

**PAGES
MISSING**

PUBLISHED EVERY
FRIDAY

CIRCULATES IN
EVERY PROVINCE

THE
CANADIAN GROCER
AND
GENERAL STOREKEEPER

QUALITY..

When a salesman talks price to you
Ask him about QUALITY
When he talks quantity . . .
Ask him about QUALITY
When he talks merit to you . . .
Ask him about QUALITY

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

"IMPERIAL" WHITE WINE

The VINEGAR

OF STANDARD EXCELLENCE

Possesses peculiar and distinctive characteristics, making it especially adaptable to table use—while as a keeper of Pickles it stands without a peer.

Ask your grocery traveller to show samples of this brand—Remember the name

"IMPERIAL"



The Australasian Grocer

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

Subscription \$2.50 per Ann.

post free to any part of the world.
A handsome Diary is presented free to annual subscribers.

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Specimen Copies Free on Application.



LICORICE . . .

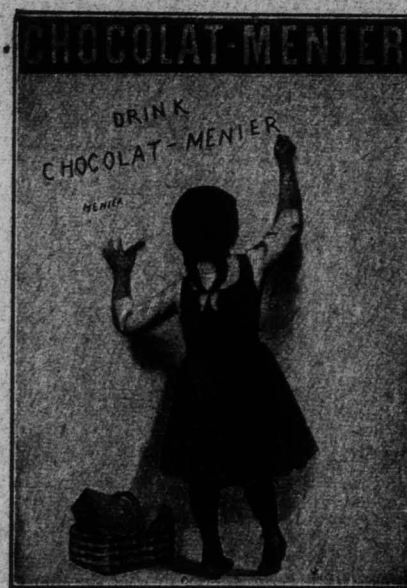
We manufacture everything in the Licorice line carried by the Grocery, Drug and Confectionery trades. We might mention—Y. & S. Stick Licorice, plain and corrugated; Acme Licorice Pellets; Y. & S. Licorice Lozenges, in cans or glass jars; A B C Blocks; Purity & Dulce Brand one cent sticks; Bundled Licorice Root; Small Cigars, 300 to box, etc. In PLIABLE LICORICE, Triple Tunnel Tubes, Mint Puff Straps, Navy Plugs and Golf-Sticks 100 to box; Blow Pipes 200 and 300 to box; Manhattan Wafers, 2 1/4 lb. boxes; Curved Stem Pipes, 200 to box. Write for illustrated catalogue.

YOUNG & SMYLIE

Established 1845.

BROOKLYN, N.Y.

**Annual Sales
Exceed
33,000,000 lbs.**



**Grand Prix
Highest Award,
Paris 1900.**

The extraordinary success of **CHOCOLAT-MENIER** all over the world, is rivaled by "**MENIER'S BREAKFAST COCOA.**" This Cocoa is absolutely pure. Sold this year for the first time in Canada and the United States, its sale is already enormous.

Ask your wholesaler for it. If he will not supply you, write to **HERDT & CO., 180 St. James Street, Montreal, Canada.**

A GOOD MARGIN OF PROFIT FOR THE RETAILERS.

Codou's
French Macaroni.
and Vermicelli.

The glutinous, nutty-flavored Wheat grown on the borders of the Black Sea has given a world-wide reputation to Codou's Macaroni and Vermicelli. No other wheat can possibly produce such white, tender, delicate Macaroni. Codou's is the standard and always has been. Its high quality has never been jeopardized by an inferior product. *It never Will be.*

Stephens'
Malt Vinegar.

Genuine English Malt Vinegar, whose quality never varies from year to year. Brewed by the Messrs. Stephens in one of the model breweries of the world, where all the piping is of vulcanite. You won't find a brew here and there that is better or worse than the one that preceded it, because each particular brew must reach the one high standard that has made it famous. You can depend upon the quality *always*, when you buy Stephens' Malt Vinegar.

Sold by leading wholesalers everywhere.

A. P. TIPPET & CO, Agts.,

8 Place Royale,
Montreal.

23 Scott St.,
Toronto.

TELEPHONE: MAIN 2927

CABLE ADDRESS: "TIMA"

The
International Mercantile

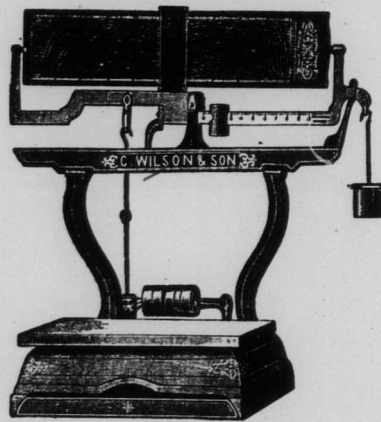
JANES BUILDING . . . **Agency** of Toronto

begs to announce to the Manufacturers and Merchants of Canada that they have the most effective system for collecting past due and old accounts in Canada, United States and Europe, without using offensive methods to debtors. Our reputation has been established by doing business on business principles, and prompt remittances, and we will be pleased to refer prospective clients to the hundreds of patrons we are doing business with.

We will be pleased to quote our rates on application or send one of our representatives to call on you.

Correspondence Solicited

The
International Mercantile Agency
of Toronto



**False
Economy.**

To do without a good scale. Why, a poor scale can lose for you hundreds of dollars, and you won't know where you lost it either. Good grocers have found out our Computing Scales **save for them money.** Allow us to show it to you. Send a post card and we will call—you will be under no obligation to buy.

C. Wilson & Son

69 Esplanade Street East,

TORONTO, ONT.

WRITE TO GOLD SOAP,
TORONTO, FOR PRICES
AND FULL PARTICULARS



"Just Fits the Hand"

*Payne's
Cigars
for a
"Side Line"*

If you start my Cigars as a "side line" you can not only count upon holding your Cigar trade, but on increasing it from year to year—from month to month, I might say!

No better Cigars can be made anywhere by anybody and sold at the same price as my 10-cent "Pharaoh" and my 5-cent "Pebble." Stock up with them as a "side line"—you'll never regret it.

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

**"Sterling"
Brand
Pickles.**

Your business will grow and prosper according to the care you give to the goods you handle. It is the old story of the pleased customer—and you only create pleased customers by giving them goods that please. The success of "Sterling" Pickles is the satisfaction they give to all who use them.

- Always
- Choose
- The
- Best.

- Always keep your stock
- well assorted. Write your
- wholesaler for quotations
- or to ourselves direct.

T. A. LYTTLE & CO.,
124-128 Richmond St. West,
TORONTO

**Certainly
It
Pays.**



Pays every time to advertise the goods, which deserve an ad like this, clipped from The St. Catharines Evening Star, February 26th.

Tillson's Goods

are

Standard Quality

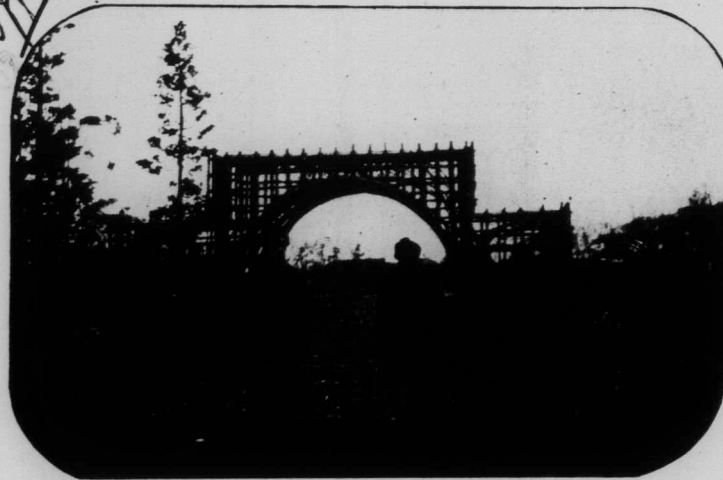
It is nothing unusual to hear travellers who may be selling other cereals than Tillson's say: "It is as good as Tillson's." Of course that places Tillson's at the head, and it should be. Tillson's goods are sold in bulk only. Place an order for some of these on Thursday:

- Pan-Dried Rolled Oats, 5½ pounds for.. **.20**
- Molina Rolled Wheat, 3½ pounds for.... **.15**
- Wheatlets or Wheat Farina, 3½ pounds for..... **.15**
- Old Fashioned Buckwheat Flour, three pounds for..... **.10**
- Gold Dust Cornmeal, four pounds for.... **.10**
- Graham Flour, four pounds for..... **.10**

**GROCERY
DEPARTMENT**

American Bazaar

RETURNED
to Montreal Office



A JAPANESE TEA-HOUSE GARDEN.

As we have said before and say again

All the statements being made, detrimental to the qualities of

JAPAN TEA

will not and cannot, affect its sale---because its popularity is based on a substantial foundation which cannot be shaken---true merit. Notwithstanding the kind of publicity our tea friends pushing the sale of Ceylon and Indian Teas are indulging in, somehow or other the demand for JAPAN TEA is daily increasing. It is the right kind of tea for you to handle Mr. Grocer, and it's not only being well-advertised by ourselves, but also by our competitors.

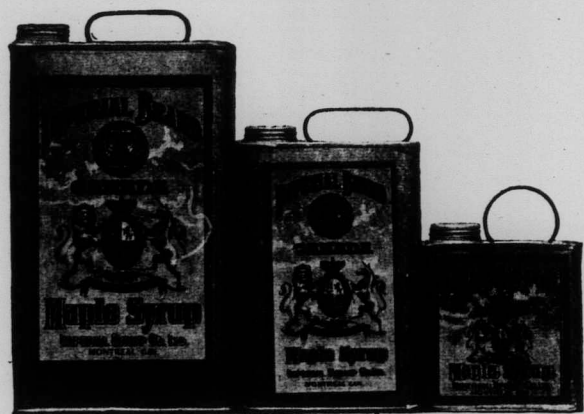
JAPAN TEA

IS PURE, UNADULTERATED, HEALTHY, AND A STEADY SELLER.

JAPAN CENTRAL TEA TRADERS'
ASSOCIATION.

Trafalgar Chambers, Sun Life Building
Annex.

Tel. Main 4142. MONTREAL, CANADA.



IMPERIAL BRAND MAPLE SYRUP

is the very kind your customers want. All who have tried it pronounce it to be without equal. Since first this brand was placed on the market it has met with wonderful success. Put up by

Imperial Maple Syrup Co.,
88 Grey Nun Street, MONTREAL. Limited

Sole Selling Agents, Rose & Laflamme, Montreal.

COMPARISON

COURTED BY US—SHUNNED BY OTHERS.

We would like you to put our

IVORY GLOSS STARCH

beside any and all of the other starches you have handled, and try it fairly and squarely. Apply any test you like, and, if our starch does not prove itself to be of superior quality to the others, we want to know about it.

St. Lawrence Starch Co.

Manufacturers Limited

PORT CREDIT, ONT.

Pure Gold Jelly Powder

The kind that's imitated. Why?
Because it sells so easily.

Pure Gold Flavoring Extracts

The kind that people want---always
true, pure and full measure.

Sell Standard Goods.

This Means Extra Profit For You

"Aurora" Coffee

A special brand of high-grade Coffee of delightful aroma and particularly fine flavor. **Retails at 40c and leaves a splendid profit for the merchant.**

A HANDSOME COFFEE TIN—double roll top—just the thing to set off a shelf—given free with 100 lbs. of "AURORA."

OUR TRAVELLERS CARRY PHOTOGRAPHS OF THESE TINS.

W. H. GILLARD & CO., Wholesale Grocers, **Hamilton, Ont.**
Tea and Coffee Importers,



THE DOMINION BREWERY CO., LIMITED

Brewers and Maltsters

TORONTO

Manufacturers of the Celebrated

WHITE LABEL ALE

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

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

WM. ROSS, Manager.



THE SAUCIEST OF SAUCES.

PATERSON'S

possesses a peculiariquancy, and is more generally used than other

SAUCES.

Paterson's Wor'ster Sauce is the best value on the Market.

PREPARED BY—

R. PATERSON & SONS, GLASGOW.

Manufacturers of the celebrated "PATERSON'S CAMP COFFEE ESSENCE," and "PATERSON'S 'EUREKA' PICKLES."

Agents—

ROSE & LAFLAMME, MONTREAL.



Modern Merchandising

demands modern methods. The ALLISON COUPON BOOK is a strictly modern CONVENIENCE and SAFEGUARD against mistakes and consequent loss of money. It is better than any pass-book, punch or check system ever invented, and its absolute accuracy makes it the CHEAPEST SYSTEM on this big earth—excepting, of course, the cash system.

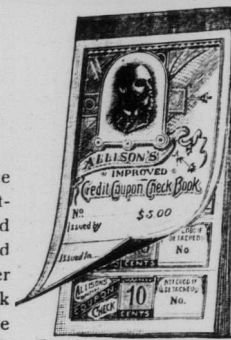
See here :

If a Man Wants Credit

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

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

ALLISON COUPON CO., Manufacturers,
Indianapolis, Indiana.



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A TRAVELLING MAN'S SUCCESS.

BY B. S. SAUNIER.

SPOT CASH was the very biggest sign in the store. It looked as hard and as crusty as was the principle for which it stood. Not every one who traded at Greely's took notice of it, though it had been bright and clear in the same place for years. The pay-as-you go customers didn't see it any more that if it were a part of the grimy fixtures that supported the stock. Neither did the never-expected-to-pay customers see it any more than they cared for the disorder yonder in the rear where oil and vinegar measures elbowed for space with beans, eggs, nuts, potatoes and order baskets.

"Spot Cash" meant nothing to people who always paid, or to folks who had a grudge for being born and who rang at the door of the public when in need. In truth, there was but one class of customers—the unfortunate honest—who took note of the emblem. In such instance alone the words became truly forbidden. Greely himself at times was crusty and hard when he sat at his desk that formed a part of the counter, and that was marred and rough with many years of service and spotted here and there in three colors with ink—now red, now black, now blue. Greely could be as forbidding as he was suave and engaging. The barometer of the store went up and down many times during some days, when all the kinds of customers came in. He was quite liable to be a bit testy when he sat at his desk looking over his daybook, for, despite the sign, his lists were long—lists of customers to whom he had in kindness given credit.

Miss Patty, his daughter, who presided over the dry goods, and was not only young and pretty, but also very clever and charming, knew all about Greely's moods. On the whole, she sympathized with him, too. She knew all about the heavy bills that came from the wholesale houses; and she knew how stacks of groceries and dry goods were brought each week into the homes close by from the city stores by residents who went frequently in and out; and then, too, she knew what a plague was the little delivery boy, who made stupid mistakes every day. There were vexations galore that tried a man's patience—a man who began years ago to lay by a comfortable pile for old age, and had not yet realized his dream.

Far from it! The mortgage on the property would remind him of non success, if there had been nothing else to do so. He

openly owned to a few of the trials, but the others he allowed to rankle silently in his mind. A few? Well, two in particular. One, that people who were his own friends and neighbors, and were estimable and altogether temperate in most ways, should take a jag periodically and buy their goods and groceries fifty miles away instead of within close crying distance of home; the other, the drummers.

He rarely bought of them—never humored or indulged them, and they pestered his life. Persistent, genial, well-mannered fellows all, whose art was to approach men and merchants acceptably and convince them of their own sincerity. They came four and five a week, sometimes two or more in a day. All sorts of ambitious young fellows, always good-looking and well dressed, keen and good tempered they were, breathing good wishes and commendations all about them, giving the best they had for the simple boon—an order; but even the cleverest rarely got what he came for. Greely stiffened visibly when he saw one of the clan approaching. He was crusty and well-nigh deaf to them all. In this matter, however, Miss Patty differed from her father. From her place, where she measured calicos, braids and ribbons, she could see the same little tragedy enacted every day, though she heard little of what was said. She well knew the fate of the anxious young drummer. All fared alike—all were defeated.

One day there came in at the wide, double door one who was somewhat different from the others. He was taller, better dressed, and wore an air of authority. His blonde hair lay in little waves close to his head, and his eyes, steel blue, had a look as if he knew just how all his brethren had been vanquished and denied, and he had come, an elder brother, to avenge them.

At first he addressed Miss Patty, at the moment the only visible clerk.

"Pardon me, is the proprietor engaged?" he said, courteously.

Now, Miss Patty, having studied at the university, had seen and talked to plenty of clever, masterly men, and never had she found occasion to blush or tremble before them. Certainly there was no need just now that, at the sight of this fair man, her pretty, dark eyes should falter or that the red in her olive cheeks should become a trifle more red; but they did.

"Papa will be in presently," she said,

and turned again to her customer. Her face clouded, for she feared there would soon be another little scene—another contest and defeat. Mechanically she counted the buttons as she listened for her father's step, her heart growing heavy the while. She hoped, she really trusted, that this drummer would get an order. When her father came in, however, and went hastily to his desk, scarcely glancing at the handsome stranger, she knew how it would be. The delivery boy or something had vexed him. Something had gone wrong. Perhaps the stranger also noted this, for he assumed his easiest manner as he swung up to the desk and began talking. Patty saw his graceful bearing, and heard the tones of his voice rise and fall in dulcet cadence as he stated his mission. But Greely was busily writing, apparently unconcerned. Patty knew that soon the answer would come—the one that he made alike to all:

"There's so many of you fellows always on hand—a man can't buy goods from all of you. It's no use you wasting your time." Then, if the solicitor were still persistent, Greely always grew dogged and obstinate, saying: "I guess you can't get no order from me." This drummer, however, did not linger to argue the point. He merely bowed and said:

"Very good, sir; you know your needs better than anyone, I dare say, and I will not take your time. I shall call again next week. Here is my card bearing my name and house, and here is our quoted lists of goods. It will be to your benefit to look them over. I wish you a very good day."

He took off his hat as he passed Miss Patty, who, as soon as he was gone, walked over to the desk and pulled the card and lists from the waste basket to which, already, they had been consigned.

"Arthur Clendenning," she read aloud. "Papa, you are simply abominable to these poor drummers. I think you might at least be civil to them, even if you don't buy. No telling how much you might get out of them if only you would talk and not act so like a frozen stick!"

"Tut-tut! Hear the child. Now what do you mean? What would I get out of them?"

"Why, they go everywhere, don't they? They meet merchants of all kinds, both poor and good, and couldn't they tell you a whole lot about how other merchants get along? How they advertise, what kinds of 'ads.' they use, and all about how they manage the stock and the trade and all—couldn't they tell that? Of course they could. Now, that man who was just here looks as if he knew more than any of them."

"He did quit sort o' decent like, that's a


RISING SUN
 IN **CAKES**
 WELL KNOWN AND RELIABLE

STOVE POLISH and **SUN PASTE**
STOVE POLISH
 IN **TINS**
 GUARANTEED TO THE TRADE




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

The quality of our goods is superior to anything else on the market.

MORSE BROS., Proprietors, Canton, Mass.

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

fact. Give me the list—we'll see what his house is doing anyhow."

So Greely put on his spectacles and studied the bit of paper, with Patty looking over his shoulder.

"Jumping ginger! Here's prunes and dried fruit ranged below anything I ever heard of? So is beans and coffee; and here's the canned stuff—they are below what I've been paying, too; but you can't tell anything about it on paper. The goods may not be reliable."

"What! Not from Gale & Warner? I've heard you say it was a good house."

"'Tis so if I go myself and pick out the goods."

"Well," said Patty, in her positive way, "just you try it the other way for once. I believe the goods will be the very same. Give the man the order when he comes, and see if he doesn't save you the bother of going after the things yourself."

Still, Greely would not promise. It was hard for him to yield the palm to a drummer. Having held the fort for so many years he could not decide, even to please Patty, in favor of an order except by mail or by personal attention. He began to stiffen at the suggestion that Patty set forth, so she wisely left him alone. Except to pin a slip of paper to his day-book headed loudly "Gale & Warner," she allowed the matter to drop, though, to her delight, as she peeped at the sheet of paper a few days later, she saw two items written thereon.

In a week's time, when Mr. Clendenning appeared, Miss Patty looked out at him from behind the ribbon case so joyfully that the man was quite charmed. He smiled in sympathy as he bowed, though not divining the true cause of her apparent pleasure. He received the order as a matter of course. He had expected it. Not so large by many dollars as he usually took wherever he went, yet it drew him to the store again. He always contrived to see Miss Patty each time, if but for a moment's chat.

Meanwhile a change was working in Greely. Slowly, almost stolidly, he grew affable toward the drummers. He learned to ask them questions concerning successful merchants whom they met as they went up and down the country. He learned of their methods and compared them with his own. He watched the papers more keenly, and, far as possible, he offset the inducements of the big stores by throwing out leaders. He set up a bulletin in his window for which the public learned to look with increasing interest. He posted a new bargain every week in his bulletin, and ere long people began to talk about Greely's store and its advantages. They said he was a live merchant and up-to-date, until it really appeared as if good times were on the way for Greely, and before long a new clerk and a sharp delivery boy were engaged to help with the trade.

Of course there was a wedding. To be sure, Miss Patty had explained why she was joyful when he came the second time—that it was the list of goods, not himself—and how that she was always sorry for the young drummers who tried so hard to get orders and always failed, and so she had been glad on account of the list that he would have, not for himself; but Clendenning cared not for her absurd explanations. The wedding bells were ringing in his heart and were echoed in her own. He could afford to be quite indifferent to sordid matters.

