liberals and Conservatives alike. We are evidently living in a new era.

The decision of the Government to restore the boundaries of counties is also commendable, simply because it is the natural and right thing to do; and if this principle is faithfully adhered to in the future, there will not be the same opportunities for gerrymandering of constituencies, for it was this manipulation of boundary lines that was the essence of the gerrymandering principle.

In referring the defining of county boundaries to a committee of the House, the precedent is only a new one as far as Canada is concerned. The principle itself was established years ago during the last distribution of seats in England, and was suggested by the Opposition and acquiesced in by Mr. Gladstone, the then Premier. But, while that may deprive any claim to originality that the Dominion Government may be disposed to set up, it by no means robs it of the credit that certainly accrues to it from the character of the present Redistribution Bill, which was introduced in the House on Tuesday by Sir Wilfrid Laurier.

Coming, as it does, when the country is agitated, pained and humiliated by the bribery charges at Toronto, the Redistribution Bill at Ottawa tends to cause one to think less harshly of the political parties.

**The  
Canadian Grocer**

**CANADIAN FUNDS ABROAD.**

THE day when the operations of the Canadian banks were confined to the limits of the Dominion have gone by. Not only, as we pointed out a short time ago, are our banks opening branches in the United States and elsewhere, but it is significant that they are lending large sums of money abroad for commercial and financial enterprises.

According to the Government report for February, no less than \$76,787,065, in the shape of call, short loans and current loans, were invested in countries outside Canada, largely, of course, in the United States. Of this sum, \$44,668,557 were in call and short loans, and, no doubt, were for the benefit of operators in Wall Street.

The presence of Canadian funds on the New York market is attracting quite a little attention from the financial press of that city, and, to quote one of them, this circumstance has been taken earnest and friendly cognizance of by operators there.

As an evidence of the growth and wider ramification of the Canadian banks, this is, as far as it goes, a matter for congratulation, but there is still another side, which at the present moment is attracting some attention. In Canada the money market is, just now, by no means on the easy side, and speculators as a consequence find their operations somewhat curtailed.

Perhaps this is not an unmixed evil, for easy money means greater opportunities for speculations in margins, which, on sound business principles, cannot be but deprecated. At the same time, however, it does seem a little out of place that, while funds are rather limited in the home market, over \$44,500,000 of Canadian money should be out in call loans on Wall Street, assisting the speculators there.

In Maine there is a law which imposes a tax on money loaned outside the State. To most people this will appeal as being an arbitrary law, but it is not surprising that there are men to be found in Canada just now who are advocating that a similar measure should be adopted in this country.

With the blossoming of Spring there promises to come the fruits of a good trade.

## THE WHOLESALE GROCERS' AMALGAMATION.

THE organization of a company composed of a number of wholesale grocers in Toronto, Hamilton and other Ontario points has been completed and an Ontario charter will be applied for at once.

The company will be known as The Canada Grocers, Limited, and its head office will be in Toronto.

The capital of the company will be \$5,000,000, of which a large portion has already been taken up. The balance of the stock, it is expected, will be subscribed for very shortly by other firms in the Province.

The objects of the new company will be to extend business by establishing branches at growing points in Ontario and the great and growing Manitoba and the Northwest; to provide more systematic and efficient service to the retail trade; to be in a position to furnish cheaper goods to the retailer by reason of large buying; to specialize certain branches of the trade and to manufacture when necessary.

Mr. F. C. Letz and Mr. N. M. Letz, of Chicago, are identified with the company. These gentlemen are in the wholesale grocery trade in the United States and are connected with similar amalgamations there.

The volume of trade of the houses who have already taken stock in the company aggregates about \$10,000,000. It is intended to preserve the identity of the various firms forming the company. There will be no reduction in the travelling staffs of the houses, but a probable increase, as it is intended to make a more frequent and systematic canvass of the retail trade. This will be done by sub-dividing the territory, so that a traveller will call at least once a week on every retailer. Instead of a Hamilton or Toronto traveller, for instance, wasting time and railway fare going to Windsor before beginning his weekly route, he will work near his own centre, and the travellers from the Windsor or Chatham branch of the company only will cover that field.

The promoters of the company have many schemes in view for the future for further developing the idea upon which the amalgamation is founded, but they are not prepared to make any announcement at present; in fact they expect it will take them some time to complete their present plans for thoroughly covering the territory they contemplate occupying.

They say there is no outside capital necessary to successfully finance the corporation.

### A GRAVE DANGER TO BUSINESS.

IN spite of the good times which the country has enjoyed, and is enjoying, one cannot but look with alarm on the spirit of stock-market speculation which possesses so many business men in Canada to-day.

The immediate result of speculation is that those who practice it must perforce devote time and attention to it. The markets must be watched, brokers and other authorities consulted. It is only those who devote attention to the speculative market that can hope for one moment to be successful. This attention business men cannot afford to give unless they are prepared to let their business go by the board. No matter how profitable a business may be, it must be watched and cared for; it must have undivided attention.

Success in the stock market comes to but the few. The many are unsuccessful. If there is a lottery it is the stock market. Nothing is more fickle; nothing is more uncertain, not even a horse race.

There may be uncertainty about mercantile enterprises, but the mercantile enterprise is certainly itself compared with the general characteristics of the stock market. If business is properly conducted and backed by adequate capital, there is not much doubt about its success. It is as reasonably certain of success as anything can be certain.

The attractions of the stock market are, no doubt, very great. The thought of getting rich without spending long years of labor in office or in warehouse is unquestionably alluring, and particularly when the market is ruled by "bull" influences. But business men should stop and think before making the first venture, for there is not only the resultant loss which comes from neglect of business to be taken into consideration, but there is a very great danger of the market being controlled by "bearish" influences, and, what is worse, to be struck by panics.

What a "bear" raid means, not a few have learned to their sorrow during the past few months. Fortunately, we have not yet experienced the reality of a panic on the stock market, but we have come dangerously near it more than once within the last few months. Some

day we shall experience the reality. We have in the years gone by, and history repeats itself in financial as well as in political affairs.

Should a panic strike the stock market business men who have money up on margins will be placed in a dangerous position, and the more they have pinched their capital for the purpose of speculation the greater financially will the squeeze be upon their legitimate business.

Business men cannot too carefully ponder over this matter.

### "WOLF! WOLF!"

THE fine old fable of the man who called "Wolf! Wolf!" when there was no wolf, and called in vain for help when one appeared, should be taught to the young of Barbados who are thinking of entering the molasses export business. They might then recover the reputation for veracity which no doubt their forefathers had, and deserved, before they found out how easily foreigners swallowed the annual statement that the crop is short and prices are bound to soar.

At the opening of the molasses season, the crop was reported several thousand puncheons short, owing to damage; then the weather was brought into play and further reduced the amount for export. It will be remembered that the great eruption of La Soufriere was used; they said that a dense shower of red dust had descended on the Island and done much damage. Anything from an earthquake to a sunspot that happened to come near Barbados was duly reported, with the amount of damage it had done the molasses crop.

Still importers here held off. The price went to 14c., to 15c., to 16c., to 16½c. in Barbados. Then when foreigners still refused to buy, the molasses men in Barbados became disgusted with our stupidity and the price went down to 15½c., and now to 15c. We are not told what became of the wolf.

The present drop in prices at Barbados may be recovered, but importers do not think so. They are looking for further declines. It is little wonder, especially considering the low price of sugar, that buyers refused to place orders at the advanced prices; but is it not also that the time-honored reports from the Island, of small crops and advancing prices, have got to be altogether too familiar in foreigners' ears, and they are paying no attention to them?

"The market is getting to be a humbug," says one importer, and his remarks are very likely to be echoed by the others.

## ON PARLIAMENT HILL

RUMINATIONS  
by  
"ZED."

LAST week was to a large extent farmers' week in the House, for after the long discussion on the cattle embargo in Great Britain, the matter of cattle guards aroused a great deal of interest on Thursday.

In this case, however, the general public is more nearly interested than in the former, for in these days the "Travelling Public" and the "General Public" are one and the same thing. Thus it comes about that legislation which in any way tends to lessen or increase the cause of railway accidents is of vital interest to all, and possibly of special concern to those engaged in trade, whose business necessarily entails a large amount of travelling. The law as it at present stands requires the railways to maintain "suitable and sufficient" cattle guards where highways and railways intersect, but this is made nearly a dead letter by another statute which requires all cattle to be under human control if within half a mile of the railway crossing. Thus if a farmer's fence blows down in the night and his cattle stray to the highway and from thence to the railway right of way and are killed, the railway is not liable, even though it has no "suitable and sufficient" guard, even though it has no guard at all, because the minute the farmer comes into court the railway says, "Your cow was not under control when within half a mile of the railway, you are yourself a law-breaker, and so cannot be heard." This very unfair state of things has continued for many years, until the farmers have become very much embittered, and no question in rural Ontario is arousing more feeling than this one. Injustice long sustained invariably breeds unfairness in return, and now the farmers are demanding a bill which will make the liability of the railway absolute, no matter how great the carelessness of the farmer may have been in the letting of his cattle on the road, or even if he has purposely turned them on the road to pasture. Now this is where the travelling public comes in, for cattle killed on the track frequently mean trains derailed with consequent injury to the passengers, and it is contended strongly by those opposing the "Lancaster Bill," that its passage would greatly increase railway accidents. The matter was before

Parliament last Session, and after three days spent in the Railway Committee and a long and very warm debate in the House, it was laid over until this Session, on the promise of the Minister of Railways that a commission would issue to enquire into a suitable guard, and that this Session the Government would take action in the matter.

The main excuse of the railways for not maintaining guards that would turn cattle was that no kind had yet been discovered which was perfect for that purpose, and so the Cattle Guard Commission, besides taking evidence in many parts of the country, has devoted many weeks to the practical test of various guards, all inventors being given a good fair chance in the Exhibition Buildings at Ottawa.

The daily papers for a long period had accounts of these tests, in which a one-eyed steer, endowed by nature with a wonderful intelligence, and by man with an excellent appetite caused by a 24 hours fast, again and again crossed the pet machines of clever mechanics for the pleasure of taking an afternoon tea on the further side. While no guard was found which would turn each and every animal, many were exhibited which would undoubtedly deter 90 per cent. of cattle wandering along the highway, and so it would seem that the Commission has not been time and money wasted. Strange to say, Mr. Lancaster, after agreeing last Session to wait the report of this Commission, again introduced his Bill, and while the first reading was allowed to pass unopposed, a motion made by Mr. Blair to refer the Bill to the Railway Committee was opposed, and a division had upon it. The result was that the motion carried by a large majority, and there will now be an opportunity to discuss with the greater freedom obtainable in the Railway Committee the new material which the report of the Commission, soon to be submitted, will furnish to the members.

It is to be hoped that something can yet be done to remove the existing undeniable grievance under which the farmers suffer, without substituting for it a grievance just as real for the railway companies, and which, as above pointed out, might result injuriously to the public at large.

\* \* \*

ON Tuesday, the 24th of March, about three hours of the time of the House was taken up with discussing the British cattle embargo in relation to the Canadian cattle trade. So important is this line of commerce to Canadians in general that no one can object to the expenditure of time, and while party spirit may to some extent have crept in on both sides, the debate was in the main business-like and profitable. The question was raised by Mr.

*The Cattle Embargo.*

Bell, of Pictou, who asserted that the application of the Diseases of Animals Act of Great Britain to Canadian cattle was unjustifiable, that Canadian cattle at the time of the passing of the Act were and have since been free from contagious diseases, and that the application of the Act has an injurious effect upon the cattle trade of Canada. Thus far the debate developed a remarkable uniformity of opinion upon both sides of the House, but from the party standpoint the sting was in the tail, the last paragraph reading. "This House regrets that this Government has not succeeded by more vigorous protests, or by other effective steps, in finding means to obtain the removal of the existing unjust restrictions on the sale of Canadian cattle in Great Britain."

Three points were pretty well established during the discussion: First, that the Canadian herds are not only much freer from disease than are the herds of the Old Country, but that they are absolutely devoid of pleuro-pneumonia, the particular kind for fear of the spread of which the British Act was passed in 1892. Secondly, that the necessity to slaughter all cattle 10 days after their landing in Britain meant very serious loss to the Canadian exporter, and thirdly, that the continuance of the Act long after the chairman of the Board of Agriculture had admitted the non-existence of disease in Canadian animals was unfair to the Canadian breeders, indicating an unhealthy state in our herds which did not there exist.

Mr. Sherritt, member for North Middlesex, in a very fair and common sense speech, urged the advisability of getting an extension of time to, say, 20 days from time of landing till the time of slaughtering, since it seemed at present quite impossible to procure the abolition of the Act.

