

Grocery Trade Notes.

Provisions advanced $\frac{1}{4}$ to $\frac{1}{2}$ per pound at Toronto last week.

The decline in refined sugar prices in eastern markets last week was due to cutting at New York.

It is reported that the stock of Persian dates in the wholesale markets of Eastern Canada is far greater than the demand would warrant. New York was overstocked and some of the goods have been shipped to Canada.

London mail advices, under date of December 20, state that a good demand prevails there for both currants and raisins. Cable advices from Greece were reported to the effect that the market for currants there was gaining strength.

A large consignment of Canadian Jam and preserved beef is being shipped to South Africa for the use of the British troops. Since the war broke out the Canadian Government has expended over \$1,000,000 for military supplies on behalf of the Imperial war office.

The Japan tea market has shown considerable activity lately, and as a result of it there has been a material rise in the price of the lower grade goods, on which the enquiry chiefly centered. A week or ten days ago, a buyer could easily secure supplies of Japan stock as low as 13c per pound. All the goods obtainable around this time have had to be sold at a price inside the price for what stock is offering on this market at present is 14c, so that the market for Japan can be said to have advanced $\frac{1}{2}$ per pound.—Montreal Gazette.

Dry Goods Trade Notes.

The market for Australian wool is reported in a Sydney letter as steadily advancing.

Old country lines are showing the effect of the higher prices for raw cottons. Advances last week ranged as high as 15 per cent. advance in lace curtains.

The Montreal Cotton Company has purchased the machinery to increase the capacity of its Valleyfield mill by 400 looms, chiefly for the manufacture of ladies' fine wear and mercerized goods.

A leading New York colored cotton goods concern states that while willing to take small orders for denims at current prices it would not book a large contract except at $\frac{1}{2}$ per yard advance. This is a reversal of general conditions and shows the influence of cost of production.

London, Jan. 17.—The offerings at the wool auction sales today numbered 13,522 bales, including a good selection of secureds. Merinos were in active demand at 10 per cent. above the October average. There was a general bid for crossbreds, which were in larger supply and at lower prices. Fine grades were firm and medium and lower grades were steadier. Cape of Good Hope and Natal wool sold steadily, especially for continental account.

A number of the woolen manufacturers of Canada are dissatisfied with the present status of the preferential tariff in so far as it applies to their business. In order to give definite expression to their feeling on the subject, a meeting was held in the rooms of the Canadian Manufacturers' Association, Toronto, last week, at which a number of woolen manufacturers from various points were present. They decided after a brief discussion to organize as a branch of the Canadian Manufacturers' Association. Several of the present went so far as to suggest that the present tariff meant the eventual closing of their establishments. It was agreed that strong representations should be made to the government on the subject, and a committee was appointed to arrange for this.

All advices from Scotland and Ireland confirm previous reports regarding the poorness and the smallness of the new flax crop, says the Toronto Globe. It was common to find in manufacturers' hands sufficient supply of raw material to keep the plant in operation for at least a year, and in many instances supplies for a much longer period. Now, however, it is reported that in the majority of instances there is not sufficient flax for two months' operations. Not only is the quantity of the crop complained of, but the prices are highly speculative. On this account spinners are obliged to ask more for their holdings,

and weavers are very reluctant to pay the advance. A good many looms have stopped running rather than pay spinners' prices, and it is thought that there will be a good many additions to this list before long. It is reported that a prominent linen manufacturer of Canada has just purchased \$400,000 worth of flax.

The condition of the market for Ontario wool continues to disappoint holders. The bulk of the last clip is still held in the country. There has been practically no demand for wool for export to the United States, which is always reckoned in Canada as the main market for that staple, since the clip first came on the market seven or eight months ago. The present condition of the American markets is not favorable to shipments of Canadian wool at the moment. The best price obtainable in the United States markets for Canada fleeces, according to advices received by local firms, is 28c, laid down, duty paid. That would make it necessary for shippers in Canada to get the wool at 15c or less, or at a price several cents less than now being asked for the wool by large holders. Sellers, realizing that the situation is against them at present, are not trying to force sales.—Globe.

THE HARDWARE TRADE.

TIN-PLATE INDUSTRY OF THE UNITED STATES.