One day as he leaned on the ribbon case he looked up and read: "'Spot Cash.' Do you know, those words have troubled me somewhat. I've been thinking that I shouldn't come into a store like this and take away the very best thing there is in it on credit.

"Now, Mr. Greely, here's to the drummers! Put this cheque of mine against that little mortgage and see if it will cover it." At this Mr. Greely refused. He said he was not selling a daughter, but was adding to himself a son; that in this case

he preferred the credit system, and that the drummers were paying the mortgage fast enough to suit him, and he could afford to wait.—Retailers' Journal.

THE U. S. CANNING INDUSTRY.

There are in the United States, according to an exchange, not less than 2,000 firms engaged in packing canned goods, and the number of canning establishments is something larger.

The value of the canned goods annually put up in the United States is close to \$100,000,000. Tomatoes are a leading staple of the Maryland packers, and of packers generally in the Middle States; beef is canned mostly north and west of the Ohio River; sardines and lobsters are leading features in Maine; salmon is put up in Washington and Oregon, and oysters in New Jersey, Delaware, Maryland and New York. Massachusetts is naturally the State which makes the largest output of canned beans. Corn, milk, apples, pears, pine apples, small fruits of various kinds, pumpkins, squashes, etc., are canned in large quantities wherever they are plentifully grown.

The amount of capital invested in the American canneries approximates \$50,000,000. Machinery has greatly operated to minimize the hand labor employed in the canneries, and cheapen the cost of the goods.

NO BUSHEL ON HIS LIGHT.

The caller explained his mission.

"It's a worthy cause," he said.

"It is, indeed," admitted the up-to-date merchant. "You may put down our firm for \$5,000."

"Good!" exclaimed the caller. "It's to be done very quietly and unostentatiously, of course. The money will be given in a lump sum from 'a few friends,' without any names whatever."

"No one will know who gives?" asked the merchant.

"No one," answered the caller.

"No list published?"

"None."

"Cross the name of our firm off."—Chicago Post.

3 CHEAP LINES.

See our travellers, or write or 'phone us.

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

Another new line. PURELY CANADIAN.

LUMSDEN'S STANDARD

LYE the big 5c. tin.

QUALITY AND QUANTITY UNSURPASSED.

ORDER A SAMPLE CASE OF **5** DOZEN.

Our Advertising Wagon for JERSEY CREAM YEAST CAKES will soon be on the road again. It will visit every city, town and village east of Toronto in Ontario. The old veteran in the Yeast business, Mr. J. J. Jones, will be in charge.

KEEP IN MIND— JERSEY CREAM YEAST CAKES ARE MADE IN CANADA. THE PROFITS REMAIN IN CANADA.

The price of JERSEY CREAM YEAST CAKES—35c. per dozen, or \$1.00 per box of 3 dozen. They are not to be sold at less money and are subject to the usual cash discount allowed by the house who sells them.

LUMSDEN BROS.

9 Front Street East, TORONTO.

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

THE NICEST OF ALL 

English Condiments

....ARE :

These goods are now in store, selling at low prices for the finest of all English Sauces.

Sharwood's	White Label Sauce. 1/2-Pints.
Sharwood's	Chutney Sauce. 1/2-Pints.
Sharwood's	Sweet, Sliced Mango. Chutney Quarts.

BY . . .

James Turner & Co., Hamilton.

Honey Suckle Syrup.

A pure sugar syrup in Half-barrels.

SELLS AT SIGHT

ASK OUR TRAVELLERS TO SHOW YOU SAMPLE.

THOS. KINNEAR & CO.

Wholesale Grocers,

49 Front St. East, TORONTO

DISCUSSING THE APPLE TRADE.

THE annual meeting of the King's County, N.S., Board of Trade, Kentville, N.S., was well attended by the farmers of the surrounding country. At this meeting about 30 new members were added to the board.

The president, P. Innes, in his address, reviewed the work of the board during the past year. It was decided that this address should be published.

In a resolution, that was carried, the Dominion Government were called upon to withhold the subsidy they are giving the Furness-Whitby Line of steamers for the carriage of fruit to the Old Country until the latter should make proper provision for the transportation of all perishable fruits. The carriage of apples from Halifax had been unsatisfactory, great loss having accrued to the farmers on account of the insufficient ventilation on shipboard.

Speaking on the above resolution, Howard Bilger, of Halifax, said he was glad to see any improvement in the handling of fruit. They should have the best line obtainable. He would like to have it arranged so that boats would depart from Halifax for London every ten days, making a six days' passage. He had never seen better fruit-boats than

the Loyalist and Evangeline, and his intimate knowledge of the handling of fruit made him perceive that little fault could be shown.

Several others also had something to say on this, and a paper by C. O. Allan was read by Mr. Innes, containing valuable information regarding the handling of fruits. It was claimed that there either should be swifter boats or a system of cold storage.

A committee, consisting of Colonel S. Spurr, Dr. J. B. Black, P. Innes, R. R. Eaton and W. W. Pineo, will wait on the Ottawa Government in support of this resolution.

In another resolution the board pledged itself to do all it could to have an agricultural college established in King's County, and the Provincial Government was requested to take such steps necessary, by appropriation or otherwise, to secure the best location in King's County for this institution.

The following officers were elected:

President—P. Innes.

Vice-President—A. S. McDonald.

Secretary-Treasurer—L. S. Eaton.

Council—E. M. Beckwith, J. W. Hubbard, C. H. Eaton, J. A. Kinsman, Dr. A. M. Covert, Fred Fisher, A. N. Griffin, Ansley Bishop, J. L. Gertridge, Dr. Chipman, W. L. Hamilton, Warden Balcom, A. E. McMahon, L. Gaul, S. B. Chute, W. W. Pineo, Dr. De Witt, F. J. Porter, R. S. Eaton and H. H. Wickwire.

Auditors—M. G. De Wolfe and H. G. Harris.

SARNIA BOARD OF TRADE.

At the annual meeting of the Sarnia, Ont., Board of Trade, President A. D. McLean in the chair, communications were received from the Toronto Board of Trade recommending that Great Britain adopt a preferential tariff for wheat and all other grains produced within the Empire; and also from the Windsor Board of Trade recommending the abolition of fees for overtime for Customs officials. It is claimed that such fees are a hardship to local corporations and private individuals.

The treasurer's report showed that after paying all accounts there was a balance of \$177.02 in the treasury.

The officers elected for 1902 were as follows:

President—A. D. McLean.

Secretary—C. S. Ellis.

Treasurer—F. J. Winlow.

The 1901 council was elected for 1902.

Secretary Ellis was instructed to correspond with the F. & P. M. Railway relative to crossing connections at Sarnia, and with the M. C. R., requesting them to come to Sarnia.

W. J. Proctor urged the board to make representations to the stockholders of the Grand Trunk Railway in England regarding the way that railway's management is taking everything away from Sarnia



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**IMPERIAL
... MAPLE SYRUP ...**

They Will Interest You.

A. F. MacLaren Imperial Cheese Co.,

AGENTS.

LIMITED

WE CAN SELL YOU

Evaporated Peaches AND Apricots**THE DAVIDSON & HAY, LIMITED**

Wholesale Grocers. - Toronto.

and making Port Huron the principal terminal. Even the local trains going east now start from Port Huron. This was done to extort fees for the passage of trains through the tunnel.

It was stated that the new elevator which the Grand Trunk is building at Point Edward will not be completed this year, and it was thought that something ought to be done to secure this elevator for Sarnia.

MILK FLOUR IN SWEDEN.

THE U. S. Consul at Bergen sends additional information regarding the discovery of milk flour brought to the attention of the meeting of the Academy of Agriculture at Stockholm, a few months ago. The report reads:

Dr. M. Ekenberg, of Gothenberg, Sweden, described a process of changing milk into a fine flour that afterwards, through solution in a sufficient quantity of water, may again be transformed into milk with all its alimentary qualities.

The peculiarity of Dr. Ekenberg's discovery lies in his having found the conditions under which the milk will retain its solubility in water in spite of the transformation into powder. Formerly, when milk was dried, the components became indissoluble.

The transformation of milk into powder requires a special apparatus, which is said to be so simple that it can be

placed in any dairy, requiring no technical knowledge to operate.

Dr. Ekenberg would not give a description of the apparatus, as he has applied for letters patent. According to his calculations, the apparatus should not cost more than a common separator.

The milk-flour resembles wheat flour, and has the aroma of milk. It can be kept in tin cans, wooden barrels, and even sacks and paper bags. One part of the flour, in weight, gives about ten parts of milk. It is simply concentrated milk, in the form of flour; it contains all the constituent parts of milk, except the water and gases. It does not turn sour or effervesce, and is not susceptible to changes in the weather. Samples have been kept for weeks in thermostat at blood temperature (37.5 degrees Celsius), and no changes were noted. Even in damp air, without protection, it does not turn sour or become moldy.

From the milk flour, cream, butter, and cheese may be obtained. It can be used in baking bread, puddings, etc.

The working expenses for the production of milk-flour have been calculated at one cent per gallon of milk.

Flour of skimmed milk was also exhibited by Dr. Ekenberg before the Academy of Agriculture, and it is particularly for this article that the new process will be of importance, as the product has hitherto been largely wasted.

The flour will be found to be superior to such preparations as "proteid" and "proton," as 10 to 20 per cent. of the albumen of the milk is lost in the production of the latter, and the flour can be produced much more cheaply.

Skimmed milk is said to be the cheapest albuminous aliment known. The process for the production of milk flour is so simple that the article can be profitably sold at one krone per kilogram (12 cents per pound), and even less, provided that skimmed milk can be obtained at three ore per liter (2.9 cents per gallon).

By means of this apparatus, every dairy will be enabled to send all its products to the market in a transportable condition.

TEA A CURE FOR MALARIAL FEVER.

Tea planters and merchants seem to have taken the advice of Lord Curzon, writes an Amritsar correspondent to The Indian Daily News:—The effect of their efforts to popularize the use of Indian tea is becoming apparent at Amritsar, which is the principal tea emporium for the Punjab. The poorest native has taken to drinking tea, and a large quantity is retailed to villagers, who use it as a prophylactic against, or a cure for, malarial fever. There is, therefore, a brisk trade in tea, and it is believed that its stimulating and curative properties will cause it to be used largely in place of opium. If the planters would start selling tea in small two-anna packets, and send their agents into the villages three or four times in the year, tea-drinking would soon become general among the rustics, and the demand increase considerably.



Confidence Begets Confidence. The grocers who sell such stock as

UPTON'S Jams, Jellies and Marmalade

will certainly win the confidence of the consumer.

The A. F. MacLaren Imperial Cheese Co., Limited,

Selling Agents,

51 Colborne Street, **TORONTO**

BRAZIL AS A COFFEE-PRODUCER.

BRAZIL is the most important coffee-producing country not only of South America, but of the entire world. For a long series of years she produced steadily an average of about one-half the world's requirements, but, in 1896, an impetus was given to the Brazilian industry that has culminated in the present commercial coffee year in a production of probably three-fourths of the entire crop of the world. Brazil's position with reference to the world's coffee crop has grown to be strikingly similar to that of the United States relative to the world's corn crop. Each country, respectively, occupies a controlling position with reference to these products. And, as the bulk of the corn crop of the United States is the production of a limited number of States, so a few States in the southern part of the trans-equatorial Republic constitute the coffee belt of Brazil. The State of San Paulo is by all odds the heaviest producer, and from its seaport, Santos, there is shipped annually over one third of all the coffee that enters into the commerce of the world. Next in importance to San Paulo as a coffee-producer is the State of Rio de Janeiro, whose seaport, Rio, is second only to Santos as a seaboard coffee market, and, on account of the brand of coffee that bears its name, it is even more widely known in a popular sense than Santos itself.

The total world's crop of the fiscal year ending June 30, 1901, is given by The Crop Reporter of the Department of Agriculture at 13,875,000 bags, of which Brazil produced 10,927,000 bags. Estimates of the present Brazilian crop range from 12,000,000 to 15,000,000.

The importance of Brazil as a coffee producer may be best illustrated by a statistical statement showing the total production of coffee in bags of 132.28 lb. in that republic for a series of years as compared with the combined crops of all other coffee-producing countries of the world. The statement is from commercial sources, and the figures under "other countries" for the last three years of the series are subject to revision:

Year ended June 30.	Brazil. Bags.	Other countries. Bags.	Totals. Bags.
1891	5,308,000	3,989,000	9,297,000
1892	7,376,000	4,482,000	11,858,000
1893	6,193,000	5,090,000	11,283,000
1894	4,307,000	4,895,000	9,202,000
1895	6,689,000	4,947,000	11,636,000
1896	6,250,000	3,944,000	10,194,000
1897	8,680,000	3,928,000	12,608,000
1898	10,462,000	4,600,000	15,062,000
1899	8,779,000	4,944,000	13,723,000
1900	8,959,000	5,478,000	14,437,000
1901	10,927,000	3,548,000	13,975,000

Brazil has apparently demonstrated her ability to supply the world with coffee, but there is evidently not sufficient demand for

the present supply. The natural resource would seem to be a development of the European demand; this country's demand is already heavy, and it is to be hoped that the proposition made in good faith in Brazil to buy up and burn one fifth of the present crop will not be necessary. It should not be forgotten that there have been periods of overproduction before this. Coffee loses nothing to speak of by being kept, and a reaction from the present depression, though perhaps distant, is none the less likely to occur.—Bradstreets, New York.

HINTS TO BUYERS.

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

H. P. Eckardt & Co. are offering special value in low-priced Japan teas.

A. F. MacLaren Imperial Cheese Co. have still left a very few Pan-American cheese, whites, at 10½c. These are very choice.

H. P. Eckardt & Co., still have a few kegs of fall caught trout to offer.

Trenor's "Blue Eagle" and Trenor's "Aranda" selected Valencias—a large shipment just at hand with W. H. Gillard & Co.

The following are among the Hamilton wholesale houses who are quoting the two new natural food products, "Superior Breakfast Cream" and "Superior Gluten Flour," to the trade: W. H. Gillard & Co., Balfour & Co., and Lucas, Steele & Brlstol.

WALKERTON BOARD OF TRADE.

The annual meeting of the Walkerton Board of Trade was held on February 27, when the following officers were elected:

President—L. C. Benton.

Vice-President—H. A. Havill.

Secretary—D. Traill.

Treasurer—J. W. Bundy.

Council—Messrs. Truax, Hefferman, Huether, McIntyre, Munroe, Robertson, Vogan and Lembke.

MR. CRYSDALE TAKES A PARTNER.

Mr. C. H. Crysdale, grocer, Oshawa, has taken his son Frank into partnership. Although, but in the prime of life, Mr. Crysdale has been in business in Oshawa for 25 years, a record said to be unequalled by no other merchant in the town. He devotes some of his time to municipal affairs, and is at present one of the councillors of the town. Mr. Frank Crysdale is only 22 years of age, but he has been in his father's store for several years and thoroughly understands the business. He also takes an interest in military matters, and is a lieutenant in the 34th Regiment. Miss Crysdale is the bookkeeper of the firm.

SITUATION IN HOGS AND HOG PRODUCTS.

From The National Provisioner.

A point most marked against the hog-products situation is in the increased weights of the hogs arriving, in addition to the feature of their larger number; the previous week's weight of the hogs at Chicago averaged 211 lb., as against 205 lb. the week before, while a month ago the weight was 207 lb., and two months back 200 lb.; a year ago, however, at this time the average weight was 226 lb. The production of meats had, of course, gained most latterly; indeed, the stocks of meat over the West are becoming excessive, of which the shipments as well are much under those of this time last year; it was estimated early in the week that the stock of ribs at Chicago had increased about 6,000,000 lb. since the beginning of the month, and that the stock of pork was also gaining; of lard, the stock at Chicago then was estimated about as on February 1, as the consignments of this product to Europe had been most extensive; at the same time there is an impression that more lard has accumulated at general western points than desired.

The receipts of hogs are not likely to get down to comfortable volume for healthy situations of the products for a while, and unquestionably more lard is being turned out in productions than had been regarded as probable for this advanced period. It could be said that the larger supplies of the products would not be of much consideration in the event of demands getting up to ordinary volume; but the fact of the matter is that no distributing point in Europe or this country cares to fill in largely with the products, considering their unsettled positions, and it will probably be a long time before the distributors will feel safe for extensive trading. It is considered by all buyers that prices are now much higher than last year at this time, and that although the markets last year began advancing from this along, yet they were then better situated statistically, as they had then marketed surplus productions at comparatively low prices earlier in the season, while this year prices have been strained at an early period, and which has interfered with distributions. Germany has bought lard a little more freely this week on a few actual needs; essentially every point on the continent, however, has been conservative. The English demand has been about at a pause.

Mr. R. W. Waters, of R. W. Waters & Son, general merchants, Norwood, Ont., was in Toronto this week.

Mr. J. A. Stewart, one of Exeter's progressive general merchants, was in Toronto this week attending the millinery openings. Mr. Stewart informed THE CANADIAN GROCER that while there had been the usual quietness in trade during January and February, the winter's trade on the whole had been good. Spring trade, he said, was most promising.

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COFFEE. OUR COFFEE TRADE IS RAPIDLY INCREASING.

THE REASON: OUR CONSTANT AIM IS **QUALITY**. ALL OUR COFFEES WE IMPORT DIRECT: WE ROAST AND GRIND ON THE PREMISES. THE BLENDING IS DONE BY OUR OWN EXPERT.

A SPECIALTY: SEND US A SAMPLE (WITH PRICE) OF THE COFFEE YOU HAVE BEEN USING. WE WILL MATCH IT AND OUR QUOTATION WILL RESULT IN YOUR SENDING US YOUR ORDER.

QUOTATIONS: OUR QUOTATIONS ARE SUBJECT TO A DISCOUNT OF 3 PER CENT. FOR CASH. ON THIS BASIS THE VALUES WE OFFER IN ROASTED COFFEES ARE GREATER THAN OTHER QUOTATIONS YOU RECEIVE WITH 10 PER CENT OFF.

SAMPLES: YOUR INQUIRIES ARE SOLICITED AND WILL BE PROMPTLY ATTENDED TO.

THE EBY, BLAIN CO., LIMITED

WHOLESALE GROCERS

TORONTO.

DON'T ALLOW

the chance passer-by to occupy your telephone line any more than you would allow him to block the entrance to your store. When you do allow it, others must be told your

"LINE'S BUSY"

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DEAN & McLEOD,
Canadian Agents, HAMILTON, ONT.

GROCERS DRIVE AND DINE.

A HIGHLY enjoyable occasion was the annual drive and dinner of the Montreal Grocers' Association, which this year took place on Thursday, February 27. The roads were not in the best of condition, but this did not prevent nearly 100 members from turning out.

The party left about 10 a.m. in sleighs, and arrived at their destination, Back River, at 1.30. Here, in Peloquin's Hotel, a splendid dinner was served about 2 o'clock. For some time every grocer was busy placing in a largely assorted stock of the finest goods in the country, and then they were ready for speeches.

The president, Ald. Richard Turner, rose first to propose the toast of "The King," which was honored as heartily as ever it was. Mr. A. D. Fraser, of Fraser, Viger & Co., replied, referring in his speech to the association's work and progress. Every grocer in the city should be a member.

Ald. Ricard then proposed "The City Council," to which Ald Valliers replied. The toast of "Our Guests," proposed by John P. Dixon, secretary of the association, was replied to by Mr. Lussier; that of "The Press," proposed by Ald. Laporte, was

replied to by Mr. Decells, of La Presse. Mr. Ewing then proposed "The Ladies," and Mr. Geoffrion made a happy reply.

During the speech-making several songs were rendered by different members. A letter of regret at not being able to be present was read from Mayor Cochrane.

The grocers were hearty in their praise of the champagne, which was donated by J. M. Douglas.

About 5 o'clock in the afternoon the dinner was over, and the party arrived in the city at 6, very much pleased with the day's outing.

COFFEE CROP OF SALVADOR.

United States Consul-General Jenkins writes from San Salvador, February 1, 1902, as follows:

"The present coffee crop will not exceed 40,000,000 lb. The yield for 1901 was 55,600,000 lb. The deficit is due to the early rains, which fell soon after the harvest of last year and caused the coffee plants to blossom prematurely. This bloom, however, was destroyed by the north winds. Later, when the rains came in their proper season, the plants blossomed a second time, but very feebly. From the present outlook, a decreased crop will be harvested."

GALT BOARD OF TRADE.

A MEETING of the Galt Board of Trade was held on February 27, when a report of the present condition of beet-sugar affairs in that centre was presented. The beet-sugar committee reported progress, and said that things were in a satisfactory shape.

F. Stewart Scott gave an account of his visit to Ottawa. He was a member of the deputation that waited on the Government, asking that for one year longer machinery for the manufacture of beet sugar be admitted free, and also requesting the imposition of countervailing duties against bounty-fed sugar.

Resolutions were received from the Toronto Board of Trade, stating that any tax imposed by Great Britain on outside productions should be so levied as to grant a preference to the colonies within the Empire; from the Brantford Board of Trade, asking for a revision of the tariff to preserve our markets from unfair competition, and from the Orillia Board of Trade, praying for preferential trade within the colonies.