It was pretty clearly proven that the reluctance of the British Government to remove the restriction was nothing more nor less than a wish on its part to afford some protection to the cattle-breeders of the Mother Country, but, of course, in Free Trade England it is better to brand unfairly the output of Canada than to admit for a moment that such a dreadful thing as protection is admitted in even a small degree.

After the Prime Minister had asserted that the matter was brought up in the Imperial Conference and its discussion rejected because it was a matter of local consequence to Canada, and not of general interest to the Empire, it being handed over to the Postmaster-General to argue out with Mr. Hanbury, and after Mr. Haggart had stated that he and his friends of the Opposition desired unanimity on this subject, the motion was withdrawn by Mr. Bell.

If you still adhere to the belief that you can build and hold a trade with Japan Teas in the face of the fact that **"SALADA" NATURAL CEYLON GREENS** are on the market in competition, you must cherish some queer ideas of "The Survival of the Fittest."

- || Mark our words, you simply can't do it, because the public have a happy knack of finding out "Superior Worth." Yes, even quicker than you may give them credit for.
- || This is why the consumption is gaining headway so fast, bringing down Japan imports 50 per cent. in the past three years.
- || Your opportunity is "TO-DAY," not some time in the future when others have gotten away with your trade—"Once lost, hard to regain."

"SALADA" Natural GREEN Teas are sold in Sealed Lead Packets only—same form as the Celebrated Black Teas of "SALADA" Brand.

CORRESPONDENCE  
SOLICITED

"SALADA" Toronto or Montreal.

Selling honest goods is the maxim that has made many grocers rich men.

The little tricks of the trade don't go any longer except with the grocer who is always changing his address.

## SUNLIGHT SOAP

is honest soap, you know it and your customers know it. It will pay you to satisfy your customers' demands for good soap with Sunlight Soap.

LEVER BROTHERS, LIMITED, TORONTO



As Popular as Ever!

**Lily White Gloss Starch**  
in Toy Trunks.

Handsome and Useful Package Carrying Goods of  
Highest Quality

**Brantford Starch Works, Limited**  
Brantford, Ont.







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

**HIDE BUYERS WANTED.**

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

**C. S. PAGE, Hyde Park, Vermont.**

Established 1869.

**A. GIBB & CO.**

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

Consignments solicited. Prompt returns.

**83 COLBORNE ST., TORONTO**

**Butter Cheese  
Eggs Poultry**

Consignments Solicited.  
Highest Prices. Prompt Returns.

**The Wm. Ryan Co.,  
... Limited.  
70 and 72 Front St. E., Toronto.**

**BUTTER and EGGS**

— WE ARE —

**BUYERS and SELLERS**

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

**Rutherford, Marshall & Co.  
Wholesale Produce Merchants,  
TORONTO.**

The **DAWSON** Commission  
**Co., Limited**

**FRUIT, PRODUCE AND  
COMMISSION MERCHANTS.**

Cor. Market and  
Colborne Streets, **TORONTO**

**McGregor's Home-Made  
MARMALADE**

The best thing on the market.  
Strictly Clean and Absolutely Pure.

PACKED IN  
Quart Gems—16-oz. Glass—10-oz. Glass.

Try sample shipment. Write for prices.

**CLEMES BROS.,  
TORONTO.**

**THE MARKETS**

Californian navel oranges, per box	2 75	3 50
Mexicans	2 50	3 20
Valencias, 7 1/4's	5 50	6 00
" 4 1/2's, large	5 50	6 00
" 4 1/2's, small	4 50	4 75
Tangerines, per half box	2 50	2 75
Seville	2 50	2 75
Pineapples, per case	4 50	4 50
Grape fruit, per box	3 50	4 00
Malaga grapes, per bbl.	6 00	7 00
Jersey cranberries, per bbl.	10 50	10 50
Sweet potatoes, per bbl.	5 00	5 25
Bananas, per bunch for ordinary	1 35	1 75
" large bunches	1 75	2 50
Californian lemons	2 75	2 75
Messina	2 50	2 75
Cucumbers, per doz.	2 35	3 00
Strawberries, per qt.	0 50	0 60
Tomatoes, per crate	4 25	4 50
Canadian apples, in bbls.	1 75	2 50
Spanish onions, per crate	0 65	0 75
" per case	2 00	2 00

**VEGETABLES.**

There are no fluctuations in the vegetable market this week, either in the price or general demand. As was said last week, this is the season of the year when the vegetable market is very steady, nor can any change be looked for until the field-grown vegetables make their appearance, which will not be for some time yet. We quote:

Cabbage, per doz.	0 40
Cabbage (red), per doz.	0 50
Carrots, per bag	0 40
Parsnips	0 50
Turnips	0 30
Onions	0 75
Beets	0 50
Lettuce, per doz	0 35
Mint and parsley, per doz	0 40
Artichokes, per peck	0 25
Fresh onions, per doz. bunches	0 10
Rhubarb	1 00
Radishes, per doz. bunch	0 40
Mushrooms, per lb.	0 60

**COUNTRY PRODUCE.**

The market is well supplied with eggs, and the increased demand is amply met resulting in a still further fall in price of 1c. per dozen. Many dealers who had anticipated better prices for the Easter trade are now disappointed at the prospects. Should the supply continue to increase the probability is for a fall to unremunerative prices.

Referring to the note in our last issue in regard to egg exportation, it is interesting to note that the loss amongst Canadian dealers is estimated at upwards of \$100,000 last year. Exporters are, therefore, resolved that unless eggs can be obtained at something like 3c. per dozen lower than heretofore, the trade cannot be continued at a profit. According to present outlook, however, it is probable they will be able to continue exporting. We quote:

New laid	Per doz.	0 11	0 12
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**BEANS.**—There is little trade now doing in beans and prices remain unchanged. We quote:

Handpicked	Per bush.	2 00	2 25	Prime	Per bush.	1 50	2 00
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**DRIED AND EVAPORATED APPLES.**—There is no movement in these goods, the abundance of green fruit still ruling the market. We quote:

Dried apples	Per lb.	0 04	0 04 1/2	Evaporated	Per lb.	0 06	0 06 1/2
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**HONEY.**—Trade continues small and the prices unchanged. The incoming season's syrup causing decline in demand. We now quote:

Extracted clover, per lb.	0 08 1/2	0 09
Comb, per doz.	1 50	1 75

**POTATOES.**—The expected brightening up of the potato market has not taken place as yet. There are no longer shipments coming from the Maritime Provinces, or at least very few. Ontario shipments have been arriving in greater numbers during the past week, but the quality of the potatoes is not very good and consequently the market is not affected much. The city trade is much better now

The Canadian Grocer

**CANADIAN MEATS**

**CHEESE and BUTTER.**

Consignments handled in—

**London, Liverpool, Glasgow,**

or sold cost freight and insurance.

**WHITELEY, MUIR & CO.,**

Head Office, 15 Victoria Street.

**LIVERPOOL, - ENGLAND.**

SEND YOUR NAME if you have, or will get,



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

**H. J. ASH**

**WHOLESALE FRUIT and PRODUCE  
COMMISSION MERCHANT.**

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

66 Colborne Street, - TORONTO.

**WILLARD & CO.**

Wholesale Produce and Commission Merchants.

Consignments Solicited of

**BUTTER, EGGS, POULTRY**

and all kinds of Produce. Prompt returns.

86 Front St. E., - TORONTO.

Winnipeg Brokers.

**M. B. STEELE**

Wholesale Commission Merchant  
and Broker.

Correspondence and Agencies Solicited.

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

**E. NICHOLSON**

Wholesale

Commission Merchant

and Broker.

Correspondence Solicited from  
Manufacturers and Shippers.

**WINNIPEG, MAN.**



# Teas, Groceries, Provisions, Wines and Liquors.

The Largest Stock  
The Greatest Variety  
Prices the Lowest

## HUDON, HEBERT & CIE MONTREAL.

THE MOST LIBERALLY MANAGED FIRM IN CANADA.

COMADRE FIGS, Tapnets reputed 15 kilos or 33 lbs .	\$1.00	PER TAPNET.
VICTOR BRAND CHOICE EVAPORATED PEACHES, 50-lb boxes, - -	8c.	PER LB.
VICTOR BRAND CHOICE EVAPORATED APRICOTS, 50-lb. boxes, - -	9c.	"
THREE-CROWN CALIFORNIA LOOSE MUSCATELS 50-lb. boxes, - -	7½c.	"
BORDEAUX SHELLLED WALNUTS, 55-lb. cases, -	25c.	"
LOG CABIN, 2-lb, Succotash, - - - -	85c.	PER DOZ.
SIMCOE LYNN VALLEY, 2-lb. Strawberries, - -	1.25	"
O'LEARY JUBILEE BRAND, 2-lb. Blueberries, -	1.00	"

**HUDON, HEBERT & CIE,**  
MONTREAL.



## THE MARKETS

The Canadian Grocer

\$4.50 for granulated is doubtless the correct one. There is considerable Wallaceburg sugar being sold here just at present. Retail men claim there is a steady inquiry for it, and so far the quality is stated to be satisfactory. We quote:

Granulated sugar	.....	34	50
Bright yellows	.....	3	95
Syrups	.....		
Extra bright	.....	0 03	0 03
Medium	.....	0 02	0 03
Glucose, in bbls.	.....	0 03	0 03
Molasses	.....		
New Orleans, per gal.	.....	0 31	0 33
Porto Rico	.....	0 40	0 45
Barbadoes	.....	0 45	0 50

**EVAPORATED AND DRIED FRUITS.**  
—There is nothing new to say along any of these lines. Prices are firm and trade is steady, and that includes the news of the whole situation. We quote:

Peaches, according to brand	.....	0 08	0 09
Pears	.....	0 09	0 10
Neerines	.....	0 08	
Silver prunes	.....	0 08	
Black pitted plums	.....	0 08	
Evaporated apples	.....	0 06	0 07

**PRUNES—We quote:**

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

**RAISINS—We quote:**

Fine off-stalk Valencias	.....	2 35	
Layer	.....	8 60	
Sultanas	.....	0 07	0 10
2-crown muscatels	.....	0 07	
3-crown	.....	0 08	
4-crown	.....	0 08	
Seeded	.....	0 10	0 10

**CURRENTS—We quote:**

Fine Filiatras, in cases	.....	0 05	0 05
Cleaned Filiatras	.....	0 06	

**DATES—We quote:**

New dates, in cases	.....	0 05	0 07
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**FIGS—We quote:**

56-lb. bags, cooking figs	.....	0 04	
In mats	.....	0 04	
Table figs, according to brand	.....	0 10	0 13

**CEREALS.**—There is a steady trade in cereals, more particularly in package goods, and Force continues to be a first favorite on the market. Prices in all lines are without change.

### PERSONAL MENTION.

Mr. Chas. Chaput has left St. Augustine, Florida, for Washington, where he will spend a fortnight.

### PRESIDENT MARSHALL.

Mr. Marshall, of the Aylmer Canning Co., will be president of the new company formed to take over a number of the leading Ontario canning companies. Those who know Mr. Marshall best say the selection is a good one.

### A SPICE FIRM'S NEW BUILDING.

Todhunter, Mitchell & Co., spice manufacturers, Adelaide street east, Toronto, have purchased the building belonging to the Smith estate at No. 7 Front street east, formerly occupied by The Toronto Biscuit and Confectionery Co. This building, which was damaged by fire some months ago, is being thoroughly overhauled preparatory to its occupancy by the new owners.

### A FOOD OF NUTS, WHEAT AND OATS.

A notice appeared in THE CANADIAN GROCER a few weeks ago to the effect that John Sloan & Co., Toronto, had been appointed agents in Canada for "Strengthfude," the breakfast cereal, invented by

Bernard McFadden, the athlete, who made up the recipe with a view to supplying himself with a food for his own requirements. Sloan & Co. report that the food is taking exceedingly well and that a large business is anticipated for it in Canada. "Strengthfude" is a composition of wheat, oats and nuts. It is held to be entirely different from any other food on the market in its composition, and for people who are looking for something in the way of foods that are healthful and nutritious, "Strengthfude" is strongly recommended.

### PROHIBITION OF CIGARETTES.

On Wednesday the following resolution was submitted to the Dominion Parliament by Mr. Bickerdike, Montreal: "That this House is of the opinion, for the reasons set forth, that the right and most effectual legislative remedy for the evil of cigarette smoking is to be found in the enactment and enforcement of a law prohibiting the importation, manufacture and sale of cigarettes."

The question aroused considerable discussion, and as the Premier asked that the motion be treated as independent, the vote was not of a party nature. The resolution was finally adopted, on division, by 103 to 48.

It will be understood by all, however, that this resolution will have to be followed up by a Bill along the same lines before the manufacture and sale of cigarettes can be prohibited.



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

## Dwight's "Cow Brand"

### JOHN DWIGHT & CO.

34 Yonge Street, Toronto, Ont.



## "Chinaman's Lament"

Yes, we have to return to the Celestial Empire, for it is impossible to make a living in Canada since

## Chinese Starch

has made its appearance.