According to a report received by the London board of trade, through the foreign office, from Her Majesty's consul at Chicago, the tin-plate industry in the United States has been built up entirely within the last eight years, as previous to the passing of the McKinley Tariff bill, which went into effect on July 1st, 1891, the manufacture of tin-plate in a commercial way was practically unknown in the United States. The following statement shows the imports of tin-plate into the United States, and the production in that country, for the years named, ending June 30th:—

| | Imports. | Production. |
|--------|-------------|-------------|
| 1891-2 | 12,170,292 | 13,046,719 |
| 1892-3 | 628,423,892 | 10,819,202 |
| 1893-4 | 454,100,823 | 139,224,467 |
| 1894-5 | 598,038,168 | 114,801,073 |
| 1895-6 | 330,138,961 | 367,228,621 |
| 1896-7 | 320,073,083 | 448,982,003 |
| 1897-8 | 171,902,235 | 681,074,028 |
| 1898-9 | 106,484,826 | 791,371,488 |

The imports, with the exception of a very small quantity from Canada, and practically all from the United Kingdom. At a rebate of 50 per cent. of the duty, or say $\frac{3}{4}$ per pound, is allowed on the re-export of these plates, in the form of can or tins containing provisions, petroleum, etc. There are at the present time 44 tin-plate plants and over 300 mills in the United States which are controlled by five different corporations, and distributed throughout the country as follows:—Maryland, 4; Pennsylvania, 10 (approximately); Virginia, 3; Ohio, 9; Indiana, 7; Kentucky, 1; Michigan, 1; Illinois, 1; Missouri, 1; New York, 1. American plates are said to be superior to the Welsh, owing to the steel being of better quality, and the plates being more uniformly coated. The principal labor-saving devices supplied to the plants in the United States are electric travelling cranes, cold rolled transfer mechanism and annealing furnace charges.

HARDWARE TRADE NOTES.

Pig tin weakened in all leading markets about two weeks ago, but later stiffened up again.

Wheel models for 1901 indicate that makers are endeavoring to secure the comfort of the rider rather than speed.

New prices have been made by Canadian manufacturers on Paris grade at the factories barrel lots are now worth 10 $\frac{1}{2}$ c per pound, 10c, 50 and 100 pound drums, 17 $\frac{1}{2}$ c, 25 pound drums, 18c and 1 pound papers, 18 $\frac{1}{2}$ c.

Makers of window glass in the United States have been selling glass to sash and door men lately at an advance of nearly 30 per cent. over last year. It was expected that the glass would be about 15 per cent. higher but the present prices were never dreamed of by buyers.

A furniture combine, including large interests at Grand Rapids, is talked of by United States firms.

THE IMPLEMENT TRADE.

IMPORTANCE OF A DAY BOOK.

"A man who is his own lawyer has a fool for a client," runs the old saw. It would be extravagant to say that the merchant who is his own book-keeper has a fool for an employer, but quite conservative to apply some such expressive epithet to one whose book-keeper, whether it be himself or another, does not keep a day book. An established principle of law as old as the hills recognizes the day book as the indisputable evidence of a commercial transaction, especially of a credit sale. A few weeks ago, in an English court, a hardware and implement dealer lost a case because he was unable to produce in court a day book to prove the charges on which his suit was based. The debtor, in fact, set up a counter claim, and the merchant contended that a balance was due him the court gave judgment against him.

It is the habit of many country merchants, especially those who do their own bookkeeping, to employ nothing but a ledger. Charges are made directly in this book without any record of the manner in which the goods were ordered, and by whom, or to whom delivered. Should it transpire that an item or items are stored by the debtor and a law suit results the creditor stands in danger of losing a portion of his just due because of what the court would term insufficient evidence. Such decisions are based upon men's liability to err. Turning to his ledger to charge John Jones account for goods sold the merchant may write the debit upon some other account. But if a day book is kept and in it recorded the name of the person to whom the goods are delivered and how and by whom ordered, the court rightfully assumes that a mistake under such circumstances is unlikely.

In many of the wholesale implement houses the original entry is accompanied by explanations such as these: "Ordered by contract," "Ordered by letter Dec. 1," "Ordered by Mr. Blank by phone," "Ordered by wire Dec. 2," "Verbal order by Mr. Blank," etc. The freight or express receipts show delivery. A retail dealer might apply the same system and accompany each charge by one of the following notes: "Ordered by and delivered to Mr. Blank," "Ordered by Mr. Blank and delivered to his son," "Ordered by contract and delivered to son," etc. etc. It only requires a little extra time to make the record positive and it may sometimes be the means of saving many dollars. Even no law suit results there is a world of satisfaction in proving to a debtor that an item which "he has no recollection of" is correct, and there are many such in the course of a year's credit business.—Farm Implement News.

TAKING OLD IMPLEMENTS IN TRADE.