W. H. Gillard & Co. are selling a high-grade coffee with a handsome counter coffee tin free—something special.

Stop the Leaks!

It is the little expenses that count--a small leak will sink a big ship. It is the quality of the ordinary staple articles of trade that a grocer carries in his stock that gives standing to his store. It is the widely-advertised goods that people are familiar with which give them confidence when they see them on a grocer's shelves.

Confidence grows slowly, the loss of it comes quickly. "Stop the leaks"

that betray your weakness in carrying inferior goods. Stop them quick! Sell Windsor Salt--it's a small thing, but remember, please, *it's a staple!* It is the Salt of highest quality through and through.

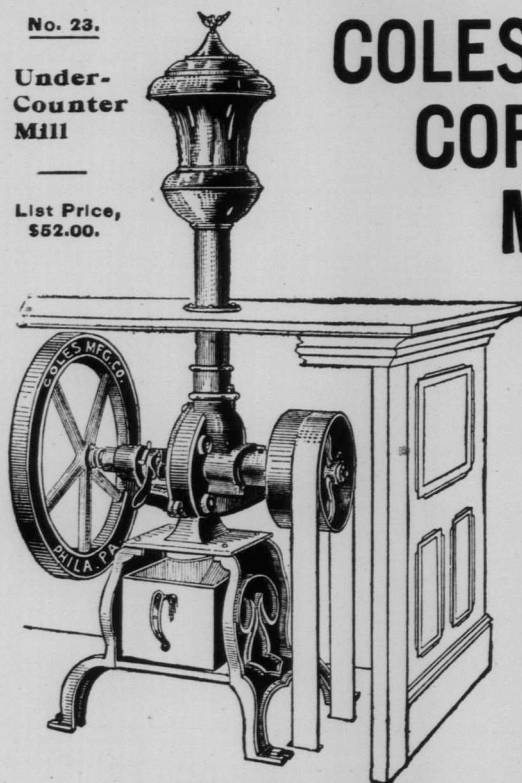
Windsor Salt.

*The Canadian Salt Co., Limited,
Windsor, Ont.*

No. 23.

Under-
Counter
Mill

List Price,
\$52.00.



COLES COFFEE MILLS

None better for
Granulating or
Pulverizing.

Our mills will
Pulverize with-
out heating Coffee.

Every Coles
Coffee Mill has a
Breaker that
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wear of grinders.

A GREAT
LABOR-SAVER.

Our Grinders
wear longest.

Agents { TODHUNTER, MITCHELL & CO., Toronto.
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FORBES BROS., Montreal.
GORMAN, ECKERT & CO., London, Ont.

**COLES MANUFACTURING CO., PHILADELPHIA,
PENN'A.**

A CHANCE TO MAKE MONEY

There is a market in the British West Indies for nearly all kinds of Canadian products. The people are able and willing to buy.

At present the United States is doing the trade, but Canadians can get it by going after it.

Why not write for a booklet telling of a trip to the Southern Islands, and the possibility of selling Canadian goods. We will be glad to send you one.

**PICKFORD & BLACK
HALIFAX.**

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THEIR ADVERTISEMENT IN THIS PAPER

CANADA AND THE TRADE OF JAPAN.

JAPAN, the country which during the past few weeks has been so much in the public eye on account of the treaty which has recently been arranged between her and Great Britain, did a foreign trade of about \$244,000,000 in 1900. Of this, \$101,500,000 was exports, and \$142,500,000 imports. The aggregate foreign trade of Japan is about what that of Canada was eight or ten years ago.

The best customer for Japanese products is the United States, 26 per cent. going to that country. Hong Kong comes next with 19 1/4 per cent. The percentage which goes to China is 15 1/2, to the United Kingdom 5 1/2, to India 4 1/4, to Germany 1 3/4, and to all other countries 18 1/4.

Japan buys more from the United Kingdom than from any other country, of her total imports 25 per cent. being from that country. The United States furnishes 22 per cent., China 10 1/2, Germany 10 1/4,

India 8 1/4, France 2 3/4, and other countries 21 1/4 per cent.

The foreign trade of Japan has more than doubled during the past ten years.

The chief imports of Japan are as follows, being in the gold yen, worth in Canadian currency 99 7c. :

	Gold yen
Machinery	6,150,000
Provisions	9,470,000
Books and stationery	5,470,000
Drugs, medicines, chemicals.....	7,161,000
Dyes and paints	7,322,000
Grain and seeds	15,545,000
Metals and manufactures of	37,667,000
Oil and wax	15,914,000
Sugar	26,692,000
Textiles, fabrics, yarns	115,458,000

In contributing to Japan's import trade, Canada does but little. Last year, it is true, we did better than usual. But even then the total export trade with that country only aggregated \$188,683. In 1900 it was \$112,308; 1899, \$135,265; 1898, \$148,728. The amount of money expended last year in subsidies on the C.P.R. steamships running to Japan and China was \$73,000.

Our chief items of export to Japan during the last three years were as follows :

CANADIAN EXPORTS TO JAPAN.

	1899	1900	1901.
Flour	\$ 130	\$ 6,434	\$ 8,410
Carriages, bicycles, etc.	130	3,021	17,690
Coal	40	11,653	8 298
Cotton and manufactures of	6,430	6,320	13,117
Fish and fish products	40,270	47,773	97,085
Provisions	2 458	3,049	1,909
Sugar	42,535	.....	.....
Wood and manufactures of	36,819	21,946	39,471
Metals and manufactures of .....	.....	1,462	5,075
Leather and manufactures of	2,762	7,519	12

At present our trade with Japan is somewhat one-sided, for, while we sell, according to the figures for 1901, only \$188,683 worth of goods to that country, our purchases therefrom are \$1,620,868. In other words, our exports to Japan are scarcely 10 1/2 per cent. of our aggregate trade with that country.

Although our export trade with Japan is at present so small, there is nothing discouraging in the possibility of increasing it. What is wanted is enterprise on our part.

ANNEXING THE UNITED STATES.

An immigration agent of the Dominion Government estimates that 75,000 people from the Northern and Western States of

the American Union will settle in the Canadian Northwest during 1902.

What with United States capital and United States people that are being attracted to Canada, we are evidently on a fair way to annex the territory of the neighboring Republic. But we hope before this is consummated our cousins will have finished their campaign in the Philippines. While we are not very positive about it, we expect to have the Boer War settled by that time.

BUSINESS MEN AND POLITICAL CORRUPTION.

Corruption at elections is a grave social disorder and is the canker and the disgrace of a free people. It is a thing which affects and is a danger to the good and efficient administration of the affairs of a country.

THE words given in the above paragraph are from the address of Judge Wurtele when charging the grand jury in Montreal a few days ago. They are strong words, but they are true words, and what, unfortunately, is equally true, there is a reason for their utterance.

A generation ago men, actuated by party zeal, stood at the polling booths and by physical force prevented their political opponents from registering their vote. But disgraceful as these practices were they were not nearly as heinous as the practices which are resorted to to-day in order to prevent the expression of the popular will at the polls.

The bribery that is practised in elections is the least of the methods employed. It is the official who stuffs the ballot box and manipulates the ballot after it has been cast whose practices are the most reprehensible.

While it is quite true that the law is neither as effective nor as drastic as it might be, it possesses a great deal more utility for the punishment of the corrupt than the politicians are disposed to call into operation.

The law, however, should be made both more effective and more drastic. None should be more concerned in bringing this about than the business men of the country, for good government, whether it be in the municipality, the Province or the Dominion, means a great deal to them.

Wireless telegraphy and wireless telephones are all right, but what is still more desirable are elections without wire pulling.

TOO MANY CANNING FACTORIES.

A LETTER FROM MR. H. C. BECKETT.

Editor CANADIAN GROCER,—The condition of the canned goods industry, following upon the failure of the canners to come to an agreement for the year 1902, is, as a natural consequence, bound to be precarious and uncertain; in fact, I might go to the length of saying that complete disorganization of the trade is an inevitable result.

One of the main causes of this disagreement has been the refusal of some of the smaller and less experienced canners to reduce their pack on a pro rata basis, having regard to the normal output of their factories and the capital invested. These canners could not be made to realize that the inevitable consequence of packing goods irrespective of the statistical position and of the fact that the combined producing capacity of canners now in business, irrespective of those who contemplate starting other factories next fall, is equal to a consuming capacity of a population at least three times that of Canada.

At present there are over 30 canning factories in Ontario besides those in Quebec and the Maritime Provinces. Half a dozen of the well equipped factories could easily pack sufficient to supply our market.

Until taught by actual experience the new packer cannot realize that the cost of packing largely depends upon the size of the output. A small packer cannot afford to employ the best and most scientific processes, in consequence of which the trade in Canadian canned goods, both at home and abroad, has been hurt by the sale of so many brands of doubtful quality. Open competition is not calculated to encourage a uniform production of high-grade goods, and thus the reputation of Canadian canned goods will suffer, even in the face of the finest raw products the world produces.

The majority of the experienced canners now in business have recognized the seriousness of the situation, and, with a view to keeping the pack within the limits of consuming demands, have for the past two years curtailed their output considerably to

prevent the necessity of selling below producing prices.

In 1901 the pack of vegetables of nearly all the Ontario canners, as you are aware, was purchased by the Dominion Syndicate. Before contracting for the pack of 1901, the Syndicate made the condition that each packer should reduce his pack 30 per cent. below his production of 1900, together with a further reduction of his pack to the extent of any 1900 goods remaining on hand on the first of July, 1901. This contract was entered into in March, 1901, at which time there were large holdings in canners' hands. Instead of living up to the spirit of the contract, almost immediately after the deal was completed, the canners determined that no 1900 goods should remain in their hands on the first of July, 1901 (to be deducted from their pack of that year), sold their holdings at cut prices, in some cases 20c. per doz. below prices which they had previously charged the trade. The result has been that instead of reducing the output, the surplus of 1901, together with the large holdings of 1900, has increased the quantity to be carried over this year. The canners in thus breaking faith with the Syndicate in the spirit, if not in the letter, have followed a short-sighted and self-injuring policy. They apparently could not see that the surplus stock of 1900 was just as real a surplus in second hands as if carried by themselves. They treated the surplus as if the goods had actually gone into consumption, whereas the sale of the surplus in June and July last simply discounted and reduced the sales of the 1901 pack. In spite of the conditions which they know to exist, the canners having failed to reach an agreement for the regulation of production, have resolved to run their factories without curtailment, some having declared their intention to increase their output.

Recognizing the advantages and value of a steady market, the Syndicate has protected buyers against decline in prices, and will continue this policy on all standard goods until the 1902 pack is ready for the market,

at which time they will of necessity be compelled to unload their holdings at lower prices than even the low prices which are likely to rule next fall, as buyers would otherwise naturally give the preference to new goods, although it is known that the quality, generally speaking, of last year's pack was above the average, the contract with the canners having called for this.

While the purchase of the Syndicate from the canners last year secured for the canners a moderate profit on their output, it was expected there would be no substantial surplus to carry over, and that the Syndicate would have been able to have disposed of their holdings without loss.

Had it not been for the large export of tomatoes (even in the face of a 40 per cent. duty) to the United States, owing to the failure of the crop there last year, large quantities would be carried over in this market.

The outlook, therefore, is not calculated to furnish hope that the market will be otherwise than demoralized and uncertain when the 1902 goods are ready for delivery.

H. C. BECKETT.

Hamilton, March 3, 1901.

TOURISTS IN NEW BRUNSWICK.

AS a result of being interviewed on February 28 by a deputation from the St. John, N.B., Tourist Association, the treasury board of that city have asked the council for a grant of \$750 towards the work of that organization.

It was pointed out by Mr. D. J. McLaughlin that the association was doing more work every season. It was shown that last year between \$8,000,000 and \$10,000,000 was realized from tourist travel by the State of Maine alone, and that every year saw more visitors going to Nova Scotia. They wanted travel to increase likewise in New Brunswick.

Mr. W. S. Fisher explained that the association contemplated publishing 50,000 booklets, instead of the 25,000 they issued last year. He also stated that \$1,000 was contributed by the Government last year, \$500 by the city of St. John, \$1,300 by private citizens and \$300 in subscriptions to the band-concert fund. This made a total of \$3,100.

It was estimated that \$200 was spent for every moose killed by the hunters who went to New Brunswick last season.

After the deputation withdrew, the board recommended that a grant of \$750 be made by the city.

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BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

J. A. BRUNET, general merchant, Moose Creek, Ont., is in financial difficulties, and a statement of his affairs is being prepared.

Antoine Viau, trader, Montreal, has filed a supplementary assignment.

The creditors of F. D. Latour, grocer, Montreal, held a meeting on February 28.

A demand of assignment has been made on Argenas Gorgier, baker, St. Louis, Quebec.

Wm. Bennett, general merchant, Calumet, Que., has assigned to Lamarre & Galaise.

H. L. Hamel, general merchant, Nicolet, Que., has compromised at 50c. on the dollar.

Eugene Audet, general merchant, Ste. Anne du Sault, Que., has assigned to Kent & Turcotte.

John G. McGuire, grocer and butcher, Shawville, Que., is offering to compromise at 25c. on the dollar.

The creditors of O. Leger & Frere, general merchants, Coteau Station, Que., held a meeting on March 4.

A demand of assignment has been made on La Manufacture de Biscuits et Suceries de Joliette, Joliette, Que.

A demand of assignment has been made on H. M. Dinning & Co., wholesale tea and coffee merchants, Montreal.

The creditors of Mrs. Geo. E. Champagne, general merchant, Pierreville, Que., held a meeting on March 5.

Lefebvre & Taschereau have been appointed curators of F. X. Roy, general merchant, St. Philippe de Nery, Que.

H. A. Madden, general merchant, Sault Ste. Marie, Ont., has assigned to W. J. Morrin. His creditors met on March 4.

Kent & Turcotte are the curators of P. Plouffe, general merchant, Ladysmith and Shawville, Que. His assets are to be sold.

A bailiff is in possession of the general store and sawmill of Duncan McIntyre, Clarence, Ont., and his assets are to be sold.

Kent & Turcotte are the curators of Arthur Lajoie, grocer, Shawenegan Falls, Que., and his creditors held a meeting on March 3.

Lefebvre & Taschereau have been appointed curators of John Lavalle, wholesale general merchant, St. Charles (Bellechasse), Que.

The creditors of R. Bergeron & Co., general merchants, Shawenegan Falls, Que., held a meeting on February 28. Lamarche & Benoit were appointed curators.

PARTNERSHIPS FORMED AND DISSOLVED.

Allan, Alex., Angus, Malcolm Murdoch, and Neil J. McLeod, grocers, Sydney, N.B., have registered as partners under the style of Allan McLeod & Sons.

Gregoire & Bourque, saw and grist millers, St. Germain, Que., have dissolved.

Rapp & Wilhelm, grocers, Hanover, Ont., have dissolved; Henry F. Rapp continues.

Mitchell & Latimer, grocers and butchers, Carleton Place, Ont., have dissolved; T. F. Mitchell continues.

S. E. Bancroft & Co., general merchants, Roundhill, N.S., have dissolved; S. E. Bancroft succeeds.

C. H. Anderson, A. Archibald and M. McMann have registered at Moer River, N.S., as partners in a general store.

Cochrane & Carmichael, grocers, etc., Carleton Place, Ont., have dissolved partnership; R. D. Carmichael continues.

The Victoriaville Wine Co., Victoriaville, Que., has dissolved; Jos. O. Legendre has registered as continuing the business.

SALES MADE AND PENDING.

H. D. Townsend, fruiterer, Victoria, B.C., has sold out.

The assets of F. D. Latour, grocer, Montreal, are to be sold on March 5.

The assets of J. C. Giroux, general merchant, Berthier, Que., have been sold.

The assets of Jos. Loranger & Co., grocers, Three Rivers, Que., have been sold.

A. S. Baker, general merchant, Hilton, Man., is advertising his business for sale.

The assets of J. A. Binard, grocer, Ottawa, have been sold at 61½c. on the dollar.

The stock of F. X. Champagna, confectioner, Quebec, has been sold at 73½c. on the dollar.

The assets of J. E. McAdam, grocer, etc., Renfrew and Castleford, Ont., have been sold.

Meader & Co., general merchants, Hazel Cliff, N.W.T., are advertising their business for sale.

The stock of Daye W. McLeod, grocer, St. John, N.B., was advertised for sale by tender on March 3.

The assets of Lecourse & Lefrancois, general merchants, Shawenegan Falls, Que., have been sold.

The assets of L. A. Frechette, general merchant, Thetford Mines, Que., were to be sold on March 6.

The stock of the (late) W. L. Coutler, general merchant, Creemore, Ont., is advertised for sale by tender.

The stock of A. M. Tyson, grocer, 112 Cordova avenue, Vancouver, B.C., is advertised for sale by sheriff.

The stock of G. C. Bristow, general merchant, Aylmer, Ont., is advertised to be sold by auction on March 5.

The stock of Alfred Fradette, general merchant, St. Philemon, Que., has been sold at 70½c. on the dollar.

The stock belonging to the estate of Elliott & Borland, general merchants,

Steinbach Station, Man., has been sold at 51c. on the dollar.

The assets of Moise Vigneau, grocer and shoe merchant, Danville, Que., are to be sold on March 7.

The real estate and plant of The Cornwallis Packing Co., Limited, canned goods packers, Kentville, N.S., are advertised for sale by tender.

CHANGES.

Robert Baird, grocer, Ottawa, is adding crockery.

J. D. Ostigny & Cie., grocers, Montreal, have registered.

Hector Renaud, grocer, Montreal, has sold out to J. Oscar Landry.

E. Durocher, wholesale and retail flour merchant, Montreal, has registered.

C. Fontaine, grocer, Strathcona, N. W. T., has sold out to E. A. Latimer.

J. & E. McLaren, grocers, Mitchell, Ont., have sold out to W. E. Coppin.

O. R. Taylor, general merchant, Wheatley, Ont., has sold out to M. Chamberlain.

H. A. Carmichael, grocer, West Lorne, Ont., is succeeded by Carmichael & Leitch.

Albert A. Agar, fruiterer and grocer, Perth, Ont., has sold out to Charles Farmer.

Edmond Neve, general merchant, L'Orignal, Ont., has sold out to D. J. Jamieson.

E. Jordan, general merchant, Thornhill, Man., has removed his Thornhill stock to Darlingford.

W. H. Fowler, grist miller, St. John, N.B., is succeeded by The St. John Milling Co., Limited.

Thomas Mitchell, flour and feed merchant, New Hamburg, Ont., has been succeeded by Mitchell & Kerr.

John Dewar & Sons, Limited, lumber and general merchants, St. George, N.B., have sold their lumber business to E. G. Murphy.

Mary J. Cruickshanks has filed her husband's consent for her to conduct a separate grocery business at Ellershouse, Nova Scotia.

Lumsden Bros., wholesale grocers and vinegar manufacturers, Hamilton, Ont., have sold their vinegar business to F. H. Yapp & P. E. Lumsden.

FIRES.

The stock and store of Nelson Weir, general merchant, Upper Kennetcook, N.S., have been burned.

The North Bay Supply Co., Limited, departmental store, North Bay, Ont., was burned out; the property was insured.

DEATHS.

A. R. Bowie, general merchant, Annapolis, Ont., is dead.

George Robinson, cattle buyer, Orangeville, Ont., is dead.

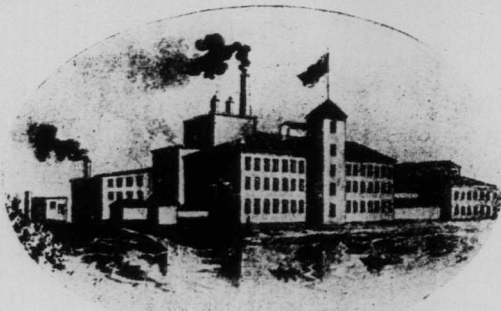
"It's Commercial Insanity"

To be chopping and changing from standard brands in any line of goods for the sole sake of paring a little extra profit on a transaction, the chances being that you will do more injury to your trade in 5 minutes than you can repair in 5 years. Take

"SALADA" Ceylon Tea as an example. Some dealers, "not you of course," will stock up with any new-fangled brand that comes along, so long as the profit is greater or a longer postponement of "Pay Day" is the inducement.

Japan Teas are doomed; **"SALADA"** Natural Greens in popular favor.

"SALADA" Toronto or Montreal.



Celluloid Starch

The kind that never sticks to the iron or to your shelves. Cultivate the nimble sixpence.

THE BRANTFORD STARCH WORKS, Limited
BRANTFORD, ONT.

PARIS

Sounds Frenchy, but it is only the name of a new Biscuit.

It will be a big seller, because the price is low and the grade high. Our travellers have samples.

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MARKETS AND MARKET NOTES

INFORMATION FOR BUYERS.

If any reader wishes to know where any article can be purchased in Canada or abroad, a letter to the Editor will probably place him in communication with the seller.

ONTARIO MARKETS.

Toronto, March 6, 1902.

GROCERIES.