By using this Starch every woman and child can do just as good work as we could do.

Retails at 10c. a package, giving retailer good profit.

Have you some in stock? Send us a trial order.

Every package guaranteed.

### OCEAN MILLS, Montreal

RECEIVED  
JUL 24 1905  
Page 168  
J.M.S.

## NEW OFFICES.

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

Mail orders receive prompt attention.

Samples furnished on application.

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

**Toronto Branch, 29 CHURCH ST.**  
TELEPHONE MAIN 204.

Telephone Bell Main 65  
Merchants 522.

Telephone orders receive prompt attention.

### BUSINESS CHANGES.

#### DIFFICULTIES, ASSIGNMENTS AND COMPROMISES.

Geo. B. Reed, general merchant, Glacefield, Que., has assigned.

Obed A. Hamm, general merchant, of Mahone Bay, N.S., has assigned.

E. W. Sager, general merchant, MacGregor, has assigned to C. H. Newton.

Pierre Drouin has been appointed curator for J. H. Rousseau, grocer, Quebec.

L. J. Giroux, grocer and liquor dealer, Berthier, Que., has assigned to Lamarche & Benoit.

J. H. Senneville, grocer, Nicolet, Que., has compromised at 50c. on the dollar, cash.

Leeder & Parsons, general merchants, Quyon, Que., have assigned to Kent & Turcotte.

A meeting of the creditors of L. J. Giroux, grocer, Berthier, Que., will be held on April 6.

A meeting of the creditors of Leopold Leger, trader, etc., Lachine, Quebec., will be held on April 4.

A meeting of the creditors of Leeder & Parsons, general merchants, Quyon, Que., will be held on April 8.

Eug. Laferriere, general merchant, St. Julienne, Que., is offering to compromise at 40c. on the dollar cash.

A meeting of the creditors of Moise Daignault, general merchant, St. Etienne

de Beauharnois, Que., will be held on April 2.

Thomas O'Leary, general merchant, Thurso, Que., offered to compromise at 25c. on the dollar, and the offer has been accepted.

W. Lawrence Allison, grocer, of Essex, Ont., has assigned to Harry O. Draykin, and a meeting of the creditors will be held on April 7.

H. C. Killens, general merchant, Dunnville, Ont., has assigned to C. S. Scott, Hamilton, and a meeting of the creditors will be held on April 5.

E. A. Patterson, merchant, Hillsburg, Ont., has made an assignment to Francis L. Smiley, and a meeting of the creditors will be held on April 3.

M. Gelinas, general merchant, Grand Mere, Que., has assigned; V. E. Paradis is pro. guardian; and a meeting to appoint a curator is called for April 6.

#### SALES MADE AND PENDING.

Leclerc & Frere, grocers, Montreal, have sold out.

John Croden, grocer, London, has sold out to S. J. Wilson.

W. E. Medland, grocer, Toronto, has sold out to Wm. Masson.

B. W. Granger, grocer, Ottawa, has sold his stock at 40½c. on the dollar.

M. Gaudry, general merchant, Lasalle, is advertising his business for sale.

F. G. Moffatt, grocer and seed merchant, Teeswater, Ont., is selling out.

W. Esau & Co., general merchants, Winkler, have sold out to Maier Calof.

John McShea, grocer, St. Thomas, Ont., has sold out to J. H. Ansleybrook.

The grocery stock of John Rowan, Nanaimo, B.C., is advertised for sale by tender.

H. Rogers, Cambray, Ont., has sold out his general business to W. Gilbert, Gravenhurst.

Vernhardson & Moffat, general merchants, Burnt Lake, have sold out to E. Michener.

The assets of the grocery business of J. R. Rosseau, Quebec, were sold on March 28.

The assets of the general business of A. A. Campbell, Apple Hill, Ont., have been sold.

Williams & Richardson, bakers and confectioners, Neepawa, have sold out to A. C. Lawson.

The general stock of the estate of J. McL. Bean, Galetta, Ont., has been sold to J. U. Bean.

The general stock of the estate of D. N. McDonald, Ripley, Ont., has been sold to Mrs. McDonald.

J. W. Powers, grocer and freighter, McGuigan, B.C., has sold his grocery stock to H. Giegerich.

The grocery stock of the estate of H. W. Simpson, Rossland, B.C., has been sold to Mrs. H. W. Simpson.

The general stock of Alphonse Audet, St. Pierre les Buquets, Que., has been

**Blue Ribbon**  
**Ceylon Tea**  
HOW IS YOUR STOCK?

# It's Quality Every Time.

Reliable, never-disappointing quality—something your customers can rely on as right—that wins trade and makes profit for you. **Experience has taught you that.**

From start to finish this holds true—in vinegar. The busy house-wife must have the best for table use—the most reliable for pickles and sauces. Often she leaves it to you, and when a woman doesn't get just what she wants she's quick to take offence—you've found that out, too.

QUALITY has been our watch-word from the very beginning—in every step in the process of manufacture quality is kept in view. The best and most modern process, most expert processor, finest materials, every point looked after with the same tried skill and care. Result—

The Highest Quality in Vinegar.

## IMPERIAL WHITE WINE.

5 Strengths, 16 to 32 cents.

Sold by First-Class Wholesale Grocers.



Why take liberties with your vinegar trade, buying ordinary vinegar? Buy vinegar with the same care as you would tea, and remember that

**IMPERIAL WHITE WINE**  
wins on quality.

Manufactured Under Government Supervision.



RETURNED



Don't Wait Until  
**Easter**

to Renew or Complete your  
Stock of



**Jonas**

- Apricot
- Allspice
- Almonds
- Ananas
- Banana
- Spruce Beer
- Birch Tree
- Coffee
- Cinnamon
- Cayenne
- Celery
- Cherries
- Chocolate
- Claret
- Cochineal
- Quince
- Coriander
- Fruit Colors
- Don't Care
- Strawberry
- Raspberry
- Ginger
- Currant
- Lemon

**Jonas**

- Mace
- Madere
- Peppermint
- Mulberry
- Nutmeg
- Nectar
- Newel
- Orange
- Ottawa Rootbeer
- Peach
- Pistache
- Pear
- Pepper
- Apples
- Prunes
- Ratafia
- Rose
- Saffron
- Sarsaparilla
- Cherry
- Tea
- Tonka
- Vanilla
- Wintergreen

Our Famous  
**Culinary  
Essences**

which owe their popularity and continual growth to the strict selection of first-class materials, to their perfect distillation, and to their invariable superiority.

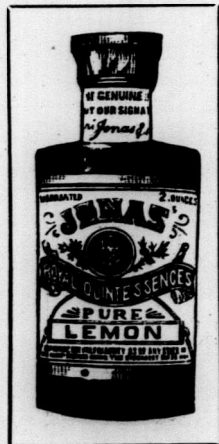
Ask For Our Quotations.

**HENRI JONAS & CO.,**

Manufacturers,

389 to 391 St. Paul St., MONTREAL.

**Jonas**



**Jonas**

**Jonas**





"My day's work done. Out for a pleasant afternoon. Tip-Top Soap Chips is a great saver of time and labor."

GREATEST  
SELF-WASHER  
INVENTED.

NEW PROCESS  
**TIP-TOP**  
(REGISTERED)  
**SOAP  
CHIPS**

FOR HOUSEHOLD AND  
LAUNDRY USE.

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

Actual Size Package, retails 5c.

TO  
**THE GROCER**



Your lady customers  
will thank you  
for  
inducing them  
to try

**TIP-TOP  
SOAP CHIPS**

INQUIRE OF YOUR JOBBER  
ABOUT IT.

## HOUSECLEANING TIME CALLS FOR GOOD BRUSHES AND BROOMS.

Housewives require these necessities and the dealer wants them.  
If you want to get custom and retain it, make

**Attractive Window Display with  
Boeckh's Brushes and Brooms.**



Absolutely the best brushes and brooms on  
the market, they have won success by deserv-  
ing it, and prove that we sell so as to sell again.

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

### UNITED FACTORIES,

Head Office: **TORONTO.**

LIMITED.

MONTREAL BRANCH: 1 and 3 DeBresoles St.

LONDON BRANCH: 71 Dundas St.

THE CANADIAN GROCER

sold at 61½c. on the dollar to Miss Adila Chandonnet.

The assets of the grocery and butchering business of Page & Storey, Ottawa, were sold by auction on March 31.

The assets of the general business of Blais & Proulx, Ste. Anne de la Pocatiere, Que., are to be sold on April 3.

INCORPORATIONS AND CHANGES.

Gauthier & Senecal, bakers, Montreal, have been registered.

J. Darveau & Cie, grocers, Quebec, have been registered.

Edward Runions, grocer, Kingston, succeeds N. E. Runions.

Mrs. Albert Jamieson, grocer, Nelson, B.C., is giving up business.

B. I. Spear, general merchant, Oakland, has been succeeded by A. Bell.

J. D. Lacerto & Co., general merchants, Plessisville, Que., have been registered.

Trite, Wood & Co., general merchants, Fernie, B.C., have been incorporated.

Poierier & Leduc, butchers and grocers, West Shefford, Que., have been registered.

The Bentley Co., Limited, general merchants, Lethbridge, have been incorporated.

Olaf Anderson, general merchant, Selkirk, has been succeeded by J. R. Bullock.

Thom & Fines, general merchants, Darlingford, have been succeeded by R. Fines & Co.

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

Myers & Co., general merchants, Van-kleek Hill, Ont., have been succeeded by Greenspoon Bros.

Miss S. Shaughnessy, fruit and confectionery dealer, Pembroke, Ont., is retiring from business.

E. J. Brooks & Co., general merchants, Indian Head, have been succeeded by E. J. Brooks & Son.

James Martin & Co., general merchants, Buckingham, Que., have been succeeded by Edward Johnston.

The style of Robertson & McIntosh, general merchants, L'Original, Ont., has been changed to McIntosh, Houston & Co.

The Western Elevator Co., Limited, grain, Winnipeg, has been authorized to increase its capital from \$100,000 to \$300,000.

The North Bay Supply Co., Limited, North Bay, Ont., have been granted a winding up order, and J. P. Langley has been appointed provisional liquidator.

PARTNERSHIPS FORMED AND DIS-SOLVED.

Barr & McDonald, fish dealers, West-bourne, have dissolved partnership.

Hudson & Powell, grocers, Ottawa, have dissolved and R. E. Powell continues alone.

Rosen & Korman, general merchants, Morden, have dissolved, and N. Korman continues.

Guerette & Wheeler, general merchants, Notre Dame du Lac, Que., have dissolved, and Guerette continues.

Hebert & Guerton, general merchants, St. Charles, Que., have dissolved, and a new partnership registered.

ABOUT READY.



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

Also:—  
**COFFEE, BAKING POWDER,**  
**FLAVORING EXTRACTS, CURRY POWDER.**

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

LEES & LANGLEY, 53 Colborne St., TORONTO.

EPPS'S GRATEFUL. COMFORTING.

IN 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

FANCY CALIFORNIA, NAVAL, VALENCIA, SEVILLE. ORANGES

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

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

The greatest seller of the day

The Capstan Brand of English Worcestershire Sauce. Equal to any sauce in the world.

It gives the retailer a big profit and the satisfaction of pleasing his customers.  
 Sold by all Wholesale Grocers.

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



Genuine Pratts Astral Lamp Oil

Sold in all countries and recognized as the highest grade oil manufactured.  
 WHOLESALE ONLY  
 THE QUEEN CITY OIL COMPANY, Limited, - TORONTO, ONT.  
 SAMUEL ROGERS, President.

Schaffer & Besler, general merchants, Blackville, N.B., have dissolved and are succeeded by Moses Schaffer.

S. Mennier & Fils, general merchants, Chambly Basin, Que., have dissolved, and a new firm has been registered.

H. S. Jones & Co., general merchants, Sabrevois, Que., have dissolved, and Jones Bros. have been registered.

Ovide Moreau & Fils, fish dealers, Montreal, have dissolved, and the business has been transferred to Ovide Moreau, Sr.

John F. Fleming, general merchant, Killaloe Station, Ont., has admitted a partner; new style is J. F. Fleming & Co.

FIRES.

