

well in piques, and the finer classes of cotton goods generally have met with a considerable demand. Fancy woven stripes and checks in cottons command an advance of 10 to 15 per cent. over the opening prices of the season; 42-inch hemstitch lawns, in white and colors (the latter for skirts), plain and fancy nainsooks and batistes, have all been shipped to a fair extent from this side. As to linens, there seems to be a more active demand for the better makes. Low grades have suffered because of the constant attempts to improve appearance without increasing the price, the quality being interfered with to produce this result.

Considerable advance has been made by the designers and manufacturers of silk and woolen materials for the coming season. For early spring the more sombre shades are displayed, but these fail to note the true character of the season's materials, and it is by the goods that will be worn later in the summer that we must judge the season. A "mercerized" cotton is one of the features of the trade. This is a cotton which has passed through a chemical process, and when made up can be distinguished from silk by none but experts. The Canadian houses have imported quantities of this much-talked-about material and it promises to have a large sale. A black grenadine over a colored foundation with water or lace-like designs has a very rich effect, and is spoken of by the British trade papers as "Iroganil Glystic." The Draper's Record in reviewing the new materials and patterns says: "In the ever useful and popular coatings, homespuns, covert coatings, and fine cloths, novelty has been imparted by new blending of shades and sundry fresh designs. Cashmere Sedan cloth in lovely shades and voiles of many different varieties will be well worn. The bordered voiles adapt themselves readily to the fashionable "handkerchief" drapery of the upper skirt, and are certain to be in great request."

FOR GROCERS AND PROVISION DEALERS.

At a large meeting of the Collingwood Board of Trade on Wednesday of this week it was decided to establish a canning factory. The company will have a capital of \$50,000, and is intended, we believe, to can fruit as well as vegetables.

An advance of ten dollars per ton in the price of broom corn is announced from Chicago. The cause was the raising of the price by the Central Illinois Broom Corn Association, which met at Charleston, Ill. Another meeting will be held in May, when a further advance will be considered. It is said the trust has a corner on all available stock, and that the supply is short. This last may or may not be true.

The story on page 1368 of to-day's issue, about "Cheap Goods," points a moral which some grocers might very well enforce upon their customers. It would be to the grocer's advantage to explain the folly of people buying trash where they can get good value, for there is more profit for him in the higher priced stuff; and what is more, the times are so much improved that people feel able to buy better qualities of merchandise.

One scarcely realizes that Canada buys a hundred thousand tons a year of foreign salt. But this is the case, for last year we imported 202,634,000 pounds free, from British Possessions, or for the use of our sea fisheries. Seventy per cent. of this came from Great Britain, the remainder mostly from Spain, Portugal, Italy, the West Indies and the United States. Quebec took 40,000 tons, but the Maritime Provinces a still larger proportion. The importations of dutiable salt were 11,830,663 pounds, mainly by Ontario, British Columbia and Manitoba, from the United States. Of course we know that Ontario herself produces salt, but she has purchased 7,500,000 pounds or thereabout, both fine and coarse.

Not far from six million pounds of raw tobacco leaf was imported into the Dominion last year for manufacturing purposes. Every province imported more or less, but Quebec the most, by 3,549,170 pounds, out of a total of 5,911,472. The quantity taken out of warehouse during the year was 2,016,775 pounds, which paid a dollar a pound duty. Nine-tenths of this tobacco came from the United States, but smaller quantities from Holland, Germany, Mexico, the West Indies and Spanish

possessions. Cut tobacco, and "other manufactures of tobacco, N.E.S.," which we take to mean largely plug, such as Pace's twist, was imported to the value of \$78,106, mostly from the States, Britain and China—and British Columbia bought most of it. All the snuff we imported was 5,690 pounds from the United States and France. Why no Scotch appears we cannot see.

The imports of cigars into Canada are not so large as one would expect, seeing that we are so largely a community of smokers, and it shows that the great bulk of our consumption, by those who do not smoke pipes, is of home-made cigars. The quantity imported last year from seventeen countries was 61,441 pounds, valued at \$146,620, and paying duty of \$220,040. The Spanish West Indies furnished the bulk of these, the East Indies [Manila, no doubt], Germany, Japan and Mexico smaller portions. British Columbia took more of these imported cigars than any province except Quebec. Cigarettes we bought mainly from Egypt and Great Britain, the total being only 6,738 pounds, valued at \$13,592 in 1898. The largest importer was Nova Scotia. This may not mean that Nova Scotians are any fonder than other Canadians of the foreign article, but that they are nearer to it.

What were, fifty years ago, heresies which would almost consign a man to an English jail for expressing them, are to-day tolerated, nay here and there advocated. There are in the United Kingdom of late not a few advocates of "Fair Trade" as opposed to Free Trade, and the suggestions of preference to colonial grain has not thus far occasioned any riot in the Old Country. Some weeks ago the Consular Journal and Greater Britain suggested to the Chancellor of the Exchequer that he should make up his expected budget deficit by levying a small tax upon sugar. Of this suggestion the Journal says: "We know that it was one which was accepted by a number of not unknown business men of repute in the city of London." A day or two afterward The Daily Mail came out with a similar suggestion, which it has since repeated editorially. The Journal angrily accuses The Mail of stealing its thunder. In any case the advocacy of the duty by both these journals and by "some London business men of repute" shows, as the darkey puts it, that "things is a-workin'."

INSURANCE MATTERS.

The Calgary City Council has decided to submit a by-law to a vote of the ratepayers to borrow \$90,000 on thirty year debentures, carrying 4 per cent. interest, payable half-yearly, wherewith to instal a waterworks system.

"You are all right," said the doctor after he had gone through with the regulation thumping and listening with his patient. "Not a trace of heart disease. Fifteen dollars, please." The patient drew a long breath and remarked: "I am sure now I have no heart disease; if I had I should have dropped dead when you mentioned your fee."—Boston Commercial Bulletin.

Commenting on the recent deaths of Gleeson White, a famous art critic, and of Harold Frederic, a celebrated novelist and correspondent, who, it was found, had made no provision for their families, and, indeed subscriptions had to be made for their relief, The Insurance Press says: One would not suppose that it is necessary nowadays to urge on educated men the benefits to be derived from life insurance, but the unfortunate conditions referred to are very suggestive.

We hear that Mr. E. R. Tillinghast has been appointed superintendent of agencies for the western and Mr. E. W. Scott, jr., for the eastern field, by the Provident Savings Life Association. Mr. Tillinghast is already a successful field man, having been with the Provident Savings for a year at Chicago. Mr. Scott has been assistant superintendent of agencies for about two years. Mr. Scott, jr., who seems to be "a chip of the old block," visited Canada recently, and made an agreeable impression.

A very enjoyable luncheon was given by the Sun Life Assurance Company of Canada, on Wednesday last, in the top floor of the handsome new building of that company on James street in Hamilton. Three or four hundred guests were invited