WHILE there is not an extensive trade being done there is a fairly good movement of merchandise, considering this time of the year. The most unsatisfactory feature of the trade, and in fact about the only one, is the weakness of the sugar market, and the attendant dullness. At noon on Wednesday there was another decline of 5c., making the total reduction in about a week 10c. per 100 lb. The situation in canned goods remains much the same as a week ago, there being a fair demand for vegetables and salmon. Coffees are quiet with the outside markets rather firmer. Syrups and molasses are meeting with a fair request. The same may be said of rice and tapioca. In spice, trade is moderate. In foreign dried fruits, prunes continue to be the active feature. There is a fairly good business being done in currants, and a slight improvement appears to be noticeable in the demand for Valencia raisins. There is also a little more active demand in dates.

CANNED GOODS.

Probably the most interesting feature in canned goods is the failure of the recent Syndicate scheme. This, however, has had no effect upon the market, as the proposed scheme only concerned the pack of 1902. The Syndicate controlling the pack of 1901 is still in existence. There has been a fairly active demand for canned vegetables, particularly for tomatoes. As some of the wholesale houses have been trying to buy from each other during the week, the tendency has been to further strengthen the tone of the market for this particular line. The ruling price for tomatoes is 90 to 95c.; for corn, 75 to 80c., and for peas, 80 to 85c. Canned fruits are quiet. There is a good demand for canned salmon, and, in fact, the same may be said of most lines of canned fish. We quote: Fraser River sockeye, \$1.12½ for five-case lots and over, and \$1.15 for less quantities. Northern sockeye, \$1.25 to \$1.30; cohoes, \$1.05 to \$1.15, according to quality. A good demand is being experienced for jam and marmalade.

COFFEES.

The situation in the primary market has improved during the past week. The covering by shorts is apparently quite a factor in imparting a strong undertone to the market. It is said that stocks of Brazilian coffees in the primary market, suitable for Canada, are already getting

short. It is said for the better grades of coffee premiums are being paid. The firmer tone of the primary market is causing local importers to hold off, however. The demand from the retail trade is quiet. Prices rule as before. We quote: Green Rio, No. 7, 7½c.; No. 6, 8c.; No. 5, 8½c.; No. 4, 9c.; No. 3, 10 to 12c.

SPICES.

Local wholesalers report a fairly good demand for nutmegs, cassia, allspice, ginger, and cloves. The outside markets rule steady to firm.

RICE AND TAPIOCA.

A fairly good trade is being done in both rice and tapioca. We quote: B rice, 3½c.; Japan, 5½ to 6c.; sago, 4c.; tapioca, 4c. per lb.

SUGAR.

A further weakness has developed in the sugar market on this side of the Atlantic since our last report. In New York a cargo of raw sugar has been sold at 39½c. to go to Philadelphia, and as we go to press we hear of another cargo being sold to arrive at 3½c., making a total decline of ½c. during the week. On Monday all refined sugars were reduced five points in the United States, making

See pages 33 and 34 for Toronto, Montreal, and St. John prices current.

the basis for granulated, \$4.75. In sympathy with this decline a reduction of 5c. per 100 lb. was made in the price of all Canadian refined sugar on Wednesday at noon. The basis of granulated is now \$3.80 f.o.b. Montreal, which establishes a new low-price record. The meltings at the four United States ports last week were only 313 tons less than the receipts, the latter being 23,313 tons. The total stocks of sugar in Europe and America at the close of last week were 3,530,049 tons against 3,638,787 tons the same time a year ago.

SYRUPS AND MOLASSES.

A fair business is being done in molasses. In syrups, there is a good demand, especially for the corn description and the better grades of sugar syrups, the latter at about 35 to 40c. per Imperial gallon. The ruling quotations are as follows: Corn syrup, 3½ to 3¾c. in bbls. and kegs; sugar syrups, 30 to 32c. for medium, and 35 to 40c. for bright. Molasses, 24 to 26c. for medium, and 45 to 50c. for open kettle.

TEAS.

The tea market during the past week has not been a particularly interesting one. There has been a demand from the wholesale trade for medium and low-grade Ceylon green teas, very few of which are to be had. For the finer grades there is no demand. There is still some inquiry for China greens, but there

are very few obtainable, and those who have them are holding them at firm prices. A few Japan teas, which were offered at lower prices, in order to move them, have changed hands during the week, but trade in this line is, as a rule, very quiet. There has been a little movement in Indian and Ceylon black teas, but the demand is light. Mail advices from London, Eng., under date of February 21, say, that at the auction about the same quantity of Indian tea was brought forward as the week before, and that the recovery in prices, which then took place, was fully maintained. The price of medium and good medium Indian teas is 1d. below that ruling in January, while commonest grades are about ¼d. lower than in that month. In Ceylon teas the advices state offerings were fairly moderate and rather less than those of the previous week, while the steadier tone was maintained.

FOREIGN DRIED FRUITS.

CURRENTS.—The demand for currants continues good and prices firm. We quote as follows: Filiatras, 6 to 6½c.; Patras, 6½ to 7c.; Vostizzas, 8 to 8½c.

VALENCIA RAISINS.—Advices from London report an advance in Valencia raisins, and say that the supplies are very much reduced and that still higher prices are looked for. The delayed shipment of Valencia raisins ex-Ontanada has at last reached this market, and is in stock with the wholesale houses. The demand is a little better than it was a week ago, and prices are firm at 6½ to 6¾c. for selected.

SULTANA RAISINS.—The demand is fairly good and prices firm. We quote 8½ to 12c. as the range of prices.

PRUNES. These continue to be the most active line in the foreign dried fruit trade; if anything, the demand is brisker than it was a week ago, while prices are firm and unchanged. We quote: Californian prunes, 100-110's, 5c.; 90-100's, 5½ to 6½c.; 80-90's, 6½ to 7c.; 70-80's, 6¾ to 7¾c.; 60-70's, 7½ to 8c.; 50-60's, 8 to 8½c.; 40-50's, 8¾ to 10c.

DATES. Prices are firm and the demand during the past week shows some improvement. We quote: Sais, 4½ to 4¾c.; Hallowees, 4½ to 5c.

FIGS. A little more interest is noticeable in tapnet figs, the demand being good, while stocks are light. Some nice lots have changed hands during the week. The ruling quotations are 3½ to 3¾c.

CALIFORNIAN EVAPORATED FRUITS.—There is a fairly good demand for both apricots and peaches. We quote: Peaches, 11 to 12½c.; apricots, 13 to 17c.

GREEN FRUITS.

The demand for oranges is improving and prices are firm with an upward tendency. Valencias have advanced 25 to 50c. per case. A shipment of ripe tomatoes from Florida has been received, which are selling at \$4.50 per six-basket carrier. Cranberries and apples are rather quiet. We quote: Oranges, marmalade, \$3 per case; Tangerine or kid glove, \$8 to \$9 per strip,

or \$4 to \$4.50 per half strip; Floridas, \$3 to \$3.25 per box; Mexicans, \$2.25 per box; Californian navels, \$3.50 to \$3.75 per box; Valencias, \$4.50 to \$5.00 per small case, \$5.50 to \$6.00 per large case; apples, \$3.50 to \$5 per bbl.; grape fruit, \$3.50 to \$5 per box; Malaga grapes, \$5.50 to \$7 per bbl.; cranberries, Budd's long keepers, \$9 to \$10 per bbl.; bananas, \$1.50 to \$2 for firsts, and 80c. to \$1 for first eight hands; pineapples, 15 to 25c. each by the case; Southern cucumbers, \$2.25 to \$2.50 per doz.; Spanish onions, large cases, \$3.50; small crates, \$1.10.

VEGETABLES.

Things are dull in the vegetable market. A little hothouse stuff is selling. Rhubarb is down 25c. a doz. bunches, and lettuce 5c. Cabbage and celery are quiet. We quote: Green onions, 10 to 15c. per doz.; rhubarb, 80c. to \$1.00 per doz.; carrots, parsnips and beets, 20c. per peck; turnips, 15c. per peck and 35c. per bag; lettuce, 20 to 30c. per doz.; radishes, 40 to 50c.; mint and parsley, 20 to 25c.; celery, 50 to 60c.; red cabbage, 40 to 50c. per doz.; cabbage, 40 to 60c. per doz.; dry onions, \$1.25 per bag; potatoes, 75 to 80c. per bag; artichokes, 60c. per bush.

COUNTRY PRODUCE.

EGGS—The receipts of new-laid eggs have been freer, and prices have come down 1c. per doz. The demand is good. We quote: new-laid, 23 to 25c.; held fresh, 21 to 23c.; cold-stored, 20 to 22c., and limed, 19 to 20c. per doz.

BEANS—There is a fair demand, and the market is steady. We quote: Choice hand-picked, \$1.25 to \$1.60; prime, \$1.10 to \$1.35 per bush.

HONEY—Trade is good and prices are firm. We quote: Clover, in 60-lb. tins, 9½ to 10c.; less quantities, 10 to 11c. per lb.; in combs, \$2 to \$3 per doz.

DRIED AND EVAPORATED APPLES—There is a good demand for evaporated apples. Dried apples are quiet. We quote as follows: Evaporated apples, 9¼ to 10c. in carlots and 10¾c. per lb. in less quantities. Dried apples, 5 to 6c. per lb.

POTATOES—The prices are unchanged at 60 to 65c. in car lots, with a good trade.

BUTTER AND CHEESE.

BUTTER—The demand for choice dairy butter in pound prints continues brisk, with moderate offerings. The inferior grades are hard to move. Creamery is firm. We quote: Choice 1-lb. prints, 17 to 18c.; large rolls, 16 to 17c.; tubs, best quality, 15 to 16c.; tubs, medium grade, 13 to 14c. per lb.; bakers' lots, 10 to 12c. Creamery prints are worth from 21 to 23c., and creamery solids, 21 to 21½c. per lb.

CHEESE—The market for cheese is very

strong, and holders are expecting better prices. As high as 10¼c. has been paid for the finest cheese, but the majority of the sales are at 10¼c. for the finest samples. We quote cheese at 10½ to 11c. in small quantities and 10¼ to 10½c. for export lots.

POULTRY.

DRESSED POULTRY—A few chickens and a limited quantity of turkeys are being offered. The prices are firm. We quote as follows: Chickens, 60 to 90c. per pair; ducks, 90c. to \$1.20 per pair; geese, 8 to 9c. per lb.; turkeys, 12 to 14c.

LIVE POULTRY—A few chickens are being received, for which there is a good demand. The offerings in live poultry are expected to improve with the finer weather. The Canadian Produce Co. Limited, 36 and 38 Esplanade street east, Toronto, will pay, until further notice for live chickens, 8c., for ducks and turkeys 10c., for geese, 6c. per lb. All must be young birds. For hens, 5c. per lb. Dressed poultry, dry picked (except hens), ½c. lb. higher. These prices are for weight on arrival. Crates for live poultry supplied free, and express paid up to 50c. per 100 lb. of chickens. No thin birds will be taken.

FISH AND OYSTERS.

The warm spell of last week lessened the demand for fresh fish, but with the colder weather it is recovering. The prices are unchanged. Oysters are still high, and the prices are steady. We quote as follows: Fresh and frozen fish—Codfish, 6 to 8c.; whitefish, 6½ to 7½c.; herring, 4 to 5c.; trout, 7½c.; halibut, 10 to 15c.; haddock, 5c. per lb.; perch, 5c.; British Columbian salmon, fresh, 20c., frozen, 11c.; Labrador herring, \$3 to \$3.25 per 100-lb. bbl. Smoked fish—Ciscoes, \$1 to \$1.25; finnan haddie, 6½ to 7c.; Digby herring, 50 to 65c. per bundle. Prepared fish—Dried cod, in 112-lb. bundles, \$4.75 per cwt.; flitched cod, \$5.50 to \$6; boneless cod, in bricks, 4½ to 5½c. per lb.; steak cod, 6½c. per lb.; shredded cod (2 doz. in box), \$1.80 per box; boneless fish, loose, in 25-lb. boxes, 4 to 4½c., and in 5-lb. boxes, 5c. per lb.; bloaters, per box of 50, \$1 to \$1.25; kippered herring, 50 in a box, \$1 to \$1.25 per box; smelts, per 15-lb. box, extras, 12c. per lb.; No. 1, 6½ to 7c. per lb. Oysters—Standards, \$7.25 to \$7.50 per large pail, or \$4.50 per small pail; selects, \$5 to \$6 per pail.

GRAIN, FLOUR AND BREAKFAST FOODS.

GRAIN—There is a limited movement in Manitoba and Northwestern wheat, and the prices are unchanged. No. 1 Manitoba hard wheat is quoted at 87c. per bush.;

No. 1 Northern, 83c., and No. 2 Northern, 80c. grinding in transit Sarnia, or 1c. less Toronto and west. The receipts on the local grain market are limited owing to the almost impassible condition of the roads. The prices are unchanged. We quote what is paid on the street: White and red Ontario wheat, 71 to 77c.; goose, 66½ to 67c.; oats, 46 to 47c.; rye, 59c.; barley, 54 to 63c.; peas, 80 to 85c.; buckwheat, 60c.

FLOUR—Trade is quiet. The local demand continues fair. We quote: Ontario patents, in bags, \$3.70 to \$3.80; Hungarian patents, \$4.05; Manitoba bakers', \$3.80; straight roller, \$3.40 to \$3.50 per bbl. in Toronto.

BREAKFAST FOODS—The oatmeal and rolled oat market has been characterized by a drop of 20c. per bbl. The demand is still slack. We quote: Oatmeal, standard and granulated, in carlots on track here, \$4.85; standard rolled oats in carlots on track here, \$4.60; in bbl., 20c. more; broken lots are 20c. per bbl. extra; rolled wheat, \$2.50 in 100-lb. bbl.; cornmeal, \$3.75; split peas, \$4.75; pot barley, \$4.50, in 106-lb. bbls.

HIDES, SKINS AND WOOL.

There is a moderate demand for green and cured hides, and skins are steady. Wool is still quiet. We quote buyers' prices on arrival:

HIDES—We quote: No. 1, green, 7c.; No. 2 green, 6c.; No. 1 green, steers, 8c.; No. 2 green, steers, 7c.; cured, 7¾ to 8c.

SKINS—We quote: No. 1 calfskins, 9c., and No. 2, 7c.; deacons (dairies) 55 to 60c. each; sheepskins, 65 to 80c.; deerskins, 12½ to 14c. per lb.

WOOL—We quote: Fleece, 13c., and unwashed, 7 to 8c. per lb.

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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.

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FRUITS OF ALL KINDS IN SEASON.
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We can get you good prices. Will buy F.O.B. State quantity and lowest price.

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CORRESPONDENCE SOLICITED.

SMITH & CARMICHAEL

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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.

Scarce and Wanted, Consignments Solicited.

BUTTER TUBS AND BOXES. Country Storekeepers and Creameries will profit by placing orders for their supplies now to insure prompt delivery this Spring. Get our prices. Correspondence invited.

Rutherford, Marshall & Co.

Wholesale Produce Merchants,
68 Front Street East, Toronto.

The **DAWSON** Commission Co., Limited

FRUIT, PRODUCE AND COMMISSION MERCHANTS.

Cor. Market and Colborne Streets, TORONTO

DRIED FRUITS

Owing to scarcity and high prices of apples the trade will find big inquiry for DRIED FRUITS. We are on the ground floor and want your orders.

PRUNES—Nonpareil and Santa Cruz packs.
APRICOTS—Fancy and Choice.
PEACHES—Bags and Boxes.
Also **FIGS**—Bags and Tapnets.

Get our prices before buying.

CLEMES BROS., TORONTO

SEEDS.

Owing to the heavy roads, the receipts of red clover and alsike have been greatly diminished, and prices have accordingly been advanced 15c. per bush. for red clover and 25c. for alsike. The market is steady at these prices. We quote buying price at outside points: Red clover, \$4.50 to \$4.75; alsike, \$7.25 to \$8.25, and timothy, \$2.50 to \$3.25 per bush.

MARKET NOTES.

The drop in dressed hogs is 25c. per 100 lb.

One cent per dozen less is being paid for new-laid eggs.

Red clover has gone up 15c. and alsike 25c. per bush.

Valencia oranges have advanced 25 to 50c. per case.

Oatmeal and rolled oats have taken a drop of 20c. per bbl.

All Canadian refined sugars declined 5c. per 100 lb. on Wednesday.

The cheese market is strong, and prices have been advanced ¼c. per lb.

Lard is beginning to weaken, and some houses are quoting it at ¼c. per lb. less.

The delayed shipment of Valencia raisins ex Ontanada has at last reached this market.

OTTAWA AND TOURIST TRAVEL.

A deputation from the Ottawa Valley Tourist Association were present at a meeting of the Finance Committee of the Ottawa City Council on March 1 and obtained a grant of \$500 to assist the association in the work of advertising the city. This grant is conditional. The organization must raise \$1,000 by private subscriptions.

The deputation consisted of G. F. Henderson, J. R. Reid, A. Holland, and King Arnoldi, who all asked for the grant to help them in their work. Mr. Henderson claimed that the Tourist Association was the best medium for advertising obtainable and that the Municipal Act authorized a grant being made to such an organization. The influx of tourists, he thought, would fully repay any outlay that might be made by the corporation.

After some discussion the money asked for was granted.

PERSONAL MENTION.

Mr. D. G. Bell, of Bell & McEachern, general merchants, Stayner, Ont., was in Toronto this week for a few days. He said that while the recent storms had interfered with business a great deal, trade conditions were now much improved, and the outlook was bright.

The following Brands manufactured by

The AMERICAN TOBACCO CO.
OF CANADA, Limited

Are sold by all the Leading Wholesale Houses:
CUT TOBACCO

OLD CHUM,
SEAL OF NORTH CAROLINA,
OLD GOLD.
CIGARETTES
RICHMOND STRAIGHT CUT,
SWEET CAPORAL,
ATHLETE, DERBY.

POTATOES and GRAIN
FOR SALE IN CAR LOTS.

If open to buy let me quote prices.

R. W. HANNAH
Board of Trade, TORONTO

FISH FOR LENTEN SEASON

Fresh, Frozen, Salt and Smoked.
OYSTERS and SHELL FISH.

Orders promptly attended to.

THE F. T. JAMES CO., Limited
76 Colborne St., TORONTO, ONT.

Winnipeg Brokers.

M. B. STEELE

Wholesale Commission Merchant
and Broker.

Correspondence and Agencies Solicited.

Stovel Building WINNIPEG, CANADA.
P.O. Box 731.

JOSEPH CARMAN . . .

WHOLESALE MERCHANDISE BROKER
AND MANUFACTURERS' AGENT.

Winnipeg, Manitoba, Canada.

Secretary Winnipeg Fruit and Produce Exchange
Correspondence and Agencies Solicited.
Storage, Track Facilities.

EASTERN SHIPPERS

I

DISTRIBUTE CARS FROM
WINNIPEG.

TRADERS' RATES OF FREIGHT TO
ALL POINTS WEST.

Write

E. NICHOLSON

Wholesale Commission Merchant
and Broker,

Winnipeg, Man.

Winnipeg Fruit Merchants.

THE RUBLEE FRUIT CO.
LIMITED.

IMPORTERS OF FOREIGN AND DOMESTIC
GREEN AND DRIED FRUITS, NUTS, Etc.

151 Bannatyne St., 12th St.,
WINNIPEG, MAN. BRANDON, MAN.

QUEBEC MARKETS.

Montreal, March 6, 1902.

GROCERIES.

GROCERIES this week have been very satisfactory, and in most lines prices have ruled steady. The only great exception is that sugar has gone down 5c. more. The very bad roads have made a difference in the offerings of country produce, but the indications are that this will be much improved toward the first of the following week. The heavy demand for fish keeps up, this being the grocer's best selling line at present. Some lines of green fruits are beginning to get scarce. Messina lemons are expected to advance here before long.

SUGAR.

A further decline of 5c. brings the price of sugar to a lower figure than it has reached for almost five years. The crop is so large that this quotation was not unexpected, but it is generally thought now that prices have got down so low, a rising market may follow before the conditions of the supply and demand warrant it. Granulated sugar is now sold for \$3.80, and yellows, \$3.95 to \$3.70.

TEAS.

Cable advices from London state that the market for Ceylons is decidedly stronger, and with an upward tendency. This is particularly applicable to teas up to 7d., and also for teas from 11d. up. China greens remain very firm. The report that the steamship Acara, which went aground off Long Island, and which had a large cargo of tea on board, is now breaking up, makes it look as though the market would be strengthened still further. In regard to Indian teas, recent advices from Calcutta say that at the last auction the sales were steady, and no further declines occurred. Offerings on Friday, January 24, were 16,496 as against 15,708 in the previous week. The selection was a mixed one, including in it a strong proportion of final invoices of small breaks and poor quality. Beyond these, however, there was a fair selection of Assams of a medium and useful quality. Cachan are of their usual plain character, but mixed in the leaf. Doonars, Terails and Darjeelings were practically closed up. There was some little excitement in China greens when it was expected that in the last couple of shipments to New York there would be 4,000 or 5,000 rejected teas which would come here. The market, however, was so dull for such teas, and prices were so low, that a better figure could be realized in London. Accordingly, they were shipped to the London market, none of them reaching here at all.

SYRUPS.

There is a good business being done in syrups, and prices are steady. There has been no change in quotations this week. We quote corn syrups: 3½c. in bbls.; 3½c. in ½ bbls.; 3¾c. in ¼ bbls.; \$1.60 in 38½-lb. and \$1.20 in 25 lb. pails.