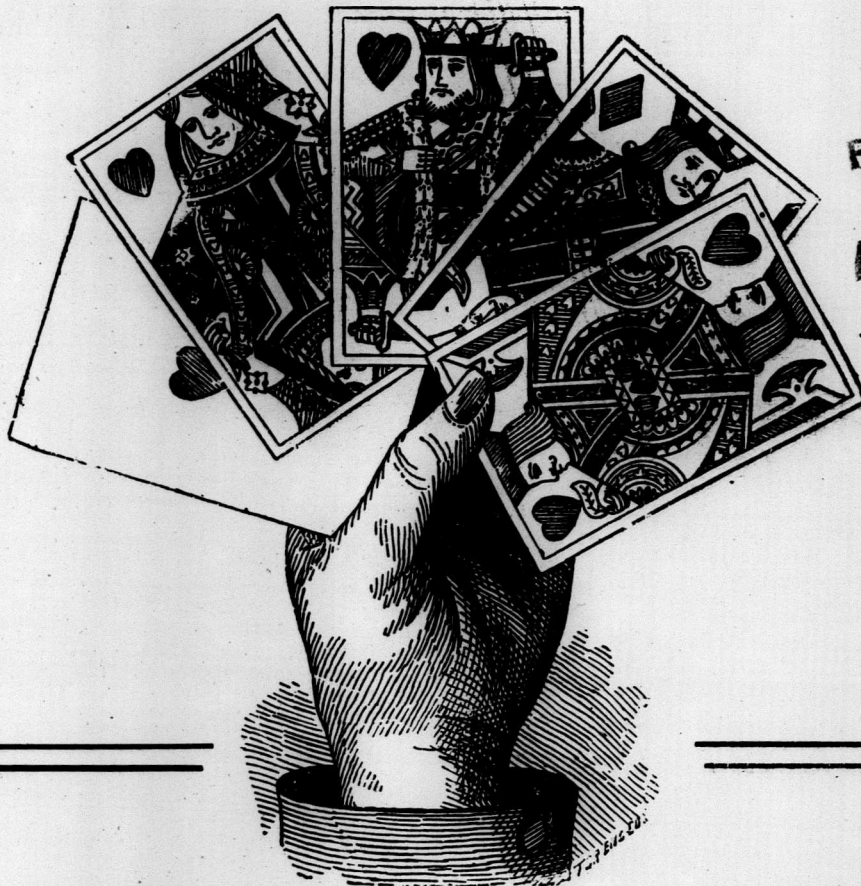
J. B. Munro, grocer, Morden, was burned out.

Theo. Bergeron, grocer and butcher, Montreal, had his stock damaged by fire; insured.

DEATHS.

Norman E. Runions, grocer, Kingston, Ont., is dead.

Alexis Gagne, general merchant, St. Lambert, Que., is dead.



RETURNED

APR 2 1903

*To  
Montreal  
Office.*

## YOU CAN GO IT ALONE

if you keep well stocked with  
these trade winners.

**BATGER'S**

new season's  
Marmalades

Seville Orange,  
Pine Apple,  
Lime Fruit, Lemona.

**IMPERIAL**

Maple Syrup.  
Maple Sugar.

**PATERSON'S**

Camp Coffee Essence.  
Worcester Sauce.

**FLETT'S**

English  
Pickles.

SELLING AGENTS:

**ROSE & LAFLAMME  
MONTREAL.**

# BUY! USE! AND RECOMMEND



Without Reserve or Compunction

THE PURE, PALATABLE, WHOLESOME,  
TABLE AND PICKLING

## VINEGARS

Manufactured  
by

THE MICHEL LEFEBVRE VINEGAR WORKS  
IN MONTREAL

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

*Bull Dog, Quadruple Strength, Lion L Brand.  
Imperial Triple Strength, Cote-D'or, Extra Super.*

SOLE SELLING AGENTS FOR CANADA AND THE UNITED STATES:

THE "OZO" CO., Limited, Montreal



## Brooms for the Million

JUST RECEIVED INTO STORE

1,000 DOZEN BROOMS, ALL SIZES

FROM \$1.40 to \$2.75 DOZEN.

FOR THE WAREHOUSE  
FOR THE OFFICE  
FOR THE HOUSE

Finest Make and best Quality

We prepay freight in lots of 6 dozen.  
They are the lowest.

Ask for prices.  
Always interesting.

L. CHAPUT, FILS & CIE,  
Wholesale Grocers.

DIRECT IMPORTERS TEAS, WINES and LIQUORS, MONTREAL  
ESTABLISHED 1842

THE CANADIAN GROCER

THE BEST FLOUR.

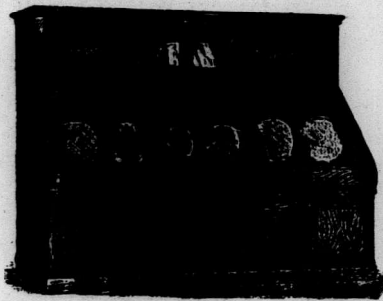
CALLA LILY CHOICE MANITOBA PATENT.  
G O B. EXTRA " " "

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

All kinds of FEED, etc., etc.

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

MODEL ROLLER MILLS, Perth, Ont.



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

C. P. FABIEN,  
Merchant and Manufacturer,

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

BUY

Star Brand

COTTON  
CLOTHES  
LINES

- AND -

COTTON  
TWINE

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

For sale by all Wholesale Dealers

See that you get them.

40 HIGHEST AWARDS  
In Europe and America

Walter Baker & Co. Ltd.

The Oldest and  
Largest Manufacturers of



PURE, HIGH GRADE  
COCOAS  
AND  
CHOCOLATES

No Chemicals are used in their manufacture.

Their Breakfast Cocoa is absolutely pure, delicious, nutritious, and costs less than one cent a cup.

Their Premium No. 1 Chocolate, put up in Blue Wrappers and Yellow Labels, is the best plain chocolate in the market for family use.

Their German Sweet Chocolate is good to eat and good to drink. It is palatable, nutritious, and healthful; a great favorite with children.

Buyers should ask for and make sure that they get the genuine goods. The above trade-mark is on every package.

Walter Baker & Co. Ltd.  
Established 1780.

Dorchester, Mass.

Branch House, 12 and 14 St. John St., Montreal

Trade Winners.

We pride ourselves because we have something very special to offer the trade in a NEW ORLEANS MOLASSES in barrels at 20c. per gallon. Quality guaranteed. Worth, at least, 25c. per gallon.

Canned Vegetables and Fruits:

Simcoe, Delhi or Boulter's Tomatoes,	\$1.50 per dozen.
" " " " Corn,	.85 to .90 " "
" " " " Peas,	.85 to .95 " "
" " " " Pumpkins,	.90 to .95 " "

Strawberries, Peaches, Plums, Pears and Pitted Cherries in Heavy Syrup at very low prices.

Your enquiries appreciated and always receive our special and prompt attention.

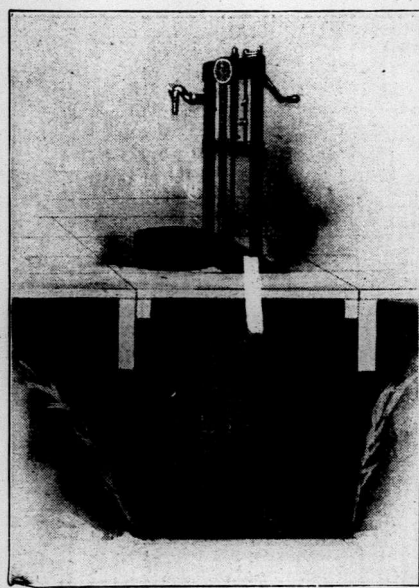
The R. & J. H. Simpson Co.,

WHOLESALE GROCERS AND TEA IMPORTERS,

Telephone No. 275.

Guelph, Ont.

WHY NOT INVESTIGATE



UNDER THE FLOOR OUTFIT.

THE MERITS OF THE  
BOWSER  
"New Century"

3 MEASURE  
SELF  
MEASURING OIL TANK?

THERE ARE

100 REASONS 100  
WHY YOU SHOULD

Space will not permit us to enumerate them all and we want an opportunity to tell you all about it.

WE CAN POINT OUT TO YOU DEFINITELY

WHY IT WILL PAY YOU.

To be brief, it will pay you

- Because it will save you money.
- Because it measures accurate Gallons, Half-Gallons and Quarts.
- Because it gives the customer what he buys and no more.
- Because it will prevent all waste and slop.
- Because it will soon pay its cost and become a profit-earner.
- Because the Bowser is the only All Metal oil pump built.
- Because it has the Anti-Drip nozzle.
- Because it has the Dial Discharge Register.
- Because it has the Double Float Indicator.
- Because it has the Double Plungers.
- Because it has Full Brass Cone Valves.
- Because the tank is of Galvanized Steel.
- Because it is the best oil outfit ever built.
- Because it is sold under an absolute three years' guarantee.
- Because its price is commensurate with its value.
- Because you can have your oil tank in the store, under the floor, or in the cellar.

Our Catalogue and "Terse Tank Talk" tell the rest, They are free.

S. F. BOWSER & CO., FACTORY  
FORT WAYNE, IND.

65 FRONT STREET EAST, TORONTO.

## FINANCE AND INSURANCE

### INTRODUCTION.

BRITISH exchanges to hand contain reports of the judgment of the Justice in the proceedings taken to prosecute Whitaker Wright, the late managing director of The Globe Finance Corporation, Limited. It came out, in the judgment delivered, that the desire of the creditors to prosecute Wright was by no means unanimous. It appears that creditors representing £650,000 desired to prosecute, while those representing £100,000 expressed themselves as neutral, while The Nichol Corporation, creditors for about £175,000, were actively opposed to proceedings being taken. The judge estimated that the expense of prosecuting Mr. Wright would be £5,000, while those who were ready to prosecute him were not prepared to pay less than £1,250 into court. The amount of the admitted liabilities is about £1,665,000. It might be pointed out that the costs of the prosecution are to come out of the assets of the defunct Globe Finance Co.

The experience of the Canadian public during the past few years certainly confirms us in the belief that prompt action should be taken by the Government for the suppression of bucket shops and irresponsible brokerage offices of the same description. Several of the general managers of our leading financial institutions have recently referred to these concerns in terms of strong condemnation, deploring the consequences resulting to their patrons, and characterizing this form of speculation as the worst form of gambling. The authorities are perfectly cognizant of the evil, and we think it high time that the Government should recognize it also and enact legislation for its immediate suppression. There are plenty of reliable brokers associated with our recognized legitimate exchanges to meet the requirements of those desirous of making stock investments, and we cannot too strongly urge the Government to do its duty with reference to the others.

Referring to the money market Emilius Jarvis & Co., bankers and brokers, Toronto, in their weekly letter say: "The money market, which has such a vital effect upon the Stock Exchange, is at present somewhat of a conundrum. Since our last letter money has been scarce in New York until yesterday, when the rate was lowered towards the close of the market to 3½. In our own markets, however, it is decidedly more stringent than last week. In Montreal we are advised that many of the brokers are now charging their clients 7 per cent., based upon a general advance by the banks, the Montreal broker, as a rule, making a flat rate to his clients of 1 per

cent. in excess of the amount he has to pay; whereas in our markets here the increase is only ½ per cent. The rate, as a general thing, has been increased in Toronto by the banks to 6 per cent., making the rate of buyers 6½, and at this price it is distinctly hard to negotiate new loans. Of necessity, therefore, the market is dull and professional in tone."

In The April Atlantic, Charles A. Conant deals with the stock markets and asks what would be the result if the stock markets closed. He points out that if such were possible, there would be no guide except the isolated facts gathered here and there at great trouble and expense in regard to the value of railway and other stocks. Of course, speculations of this kind are idle, for the stock market is come to stay and is a legitimate institution aside altogether from the fact that it affords an opportunity for speculation, which might sometimes be discountenanced. It is, after all, a great safeguard of the public wealth, for were there no stock markets there would no doubt be a great increase in the number of fraudulent enterprises.

### BENEFITS OF TRUST CORPORATIONS.

A SHORT time ago a prosperous and well-to-do merchant, doing business in Ontario, and favorably known to many of the readers of this journal, died suddenly, leaving his affairs in the hands of an executor, who, with no business qualifications or experience, was entirely incompetent for the position. Naturally, the assets of the business, which was a large and profitable one, were carelessly and improperly handled with the result that very little, if anything, was left for his family. This instance, one of many, should be a lesson to business men to at once put their affairs into a shape that would insure satisfactory realization should they suddenly be called away. The duty of administering the trusts of a will is too important to be entrusted to a friend who lacks the experience which is essential to the proper discharge of the duties of such an important nature. With efficient management, systematic methods and a directorate composed of business men of the highest character and standing in the community, the several Canadian trust corporations of the present day are in a much better position to perform the duties of trustees than a private individual.

An erroneous idea appears to prevail as to the charges made by these companies; as a matter of fact, they never exceed what any court would allow to a private executor.

In the transactions of a reliable trust company's business every species of speculation is carefully avoided, frequent and regular inspection of the books and securities of the company is made by skilled and reliable auditors, and restricting their investments to those of the

highest order, their clients have the amplest guarantee that in every respect their interests will be faithfully guarded. The management of an estate by a trust institution avoids the possibility of many serious complications. The death of a private executor in one case or the removal or absconding of another, would necessitate in either event an immense amount of trouble and possible loss, and the employment of a public trust company would obviate any danger arising from any possible and probable contingencies of this nature.