Excepting threshing machinery, corn shellers, shredders and other types of heavy machinery, second-hand implements have little value to a dealer, and should not be accepted in trades when it is possible to avoid it without placing sale prospects in jeopardy. Profit frequently follows a trade for something in the line referred to, as there is a market for the goods at prices which cover the expense of rebuilding. Small tools that have given satisfaction are retained by the farmers as long as they have a working value. One of the agreements associated with recently organized associations of English implement dealers provides that no allowance shall be made for second-hand goods offered in trade beyond their value as scrap iron. They are worth so much a pound, and are purchased by weight. This rule is commended to all implement dealers who are on some occasions forced to accept old goods or lose sales.

But if taking second-hand goods in trade is an unwise practice, permitting them to litter up one's premises even the vacant lot adjoining, is to make a bad matter worse. An assortment of such machines in all stages of decay, or lying adjacent to a dealer's warehouse is not a slight calculation to create favorable impressions. They should be kept out of sight of customers, and disposed of through the proper channels as rapidly as possible. Frequently parts may be saved from old machines that have a greater

value as repairs than as scrap, and the only way to determine this is to wreck the machine.—Farm Implement News.

IMPLEMENT TRADE NOTES.

Current prices for binder twine (o.b.) are about as follows: 50 lb. standard 7 $\frac{1}{2}$ c per lb.; 60 lb. standard 9 $\frac{1}{2}$ c; pure manila 10 $\frac{1}{2}$ c. Carlots are sold on a basis of $\frac{1}{2}$ c per pound less and five ton lots at $\frac{1}{4}$ c less.

Chatham, Ont., Jan. 18.—The Chatham Binder Twine Company has been formed with a capital stock of \$125,000. A factory with a capacity of five tons per day will be erected. The stock will be owned mostly by farmers. The institution will employ about fifty hands.

Winnipeg Stove Man in the East.

I. W. Martin, manager of the Gurney Stove and Range Company's business at Winnipeg, returned on Monday from a three weeks' trip east. Mr. Martin spent most of his time while away at Hamilton, but he also visited Chicago. He found things moving along very nicely at the headquarters of his company and is well pleased with the results of his visit. Active operations are proceeding at the foundry in anticipation of a good trade this year. Prices are steady and likely to remain so until, at least, Eastern manufacturers display unbounded confidence in the future of the west and are looking for good things in the wheat belt after this year's crop is assured. They are not at all daunted by the partial failure of crops last year. The west has proven to be such a profitable field for selling in that the capacity of many eastern factories has been increased to permit of extending selling operations to western markets and many factories have grown to depend to a large extent on their western trade for business.

As regards the much discussed amalgamation of Ontario stove factories Mr. Martin seems to think that it has still a good chance of going through. The factory men all seem favorable and it is only a question of time when the needed capital will be forthcoming. The amount required to cover the cost of the amalgamation, as the list on the factories is \$7,500,000. The amalgamation scheme has many features to commend it and even if the promoter of the present scheme should fail in his object the factory owners may manage something of the kind themselves. In the event of an amalgamation taking place a large warehouse would be erected at Winnipeg in addition to the existing buildings owned by stove concerns here.

Small-pox Near Niblock.

Fort William, Jan. 23.—There are now eight cases of smallpox in the tie camp near Niblock. Dr. O'Hagan is now in quarantine with the patients, with Will McNaughton, brother of Town Clerk McNaughton, as nurse. Since the first patient came down from there the camps of Geo. H. Strevel have been watched by officers sent out by Magistrate McDougall, and the men who have become sick have been immediately quarantined until eight of them are pronounced by Dr. O'Hagan to be free of the disease. Mr. Strevel has four camps in the vicinity, two of which are looked after by himself and two by his son, and it is at the camps managed by the son that the smallpox exists. The country all the way from Niblock to English River is patrolled by officers under the direction of Magistrate McDougall, and every effort is made to keep the disease confined to one camp.

The Fort William Board of Trade Annual Meeting.

Fort William, Jan. 21.—Fort William Board of Trade held its annual meeting on January 21. The following officers were elected for the year 1901: President, E. A. Martin; vice-president, W. Jarvis; secretary-treasurer, E. R. O'Hagan. Members of the council board of trade are Messrs. A. McDougall, J. J. Wells, W. F. Hogg, S. C. Young, W. H. Whalen, L. M. Morton, E. S. Rutledge, F. H. Perry, J. King, A. Snellgrove, D. McKellar and J. Murphy.