MOLASSES.

Since the decline of last week of 2c. in Barbados molasses there has been no quotable change. There is a good demand. Barbados sells for 27c., and Antigua is worth 24c.

CANNED GOODS.

There is an active inquiry for canned goods, which will likely continue for

some time. The demand for peas and corn has improved during the week. Tomatoes are still firm and the demand keeps up and there has been no change in prices. Our quotations are as follows: Peas, \$2½c. to \$1.15, according to quality; corn (ordinary stock), 80c.; tomatoes, 92½ to 95c.; gallon apples, \$2.70 to \$2.80; 3-lb. apples, \$1. Salmon, \$1 to \$1.05 for pink; \$1.30 for spring; \$1.32 for Rivers Inlet red sockeye; \$1.45 for Fraser River red sockeye, and \$1.42½ to \$1.15 for Clover Leaf talls.

SPICES.

The market is still strong, and indications are that the firm prices will be maintained for some time. A report received March 4, from New York, says: "We have to report an active and generally better market for nearly all grades of spices, especially pepper. The demand from grinders for spot and nearby deliveries of Singapore, Lampong and Acheen peppers has absorbed nearly the entire visible supplies of Singapore and Lampong up to April 15, and export orders have taken a liberal slice of the parcels of Acheen of various grades now due here from the Straits. The stock of spot Singapore is now the smallest on record, and the quality is so poor that it will be difficult to get any carload lots of satisfactory grade until first arrivals come along late in April. There is no more Lampong on the way and no new supplies available in Java till next fall." Locally, the situation is practically the same as last week. We quote as follows: Nutmegs, 30 to 55c. per lb., as to size; penang mace, 45 to 50c. per lb.; as to quality; pimento, ground, 12½ to 15c.; cloves, 15 to 25c.; pepper, ground, black, 17 to 22c., according to grade; white, 25 to 27c.; ginger, whole, Cochin, 15 to 17c.; Japan, 13 to 14c.; Jamaica, 16 to 20c.; Afghan, 12 to 13c.; ground, Japan, 15c.; Cochin, 16 to 17c.; Jamaica, 20 to 22c., and Afghan, 13 to 14c.

RICE AND TAPIOCA.

Both for rice and tapioca there is a good local inquiry at steady prices. New prices have not yet been issued on Patna rice. We quote in combine district as follows: B rice, in bags, \$3.10; in ½ bags, \$3.15; in ¼ bags, \$3.20; in pockets, \$3.25. In 10-lb. lots an allowance of 10c. is made. CC rice, \$3 in bags; \$3.05 in ½ bags; \$3.10 in ¼ bags; and \$3.15 in pockets. In the open territory prices are about 10c. less. Patna rice is worth 5 to 5½c. per lb., and tapioca, 3½ to 4c.

FOREIGN DRIED FRUITS.

CURRENTS.—No change has been made in the local market in the prices of currants. The demand is quite active. We quote: Fine Filiatras, in half cases, 52c.; cleaned, 6c.; 1-lb. cartons, 8c.; finest Vostizas, 7½ to 8c.

VALENCIA RAISINS.—There is no change in the market conditions, and prices are still firm. Finest off-stalk sell for 52c.; selected, 62c.; layers, 67c.

CANDIED PEELS.—Business is brisk. We quote: Orange peel, 11½c.; lemon peel, 10½c.; citron, 16½c.

MALAGA RAISINS.—There is no change. A small demand continues at steady prices. Our quotations are as follows: London layers, \$1.50 to \$1.60; "Connoisseur Clusters," \$2.15 to \$2.25; ½'s, 65 to 70c.; "Royal Buckingham Clusters," \$3.30 to \$3.35; ¼'s, \$1.05 to \$1.10; "Excelsior Windsor Clusters," \$4.50 to \$4.60; ½'s, \$1.30 to \$1.40.

DATES.—There is a good demand. Hallowees are quoted at 4½ to 4¾c.

FIGS.—Trade is moderate. Layer and tapnet are both quoted at \$1.15.

CALIFORNIA RAISINS.—Prices are very firm. There is a fair inquiry for seeded at 9¼ to 9½c. per lb.

PRUNES.—No change in prices has yet occurred here in sympathy with the advance in the primary markets, but the tendency of the market is firmer. Our quotations are as follows: 8½c. for 40-50's, 8c. for 50-60's, 7¾c. for 60-70's, 7½c. for 70-80's, 6¾c. for 80-90's, 6½c. for 90-100's.

CALIFORNIA EVAPORATED FRUITS.—The demand for peaches has been very large. Other fruits sell well also. We quote: Apricots, 14½c.; peaches, 10½c.; pears, 10c.

NUTS.

There is a little doing in nuts, and no quotable change has occurred. Our quotations are as follows: Walnuts, 9¾ to 11c.; Tarragona almonds, 12 to 13c.; shelled walnuts, 16½ to 17½c.; shelled almonds, 26 to 27c.; Jordan shelled almonds, 42c.; filberts, 8¾ to 9¾c.; pecans, 15 to 16c.

BUTTER AND CHEESE.

BUTTER.—The market is active. Large rolls have advanced ¼c., but otherwise prices are the same as last week. Finest creamery is firm at 22 to 22½c.; medium, 20 to 21c.; large rolls, 18 to 18½c.

CHEESE.—Exporters are now getting their own prices for cheese from English buyers, and this trade is growing. As a result the market has advanced to 10½ and 10¾c., and there is a good movement at this price. Some dealers are looking for 11c. as the price for any stocks held now.

COUNTRY PRODUCE.

EGGS.—Owing to the recent break in the weather the roads in the country have been almost impassible, with the result that deliveries for the last few days have been late. In sympathy with this the market has taken a firmer feeling, and 26 and 27c. is the price whole salers are now charging retailers, which is 1 or 2c. below our last week's quotations, but is also a big advance over the 24c. to which eggs declined in the latter part of last week. It is now a matter of supply and demand, and prices are very apt to break as soon as the stock is able to be brought forward.

HONEY.—The market is quiet and prices show no change. We quote: Buckwheat, in comb, 8 to 9c.; strained, 6½ to 7c.; white clover comb, 12c.; white extracted, 9 to 10c. per lb.

ASHES.—Trade is dull. Firsts are worth \$1.10 to \$1.15; seconds, \$3.95 to \$4; pearls, \$6.75 to \$7 per 100 lb.

DRESSED POULTRY.—The market is fairly active. Small lots are being offered, and are readily taken at full prices. We quote: Choice, fresh-killed, dry plucked turkeys, 12 to 13c.; ordinary, 10½ to 11c.; choice chickens, 9 to 10c.; ordinary, 6½ to 7c.; geese, 5 to 6c.; fowl, 4 to 5c.; ducks, 8 to 9c. per lb.

GREEN FRUITS.

There is only a moderate trade doing in green fruits, and for the most part, prices are steady. Messina lemons are firmer, and though no quotable change has occurred, it is thought that the advancing market in New York will very soon affect this one similarly. In the

TO the Oriental, adulterated Coffee is unknown, the pure article and only the best is used.



Unfortunately, too often the article is made injurious by being adulterated. The Coffee bearing the name and seal of Chase & Sanborn can be relied upon as pure and good. Their experts know where the best Coffee is grown. They buy only the best from noted plantations.

It is not only more delicious perhaps than the Coffee you have been accustomed to use, but more healthful.

**CHASE & SANBORN, Importers,
Montreal.**

Doubling Our Capacity

Owing to increased business we have commenced work on the installation of a monster Cold Storage Plant, which will be completed about the 15th of May with a storage capacity of sixty thousand (60,000) cubic feet, in twelve separate compartments. The system is so complete that the temperature in any one compartment may be raised or lowered as the grade of goods may require without affecting any of the other cool-rooms.

Our object in this is to offer to our customers the best possible advantages in marketing their produce. If we get it fresh we will keep it for a reasonable length of time in as good condition as it was received.

A great advantage in having your produce in our cool-rooms is that it remains in good condition and is always ready when the market prices are satisfactory, and at any time an offer should be made to us we would at once communicate same to you by wire if you had not already set your selling price. Nothing but eggs, butter, cheese and poultry will be stored, so there will be no chance of taints or foreign flavors.

We would be pleased to communicate with any who have not already arranged with us for the coming season and place their names on our books.

Drop us a card and we will give you full particulars.

The J. A. McLEAN PRODUCE COMPANY, Limited

75-77 Colborne St., TORONTO.

AGENTS FOR THE NELSON, MORRIS CO., CHICAGO, "SUPREME" SHORTENING, CANNED MEATS, ETC.

New York market Messinas are selling for \$2.50 to \$3. Florida tangerines have advanced 50c. per box. Good fruit is becoming scarce, and prices are likely to go higher yet. Some dealers are looking for \$4 per box in the near future. Other fruits are about the same. We quote as follows: Jamaica oranges, in bbls., \$4.50 to \$4.75; in boxes, \$2.75; Florida oranges, \$3.50 to \$3.75; Californian sunflowers, \$3.50 to \$3.75; other marks, \$3.25 to \$3.50; Valencia oranges, 420's, \$3.25 to \$3.50; 420's, Jumbo, \$4.75; 714's, \$4.50; Messina lemons, \$2.75 to \$3 per box; pineapples, 20 to 30c.; Canadian apples, \$4.25 to \$5.50 per bbl.; cocoanuts, \$3.50 per bag of 100; bananas, No. 1, \$1.75 to \$2.25, and eight hands, \$1 to \$1.50; Spanish onions, \$1.10; sweet potatoes, Vineland's, \$4.75 to \$5.50; Malaga grapes, \$5.50 to \$7 per keg; cranberries, \$7.75 to \$10.50; red onions, \$3.50; per crate; yellow, \$3.25; chestnuts, 10 to 11c.; Italian chestnuts, 12½c.; Florida tangerines, \$3.75 per box; Californian tangerines, \$1.75 per box; grape fruit, \$4.25 to \$6 per box; Florida tomatoes, \$4.50 to \$5.00 per crate; fine Spies, \$5 to \$5.50.

LIQUORS.

SCOTCH WHISKIES.

	Per case of quarts.	less 3 p.c. 30 days
Roderick Dhu	\$9 50	"
Usher's O.V.G. Special Reserve	10 50	"
Usher's G.O.H.	13 00	"
Gaelic, Old Smuggler	9 75	"
Greer's O.V.H.	9 50	"
Old Mull	9 75	"
Sheriff's One Star	10 25	"
" V.O.	10 50	"
Kilmarnoch	9 75	"
Doctor's Special	10 00	"
House of Lords	10 75	"
Bulloch, Lade & Co.—		
Special blend	9 25	"
Extra special	11 00	"
John Dewar & Sons—		
Extra special	9 50	"
Special liqueur	12 25	"
Extra	16 50	"
James Ainslie & Co.—		
Highland Dew	6 75	"
Glen Lion, extra special	12 50	"
J. Brown & Co.—		
Duke of Cambridge	12 00	"
Mitchell's—		
Heather Dew	7 00	"
Special Reserve	9 00	"
Mullmore	6 50	"
W. Teaches & Sons—		
Highland Cream, qts., \$9.50 less 3 p.c. 30 days.		

CANADIAN WHISKIES.

	In barrels per gal.
Gooderham & Worts, 65 O. P.	\$4 50
Hiram Walker & Sons	4 50
J. P. Wiser & Son	4 49
J. E. Seagram	4 49
H. Corby	4 49
Gooderham & Worts, 50 O. P.	4 10
Hiram Walker & Sons	4 10
J. P. Wiser & Son	4 09
J. E. Seagram	4 09
H. Corby	4 09
Rye, Gooderham & Worts	2 20
" Hiram Walker & Sons	2 20
" J. P. Wiser & Son	2 19
" J. E. Seagram	2 19
" H. Corby	2 19
Imperial, Walker & Sons	2 00
Canadian Club, Walker & Sons	3 60
	Less than one bbl. per gallon.
65 O. P.	\$4 55
50 O. P.	4 15
Rye	2 25

CHAMPAGNE.

The prices below are subject to the trade discount of 5 and 3 per cent.

	Per Case.
Comte de Castellane—	
Cuve Reservee— { Quarts.....	\$12 00
" { Pints.....	13 50
Carte d'Or	15 00
Champagne Ve Amot—	
Carte d'Or	16 00
" Blanche	13 00
" d'Argent	10 50
Pommery—	
Extra Sec.	28 00
Sec and Extra Sec.	\$28 00
Mumm's—	
Extra Sec.	28 00
White Seal	30 00
Brut Imperial	31 00
Perrier-Jouet—	
Brut	28 00
Reserve Dry	28 00

	Per Case.
GIN.	
Pollen Zoon—	
Red, cases of 15 bottles	\$9 75
Green, " 12 "	4 75
Violette, " 12 "	2 45
P. Hoppe "Night Cap" Brand—	
Red, cases of 15 bottles	10 50
Green, " 12 "	5 25
Yellow, " 15 "	10 75
Blue, " 12 "	5 40
Poney " 12 "	2 50
Draught—	Per Gal.
Hogsheads	\$2 95
Quarter casks	3 00
Octaves	3 05
De Kuyper—	
Violet, 2 doz. cases	5 30
Green, " "	6 00
Red, " "	11 50
White, " "	4 00
Terms, net 30 days, 1 per cent. off 10 days.	
In five-case lots, freight may be prepaid.	
Key Brand—	
Red cases	10 25
Green " "	4 85
Poney " "	2 60
Melcher's—	
Infantes (4 doz)	4 75
Picnic	7 75
Poney	2 60
Blue cases	4 75
Green " "	5 50
Red " "	10 25
Honeysuckle; small	7 90
" large	15 25

FISH.

The run on green cod of all sizes has practically rendered the market bare of that fish. Even the small sizes are now hard to get, and some dealers are completely out of them. Fried smelts continue to be scarce, and the price, though no higher, is decidedly firmer. The scarcity of these lines has brought about a heavy demand for herrings, which are now selling better than other lines. Our quotations are now as follows: Haddies, 6c.; bloaters, 90c. per box; kippers, 90c. per box; smoked, medium herrings, 11c. per box; fresh haddock and cod, 3½c. per lb.; whitefish, 6½c.; dore, 5½c.; pike, 4½c.; halibut, 12½ to 13½c.; salmon, 12½c.; trout, large and medium, 7c.; No. 1 herrings, Nova Scotia, \$5.25 per bbl.; No. 1 herrings, Nova Scotia, \$2.80 per ½ bbl.; No. 1 Holland herrings, \$6.50 per ½ bbl.; No. 1 Scotch herrings, \$6.50 per ½ bbl.; No. 1 Scotch herrings, 98c. per keg; Holland herrings, 72c. per keg; salted eels, 6½c. per lb.; No. 1 green codfish, \$5.75 per bbl.; No. 2, \$4.50; large, \$6.50; No. 1 green haddock, \$4.25 per bbl.; No. 1 pickled sardines, \$5.50 per bbl.; No. 2 mackerel, \$12.50 per bbl.; No. 3 mackerel, \$9 per bbl.; cod, 1 and 2-lb. blocks, 6c. per lb.; loose boneless cod, 5c. per lb. in 40-lb. boxes; dressed codfish, \$4.80 per case; dry codfish, \$4.65 per 112-lb. bundle; No. 1 Labrador salmon, \$17.50 in tierces; No. 1 Labrador salmon, \$12 per bbl.; No. 1 Labrador salmon, \$6.25 per ½ bbl.; No. 1 B.C. salmon, \$6 per ½ bbl. and \$11 per bbl.; standard bulk oysters, \$1.30 per gal.; select bulk oysters, \$1.50 per gal.; Malpeque, Blue Point and other shelled oysters, \$6 per bbl.; clams, in shell, \$4.50 per bbl.; Marshall's kippered herrings, and same with tomato sauce, \$1.45 per doz.; Canadian kippered, \$1 per doz.; Canadian ¼ sardines, \$3.75 per 100; canned Cove oysters, No. 1 size, \$1.30 per doz.; canned Cove oysters, No. 2 size, \$2.20 per doz.

FLOUR AND GRAIN.

FLOUR.—There is a steady trade doing in flour, Manitoba brands being in the best demand. Business in Ontario flour is mostly of a jobbing nature, and the market is quiet. We quote as follows: Spring wheat patents, \$4 to \$4.20; winter wheat patents, \$3.85 to \$4; strong bakers', \$3.80 to \$3.90; straight rollers, \$3.60 to \$3.70.

GRAIN.—The local market is quiet.

though a good business is done in Manitoba wheat for export. There is a fair inquiry for oats at unchanged prices. We quote Manitoba wheat as follows: No. 1 hard, 73c.; peas, 79c.; rye, 63 to 64c. (carlots in store); seed barley, 53c.; oats, 47 to 47½c.; buckwheat, 53½c. east; corn, 65 to 66c.

OATMEAL.—The market is somewhat easier. Rolled oats, in barrels, are worth \$5 to \$5.30; in bags, \$2.45 to \$2.47½.

FEED.—There is an active inquiry at steady prices. Ontario bran is worth \$20, mouille, \$28; Manitoba bran, \$20; shorts, \$21 per ton, including bags.

BALED HAY.—The local market is fairly active at unchanged prices; but little business is done for export. We quote: No. 1 timothy, \$10 to \$10.50; No. 2, \$9 to \$9.75; clover, mixed, \$8 to \$8.50; clover, \$7 to \$7.50 per ton, in carlots.

MONTREAL NOTES.

Cheese has gone up ½ to ¾c.

Sugars have declined 50c. more.

Large-roll butter is ¼c. higher.

Florida tangerines have advanced 50c. per box.

Eggs are 2c. lower than last week's quotations.

NEW BRUNSWICK MARKETS.

OFFICE OF THE CANADIAN GROCER.

St. John, N.B., March 1, 1902.

DURING the last week in February we had April weather. It has broken up the roads, and business, which has been very quiet, has not improved. The winter port shipments continue large. Portland, Me., is feeling the effect of the large quantity of goods now going to England via St. John. We are not yet doing as much of the Canadian export business as we should, or as much as we would if Western Canadians could see the importance and direct advantage to them of using their own port. There is one matter the Government should see to, and that is the freight charged by the subsidized lines. On the same class of goods shipped to Liverpool by an unsubsidized line, a shipper found the rate of freight some 11s. less than that charged to Glasgow by a subsidized line. This is something the Government could and should control. In markets there has been little change. Fresh fish continues scarce.

OILS.—In burning oils there is still a large business doing. St. John feels the advantage of competition. We have a much lower price than they have in Halifax, where the business is done by one company. In lubricating oils the present business is dull, the demand being largely from lumber mills. We feel a lack of business during the winter season particularly. However, the quantity booked for later shipment is large. In cod oil it looks like higher prices. Paint oils are firm at the higher figures. There is rather an improved business.

SALT.—In Liverpool coarse salt there is a large business being done. Importers are pushing sales that they may get their salt by the winter-port boats and ship direct from ship's side. In fine, the season is yet early. There is a fair movement, chiefly Canadian. Quotations are as follows: Liverpool coarse, 50 to 60c.; English factory-filled, 95c. to \$1;

THE consider season, compari winter s had beg ably goo up for early s weather, now the been br peared, vails. I will ope to brigh ume of regularl

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The f it is a which o Fairly fish are dealers, freely, West-In provem possibl tent. I men ur ery. E with no men ar Shore ces. T low; fo lobster though Boston price q

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NOVA SCOTIA MARKETS.

Halifax, N.S., March 3, 1902.

THE wholesale grocery trade for the last week has shown quite a perceptible improvement, although, considering February and March the dull season, dealers had little to complain of, comparing this with previous years. The winter stocks of the country merchants had begun to run low and the remarkably good roads had tended to stocking up for the balance of the winter and early spring trade, before the rough weather, usual to March, had set in. Just now the back of winter seems to have been broken, the snow has almost disappeared, and the mildness of spring prevails. This sudden change in the weather will open up the ice-closed ports and tend to brighten up trade. Just now the volume of business seems to be increasing regularly.

The retail trade, too, shows signs of improvement and dealers are quite satisfied with the amount of goods moving. The prices of staple lines remain practically unchanged with prices ranging higher than usual at this season of the year, especially in provisions. There is every sign that the mid-winter dullness is being overcome somewhat earlier than usual. From this on—but much depends on the weather—dealers expect to live up from day to day.

The fish business is the only one—and it is a very important one to Halifax—which does not show any improvement. Fairly large stocks of both green and dry fish are coming in, but the wholesale dealers, who have up to now bought freely, are inclined to ease up, as the West-Indian market shows no sign of improvement. Prices are low now and possibly may still be shaded to some extent. The outlook is poor for the fishermen until the opening of the spring fishery. Bank cod are now quoted at \$3. with no anxiety to buy, while the fishermen are holding to some extent for \$3.25. Shore cod will open at about above prices. The price of herring is also very low; following the tendency in cod. The lobster fishery is now about a failure, though the small quantities going to Boston bring a fancy price. The latest price quoted is \$25.