### CONVENIENT FOR MONEY DEPOSITORS.

The deposit business of The Canada Permanent and Western Canada Mortgage Corporation, which has hitherto been confined to its Ontario branch office in Toronto, has now been extended to the Manitoba branch office, in Winnipeg, and to the Maritime Provinces branch office, in St. John, N.B. At both these branches the same liberal terms and facilities will be afforded depositors as are given at the Toronto office. The company pays interest at 3½ per cent. per annum, compounded half-yearly. As an interest-bearing account may be opened with any sum from \$1 upwards, the inestimable advantages of having a savings account have been placed within the reach of everyone.

Combined with this is the relief from anxiety afforded by the strength and stability of this strong financial institution with a paid-up capital and reserve amounting to \$7,600,000. Its invested funds amount to the very large sum of over \$23,600,000. Notwithstanding this, every depositor, no matter how small his account may be, receives the same prompt and courteous attention. Experience has taught the management that, in many cases, accounts which had very small beginnings have grown to be among the best on its books. Many, which now show very handsome balances, had a most modest inception. The company has devised a system by which deposits may be made and withdrawn by mail as easily as if the bank were in the depositor's own post office. Thus, no matter where you may live, the facilities of this progressive institution are open to you. A booklet will be sent free to anyone asking for it and mentioning this journal.

### FINANCIAL NOTES

The Bank of Toronto have opened a branch in Cardinal, Ont., under the management of F. E. Kimball.

The Metropolitan Bank will erect a handsome bank building on the corner of Yonge and Price streets, Toronto.

The Dominion Bank will open a branch on the property recently purchased by them, corner of Yonge and Cottingham streets, Toronto.

The Bank of Montreal has secured one of the best locations in Spokane for its branch in that city, and the opening will take place very shortly.

**FOR THE PROTECTION**  
of  
**DEPOSITORS and**  
**DEBENTURE HOLDERS.**

PAID-UP CAPITAL <b>\$6,000,000</b>
RESERVE FUND <b>\$1,600,000</b>
ASSETS <b>\$23,600,000</b>

Interest paid or compounded twice a year.  
**Every Facility.**

Deposits may be made and withdrawn by mail. Write for full particulars.

**The Canada Permanent and Western Canada Mortgage Corporation.**  
Toronto Street, TORONTO.

**YOUR SAVINGS SAFE**

**BONDS**

**PROTECTION** We protect you and also save the employee from being under obligation to anyone.  
**PROGRESS** Because we always lead and never follow  
**PROSPERITY** On account of fair dealings with its patrons, so as to secure a continuance of their business.

The above refers to **THE DOMINION OF CANADA GUARANTEE AND ACCIDENT INSURANCE CO.**

Bonds issued on persons holding positions of trust. For rates and full particulars, apply.

**J. E. ROBERTS, General Manager,**  
Cor. King and Yonge Sts., - TORONTO.

**THE TIME TO INSURE IS**

**NOW**

While you are **WELL, STRONG and INSURABLE.**

THE

**Confederation Life**

**ASSOCIATION issues policies on all approved plans of Insurance, and is a prosperous and progressive Canadian Company.**

**PROTECTION FOR YOUR FAMILY.**  
**PROFITABLE INVESTMENT FOR YOURSELF.**  
**Pamphlets and full information sent on application.**

**W. H. Beatty, Esq.,**  
PRESIDENT.

**W. D. Matthews, Esq.,** **Frederick Wyld, Esq.,**  
VICE-PRESIDENTS.

**W. C. MACDONALD,**  
ACTUARY.

**J. K. MACDONALD,**  
MANAGING DIRECTOR.

**HEAD OFFICE, - TORONTO.**

**The Bank of Toronto.**

(Incorporated 1855.)

Head Office: - TORONTO, ONTARIO.

**Paid-up Capital, \$ 2,500,000.**  
**Reserve Fund, \$ 2,600,000.**  
**Total Assets, \$24,000,000.**

**Business Accounts** opened on favorable terms.  
**Savings Accounts** } for your spare money. Interest paid on these compounded twice a year.  
**Drafts Sold** for use anywhere in North America or Europe.  
**Letters of Credit Issued** { Cash Credits for convenience of Travel-  
lers in Europe. Time Credits for Importers

SEND FOR OUR BLUE BOOK ON "BANKING."

At any of our Offices you will receive courteous treatment and our best services.

The accounts of **Merchants and Manufacturers** are cordially invited.

**INVESTMENT SECURITIES,  
GOVERNMENT, MUNICIPAL  
AND CORPORATION BONDS**

Yielding from 3½ to 6½ per cent.  
Four per cent interest allowed on funds awaiting investment.

**A. E. AMES & COMPANY**

MEMBERS OF THE TORONTO STOCK EXCHANGE.

**BANKERS**

**18 KING STREET EAST, TORONTO.**

**WESTERN** Incorporated 1851  
**ASSURANCE COMPANY.**

**FIRE AND MARINE**

Head Office  
**Toronto, Ont.** Capital - \$2,000,000.00  
Assets, over - 3,333,000.00  
Annual Income - 3,536,000.00

**HON. GEO. A. COX, President.**

**J. J. KENNY, Vice-President and Man. Director.**

**C. C. FOSTER, Secretary.**

**THE TORONTO GENERAL TRUSTS CORPORATION,**

59 YONGE STREET, TORONTO.

*An American Judge recently said:*

"A Trust Company is the proper functionary for the transaction of Trust Business."

The Corporation is prepared to undertake trusts of every description.

Co response and interviews invited.

**J. W. LANGMUIR,**  
Managing Director.

**Special Advertising Rates have been arranged for space in "Finance and Insurance," and will be gladly quoted on request.**



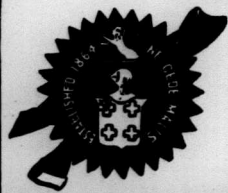
## HENRY WARD BEECHER

never appeared at his best unless fortified with a cup of good coffee. His lecture manager gives an amusing account of their ingenious efforts to get good coffee for the great preacher just before each lecture, and states that there was a marked

difference between Mr. Beecher's lectures **with** coffee, and those **without.**



It is easy to get **the best,** by simply ordering the **famous**



**Chase & Sanborn's**  
**Coffees.**

"SEAL BRAND"  
In 1-lb. and 2-lb. Tin  
Cans (air tight).  
Other high grades in  
richly colored parchment  
bags (moisture proof).

THE CANADIAN GROCER

BUY OF THE MANUFACTURERS . . .



**Awnings  
Tents  
Flags and  
Covers.**

WRITE  
FOR  
QUOTA-  
TIONS.

**RAYMOND BROS., Windsor, Ont.**

Established 1845

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

**Dried Apples**

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

**The W. A. Gibb Co.**

7 Market St., Hamilton

**Canned Goods**

ALL KINDS

**Wanted**

Sole selling agency of a first-class firm for

**GREAT BRITAIN**

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

**Highest References.**

**Alex. S. Duffus, Jr.,**

27 Leadenhall St.,

LONDON, E.C., ENGLAND.

Established 1845

**COFFEE**

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

**SPICES**

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

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



1 and 2-lb. Tins.

**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.



**EMPHAZISE** to your customers that Quaker Ceylon Tea is grown in Ceylon—

Packed in Ceylon and Sealed in Ceylon into the package in which it is offered for consumption—

This explains its superior fragrance.



**QUAKER "CEYLON" TEA**

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

**MONTREAL**

Agents  
for Canada and  
Newfoundland.

## Tobaccos, Cigars, and Smokers' Accessories

A DEPARTMENT FOR  
RETAIL MERCHANTS.

### HOW TO COLOR A MEERSCHAUM.

THE following method of artificially coloring a meerschaum pipe is given by a contemporary: Ordinarily the pipe is boiled for coloring in a preparation of wax which is absorbed, and a thin coating of wax is held on the surface of the pipe, and made to take a high polish. Under the wax is retained the oil of tobacco, which is absorbed by the pipe, and its hue grows darker in proportion to the tobacco used. A meerschaum pipe at first should be smoked very slowly, and before a second bowlful is lighted the pipe should cool off. This is to keep the wax as far up on the bowl as possible, and rapid smoking will overheat, driving the wax off and leaving the pipe dry and raw. A new pipe should never be smoked outdoors in extremely cold weather. Fill the pipe and smoke down about one-third, or to the height to which you wish to color. Leave the remainder of the tobacco in the pipe and do not empty or disturb it for several weeks, or until the desired color is obtained. When smoking, put fresh tobacco on the top and smoke to the same level. When once burnt the pipe cannot be satisfactorily colored, unless the burnt portion is removed and the surface again created by the process by which meerschaum is prepared. The coloring is produced by action of the smoke upon the oils and wax which are superficially on the exterior of the pipe, and are applied in the process of manufacture.

### FAMOUS WRITERS AND TOBACCO.

Somehow or other we associate tobacco with literary men, but not all writers are lovers of the weed. Goethe hated tobacco intensely, and never lost a chance to attack it. Heinrich Heine had the same dislike.

Balzac, who lived on black coffee, preached wisely to young men about the vice of smoking, and Victor Hugo and Dumas were equally opposed to the practice. But the list of French smokers comprises many great names, such as Alfred de Musset, Eugene Sue, Paul de St. Victor, Prosper Merimee, Beranger and Baudelaire.

Madame Dudevant, better known as Georges Sand, often indulged in a cigar between the intervals of her literary labors.

Charles Lamb at one time was a great smoker, but afterwards just as great a hater of it. In the height of his smoking days he once was puffing the coarsest tobacco from a long clay pipe, in company with Dr. Parr, who was a connoisseur, and careful in obtaining only the finer, choicer sorts. The doctor said: "How did you acquire this prodigious power of suction?" Lamb replied, "By toiling after it with intensity, as some men toil after virtue."

Sir Walter Scott carried the habit of chewing and smoking too far for his own health—both of mind and body. The poet Bloomfield wrote sweet pastoral rhymes with a cloud of tobacco smoke making a fog around his head. Campbell, Moore and Byron delighted in its temperate use, and Tennyson was a great smoker.

One of the quaint scenes in the realm of letters is that of Carlyle and his old mother sitting together by the chimney corner, each smoking "a dark-brown pipe, and chatting earnestly the while."

### TOBACCO SMUGGLING.

The United States Customs authorities have discovered a sensational case of tobacco smuggling, in which some Cana-

dians are said to be implicated. The amount involved is about \$20,000. The goods, Sumatra leaf tobacco, were shipped first at Montreal and were smuggled into the United States on the New Brunswick border. The United States Customs authorities decline to give any information, saying the publicity of the facts at this stage would prejudice the case.

### NOTES OF THE TOBACCO TRADE.

J. A. Copp, cigar and tobacco merchant, Woodstock, Ont., is advertising his business for sale.

The assets of the tobacco business of Henry Minden, St. John, N.B., were sold on March 26.

The following Brands manufactured by

**The AMERICAN TOBACCO CO.**

**OF CANADA, Limited.**

Are sold by all the Leading Wholesale Houses

CUT TOBACCO . . .

**OLD CHUM      MEERSCHAUM  
OLD VIRGINIA.**

CIGARETTES . . .

**HIGH ADMIRAL  
SWEET CAPORAL      DERBY**

**YILDIZ MAGNUMS**  
Pure Egyptian Cigarettes.

**POPULARITY**

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

**"BOBS"**

**CHEWING TOBACCO**

In 5 and 10c. Plugs.

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

**BOBS is well advertised.**

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

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

Made by

**THE EMPIRE TOBACCO CO.,  
LIMITED**  
**MONTREAL, QUE.**

**“Up  
They  
Go!”**

I don't know of a single exception to that remark “up go sales” among grocers who once stock with my Cigars.

If sales are slow in your Cigar Department, send in for my special “trial order.” *Its a great business tonic!*

**Payne's Cigars.**

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

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

**Tonka**

**Beaver**

AND **Apricot**

**McAlpin Consumers Tobacco Company,**

Head Office : TORONTO. Limited

Factories : Leamington and Toronto.

**Never leave a good thing behind you until you know there's a better one in front,**



Or, “when you see a better thing, take it.”

A better thing—say—“Marguerite” Cigars.

We know scores of dealers who have dropped other lines after putting “Marguerites” to the test, and it's up to you to take the recommendations of others and make the same experiments.

Just 4,752,575 sold last year.  
Sounds big, but it's true.

TUCKETT CIGAR CO., Limited, - HAMILTON.

**THE LANCET AND CIGARETTES.**

A RECENT number of the English medical journal, the Lancet, contains a long article on the cigarette. After stating that of all the methods of smoking the cigarette owed its great spread to its convenience, our confrere thus concluded:

This being recognized (the growing general use of the cigarette) it is important to ascertain if its use is more dangerous than that of the cigar or the pipe. One fact which militates in favor of the cigarette, is that it gives a much lighter smoke than a pipe. Moreover, the cigarette, from one end to the other, is in direct contact with the air and the combustion is absolutely complete. It is also objected against the cigarette that the combustion takes place near the nose, and the smoke from the end is constantly inhaled, and that through the lips objectionable matter may penetrate, a reproach attaching, but in a less degree, to the cigar. The employment of a cigarette holder obviates these two inconveniences, the inhalation of the smoke and the flow of tobacco juice into the mouth. A long pipe kept constantly clean effectively protects the smoker against these two dangers. Nevertheless, smoked rationally it is certain that the cigarette is the most inoffensive way of using tobacco.

**TOBACCOS AND CIGARS**

Thanks to its convenience and its cheapness it is easy to understand the immense favor it enjoys throughout the world.

**TOBACCO TRUSTS' PROFITABLE YEAR.**

IN their general bearings the annual report of The Consolidated Tobacco Company, as well as the accompanying reports of its constituent concerns, The American Tobacco Company and The Continental Tobacco Company, support the general belief that the combination in question had a successful and profitable year. Considering the fact that during the early part of the year The Consolidated Company was engaged in a fierce trade war with the combined outside manufacturers of tobacco in England, remarks Bradstreet's, these results were, to say the least, very favorable. The company, after paying the charges on its \$156,593,400 of 6 per cent. debentures and 20 per cent. on its \$30,000,000 of stock, exhibits a surplus of \$950,216 for the year 1902, and has cash and bills receivable amounting to over \$20,000,000, together with stocks of other companies (apart from those of The American and Continental Companies) amounting to \$19,669,000. The American Tobacco Company presents for the year a surplus over dividends of \$820,292, against \$2,076,224 in 1901, and The Continental Tobacco Company's surplus for the year is \$2,007,819, a decrease of \$1,196,877, though this is due to the payment of larger dividends on the common stock of the company.

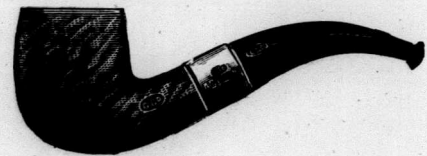


Our

**S AND H**  
& IN 5<sup>c</sup>. goods  
**W H S**  
and

**S AND H (HORTENSIA)**  
& IN 10<sup>c</sup>. goods  
**Steele's (SECURITY)**

are recognized leaders in the Canadian Cigar trade.



Our Assortment of PIPES the most complete in Canada.

**THE W. H. STEELE CO., LIMITED**  
40 SCOTT ST., TORONTO



**OUR "CORONATION."**

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

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

Second-hand cases in stock.

**Dominion Show Case Co.**

53 Richmond St. East, TORONTO.

Phone Main 3611.

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

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

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

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

Write for price list.

All our tobaccos bear the Union Label.

**The Erie Tobacco Co., Limited**

WINDSOR, ONTARIO.

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

**J. M. FORTIER, Limited,**

Manufacturers of all kinds of

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

**Cigarettes and Cut Tobaccos.**

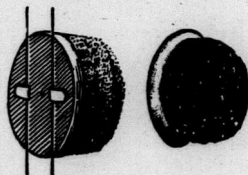
Special Brands a Specialty.

Office: 1982 Notre Dame St.

Factory: 151 to 161 St. Maurice St.

**MONTREAL.**

**A SELLING ARTICLE.**



We have had an exceptionally large demand for our bird seed of late due to two causes.

1. The low price at which we have been able to sell it notwithstanding the advance. 2. The quality which has always been the same.

Samples and full particulars free.

**NICHOLSON & BROCK, TORONTO.**

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

MANUFACTURED BY

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

15 TO 25 ALICE STREET  
12 TO 18 TRINITY SQUARE

**Toronto**

People who have used our brown and manilla

**Wrapping Papers**

for years express themselves as being very much satisfied with their endurance, strength and wearing quality. As a Canadian-made paper they equal anything in this line in America.

FULL COUNT. FULL WEIGHT.

**CANADA PAPER CO., Limited  
TORONTO and MONTREAL.**

**BUTTER PARCHMENT  
PAPER.**

**BUTTER TUBS.**

Prompt shipment ex Factory  
or Warehouse.

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

**COWAN'S**

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

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

Are the standard goods for purity and excellence.

Manufacturers

**THE COWAN CO., Limited**

**TORONTO.**



**Maple Syrup**

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

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

**"ACME"  
TABLE SALT**

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

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

**Some  
Merchants'  
Experience.**

Solomon said in his haste: "ALL MEN ARE LIARS!" He didn't mean it. He was simply so mad with one man that he included all the rest.

Let us not fall into Solomon's mistake. We should take out of our experience the wisdom there is in it AND STOP RIGHT THERE!

Otherwise we are as stupid as the cat who sat down on a hot stove lid. She will never sit down on a hot stove lid again, and that shows good judgment. BUT SHE WILL NEVER SIT DOWN ON A COLD ONE, EITHER. Now, some merchants have had hard experiences lately with coupon books that were represented to be absolutely correct in count and made up just as good as any other, but they were not, and you won't know what a perfect coupon book is until you have tried either Allison's Coupon Books or Allison's Coupon Pass Books. Both are good; one book suits some, while the other fills the bill with the rest of the merchants.

We are doing a lot of special engraving work now for merchants who use books in large quantities. Our books are carried in stock by jobbers. We will be glad to send you a free sample.

Allison's name on a Coupon Book is itself a guarantee of perfection.

For Sale in Canada by

**THE EBY, BLAIN CO., Limited, TORONTO.**

**C. O. BEAUCHEMIN & FILS, MONTREAL.**

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

**WELFORD BROS.,**

LONDON, ONT.

MANUFACTURERS OF

**Brooms AND Whisks**

**ROPE, LEATHER  
AND WEB Halters**

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

**Want Ads.**

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

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

**TEA.**

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

**"COMMISSIONER,"**

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

## Trade Marks and Laws Governing Same.

By EGERTON R. CASE, Patent Solicitor, Toronto.



It is of much importance to a manufacturer, when contemplating adopting a particular mark or device for his business, to be sure that same is acceptable for registration as a valid trade-mark. If he does not take the precaution to be sure on this point, he will find that he will have been putting money into an investment from which others may reap the benefit. A descriptive name alone may not be a valid trade-mark. But a descriptive name, when combined with a picture, is admissible, and was held in *Frost v. Rindskopf*, 42 F. R. 408.

Materials are not the subject of appropriation as a trade-mark. There is no valid trade-mark in a piece of tin as a tag for tobacco, regardless of its color, shape or description, as this is one of the common metals in use by the public for a large variety of purposes.

An inventor may give the product of his genius a distinctive appellation of infinitely greater value to him than a patent for the machine or discovery. This is a most important matter and one to which manufacturers ought to pay the most careful attention. The object is to select, or design, a designation peculiarly applicable to the thing of which a monopoly is desired. For example: About 1814, one Logier obtained a British patent for an instrument for guiding the hands of learners on the pianoforte. He compounded two Greek words signifying "to form the hand," and called his machine the "Chiroplast." He acquired great reputation and made considerable profit, from the favorable reception of the instrument. If he had known that the new word was a valid trade-mark his interests would not have been affected by the expiration of his patent. The trade-mark would virtually have given him a monopoly as long as the public called for the "Chiroplast." This case seems to teach that as the originator of the name had in effect abandoned it to the public, he could not, subsequently, by any formal acts, recover the right to its exclusive use. From this it will be seen that it is quite often advisable for a manufacturer to protect his business interests both by trade-marks and patents. This name was refused registration on the ground that it had become the name of the article.

As the first adopter of a trade-mark does not acquire an exclusive right to its use, except in connection with the specific class to which he has applied it, it is not uncommon for the same trade-mark to be placed on articles of different classes by

different owners. Thus, the trade-mark "Bismarck" may be used for cement, notwithstanding the fact that another had previously appropriated it for paper collars. The "Star" may be used for iron, shirts, lead pencils, or soap. In explanation of this I would say that the importance of specific mention of the class of merchandise to which a certain emblem is to be attached as a trade-mark, may be illustrated by the letters "I. X. L." For many years, Wostenholm, in England, has used the letters "I. X. L." upon cutlery. The exclusive right to the use of that term, had, at common law, become vested in that firm, so far as it was actually stamped upon certain articles. It could properly have been appropriated for marking all kinds of cutlery, fine and common, large and small. It was known all over the world that Wostenholm had manufactured steel fabrics thus stamped. An American firm applied for registration for that mark for a chopping axe. They had adopted the mark many years after it had acquired a world-wide reputation through Wostenholm. It was held that chopping axes were not included in the particular class of goods in which Wostenholm used the mark registration allowed. In 1872, Wostenholm registered the symbol "I. X. L." as a trade-mark for cutlery. Later on in the same year an American firm filed an application for a mark, newly adopted, of which the said symbol is the essential part, to be applied to scythes. As it was ascertained that Wostenholm did not make scythes, a certificate of registration was issued to this firm and consequently the mark was registered for the third time.

Propriety must be the standard in something intended to serve as a symbol of commerce. Care must be observed to avoid copying established hall-marks or emblems common to specific manufactures. For example: In articles of manufactured gold in Great Britain, an anchor shows that the gold wares were made at Birmingham; a dagger and three wheat sheaves, at Chester; "Hibernia," at Dublin; a castle and a lion, at Edinburgh; a castle with two wings, at Exeter, and a crown, at Sheffield.

A lack of truth debar a trade-mark from protection. The instant a trade-mark ceases to be truthful in spirit as well as in letter, it becomes an instrument of fraud and is not lawful.

In *Ford v. Foster* the court stated: "If a trade-mark contain a false representation, a representation calculated to mislead the public, a man cannot, by using that which is itself a fraud, obtain an exclusive right, or, indeed, any right

at all. In the reign of Henry III. in consequence of the frauds which had been practised by the gold and silversmiths, it became necessary to prescribe some regulation for their trade, because the mixing of too much alloy in the composition of their wares tended to the melting down of the coin of the realm. In the reign of Edward I. it was ordained that the precious metals be assayed, and further, that the articles be marked with a "Leopard's head."

The doctrine of alternate forms has sometimes come up in practice. In *Morrison v. Case* it was held that the words "The Star Shirt," with the figure of a star, and the words and device "The \* Shirt," constituted a single trade-mark. In *Weaver, ex parte*, the registration of a trade-mark was allowed, consisting of the word symbol "Lion," or the pictorial representation of a lion, or both. Ever since then it has been a settled practice to register alternate forms when they constitute true alternatives. The reason given is that a trade-mark appeals in many cases to the ear as well as to the eye. This doctrine necessarily has some limitations. "They must be exact alternatives such that, on sight of the symbol, the word naturally occurs to the mind; such that, to express the symbol in language, no other word will occur; such that the written or spoken word un-failingly suggests to the mind the visible symbol." These remarks were made by Examiner Seely in a case in 1885.

### A TRUE "LYE" STORY.

A humorous incident occurred on Front street west, Toronto, one day last week in front of the premises of E. W. Gillett Co. Limited. A large, lifesize papier-mache sign of a colored boy sitting on a lye box is hung up inside against the area window on a level with the sidewalk, and passers-by are deceived by the natural and lifelike appearance of the sign. On the day in question two dogs, who happened to come along, suddenly caught sight of the grinning lad and made a dash for him, setting up a ferocious barking and growling, half afraid to approach nearer. After snarling and barking for a few minutes and not being molested, they slunk away.

### A REMOVAL.

The Bennett Manufacturing Co., manufacturers of shelf boxes, cabinets, etc., have recently moved into their new offices and show-rooms at 556 Dundas street, Toronto. This company took over the business of the late J. S. Bennett, whose sudden death took place a few months ago. B. F. Bennett is the manager of the new company.

# 1,000 QUOTATIONS

Write for our Olive Booklet  
—you may find it profitable.  
We think you will. . . .



## OLIVES

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

“Because we want to be sure of meeting YOUR Olive needs EXACTLY.”

We do not pretend to know why one dealer finds a certain style of package a ready seller while another does better with a slightly different shape; why one man's customers demand the finest olives in the market, while the equally well-to-do of a neighboring community like to save the difference in price between the best and second best; why one grocer finds no difficulty in selling the larger sizes while they go very slowly with another. We recommend our 12-oz. cylinder bottle. It's a big seller. A beautiful package.

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



Send for copy (no charge. Mention this paper) of our Olive booklet.  
It will interest you and prove profitable.

**PREMIER** A new trade mark which will help you to select at sight the best food products in the market.

**132 King Street**—The home of PREMIER is 132 to 138 King Street—a short street in the heart of the wholesale grocery district on the North River side of New York.