The hay market is still dull and the demand has not been very great. Considerable quantities are being shipped at St. John, and five more steamers are chartered to carry hay from that port to South Africa. The tonnage of these five steamers amount to about 12,000 tons. This export will carry off the greater quantity of the surplus hay of Nova Scotia and New Brunswick. In the meantime, considerable quantities of the various feeds are being used in lieu of hay, and the demand is improving, prices being easier than a month ago.

Butter is still scarce and prices still are high. Eggs are coming in quite freely and the price has lowered. Last week another large shipment was made to Montreal, where the price is some 10 to 15c. higher than in this locality. Potatoes are now quoted at 45c.; oats, 55c.; turnips, 25 to 30c. per bushel. Beef, lamb, veal, and other table provisions are all

A Reputation

has only two uses: it may be

Lived Upon or Lived up to.

Clark's Meats

have a reputation that is being lived up to and constantly improved as well.

SOLD BY GROCERS EVERYWHERE.

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

ORANGES and LEMONS,
BANANAS, CRANBERRIES,
CALIFORNIAN CELERY
and CAULIFLOWER.

FINNAN HADDIES,
YARMOUTH BLOATERS,
FRESH SEA HERRINGS,
SMELTS, OYSTERS.

HUGH WALKER & SON

Wholesale Fruit and Commission Merchants GUELPH, ONT.

In the Soup



CAPSTAN BRAND ENGLISH WORCESTER SAUCE will impart a delicious flavor. It is also a splendid relish for fish, roast meats, chops, steaks, curries, salads, oysters, etc.

When wanting anything in sauces be sure to write us or see our travellers.

THE CAPSTAN MFG. CO., TORONTO

GRIMBLE'S English Malt
Six GOLD Medals **VINEGAR**

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

FLOUR MAGOR'S DELICIOUS PATENT FLOUR.

The Purest Flour Made—makes Delicious Bread, Cakes and Pastry.
Prices For Cash Unequaled.
JOHN MAGOR & CO., MONTREAL

SEED CORN

FIELD VARIETIES ONLY.
ALSO WHITE BEANS
IN CARLOTS AND LESS.
Write FRED. B. STEVENS & CO., Chatham, Ont.

in good demand with a good supply coming in. Prices are fairly high and unchanged.

The molasses and sugar markets are firm and prices unchanged. There is still considerable speculation as to the prospective prices for new crop, but dealers are not uneasy. Considerable molasses was moved during the last two weeks, which has considerably reduced surplus stocks.

R. C. H.

SUBSTITUTION.

WHILE talking the other day with one of the leading grocers in a bustling town of Michigan, says a writer in Trade, a woman came in and asked for a standard article, which was at once sold to her. She accompanied the payment of the cash with the remark that she was very glad to come to a store where no effort is made to poke off something "just as good" in the place of what she wanted. Shortly after this another woman came in and made a similar statement. Naturally this aroused our curiosity, and we asked for a little information.

Our friend, the grocer, smiled, and said: "The fact is, my competitor across the way is overreaching himself of late and I am getting a good deal of trade which he is losing. He carries a stock just as good as mine, but he has also laid in a line of cheap goods. It seems to be his invariable practice when a customer asks for some well-known article, say, soap, for instance, to show her something which he claims is much better and a trifle cheaper, though a little more profitable to him. Upon such sales he has undoubtedly made more money than he would if he had sold what his trade called for. Lately, however, they have caught on to his game, and sooner than go to him and insist that they know what they want, they come here where we don't attempt substitution. He is losing a good portion of his trade simply because he doesn't look into the future.

"I don't mean to say that substitution always works that way. For instance, I occasionally run on to a good thing which is profitable to sell, but before I push the sale very hard I make a practical test of the article in my own home. If it gives me satisfaction, and I can see its good points, then I can conscientiously recommend it to my customers.

"Even this can hardly be called substitution. On the contrary, when I am selling an order of groceries, before we get to the article in mind, I say, 'By the way, we have something good in the, say, soap line,' and mention the brand and price and tell her my own experience with it. I also tell her, after making the sale, to bring back the goods if unsatisfactory and get her money back. Usually everything is satisfactory and my customer frequently calls attention to it

among her neighbors and helps materially to increase my sales.

"Substitution in the regular way is, according to my way of thinking, a big mistake. To me it appears but little short of an insult, and I believe that most buyers of groceries think about the same way. My clerks know my views on this subject quite well and they all see that it is not good business to 'soak' a customer every chance they get, but it is the best policy to give them just what they ask for without any insinuations or suggestions that something else is better.

"I think it pays well to do this. At any rate, from the example which you have just seen, it pays poorly not to do it."

THE LATE MALCOLM NIVEN.

The funeral of the late Malcolm Niven, Toronto, took place to Mount Pleasant Cemetery on Tuesday, the 4th inst., from his late residence, 39 Yorkville avenue.

Deceased, who had passed away at the age of 80 years, was up to within a short time of his death a well-known figure in wholesale grocery circles in Toronto, and could be seen going his regular rounds amongst the trade up to within a short time of his death.

He conducted a commission business for many years, having his office at 50 Front street east. With the wholesale grocery trade he was quite popular on account of his geniality and pleasant manners. As evidencing his interest in the affairs of the day and his agility, it may be mentioned that he was one of those who did not hesitate to get up and come down town at midnight on Pretoria Night, and join in the celebrations over that city's fall.

Many beautiful tributes were donated by his friends. The pall bearers were Henry Swan, Wm. Galbraith, John D. Ivey, James E. Bailey, H. Chesmer Boomer and W. D. McIntosh.

UNJUST FREIGHT RATES.

Some time ago action was taken against the White Pass & Yukon Railway Company by a Victoria, B.C., firm for the recovery of freight and passenger rates, which that railway had illegally extorted from them owing to their tariff not being approved by the Dominion Government, and also because these rates are alleged to be unjust and extortionate.

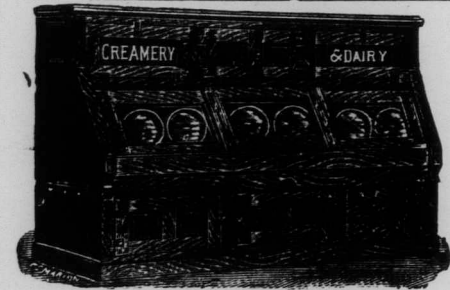
Justice Martin, of the Supreme Court, has decided that a right of action exists against the railway on this head under the Railway Act. Consequently three more writs have been issued by Victoria firms. These are on behalf of the Upper Yukon Consolidated Company, Joseph Clearihue and J. St. Clair Blackett & Co. The claim of the latter firm is \$40,000.

So far the total amounts sued for are over \$300,000, and in addition the Victoria-Yukon Trading and Transportation Company is bringing in a claim for \$100,000. It is estimated that when all the firms have taken action, the writs issued in Victoria alone against the railway will bring the total up to three-quarters of a million dollars. These cases are all expected to be tried at the March Assizes.

Include with first order from wholesale grocer a trial lot of

H AND H
TRADE MARK

the unequalled cleaner. Steady growth, **seasonable**, well advertised, and have letters daily from consumers.
34 Yonge Street, Toronto.



C. P. FABIEN

Manufacturer of Refrigerators and Ice Chests. Diplomas awarded at Montreal, Toronto and Ottawa Exhibitions. Over 50 patterns to choose from. Proprietor of Aubin's Patent Grocery Refrigerator, New Dominion, Imperial Dominion, special improved Dairy Palace for Hotels—all hardwood.

3169 Notre Dame St., MONTREAL.

MESSINA LEMONS

This season of colds and grippe makes big demand. We handle the finest stock procurable.

Oranges, Bananas, Grapes, Dates, Figs, Nuts.

FISH FOR LENT.

Trout, in ½ bbls.; Oysters, Haddie, Herrings, etc.

Write for our Weekly Price List.

WHITE & CO., TORONTO.

Toronto Fruit Merchants.

LEMONS

We have a complete stock of the finest brands at lowest market prices. Send in your orders for **FANCY CAMELLIA NAVELS.**

HUSBAND Bros. & Co.

82 Colborne St., TORONTO.

McWilliam & Everist

Commission Merchants.

Fruit Importers and Exporters.

Canadian Apples a Specialty.

CORRESPONDENCE SOLICITED

Quote us if you have anything to offer. Ask for our prices when requiring fruit.

25 and 27 Church St., TORONTO, Can

Long Distance Phone Main 645. Warehouse Phone Main 3394.

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The best way to hold trade is to give the best value for the money.

No doubt you can buy cheaper Jams than **GRAHAM'S**, but does it pay you to handle goods just because they are cheap?

AGENTS:
GEO. J. CLANCY & CO.,
59-61 Front St. E., TORONTO.

Canada Preserving Company,
HAMILTON.



The **THISTLE** Brand
ARE
HIGH-GRADE
TOMATOES - CORN - PEAS - Etc.
GUARANTEED SECOND TO NONE. BRIGHTON CANNING CO.

We cannot all go to South Africa, if we would.

But we that stay at home may show our patriotism by giving the products of Canada preference.


Delhi Epicure Pork and Beans IN TOMATO SAUCE

Delhi Tomato Catsup IS A HOME PRODUCT

AND GUARANTEED EQUAL TO THE BEST IMPORTED BRAND.

You can buy our goods cheaper and stand a chance of seeing your money again. Think the matter over and send your wholesale house a sample order. Specify Delhi. If your house don't keep the goods in stock write us direct.

Delhi Canning Co., - Delhi, Ont.



IT WILL PAY
in the long run to closely examine the quality of the canned goods that you offer to your customers. They may not come back and tell you the quality did not suit—They are more apt to try someone else. **KENT BAKED BEANS** show best when the can is opened. They please the consumer. Delivered in 5-case lots, 90c. per doz.—Retail 10c.
THE KENT CANNING CO., Limited, CHATHAM, Ont.

MANITOBA MARKETS.

Winnipeg, Man., March 1, 1902.

TRADE throughout the week has been fair in nearly all lines. The very mild weather and soft roads retarded business somewhat, but the sharp turn in the weather on Thursday and the slight snowfall will remedy these conditions considerably. Very few changes as to price have marked the course of the week.

SUGARS.—Prices have again dropped and the market seems very uncertain. Standard granulated is now quoted at \$1.80, and bright yellows, \$1.10; the drop being 5c. per cwt. in one case and 10c. in the other.

EVAPORATED AND DRIED FRUITS.—Californian evaporated fruits are all higher in the primary markets and there will be an advance of from $\frac{1}{4}$ c. to $\frac{1}{2}$ c. per lb. on all lines here in the immediate future. Californian muscatels are also higher, but there is little movement at present; the price has not been definitely advanced in this market. Evaporated apples continue scarce, firm, and not of the best quality. Prices are high, 11 $\frac{1}{2}$ c. straight being the present figures, while dried are very hard to obtain at 8 to 8 $\frac{1}{2}$ c. Syrups are firm and show further signs of advance.

CANNED GOODS.—There is a slightly increased demand for canned vegetables and a little more inquiry for canned fruits, but the trade is not active in either line. Prices have remained unchanged throughout the week. The efforts of the eastern packers to make large sales here at advanced figures has not proved very successful, as the majority of the houses were well stocked from last fall.

GROUND FEED.—Oat and barley chop has dropped 50c. this week, and is now quoted at \$21.50. Straight oat chop is \$26, and barley, \$22. Oil cake is in limited demand at \$27 per ton.

MILL FEED.—This market is very quiet, there is little export trade, and the local demand is limited. Prices are unchanged, being \$11.50 for bran and \$16.50 for shorts.

CEREALS.—This has been a very slow week; the export trade seems to have dwindled very much, and the local demand is small. Light orders for immediate consumption seem to be the rule. Rolled oats, in 80s, \$2.40; in 40s, \$1.20; in 20s, 60c.; granulated and standard oatmeal, \$2.75; cornmeal, \$1.90; split peas, \$2.85; pot barley, \$2.45; pearl barley, \$3.65; white beans, \$1.80.

FLOUR.—There is very little movement and no change in price. Small export demand. This seems to be the sum total of news with regard to flour this week.

POULTRY.—Very active demand for fresh killed, but offerings are small and the quality unsatisfactory.

CURED MEATS.—The market has been very slow all week and without change in price in any line. Hams, sugar-cured and smoked, 13 $\frac{1}{4}$ c.; shoulders, 10 $\frac{1}{4}$ c.; picnic hams, 8 $\frac{1}{4}$ c.; breakfast bellies and backs, 13 $\frac{3}{4}$ c.; spiced rolls, 11 $\frac{1}{4}$ c.; dry salt long clear, 11 $\frac{1}{4}$ c.; shoulders, 9 $\frac{1}{4}$ c.; smoked long clear, 12c.; backs, 12c. per lb.

LARD.—The market continues firm and the demand fair. No change in prices has occurred during the week. Twenty-pound pails, \$2.50; American, \$2.60; 50-lb. pails, \$5.85; 3 and 5-lb. tins, 60 in a crate, \$7.55.

SOUTH AFRICAN MARKETS.

ROBERT CROOKS & CO., Stock Exchange Building, MONTREAL.

GENERAL IMPORTING AND EXPORTING MERCHANTS

HAVE THEIR OWN OFFICES ESTABLISHED AT

CAPE TOWN, } SOUTH
PORT ELIZABETH, } AFRICA.
DURBAN, }
JOHANNESBURG, }

CORRESPONDENCE AND CONSIGNMENTS SOLICITED.

LIVERPOOL, } England.
LONDON, }

OFFICES ALSO AT

NEW YORK, } U.S.A.
CHICAGO, }

BUTTER.—The story is still the same. There is an active market for fresh table butter and practically no supply. The small amount of really eatable butter coming in is a source of astonishment even to dealers accustomed to the eccentricities of the Manitoba butter market. There is considerable shipment of second grade to hand and very large quantities of it in store, but the strictly A1 fresh is very hard to find. For this grade of butter prices are high and firm. Jobbers offer 18 to 19c. and can readily realize 20 to 22c. for it. On the other hand second-grade butter is sold under protest and strictly graded as to price.

CHEESE.—There is little movement beyond the usual consumptive demand. The stock supplied is all Ontario, and the price is 12c.

EGGS.—The supply has dropped off very considerably and in addition there have been quite a number of shipments east. The cold snap now on will, of course, tend to further decrease the supply and prices are once more on the ascending scale, the present quotation being 18c. for case eggs, Winnipeg, with further advances in sight. Guaranteed new-laid are on the market at 25c. per dozen, but also liable to advance at any moment.

VEGETABLES.—The warm weather of the past ten days induced many holders of potatoes to open pits and cellars, and the result has been a glut on the market and lower prices. Farmers' loads were freely offered during the early part of the week at 25c. The return of cold weather will probably help to adjust matters. Other vegetables are moving slowly and there are no changes in price to record. The market is now supplied with a fine quality of Californian celery which jobs at 90c. to \$1 per dozen.

GREEN FRUITS.—The market is normal. The mild weather enabled dealers to bring in a few lots of bananas by freight, and these found ready sale at 83.50. The supply is very limited. Bananas arriving by express are worth \$1 per bunch. The orange market is firm and shows every indication of further advances. Seville (bitter) oranges are in fair demand. The first shipments received were not satisfactory, but later arrivals show good quality. The price is \$6 per case. A further car of Northern Spies will arrive in a day or two. The price continues firm at \$6 to \$6.50 for anything that can be termed fancy stock.

MARKET NOTES.

Among visitors to the city last week was Mr. Gugglesheim, of Gugglesheim Bros., San Francisco, who visited the

city in the interests of Californian dried and evaporated fruits.

Campbell Bros. & Wilson will erect a large addition to their warehouse this summer to meet the demands of their rapidly increasing business.

REAL AND IMITATION CHAMOIS SKIN.

From a report which The American Druggist summarizes, it appears that very little of the so-called chamois skin which is marketed is genuine. The real article comes from an animal found only in the Alps. There are two kinds of imitation known to commerce. The best is prepared from the skin of the doe, the cheaper grades from the flesh side of the split sheepskin. The grain of the skin is first removed by scraping with a round knife or pumice stone. The skins are then put into a bath of bran liquor, wrung out, dried, again soaked in water, and then fish oil is forced into the grain of the skin by beating several layers of skin soaked with oil with heavy wooden hammers. This process is repeated several times, the skins are then suspended on hooks in a warm room until a slight fermentation takes place, which dilates the pores and promotes the incorporation of the oil. The skins are then scraped and freed from excess of oil by treatment with weak patash lye, washed in an infusion of oak bark to give them a buff color, dried, smoothed and made supple by passing between iron rollers. After sorting, both as to quality and size, the skins are put up in packages of 30, each package being called a "kip." The skins vary from 6 x 8 inches to 20 x 33 inches in size. There seems to be no practical difference between the true skin of the chamois and the imitation, which is the commercial article, but there is some difference in the texture which enables an expert to distinguish between the two.

Clark & Sons, bakers and millers, Bothwell and Glencoe, Ont., have sold their milling business at Glencoe to Snitter & Neive.

BEC

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T. H.

PARTY
solici
facturers
"C.H."

Cream

Cheese

Dried

at once, a
all other
in carlots
lines, wir

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Why is a Sovereign Worth \$4.86 $\frac{2}{3}$?

BECAUSE the gold in the coin will sell for that equivalent in the currency of any nation. **It is worth what it represents.**

JUST SO WITH

RED ROSE TEA

It is worth what it represents, and has always proved to be **just as represented.** Your customers will tell you if the statement is correct.

T. H. ESTABROOKS, Tea Importer and Blender, **ST. JOHN, N.B., and TORONTO, ONT.**

PARTY ABOUT TO REMOVE TO CHINA solicits agencies on commission from manufacturers and other commercial houses. Address, "C.H.", care of P.O. Box 154, Victoria, B.C. (10)

**Creamery Roll and Tub Butter,
Cheese, Poultry, Beans, Potatoes,
Dried Apples, Eggs and Onions**

Wanted

at once, and will pay highest price, F.O.B. ALSO all other kinds of produce wanted. Quote potatoes in carlots. If you want anything in any of these lines, wire or write for prices.

GEO. A. BOOTH, 46 Nicholas St., OTTAWA
c/o Fruit and Produce Exchange Bldg.

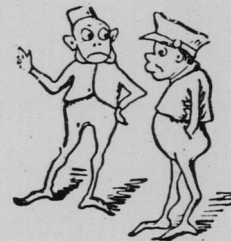
The most money back for your investment, the most value and quantity for your customer in selling

SILVER DUST SOAP POWDER

MADE IN CANADA BY . . .

SILVER DUST MFG. CO., - HAMILTON.

Coming Our Way



THE volume of trade that has been coming our way during the past few months is far beyond our expectations, and it is quite evident that the merchants are not slow to recognize and appreciate the values our travellers have to offer.

Judging from the quantity of orders that are coming in, we would like to include your name amongst our list of customers.

Let's have an inquiry from you, and don't forget a trial order for our celebrated "FERNDALE" package tea.



THE R. & J. H. SIMPSON CO.,
Tea Importers and Wholesale Grocers. **Guelph, Ont.**

GOLD MEDAL, PARIS, 1900.

Walter Baker & Co.'s PURE, HIGH GRADE Cocoas and Chocolates.



TRADE-MARK.

Breakfast Cocoa.—Absolutely pure, delicious, nutritious, and costs less than one cent a cup.

Premium No. 1 Chocolate.—The best plain chocolate in the market for drinking and also for making cake, icing, ice-cream, etc.

German Sweet Chocolate.—Good to eat and good to drink; palatable, nutritious, and healthful.

WALTER BAKER & CO. Ltd.

ESTABLISHED 1780.

DORCHESTER, MASS.

BRANCH HOUSE, 12 and 14 St. John St., MONTREAL.

TRADE-MARK ON EVERY PACKAGE.

John MacKay, Bowmanville, Ont.

Manufacturer of Established 1854.

**POT AND PEARL BARLEY,
SPLIT PEAS, AND CHOP FEED**

Send for Prices or Samples.
Prompt Business.

IN CAR LOTS

Any Shape, all Processes, for any purpose, from 1 to 17 Colors.

LABELS

STOCK LABELS for Maple Syrup, Preserves, Liquor, etc.

LEVY & CO., 19 Leader Lane. TORONTO.

Why Woollen Blankets Wear Thin.

A SCENE IN A GROCER'S STORE.

Sir, I have just come round myself to tell you that you have absolutely spoiled a pair of blankets of mine.

I have!

Yes, sir, you have!

Surely you are mistaken, madam!

I am not mistaken. I sent round my little girl a few days ago for a good strong soap to wash out some heavy things. In all innocence I used what you sent me, and the result is that my blankets are just the skeleton of what they were. They are ruined, sir, and it's your fault!

Yes, but I sent what I usually send in such cases.

What you usually send! No wonder Mrs. Moore, my neighbor, complains of her clothes wearing out; I find you usually send her the same soap.

But, madam, I always give my customers what they ask for. Had you named a particular brand of soap you would have had it.

Named a particular brand! How was I to know anything of brands? But I know better now, and I know what ruined my blankets—and my hands are in a nice plight, too!

I can assure you, madam, that it is not my desire to sell anything that will be injurious to either the hands or clothing of my customers, and I shall be glad to know how you prove that what I sold you injured your blankets and your hands.