But King street is only the concluding word of the PREMIER story, which in its entirety, is a tale of many lands in many chapters. The PREMIER story would take us to the Coffee fields of Java—the Pineapple gardens of the tropics—the Sago plantations of China—through the East for spices of various sorts and home again to other districts for the various PREMIER specialties included in our line.

A PREMIER map in fact would come pretty near being a map of the world. Thousands of packages a day go out from King street to supply the fame of PREMIER food. The use of the PREMIER brand is to make you certain that you are buying THE VERY BEST. The brand protects the consumer, because the manufacturer has to keep up the quality of his product or lose all the advantages of his brand.

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

(Send for list if interested.) “Premier packages contain best things to eat.”

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

### Francis H. Leggett & Co.

West Broadway, Franklin and Varick Streets, **NEW YORK**  
Factory 132 to 138 King Street



# Going Slow

Estabrooks blended Teas in bulk have been going slow in Ontario so far. **Not slow with those who have taken hold of them**; but we have found dealers slow about placing first orders. The trouble is these teas are **not made to look at** but to drink. The leaf is often rough and somewhat broken; but when tea is in the pot you **don't look at it; you drink it.** Just put Estabrooks teas in the pot and compare with other teas at the same price.

I think you will then make up your mind that your customers would like to drink that kind of tea. **Might help you sell more tea.** You don't get teas like these from firms who buy tea the same way they buy Sugar, Beans, etc.

Don't you think it is well to place your tea business with some firm who have a reputation for knowing what tea is, and make that one article their exclusive business?

## Think about it:

Do you know anything about Red Rose Tea in packets?  
It **is worth knowing**—your customers will say so.

---

## T. H. ESTABROOKS,

Tea Importer and Blender,

Branches— TORONTO, WINNIPEG.

— St. John, N.B.

# GROCCERS' PAPERS

We can tickle your fancy in price and quality.

**WRAPPING PAPERS,  
PAPER BAGS, TWINES,  
BUTTER PLATES,  
PARCHMENTS.**

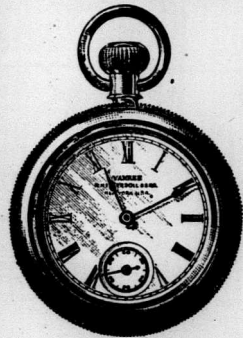
**Douglas & Ratcliff  
TORONTO**

## HARDWARE NOVELTY.

THE

*Ingersoll*

American Watches.



RETAIL PRICES, \$1.25 to \$2.50

### ARGUMENT.

We now offer a practical time piece for the Hardware Trade of Canada, and base our statement upon the following:

- First**—It is absolutely guaranteed to keep accurate time.
  - Second**—It stands rough usage and does not get out of order easily, making it the only watch for dealers outside of the jewelry trade to handle, and also making it a practical one for sportsmen, boys and all men who give a watch hard usage.
  - Third**—Its low price and high quality insure a tremendous sale, which we further augment by furnishing many handsome advertising devices for your store.
  - Fourth**—Last but not least, these watches offer a handsome profit. Price cutters are not supplied.
- Sold by several leading Hardware Jobbers of Canada. We will tell you who they are upon request.
- Trial Offer**—To any Hardware Merchant who will write to us upon his business letter head and inclose 75c. we will send a sample watch (duty not paid) and our catalogue, so that he can test its accuracy and durability.

INFORMATION ON REQUEST.

**ROBT. H. INGERSOLL & BRO.**

51-53 Maiden Lane, NEW YORK, U.S.A.

## JUST WHAT YOU WANT

TIME AND LABOR SAVER

The "ENTERPRISE" ELECTRIC  
RAPID GRINDING  
AND PULVERIZING **Mill**

Will be furnished for Direct or Alternating Current to suit all conditions

25 to 50 lbs. of Coffee

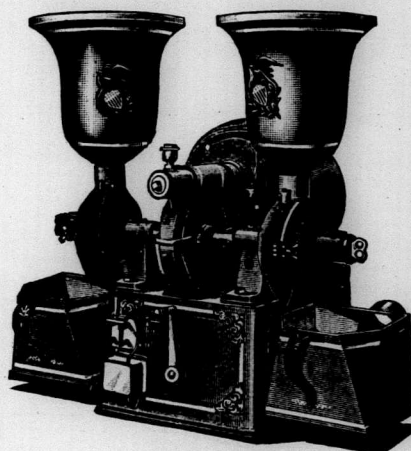
CAN BE GROUND FOR ONE CENT

One Grocer says: It has almost doubled our Coffee Trade,  
I consider it a Good Investment and Advertisement.

DESCRIPTIVE CATALOGUE ALSO TESTIMONIAL PAMPHLET MAILED FREE

The Enterprise Mfg. Co. of Pa., PHILADELPHIA, PA.  
U. S. A.

GRANULATOR PULVERIZER



No. 08712

Height 31 inches; Width 32 inches;  
Length 25 inches; Weight 320 pounds

PRICE ON APPLICATION

Grinding Capacity  
Granulating, 2 pounds per minute  
Pulverizing, 1/2 pound per minute

Capacity of Iron Hoppers, 6 lbs. of Coffee  
Capacity of Nickel-Plated Hoppers, 7 1/2 lbs. "

"IT'S DIFFERENT." The Grocer who has not ordered  
**STRENGTHFUDE**



Is losing money, because it pays a good profit.

In this preparation we give you real **STRENGTH FOOD** in its proper proportions, made of

**WHEAT, OATS, NUTS,**

**NO COOKING REQUIRED—ALWAYS READY FOR USE.**

We are going to make **STRENGTHFUDE** sell, for it is the finest thing in the market.

That being true, hadn't you better gather in some of the demand for yourself? Be up-to-date. Put in new things. Give **STRENGTHFUDE** a show now while it's new. Get ready for the request you're going to have for it.

Every grocer should order a case at once, as inquiries are coming daily asking at what grocer's they can buy **STRENGTHFUDE**.

Order now. It pays a good profit. Shall we send you some samples.

**THE STRENGTH FOOD CO.**

"Department C. G."  
 105-107 Hudson St., NEW YORK.

For sale by **JOHN SLOAN & CO.,** 45 Front Street East, **TORONTO.**

**Current Market Quotations for Proprietary Articles**

April 2, 1903.

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

**Baking Powder.**

Size	Per doz.
Cook's Friend	84 40
Size 1, in 2 and 4 doz. boxes	2 10
" 10, in 4 doz. boxes	0 50
" 2, in 6 "	0 70
" 12, in 6 "	0 45
" 3, in 4 "	3 00
Pound tins, 3 doz. in case	2 40
12-oz. tins, 3 doz. in case	14 00
5-lb.	

W. H. GILLARD & CO.

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

**IMPERIAL BAKING POWDER.**

Cases	Sizes	Per doz.
4 doz.	4-oz.	80 55
1 doz.	8-oz.	1 75
2 and 3 doz.	12-oz.	3 50
2 and 3 doz.	12-oz.	3 40
2 and 3 doz.	16-oz.	4 35
1 doz.	2-lb.	10 50
1 doz.	2-lb.	10 40
1 and 1 doz.	5-lb.	19 50

**MAGIC BAKING POWDER.**



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

Size	Per doz.
size, 5 doz. in case	80 40
" 4 "	0 75
" 3 "	1 25
" 2 "	2 25

**VIENNA BAKING POWDER.**

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

**OCEAN MILLS.**

Size	Per doz.
Ocean Baking Powder, 1/4 lb., 4 doz. in a case	8 45
Ocean Baking Powder, 1/2 lb., 5 doz. in a case	90
Ocean Baking Powder, 1 lb., 3 doz. in a case	1 25
Ocean Borax, 1-lb. packages, 4 doz. in a case	40
Ocean Cornstarch, 40 pks. in a case	78

**Freight paid, 5 p.c. 30 days.**

**Blackening.**

Item	Per gross
Jonas	89 00
Froments	7 50
Military dressing	24 00

**Blue.**

Item	Per lb.
Keen's Oxford	80 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.**

Item	Per box
Reckitt's	81 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 12-3 and 6 oz. size.	
Full price list on application.	

**Boeckh's Corn Brooms.**

Item	Per doz.
UNITED FACTORIES, LIMITED.	
Bamboo Handles, A, 4 strings	84 35
" " " B, 4 "	4 10
" " " C, 3 "	3 85
" " " D, 3 "	3 60
" " " E, 3 "	3 35
" " " F, 3 "	3 10
" " " I, 3 "	2 85

**Biscuits.**

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

Item	Per doz.
Cafe Noir	80 15
Ensign	0 12 1/2
Metropolitan, mixed	0 09

**Canned Goods.**

HENRI JONAS & CO.

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

**French Peas, Delory's—**

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

**French Sardines—**

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

**Chocolates and Cocoas.**

THE COWAN CO., LIMITED.

Item	Per doz.
Cocoa—	
Hygienic, 1-lb. tins	87 25
" 1/2-lb. tins	3 75
" 3-lb. tins	2 25
" fancy tins	0 90
5-lb. tins, for soda water fountains, restaurants, etc.	0 55
Perfection, 1/2-lb. tins, per doz.	3 00
Cocoa Essence, sweet, 1/2-lb. tins, per doz.	2 25
Chocolate—	
Queen's Dessert, 1/2's and 1/4's	80 40
" 6'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.**

Item	Per lb.
Chocolate—	
Caracas, 1/2's, 6-lb. boxes	80 42
Vanilla, 1/2's	0 42
"Gold Medal," sweet, 1/2's, 6-lb. boxes	0 28
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—	
Concentrated, 1/2's, 1 doz. in box	2 40
" " " 1-lb. " "	4 50
" " " 1-lb. " "	8 25
Homeopathic, 1/2's, 14-lb. boxes	0 24
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.

Item	Per lb.
Mott's Broma	80 30
Mott's Prepared Cocoa, 1/2 and 1-boxes	0 28
Mott's Breakfast Cocoa, 1/2 in boxes	0 40
Mott's No. 1 Chocolate	0 30
Mott's Breakfast Chocolate	0 28
Mott's Caracas Chocolate	0 40
Mott's Diamond Chocolate	0 23
Mott's Navy Chocolate, 1/2 in boxes	0 27
Mott's Cocoa Nibs	0 35
Mott's Cocoa Shells	0 05
Vanilla Sticks, per gross	1 00
Mott's Confectionery Chocolate	0 21 0 32
Mott's Sweet Chocolate Liquors	0 20 0 36

**CADBURY'S.**

Item	Per doz.
Frank Magor & Co., Agents.	
Cocoa essence, 3-oz. packages	81 65
Mexican Chocolate, 1/2 and 1-lb. pkgs.	0 40
Rock Chocolate, loose	0 40
Nibs, 11-lb. tins	0 35 1/2

**WALTER BAKER & CO., LIMITED.**

Item	Per lb.
Premium No. 1 chocolate, 12-lb. boxes	80 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, 1/2-lb. pkgs., 12-lb. boxes	0 35
Caracas sweet chocolate, 6-lb. boxes	0 37
Caracas tablets, 100 bundles, tied 5/8, per box	3 00
Soluble chocolate (hot or cold soda)	
1-lb. cans	0 42
Vanilla chocolate wafers, 48 to box, per box	1 65

# STARCH PRICES

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

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

Ask for **EDWARDSBURG** or **BENSON'S** and **INSIST** upon getting it.

**SEE OUR NEW LIST**

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

Established 1858.

53 Front St. East,  
**TORONTO, ONT.**

Works:  
**CARDINAL, ONT.**

164 St. James St.,  
**MONTREAL, QUE.**

Cocoanut.	
L. SCHEPP & CO.	Per lb.
1-lb. packages, 15 and 30-lb. cases	\$0 26
1-lb. "	0 27
1-lb. "	0 28
1 and 1-lb. packages, assorted, 15 and 30-lb. cases	0 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 Mandheling Java and hand-picked Mocha	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case	0 20
Madam Huot's coffee, 1-lb. tins	0 31
"2-lb. tins	0 30

100 lb. delivered in Ontario and Quebec.

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

Allison's Coupon Pass Book.	
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

### Canes Clothes Pins.

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

### Extracts.

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

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

### Food.

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

### Ginger Ale and Soda Water.

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

### Jams and Jellies.

SOUTHWELL'S GOODS. Per doz.	
Frank Magor & Co., Agents.	
Orange marmalade	\$1 50
Clear jelly marmalade	1 80
Strawberry W. F. jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant " "	1 55
Other jams	\$1 55
Red currant jelly	1 90
	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	0 06
7, 14 and 30-lb. wood pails,	0 06
Pure Fruit Jellies—	
1-lb. glass jars, 2 doz. in case, per doz.	0 95
7, 14 and 30-lb. wood pails, . . . per lb.	0 06
Home Made Jams—	
1-lb. glass jars (16-oz. gem.) 1 doz. in case	1 50
5 and 7-lb. tin pails . . . per lb.	0 09
7, 14 and 30-lb. wood pails . . .	0 09

### Licorice.

YOUNG & 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
"Acne" pellets, 5-lb. cans	per can 2 00
"Acne" pellets (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	1 00

### Lye (Concentrated).

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

### Mince Meat.

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

### Mustard.

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

### HENRI JONAS & CO.

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

### E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes	
1-lb. tins	per lb. \$ 0
1-lb. tins	0 35
1-lb. tins	0 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 75
1-lb. jars	0 25

### Olive Oil.

Per case.	
Barton & Guestier's quarts	\$ 8 00
pints	7 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


THE CANADIAN GROCER

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

These are ready sellers. A luxury at small cost.

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

**Pickles.**  
**STEPHENS.**  
 A. P. Tippett & Co., Agents.  
 Fruit stoppers (pints)..... per doz. \$ 2 30  
 Corked ..... 1 90

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

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

**MAGIC BRAND.**  
 Per case  
 No. 1, cases, 60 1-lb. packages \$ 2 75  
 No. 2, " 120 1/2-lb. " " 2 75  
 No. 3, " 72 1-lb. " " 2 75

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

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

**Culinary Starch**  
 Benson & Co.'s Prepared Corn, " " 0 61  
 Canada Pure Corn, " " 0 65

**Rice Starch**  
 Edwardsburg No. 1 white, 1-lb. car., " " 0 10  
 Edwardsburg No. 1 white or blue, 4-lb. lumps, " " 0 08 1/2

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

**BRANTFORD STARCH WORKS, LIMITED.**  
 Ontario and Quebec.

**Laundry Star hes**  
 Canada Laundry, boxes of 40-lb. \$0 04 1/2  
 Acme Gloss Starch  
 1-lb. cartons, boxes of 40 lb. 0 05  
 Finest Quality White Laundry  
 3-lb. Canisters, cases of 48 lb. 0 06  
 4-lb. " " " 0 06 1/2  
 Barrels, 200 lb. " " 0 05  
 Kegs, 100 lb. " " 0 05  
 Lily White Gloss  
 1-lb. fancy cartons, cases 30 lb. 0 07 1/2  
 6-lb. toy trunks, 8 in case, " " 0 07 1/2  
 Kegs, 100 lb. " " 0 07 1/2  
 in case " " 0 07 1/2  
 Kegs. ex. crystals, 100 lb. " " 0 06 1/2

**Brantford Gloss**  
 1-lb. fancy boxes, cases 36 lb. \$0 07 1/2  
**Canadian Electric Starch**  
 Boxes of 40 fancy pkgs., per case 2 50  
**Celluloid Starch**  
 Boxes of 45 cartons, per case, " 3 40


**Culinary Starches**  
 Challenge Prepared Corn  
 1-lb. packages, boxes 40 lb. 0 05  
 No. 1 Brantford, Prepared Corn—  
 1-lb. packages, boxes 40 lb. 0 06 1/2  
 Crystal Maise Corn Starch  
 1-lb. packages, boxes 40 lb. 0 06 1/2

**OCEAN MILLS.**  
 Chinese starch, per case of 4 doz., \$4.

**Stove Polish.**  
  
 For durability and for cheapness this preparation is truly unrivalled.

**Per gross.**  
 Rising Sun, 6 oz. cakes, 1/2-gross boxes \$8 50  
 Rising Sun, 3 oz. cakes, gross boxes 4 50  
 Sun Paste, 10c. size, 1/2-gross boxes, " 10 00  
 Sun Paste, 5c. size, 1/2-gross boxes, " 5 00


**Syrup.**  
**"CROWN" BRAND PERFECTION SYRUP.**  
 Per case.  
 Enamelled tins, 2 doz. in case \$2 40  
 Plain tins, with label—  
 2 1/2 lb. tins, 2 doz. in case, " 1 90  
 5 " " " " " 2 35  
 10 " " " " " 2 25  
 20 " " " " " 2 10  
 (10 and 20 lb. tins have wire handles.)

**Teas.**  
**SALADA CEYLON.**  
  
 Wholesale. Retail.  
 Brown Label, 1's, " " \$0 20 0 25  
 " 1/2's, " " " 0 21 0 26  
 Green Label, 1's and 1/2's " " 0 22 0 30  
 Blue Label, 1's, 1/2's, 1's and 1/2's " " 0 30 0 40  
 Red Label, 1's and 1/2's, " " 0 36 0 50  
 Gold Label, 1's, " " 0 44 0 60

**KOLONA PURE CEYLON TEA BLACK.**  
  
 Ceylon Tea, in 1 and 1/2-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c. \$0 19  
 " 1/2-lb., " " 0 20  
 Blue Label, retail at 30c. " 0 22  
 Green Label, " 40c. " 0 28  
 Red Label, " 50c. " 0 35  
 Orange Label, " 60c. " 0 42  
 Gold Label, " 80c. " 0 55

**RAM LAL'S PURE INDIAN TEA.**  
  
 Cases, each 60 1-lb. \$0 35  
 " 20 " " " 0 35  
 " 120 1/2-lb. " " 0 36

**LUDELLA CEYLON, 1'S AND 1/2'S PKGS.**  
  
 Blue Label, 1's, " " \$0 18 1/2 0 25  
 Blue Label, 1/2's, " " 0 19 0 25  
 Orange Label, 1's and 1/2's " " 0 21 0 30  
 Brown Label, 1's and 1/2's " " 0 25 0 40  
 Green Label, 1's and 1/2's " " 0 30 0 40  
 Red Label, 1's and 1/2's " " 0 35 0 50  
 Red Label, 1/2's, " " 0 40 0 60

**TETLEY'S INDIAN AND CEYLON TEAS.**  
**"Elephant" Brand.**  
 Blacks— Wholesale. Retail.  
 Tetley's Extra quality, " " \$0 65 \$1 00  
 " No. 1 " " 0 50 0 70  
 " Special " " 0 42 0 60  
 " No. 2 " " 0 35 0 50  
 " No. 3 " " 0 30 0 40  
 " 30c. " " 0 22 0 30  
 " No. 4 " " 0 20 0 25

These teas are packed in cases containing either 60 1-lb. packets, or 120 1/2-lb. packets, or assorted. No. 3 is also packed in cases containing 240 1/2-lb. packets.

**Ceylon Greens— Wholesale. Retail.**  
 No. 1 " " \$0 35 \$0 50  
 No. 2 " " 0 30 0 40  
 No. 3 " " 0 20 0 25  
 Packed same as blacks.

**"CROWN" BRAND.**  
 Wholesale. Retail.  
 Red Label, 1-lb. and 1/2's, " " \$0 35 \$0 50  
 Blue Label, 1-lb. and 1/2's, " " 0 28 0 40  
 Green Label, 1-lb. " " 0 19 0 25  
 Green Label, 1/2's " " 0 20 0 25  
 Japan, 1's " " 0 19 0 25

**E. D. MARCEAU, Montreal.**  
**Japan Teas—**  
 " Condor " II 80-lb. " \$0 35  
 " " III 80-lb. " 0 32 1/2  
 " " IV 80-lb. " 0 30  
 " " V 80-lb. " 0 26 1/2  
 " " XXXX 80-lb. boxes, " 0 25  
 " " XXXX 30-lb. " " 0 26  
 " " XXX 80-lb. " " 0 22 1/2  
 " " XXX 30-lb. " " 0 23 1/2  
 " " XX 80-lb. " " 0 20  
 L.X. lead packets  
 Assorted cases (1 and 1/2-lb.) to retail at 40c. 0 28 1/2

**Black Teas "Nectar" in lead packets—**  
 Green Label, " " retails 0 26 at 0 20  
 Chocolate Label, " " 0 35 at 0 25  
 Blue Label, " " 0 50 at 0 36  
 Maroon Label, " " 0 60 at 0 45  
 Fancy tins—Chocolate, 1-lb. 0 32 1/2  
 " " " " " 0 42 1/2  
 " " " " " 0 50  
 " " " " " 1 50

**"Condor" Ceylon black tea in lead packets—**  
 Green Label, 1's, 1/2's and 1's.  
 60-lb. cases " " retail 0 25 at 0 20  
 Grey Label, 1's, 1/2's and 1's.  
 60-lb. cases " " retail 0 30 at 0 23  
 Yellow Label, 1's and 1's.  
 60-lb. cases " " retail 0 35 at 0 36  
 Blue Label, 1's, 1/2's and 1's.  
 50-lb. cases " " retail 0 40 at 0 30  
 Red Label, 1's, 1/2's and 1's.  
 50-lb. cases " " retail 0 50 at 0 34  
 White Label, 1's, 1/2's and 1's.  
 50-lb. cases " " retail 0 60 at 0 40

**Black Teas "Old Crow" blend—**  
 Bronzed tins of 10, 25, 50 and 60-lb.  
 No. 1 " " per lb. 0 35  
 No. 2 " " " 0 30  
 No. 3 " " " 0 25  
 No. 4 " " " 0 20  
 No. 5 " " " 0 17 1/2

**LIPTON'S TEA (in packages). Per lb.**  
 No. 1, cases 50 lb. (50 1/2-lb. packages) \$0 35  
 (25 1-lb. " " 0 34  
 No. 1, cases 50 lb., in 5-lb. tins " 0 35  
 No. 2, cases 50 lb., (50 1/2-lb. packages) 0 28  
 (25 1-lb. " " 0 28  
 No. 1, cases 50 lb., in 5-lb. tins " 0 29  
 (50 1/2-lb. packages) 0 23  
 No. 3, cases 50 lb., (50 1/2-lb. packages) 0 22  
 (25 1-lb. " " 0 23  
 No. 3, cases 50 lb., in 5-lb. tins " 0 35  
 (50 1/2-lb. packages) 0 25  
 Green Ceylon, No. 1, (25 1-lb. " " 0 34  
 Green Ceylon, No. 2, (50 1/2-lb. packages) 0 29  
 (25 1-lb. " " 0 28

**Tobacco.**  
**THE EMPIRE TOBACCO CO., LIMITED.**  
 Smoking—Empire, 3's, 5's, and 10's... \$0 39  
 " Amber, 8's, and 3's... 0 56  
 Chewing—Stag, bars, 1/2 oz. " 0 38  
 " Bobs, 5's, and 10's... 0 39  
 " 1 1/2 oz. bars, 5's... 0 39  
 " Currency, 1 1/2 oz. bars, 10's... 0 42  
 " 6's. and 10's... 0 42  
 " Old Fox, narrow, 11's... 0 42  
 " Snowshoe, 1 lb. bars, sp'ed 6s " 0 46  
 " Pay Roll, 6's... 0 47  
 " Fair Play, 7's, and 12's... 0 44

**Vinegars.**  
**E. D. MARCEAU, Montreal. Per gal.**  
 EMD, pure distilled, highest quality, \$0 30  
 Condor, pure distilled, " 0 25  
 Old Crow, " " 0 20  
 Special prices to buyers of large quantities.  
**JOHN HOPE & CO., Montreal.**  
 Sir Robert Burnett & Co.'s English Malt Vinegar " " 0 60

**Cane's Woodenware.**  
**UNITED FACTORIES, LIMITED.**  
 Per doz.  
 Washboards, Leader Globe... \$1 45  
 " Improved Globe... 1 55  
 " Standard Globe... 1 75  
 " Solid Back Globe... 1 90  
 " Jubilee (perforated)... 1 90  
 " Crown... 1 30  
 No. 1 2 hoop pails... 1 65  
 " 1 3 " " 1 80  
 " 0 tubs... 9 00  
 " 1 " " 7 50  
 " 2 " " 6 50  
 " 3 " " 5 75

**Yeast.**  
 Royal yeast, 3 doz. 5c. pkgs. in case... \$1 00  
 Gillett's cream yeast, 3 doz... 1 00  
 Jersey cream yeast cake, 3 doz. 5c... 1 00  
 Victoria " " 3 doz. 5c... 1 00  
 " " " 3 doz. 10c... 1 80

**NIXEY'S REFINED BLACK LEAD H.M. the KING of the British Empire.**

Sole Manufacturer of "Cervus" Square and Bag and Pepperbox Blues, and "Silver Moonlight" Stove Polish.  
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Our mantles give the most light.  
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We insert our mantles with pressure gas.  
Our mantles won't shrink or fray out.

Our trade mark **A** is on the best mantles.

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Best Oil Mantles, all our Mantles.	Best Oil Mantles, all our Mantles.
High Pressure Mantles.	High Pressure Mantles.

In single, double or triple weave.  
Lowest prices on Mantles, Shades,  
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Write us if you are interested.

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**THERE IS ONLY ONE  
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Special Blend  
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In fact, all kinds; besides being very neat in appearance, they are strong and durable. Send your orders to

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We Sell Lamp Chimneys in  
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**Wethey's  
 Mince Meat**



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

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

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

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

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