Well, I was telling Mrs. Neill my trouble, and she lent me a little cutting, and here it is; you can read it:

"Dr. Stevenson Macadam, Lecturer on Chemistry, Surgeon's Hall, Edinburgh, describes the destructive property of soda upon wool very graphically.

"After mentioning how strong alkali, such as potash and soda, disastrously affect cotton, linen, and wool, he says:

"On one occasion I employed this property of soda in a useful way. There was a large quantity of new blankets sent to one of our hospitals, which, when given out, were said by the patients to be not so warm as the old blankets were, and that led to an investigation as to whether the blankets were genuine or not. They looked well, and weighed properly, and I got a blanket sent to me for examination and analysis. We found soon that there was cotton mixed with the wool, and the question was as to separating the two, because they were thoroughly woven throughout, and it was only by detaching the fine fibres from each other that you identified the cotton fibre. I fell on the device of using soda. I took a bit of blanket, and put it in a vessel with soda, and boiled it there, and very quickly the wool got eaten away by the soda, and there was left behind the cotton as a kind of skeleton

BUILD UP YOUR BUSINESS ON A FIRM FOUNDATION

The only basis of success is regular business on a solid foundation.

The only solid foundation for regular business is Satisfied Customers.



Customers are Always Satisfied with the Specialties of
Lever Brothers Limited, Toronto

—a sort of ghost—of the original blanket out of which it was taken. I mention this merely to indicate to you the pernicious effects of using caustic materials, which, when employed strong by themselves, affect woollen articles in this way, and which, even when not very strong, will more slowly, but with equal certainty, tend to destroy the woollen fibre."

Now, I want to tell you that we neighbors have had a talk over the matter, and we are not going to have our clothes and hands ruined in this way. Several of our neighbors who know have proved to us that Washing Sodas, Potash, Chloride of Lime, and "soap substitutes" are most injurious to clothes and hands. "Free alkali" in soaps is practically the caustic soda that burns the clothes. Why, you dare not keep Caustic Soda in a tin canister; it must be in an earthen jar, or it will even corrode the tin! Now, it's for you to provide us with pure soap without free alkali, or we must find it elsewhere.

Madam, you enlighten me! So many soaps are advertised as pure, that I really took little heed to any difference between them.

I have one, however, that has medical certificates of its freedom from free alkali. It is guaranteed pure; and the makers offer \$5,000 reward to any one who can prove it is not pure, and further, I am authorized to return the purchase money to any one finding cause for complaint.

Let me see it! Why, Sunlight Soap! It's a beautiful clean, fresh-looking soap, and this Octagon shape is very handy. Give me five bars.

* * * * *
Note by the grocer.—This whole neighborhood is using Sunlight Soap now. I have no more complaints. I have no room in my store now for resinous concoctions of alkali poisons; but it is not the grocer's fault if the public are satisfied with common soaps. If the public ask for Sunlight Soap—octagon bar—we give it them. 604



This list
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Dairy, cho
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CURRENT MARKET QUOTATIONS

March 4, 1902.

This list is corrected every Thursday, and the quotations herein given are for the cities of Montreal, Toronto, St. John, N. B., and Halifax. The prices are solicited for publication, and are of such quantities and qualities as are usually ordered by retail dealers on the usual terms of credit. For Winnipeg market report and prices, see page 30.

Goods in large lots and for prompt pay are generally obtainable at lower prices. All quotations for staple products are under the direct control of the Editors, who call daily upon all the leading houses in the principal centres.

	Montreal.		Toronto.		St. John, Halifax.	
	\$0 18	\$0 18½	\$ 16	\$0 17	\$.....	\$0 18
BUTTER, CHEESE AND EGGS						
Dairy, choice, large rolls, lb.	17	18	17	18	17	18
" " pound blocks	16	17	14	16	17	20
" " tubs, best	15	16	12	13	14	16
" " tubs, inferior						
Bakers' lots			10	12		
Creamery, boxes	21	21	21	21½	22	23
" " prints	22	22	22	23	23	24
Cheese, new, per lb.	10½	10¾	10¼	11	10½	11
Eggs, new laid, per doz.	26	27	23	25	20	21
CANNED GOODS						
Apples, 3's	1 00		85	90	1 00	1 10
" " gallons	2 70	2 80	2 60	2 65	2 25	2 50
Asparagus	2 20	2 25	2 00	2 40		
Beets	1 00	1 00	80	1 00		1 10
Blackberries, 2's	1 80	1 80	1 40	1 70	1 50	1 80
Blueberries, 2's	92½	95	80	85	95	1 00
Beans, 2's	80	80	80	80	80	95
Corn, 2's	80	80	75	80	90	90
Cherries, red, pitted, 2's	2 25	2 30	2 10	2 25	2 30	2 40
" " white	2 25	2 30	2 00	2 25		
Peas, 2's	82½	85	80	85	85	90
" " sifted	95	1 05	90	1 00	1 10	1 15
" " extra sifted	1 05	1 15	1 20	1 25	1 20	1 25
Pears, Bartlett, 2's	1 50	1 60	1 50	1 50	1 75	1 80
" " 3's	1 90	2 00	2 00	2 40	2 00	2 25
Pineapple, 2's	2 00	2 40	2 25	2 50	2 15	2 25
" " 3's	2 40	2 60	2 50	2 60	2 50	2 60
Peaches, 2's	1 75	1 85	1 75	1 90		1 75
" " 3's	2 60	2 70	2 50	2 75	2 70	2 80
Plums, green gages, 2's	1 30	1 35	1 10	1 25	1 30	1 60
" " Lombard	1 20	1 25	1 00	1 10	1 30	1 50
Pumpkin, blue	1 00	1 25		1 00	1 10	1 30
Pumpkins, 3's		85		85	90	1 00
" " gallon			2 10	2 25	2 10	2 25
Raspberries, 2's	1 40	1 50	1 60	1 80	1 70	1 75
Strawberries, 2's	1 50	1 75	1 60	1 75	1 50	1 75
Succotash, 2's	1 00	1 25		1 15	1 10	1 15
Tomatoes, 3's	92½	95	90	95		1 00
Lobster, talls	2 75	3 20		3 25	2 50	3 25
" " 1-lb. flats	3 00	3 75	3 50	3 70		1 25
" " ½-lb. flats	1 75	1 85	1 75	1 80		1 75
Mackerel	1 00	1 10	1 15	1 25	1 35	1 45
Salmon, sockeye, Fraser	1 35	1 60	1 35	1 45	1 50	1 75
" " Northern			1 25	1 30	1 15	1 25
" " Horseshoe			1 42½	1 45		
" " Cohoes	1 00	1 15	1 05	1 15	1 00	1 10
Sardines, Albert, ½'s	12	12½	12½	13	14	15
" " ¼'s	20	21	20	21	20	21
" " Sportsman, ¼'s	11½	12		12½		12
" " ¼'s	19	20		21	20	21
" " key opener, ¼'s	9	11	10½	11	16	18
" " ¼'s	18	18	18½	23	10	11
" " P. & C., ¼'s	20	22½	23	25	23	25
" " ¼'s	27½	30	33	36	33	36
" " Domestic, ¼'s	4	4½	4	4½	4	4½
" " ¼'s	7	8	9	11		
Mustard, ¼ size, cases						
50 tins, per 100	7 50	11 00	8 50	9 00	8 00	9 00
Haddes		1 00	1 10	1 15	1 00	1 10
Kipperd Herrings	1 00	1 85	1 00	1 85	1 00	1 10
Herring in Tomato Sauce	1 00	1 55	1 00	1 70		2 00
CANDIED PEELS						
Lemon, per lb.	10½		10	12½	12	13
Orange	11½		11	13	12	13
Citron	16½		15	18	15	17
GREEN FRUITS						
Oranges, California, per box	3 25	3 75	3 25	3 75	3 50	4 00
" " Floridas, per box	3 50	3 75	3 25	3 75	3 50	4 00
" " Mexican, per box				2 25		
" " Valencia, per case	3 25	4 50	4 50	5 00	4 00	4 50
" " Jamaica, per bbl.		2 75	2 75	3 00		5 00
Marmalade				3 00		
Grape Fruit, per box	4 25	6 00	3 50	5 50		
Pineapples, each, by case			25	35		
Cucumbers, Southern, per doz.			2 25	2 50		
Lemons, Malaga, per box				3 00		
" " California			3 50	4 00		
" " Messina, per box	2 75	3 00	2 25	3 00	2 50	3 00
Bananas, Firsts, per bunch	1 75	2 25	1 50	2 00	2 00	2 25
Apples, per bbl	4 25	5 50	3 50	5 00	3 50	5 00
Coconuts, per 100				4 50	3 25	3 50
Malaga grapes, per keg	5 50	7 00	5 50	6 50		
Cranberries, Cape Cod, per bbl.	9 50	10 50		9 50	11 00	11 50
Sweet Potatoes, per bbl.	5 00	5 50	4 50	5 00		
SUGAR						
Granulated St. Lawrence and Red		3 80		3 98		4 00
Granulated, Acadia		3 75		3 93		3 90
Paris lump, bbls. and 100-lb. bxs		4 30		4 48		4 90
" " in 50-lb. boxes		4 40		4 58		5 00
Extra Ground Ccing, bbls.		4 30		4 75		
Powdered, bbls		3 95		4 50	5 50	5 80
Phoenix		3 70		3 98		
Cream		3 57		3 93		
Extra bright coffee		3 60		3 83		
Bright coffee		3 60		3 73		
Bright yellow		3 45		3 73		3 70
No. 3 yellow		3 35		3 53		
No. 2 yellow		3 25		3 43		
No. 1 yellow		3 05		3 23		3 50

HARDWARE PAINTS AND OILS

	Montreal.	Toronto.	St. John Halifax.
Wire nails, base	\$2 55	\$2 55	\$3 20
Cut nails, base	2 35	2 35	2 85
Barbed wire, per 100-lb.	3 00	3 00	3 50
Smooth Steel Wire, base	2 60	2 60	3 75
White lead, Pure	5 87½	5 87½	6 80
Linseed oil, 1 to 4 bbls., raw	82	82	82
" " " " boiled	85	85	85
Turpentine, single bbls.	67	67	63
Benzine, in bbls., per gal.		16½	19

SYRUPS AND MOLASSES

	Montreal.	Toronto.	St. John Halifax.
Syrups--			
Dark	1¾		
Medium	2¼	30	32
Bright	2¾	35	37
Corn Syrup, barrel, per lb.	3½		3½
" " " " ½ bbls. "	3¾		3¾
" " " " kegs "	3¾		3¾
" " " " 3 gal. pails, each	1 60		1 60
" " " " 2 gal. " "	1 20		1 20
Honey			40
" " 25-lb. pails	1 05		1 00
" " 38-lb. pails	1 0		1 40
Molasses--			
New Orleans, medium	22	30	5
" " Open kettle		5	30
Barbadoes	27		32
Porto Rico		38	42
			30
			34

CANNED MEATS

	Montreal.	Toronto.	St. John Halifax.
Comp. corn beef, 1-lb. cans	1 45	\$1 60	\$1 65
" " " " 2-lb. cans	2 70	2 95	3 00
" " " " 6-lb. cans	7 90	9 60	8 25
" " " " 14-lb. cans	16 50	23 00	19 50
Minced callops, 2-lb. can		2 75	2 60
Lunch tongue, 1-lb. can	3 00	3 90	3 00
" " " " 2-lb. can	6 00	7 90	7 00
English brawn, 2-lb. can	2 40	2 75	2 45
Camp sausage, 1-lb. can			2 50
" " " " 2-lb. can			4 00
Soups, assorted, 1-lb. can	1 15	1 50	1 50
" " " " 2-lb. can	2 40	2 45	2 20
Soups and Boull, 2-lb. can	1 75	2 50	1 80
" " " " 6-lb. can	3 50	5 85	4 50
Spiced smoked beef, ½'s	1 65	1 70	1 65
" " " " 1's	2 75	3 10	2 80
			2 95
			3 25

FRUITS

	Montreal.	Toronto.	St. John Halifax.
Dried--			
Currants, Provincials, bbl.		5¾	6
" " " " Filatras, cases		6	6½
" " " " ½-cases		6	7
" " " " Patras, cases		6	7
" " " " ½-cases		6	7
Amallas	6½	7	7½
Vostizzas, cases	7½	8	8½
Dates, Hollowees	4¾	4¾	4¾
" " " " Sairs	3¾	4¾	4¾
Figs, Elemes		1 00	8
" " " " Mats, per lb.	3	3½	3½
" " " " Tapnets	3 30	3¼	3¼
" " " " Naturals			3¼
Prunes, California, 30's		9	10
" " " " 40's		8½	10
" " " " 50's		8¼	8½
" " " " 60's		8	8½
" " " " 70's		7¾	8
" " " " 80's		7	7½
" " " " 90's		6¾	7
" " " " 100's		6	6½
" " " " Bosnia, A's		6	6
" " " " B's		7½	8
" " " " U's		5	6½
" " " " French, 50's		5	
" " " " 110's			
Raisins, Fine oil stalk		5¾	5
" " " " Selected		6½	6
" " " " Selected layers		7	6½
" " " " Sultanias		9	10
" " " " California, 2-crown		5	6½
" " " " 3-crown		7¼	8
" " " " 4-crown		9	9
" " " " 1's seeded, 2-cr.	1 50	1 60	1 40
" " " " Empire clusters			2 60
" " " " Black baskets			2 25
" " " " Extra clusters			3 35
" " " " Dehesa clusters			3 10
" " " " Royal B. clusters	3 25	3 30	5 00
" " " " Connoisseurs cl'str's			2 10
" " " " Excelsior clusters			4 60
Evaporated apples			9¾
Dried			5

PROVISIONS

	Montreal.	Toronto.	St. John Halifax.
Dry Salted Meats--			
Long clear bacon		12	10
Smoked meats--			
Breakfast bacon		15	13½
Rolls		12	10½
Medium Hams		14	12½
Large Hams		13½	12
Shoulder hams		13	10½
Backs		15	11
Meats out of pickle ic. less.			11½
Barrel Pork--			
Canadian heavy mess		21 00	21 00
" " short cut		22 00	22 00
Plate beef	12 50	13 50	13 00
Lard, tierces, per lb.		11	11
Tubs		11½	11½
Pails		11	11½
			12½
			13
			14 00
			20 50
			21 50

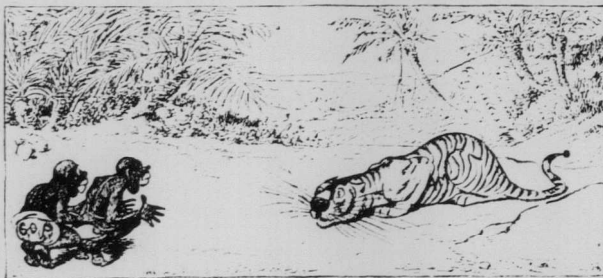
CHRISTIE'S Orange Marsh Mallows

JUST OUT.

TRY A BOX OR TWO WITH YOUR NEXT ORDER.

Christie, Brown & Company, Limited

TORONTO AND MONTREAL.



VICTORIA FRUIT,
MALTED PEPSIN,

READY FOR THE SPRING

The Spring and Summer months bring with them a revival of the demand for Chewing Gum. Are you ready for the Spring? We are. We have been preparing all Winter and are offering samples of some

NEW AND DELICIOUS FLAVORS

which are bound to become popular this Summer. Aside from these we have the old reliable flavors :

MAPLE LEAF,
JAPANESE BOUQUET.

SAMPLES FREE.

THE CANADIAN CHEWING GUM CO., 363 Spadina Ave., TORONTO.

	Montreal.	Toronto.	St. John, Halifax.		Montreal.	Toronto.	St. John, Halifax.
COFFEE				PETROLEUM			
Green—				Canadian water white.....	14% 15%	..... 16	16 16%
Mocha.....	24	23 28	25 30	Sarnia water white.....	16 17	..... 16	16 16%
Old Government Java.....	27	22 30	25 30	Sarnia prime white.....	..... 18	..... 15	..... 15%
Rio.....	10	7% 9%	12 13	American water white.....	..... 19	..... 17%	..... 17%
Santos.....	29	26 30	29 31	Pratt's Astral (barrels extra)	18% 19	..... 17	18 18%
Plantation Ceylon.....	.....	22 25	24 28				
Porto Rico.....	.....	22 25	24 26	Black— TEAS			
Gautemala.....	.....	15 20	18 22	Congou—Half-chests Kalsow,			
Jamaica.....	18	15 18	12 13	Moning, Paking.....	13 60	12 60	11 40
Maracaibo.....	13	15 18	12 13	Caddies Paking, Kalsow...	17 40	18 50	15 40
				Indian—Darjeelings.....	85 55	85 55	80 50
				Assam Pekoes.....	20 40	20 40	18 40
				Pekoe Souchong.....	18 25	18 25	17 24
				Ceylon—Broken Pekoes.....	35 42	35 42	34 40
				Pekoes.....	20 30	20 30	20 30
				Pekoe Souchong.....	17% 40	17 35	17 35
				China Greens—			
				Gunpowder—Cases, extra first	42 50	42 50	.....
				Half-chests, ordinary firsts	22 28	22 28	.....
				Young Hyson—Cases, sifted			
				extra firsts.....	42 50	42 50	.....
				Cases, small leaf, firsts.....	35 40	35 40	.....
				Half-chests, ordinary firsts	22 38	28 38	.....
				Half-chests, seconds.....	17 19	..... 23	.....
				" thirds.....	15 17	16 18	.....
				" common.....	13 14	14 15	.....
				Pingsueys—			
				Young Hyson, 1/2-chests, firsts	28 32	38 32	30 40
				" seconds.....	16 19	16 19	.....
				" Half-boxes, firsts.....	28 32	28 32	.....
				" seconds.....	16 19	16 19	.....
				Japans—			
				1/2-chests, finest Maypickings	38 40	38 40	.....
				Choice.....	32 36	33 37	.....
				Finest.....	28 30	30 32	.....
				Fine.....	25 27	27 30	.....
				Good medium.....	22 24	25 28	.....
				Medium.....	19 20	21 23	.....
				Good common.....	16 18	18 20	.....
				Common.....	13 15	16 17	.....
				Nagasaki, 1/2-chests, Pekoe..	16 22	.....	.....
				" Oolong.....	14 15	.....	.....
				" Gunpowder.....	16 19	.....	.....
				" Siftings.....	7% 11	.....	.....
				RICE, MACARONI, SAGO, TAPIOCA.			
				Rice—Standard B.....	3 00 3 10	..... 3%	3 25 3 40
				Patna, per lb.....	4 25 4 50	4% 5	5 5 6
				Japan.....	4 40 4 90	5% 6	5 5 6
				Imperial Seeta.....	4 60 4 90	4% 5%	5 5 6
				Extra Burmah.....	.....	4% 4%	4 5 5
				Java, extra.....	..... 5%	6 6%	6 7
				Macaroni, dom'ic, per lb., bulk	5 6	..... 7%	.....
				" imp'd, 1-lb. pkg., French	8 12	9 10	.....
				" Italian.....	8 10	11 12%	.....
				Sago.....	3% 4	..... 4	4% 5
				Tapioca.....	8% 4	..... 4	4% 5
NUTS				WOODENWARE			
Brazil.....	.....	15 16	..... 15	Palls No. 1, 2-hoop.....	1 65	1 55	..... 1 90
Valencia shelled almonds.....	22 23	30 35	30 35	" 3-hoop.....	1 80	1 70	..... 2 05
Tarragona almonds.....	10	11% 12	13	" half, and covers.....	1 65	1 60	..... 1 75
Formegetta almonds.....	.....	10% 10%	.....	" quarter, jam and covers	1 15	1 10	..... 1 45
Jordan shelled almonds.....	30	40 43	.....	" candy, and covers.....	2 50 2 90	2 40	..... 3 20
Peanuts (roasted).....	7% 8	8 10	9 10	Tubs No. 0.....	10 00 10 15	8 50	11 00
" (green).....	6% 7	7 9	8% 9	" 1.....	8 00 8 15	7 01	8 00
Cocoanuts, per sack.....	8 00	8 75	8 50 4 00	" 2.....	7 00 7 15	6 01	8 00
" per doz.....	10 10%	10% 10%	11 12	" 3.....	6 00 6 15	5 25	7 00
Grenoble walnuts.....	10	9% 10%	..... 8%				
Marbot walnuts.....	9	8 8%	9				
Bordeaux walnuts.....	8 8%	9% 10%	..... 8%				
Sicily filberts.....	13% 14	13 15	13 14				
Naples filberts.....	16 17	18 23	..... 25				
Pecans.....	.....	.....	.....	
Shelled Walnuts.....	.....	.....	.....	
SODA							
Bl-carb, standard, 112-lb. keg	1 65 1 80	2 00 2 25	1 70 1 75				
Sal soda, per bbl.....	70 75	80 90	85 90				
Sal Soda, per keg.....	95 1 00 1 00	95 1 00				

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Perhaps there is a fortune for you if you can discover anything better than

James' "Dome"

Lead for polishing stoves. No dust.

"Superior Breakfast Cream" -- Makes the most delicious and palatable dinner puddings and desserts.

"Superior Gluten Flour" -- Relieves and cures impaired digestion, dyspepsia and diabetes.

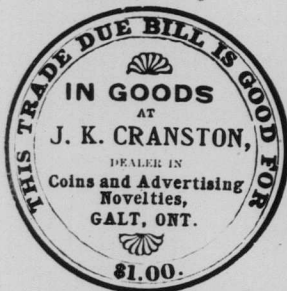
Your customers will appreciate the qualities of these two "Superior" products, made from the choicest Red River Valley Wheat.

WE HAVE THEM IN STOCK.

THE **EBY, BLAIN CO., LIMITED,** - **Toronto.**

CEYLON TEA DIRECT.

I AM prepared to supply my Estate Tea, and despatch same direct to any of the principal towns of Canada, on most reasonable terms, to wholesale dealers, grocers or private individuals, who wish to procure any grade of "Pure Ceylon Tea" direct from the planter. I am also willing to correspond with anyone wishing to take up the agency for my Teas in any part of Canada or the United States. For reference and information apply to G. C. WARREN, Wolseley, Assa., or direct to Dudley E. WARREN, Tea Planter, Avisawella, Ceylon.



How Used in Produce Business.

(1) Merchants taking Produce to be paid for in trade, pay the Customer the balance due for produce in Due Bill Currency. The customer, as he needs, buys what he wants and pays the

merchant with the Due Bills, same as if he had cash.
 (2) He can thus trade out as much or as little as he likes from time to time, and gives the merchant no trouble in writing out Due Bills or entering amounts of purchases on said bills, or tracing amounts due on lost or worn out written due bills.
 (3) The merchant assumes no more risk than if he had paid for Produce in cash, and the Due Bills are equally convenient to the customer.
 (4) **New Customers are Gained.**—The Due Bills being transferable, customers getting them can make deals and Bargains with friends and neighbors, and pay in Due Bills on your store, which always means many new customers and chances of securing new constant trade to the merchant. Merchants using the Due Bills report many new customers gained by this means, and the cost returned to you many times a year.
 (5) Children can be sent to make purchases with exact amount to pay for goods wanted and no risk run of losing the written due bill and no more bother to the merchant than a cash customer would be, and no pass books to be her with or dispute over afterward.
 Send for Samples and Price List.

J. K. CRANSTON, GALT.

"Sarnia" OIL

LAMP

Equal to best American Oil.

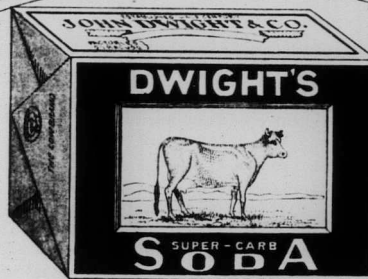
GROCERS ALL SELL IT.

THE QUEEN CITY OIL COMPANY, Limited, - TORONTO, ONT.

SAMUEL ROGERS, President.

DWIGHT'S COW BRAND SODA

SAL-SODA, SALERATUS



LOW PRICE.

LARGE PACKAGE.

ESTABLISHED

50 YEARS.

To avoid disappointment, insist upon having COW BRAND in original packages, and don't be put off with cheap, inferior substitutions.

John Dwight & Co., Toronto.

Send Address for COW BRAND COOK BOOKS—Free.

THE PROVISION TRADE.

The Markets—The World's Stock of Lard—Miscellaneous Notes.

THE WORLD'S STOCKS OF LARD.

The N. K. Fairbank Co., Chicago, have issued the following: "Our cable advices give the following estimates of the stocks of lard held in Europe and afloat on March 1, to which we add estimates of former years, and stocks in cities named:

	1902. March 1.	1902. Feb. 1.	1901. March 1.	1900. March 1.	1899. March 1.	1898. Mar. 1.
Liverpool and Manchester	5,500	9,500	6,500	29,000	42,000	47,500
Other British ports	3,500	5,000	5,000	6,000	8,000	12,000
Hamburg	13,000	12,500	9,000	10,000	15,000	23,000
Bremen	1,000	1,500	2,000	3,000	3,000	2,000
Berlin	2,500	1,500	2,000	2,000	3,000	5,000
Baltic ports	8,500	8,000	6,500	5,000	10,000	7,500
Amsterdam	2,500	2,500	1,000	2,000	2,500	1,000
Rotterdam						
Mannheim	2,500	2,000	1,500	3,000	7,000	10,000
Antwerp						
French ports	1,800	2,000	4,500	4,000	8,500	18,000
Italian and Spanish ports	1,000	1,000	1,000	1,000	1,000	1,000
Total in Europe	41,800	45,500	39,000	65,000	100,000	127,000
Afloat for Europe	75,000	51,000	75,000	60,000	65,000	75,000
Total in Europe and afloat	116,800	96,500	114,000	125,000	165,000	202,000
Chicago prime steam	58,361	62,851	44,272	112,017	144,007	160,399
Chicago other kinds	13,567	10,278	8,283	14,251	11,482	9,385
East St. Louis	1,545	1,100	7,321	6,000	13,500	3,745
Kansas City	12,241	13,323	7,263	4,713	21,914	17,162
Omaha	6,302	5,273	2,771	3,340	5,308	5,226
New York	7,904	8,628	7,465	9,621	17,689	18,074
Milwaukee	2,300	2,206	2,078	7,041	6,973	3,784
Cedar Rapids	1,030	1,157	2,356	4,159	1,969	2,820
South St. Joseph	5,276	6,386	3,099	1,395	4,478	85
Total tierces	225,326	207,702	198,913	290,537	392,320	422,630

AGAINST EXPOSING MEATS.

The New York State Assembly Bill to prohibit the exposure of meats, vegetables or other perishable foods in front of stores or elsewhere is mainly aimed, according to an exchange, at the push cart meat and vegetable vendors and pedlars of New York City. The word "elsewhere" is the shot at the revolving street markets. Meats exposed in front of a market are no more unhealthful for that circumstance than when laid on a table or window sill of a home. Many butchers prefer this inconvenience to the presence of the dirty push-cart meat, poultry, fish and vegetable merchant. The Bill is likely to have opposition. It is thought that it will pass.

CALLED HIM A THIEF.

Busse, a Toronto provision dealer, employed Gilder as a sausage-maker, and, when he was discharging him, said he was a thief. This was said in the presence of two others. When Gilder called for his wages he was again called a thief, and payment was refused. So the injured party sought to recover damages in the County Court, and was awarded by a jury \$100 as compensation.

W. J. O'Neal, for Busse, the defendant,

on March 3, appeared in the Divisional Court, Toronto, before Justices Ferguson and Meredith in support of the defendant's appeal for a new trial in action for slander, and to have this judgment set aside. It was held that the most serious objection to the course of the trial is in the ruling

and charge to the jury, that neither of the occasions of publication of alleged slanders was privileged, because both were privileged. There was enough in the evidence to allow the plaintiff to go to the jury on the question of malice, the onus of proving being upon him, of course.

An order was made for a new trial. The defendant will only pay the costs of trial and motion in the action.

THE PROVISION MARKETS.

TORONTO.

The receipts of Northern and Western hogs have been small and the market is quiet. Northern hogs are quoted at \$7.75 to \$8, and Westerns \$7.40 to \$7.60 per 100 lb. in carlots. On the local market dressed hogs have been quiet and the price is 25c. lower. The demand for dressed beef is good and the prices are steady. On the live stock market live hogs are easier, selects being 12½c., lights 25c. and thick fats 12½ to 25c. per 100 lb. lower. We quote: Dressed hogs, \$7.75 to \$8.00; beef carcasses, \$5.75 to \$7 per 100 lb.; hind quarters, \$6.50 to \$7.50 per 100 lb.; front quarters, \$4.75 to \$5.50 per 100 lb. Veal, 7 to 8½c. per lb.; lambs, 8 to 8½c. Live hogs: Selects, \$6.00, lights, \$5.75 per 100 lb., and thick fats, \$5.50

to \$5.75; choice export cattle bring \$4.75 to \$5.50 per 100 lb.; lights sell at \$4 to \$4.50.

Smoked and cured meats are steady. The prices of long clear bacon and rolls are down ½c. per lb. Lard is easier, some houses quoting it ¼c. lower. Trade in all these lines is fair. We quote as follows: Long clear bacon, 10 to 10½c.; smoked breakfast bacon, 14 to 15c.; rolls, 10½ to 11c.; medium hams, 13½c.; large hams, 12½ to 13c.; shoulder hams, 10½ to 11c., and backs, 13½ to 14c.; Canadian heavy mess pork, \$20.50 to \$21; short cut, \$22; lard, in tierces, 11 to 11¼c. per lb.; tubs, 11¼ to 11½c., and pails, 11½ to 11¾c.

MONTREAL.

The tone of the provision market is steady for nearly all lines. The demand is still for small lots for immediate requirements. The receipts of dressed hogs continue light, but the feeling is much easier, though no quotable decline has taken place. There is a fair inquiry for hog products. We quote as follows: Heavy Canadian short cut mess pork, \$22; Chicago clear pork, \$22.50 for heavy and \$22.25 for medium; selected heavy short cut mess pork, boneless, \$22.00 to \$22.50; hams, 13c.; bacon, 15c.; lard, pure Canadian, \$2.35 to \$2.40 per pail; refined lard compound (Fairbank's); \$2.05 for 1 to 24 pails; \$2.03 for 25 to 49 pails; \$2.02 for 50 pails and over. Snow White and Globe compound, \$1.75 per pail; Cottolene, 10¾c. for 20-lb. pails, and 10½c. for 60-lb. tubs, for Quebec and Ontario.

ST. JOHN, N. B.

In barrelled pork and beef, there is no change in price. The market is, at least, no higher. There is but limited business. In fresh beef, prices seem rather easier on the local market. There are free receipts of domestic beef. Round hogs are still scarce and high. In smoked meat there is only a fair sale, but full prices rule. In lard, sales are quiet. Prices keep high, though some have shaded figures on pure lard. We quote as follows: American mess pork, \$22 to \$23; domestic mess pork, \$21; plate beef, Canadian, \$13.50 to \$14; mess pork, American, \$21.50; plate beef, American, \$14.50 to \$15; fresh beef, 6 to

Established 1873.

EGGS—Very scarce.

BUTTER—Of good quality, wanted.

Good prices obtainable for both these lines. **SHIP QUICK.**

D. GUNN, BROTHERS & CO.

76-78-80 Front St. E., TORONTO, ONT.

Easter will soon be here and
smoked meats will be in demand.

Satisfy your customers with



AND



A POST CARD WILL BRING YOU PRICE LIST.

The Brantford Packing Co.
BRANTFORD, ONT. LIMITED

CREAM



CHEESE

Delicious Flavor!
Fast Seller!

Attractive Package!
Retails at 10 cents!

PREPARED BY
SHUTTLEWORTH & HARRIS, BRANTFORD, CAN.
TORONTO AGENTS:
THE WM. RYAN CO., LIMITED, FRONT ST. EAST.



There are
no finer

HAMS

made than the

"STAR" Brand

Put up by

F. W. FEARMAN CO.,
Limited
Hamilton, Canada.

Sugar Cured Hams and Breakfast Bacon.

We produce something
superior in this line---mild
and full flavored. Meets the
requirements of the most
exacting trade.

TRY SAMPLE SHIPMENT.

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

8½c.; round hogs, 7½ to 8½c.; pure lard, tubs, 12½c.; pure lard, pails, 12¾c.; compound lard, tubs, 10c.; compound lard, pails, 10¼c.; refined lard compound, Fairbank's tubs, 10¾c.; pails, 10½c.; domestic fresh beef, 5½ to 7c.; Ontario fresh beef, 7½ to 8c.; round hogs, 8 to 8½c.

WINNIPEG.

BUTCHERS' CATTLE—The supply is very limited indeed, and appears to be growing more so. The quality of the few animals arriving is, however, satisfactory. Owing to the shortage in supply, prices have again advanced, and the best butchers' cattle are quoted at 4½c. off cars Winnipeg.

SHEEP—None have been offered on this market for some weeks.

VEAL CALVES—A few calves are coming in, but the supply is irregular and unsatisfactory at present.

HOGS—The supply of hogs is still limited, but owing to the weakening of outside markets, the price has again dropped ¼c., and 6c. straight is now the quotation for the best bacon hogs; thick fats and underweights, 5 to 5½c.

COWS—None have come on the market for sale this week. There has been considerable inquiry, but no cows to fill the demand. Prices are firm.

STOCKERS—The demand is good, and buyers are constantly on their rounds through the country. They complain that farmers are making the mistake of letting their young stock run outside all day during this milder weather and get their chief nutriment from the strawstack. The result is that already a number of the stockers are thin and rough. Some buyers have found it necessary to take the stockers away from the farmers altogether and feed them in droves of 300 and 400 at some one point.

BEEF—Is rather scarce and very firm, being a shade higher than last week; 7¾c. is quoted for the best city dressed and 6½ to 7c. for country-dressed.

VEAL—There is only a small amount offering, rather thin, and fetching easily 8 to 9c.

MUTTON—Ontario frozen is jobbing slowly, in a small way at 7c.; lambs, 8c.

PROVISION NOTES.

Savard & Cie., butchers, Montreal, have dissolved.

Green Bros., butchers, Kingston, are advertising their business for sale.

Lachapelle & Bourgeois, butchers, Longue Point, Que., have registered.

Boettger Bros., butchers, Hanover, Ont., have dissolved. Geo. Boettger continues.

The plant, etc., of the Toronto Cold Storage Co., Limited, Toronto, has been sold.

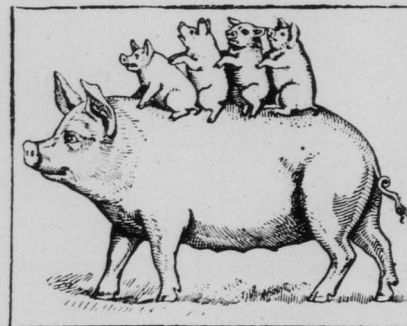
Bird & Scarse, butchers, Swan River, Man., are advertising their business for sale.

F. W. Farley, butcher, Stanfold, Que., is offering to compromise at 40c. on the dollar.

C. W. Harkness, butcher, Wataskiwin, N. W. T., has sold out to McLeod & Binning.

COWAN'S A POINTER ON PURITY.**COCOA** Hygienic and Perfection.**CHOCOLATE** Queen's Dessert, Royal Navy and Perfection.**CAKE ICINGS** Chocolate, Pink, Lemon Color and White.**CONFECTIONS** Chocolate Cream Bars, Chocolate Ginger, Chocolate Wafers, etc.

KEEP THESE IN STOCK AND YOU WILL HAVE ABSOLUTELY PURE GOODS.

THE COWAN CO., Limited, - TORONTO.

LARD
that is
PURE
IS LARD THAT SELLS.

And the progressive grocer will handle nothing else.

Order from us and **quality** and **purity** is guaranteed, and your customers will appreciate your efforts to secure for them the best article on the market.

The Farmers' Co-Operative Packing Co.
of BRANTFORD, Limited.

From 3-lb. Tins up.

Write for Price Lists.

All first-class Grocers and Provision dealers should handle the

**"L. & S." and
"Imperial"**

Brands of Smoked Hams, English Breakfast Bacon, Backs, Lard, Etc.

The best and most favorably known brands on the market.

They are delicious and appetizing. Once used, always used.

Fowler's Canadian Company, Limited,**Pork Packers and Exporters, HAMILTON, CANADA.**

Fowler's Packing Houses: Chicago, Ill., Omaha, Neb., Kansas City, Kan., Hamilton Can.
New York Office: Produce Exchange Building, N.Y.
Fowler's English Houses: Fowler Bros., Limited, Liverpool, Eng., Fowler Bros., Limited, London, Eng.

— ALSO —

The L. & S. Rosemary Company, Limited,

Manufacturers of Jams, Jellies, Coconut, Extracts, Baking Powder, Vinegars, Pickles, etc.
32 McNAB STREET SOUTH, HAMILTON, CAN.

O.

All kinds of

Fresh

Always on hand

The M.

The Mark

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Stops the load he is ca

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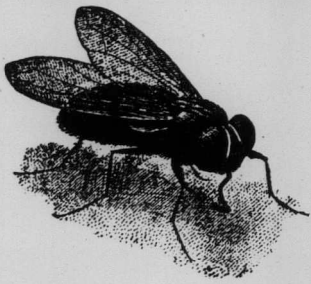
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OYSTERS
 WE ARE AGENTS FOR
Booth's
Oval Brand
 Fresh Fish
 Always on hand.
 The M. DOYLE FISH CO.,
 The Market. TORONTO.
 Established 1852.

TANGLEFOOT SEALED
 STICKY
FLY PAPER



Stops the fly in his mid career. Also catches the filthy load he is carrying, thus preventing the danger of contagion.
 Long Lasting. A Cash Asset.
 Order from Jobber.
The O. & W. Thum Co., Mfrs.
 Grand Rapids, Mich., U.S.A.

Established 1862.
E. THOMPSON & CO.
 LIVERPOOL,

Offices—11 Victoria St. . . . ENG.
 Warehouses—48-52 Thomas St.

We solicit correspondence and offers of all kinds of **CANNED GOODS** and **DRIED FRUITS**, etc., suitable for the English and Continental markets. Consignments will receive best attention and advances made when required.

REFERENCE—Canadian Bank of Commerce.

American Agent—
G. H. THOMPSON,
 107 Hudson St., NEW YORK.

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.

ESTABLISHED 1869
Geo. Stanway & Co.

Brokers and
 General Commission Merchants
 Teas, Sugars, Molasses, | 46 Front St. East,
 Canned Goods | **TORONTO**
 Correspondence Solicited.

“VICTOR” Brand
MARASCHINO
CHERRIES.

Pints and Quarts. Fancy Stock.

WARREN BROS. & CO.
 TORONTO.

COX'S GELATINE Always
 Trustworthy
 ESTABLISHED 1725.

Agents for Canada:
 C. B. COLSON & SON, Montreal.
 D. MASSON & CO., Montreal.
 ARTHUR P. TIPPET & CO.,
 Toronto, St. John, N.B., and Montreal

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

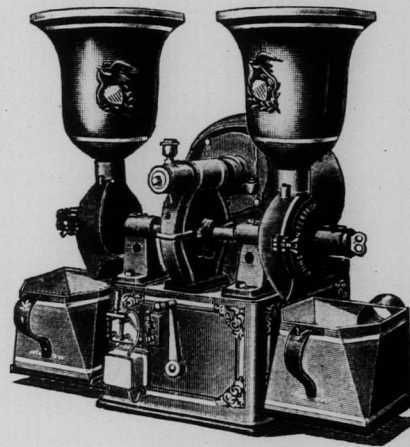
CAN BE GROUND FOR ONE CENT

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.

FISHERIES OF ABERDEEN.

By Andrew Murray, U. S. Consular Agent at Aberdeen.

THE industry of white fishing (which includes all edible fish, with the exception of salmon and herring) was inaugurated at Aberdeen, in 1883, with two trawlers, and shortly afterwards steam-line boats were added. Since that year, the fleet has increased to 175 trawlers and 47 steam liners, 14 of the latter being employed during the greater part of the year as steam drifters.

Besides the regular fleet, a number of trawlers from the adjacent ports of Fraserburgh and Peterhead make Aberdeen their headquarters during a period of the year; many incidental landings are also made at this port by English trawlers and liners.

In addition to the above fleet, some 30 steam trawlers and liners are in course of construction.

For the first 11 months of 1901, the landings of trawled fish amounted to 904 619 cwt., valued at £554 055 (\$2,696,309), and of line fish, 157 373 cwt., valued at £95,192 (\$463 252). The total quantity of trawled, line and drift net fish recorded during this period was 1,245,932 cwt., valued at £692,362 (3 369,380).

The average daily deliveries of trawl and line fish exceeded 191 tons. Taking the aggregate for the past five years, most fish have been landed in June, followed by April, May, November and October.

A fully-equipped modern trawler costs from £5 500 to £6 200 (\$26,766 to \$30,172), and even as high as £7,000 (\$34,066) has recently been paid. Steam liners cost from £3,500 to £3,700 (\$17 033 to \$18,006), not including gear. All well-managed companies pay from 10 to 30 per cent. on the money invested.

In the early days of the industry, a large proportion of the trawlers were paddle steamers, but that type of fishing vessel is now almost obsolete. The introduction of the otter trawl, which some five years ago displaced the beam gear, has provided a much more efficient means of capture than the old system. The deck work on trawlers and on some liners at night is now accomplished with the aid of acetylene gas or electric light. Both trawlers and liners are larger and speedier vessels than formerly, and the former now carry many more lines.

The bulk of the trawl fish landed at Aberdeen comes from the northeast and east-northeast grounds, 50 to 300 miles off.

The principal varieties of fish caught are cod, ling, tusk, saithe, hake, haddock, whiting, turbot, brill, halibut and soles. Herring and mackerel are also occasionally netted in very small quantities, but about 1,500 herring boats land vast quantities of

herring during the months of July and August.

The average market prices are:

	s.	d.	
Turbot, per cwt.....	71	0	— \$17 27
Lemon soles, per cwt....	48	0	— 11 68
Brill, per cwt.....	43	0	— 10 46
Plaice, per cwt.....	39	0	— 9 49
Halibut, per cwt.....	35	0	— 8 52
Whittings, per cwt.....	20	0	— 4 87
Haddock, per cwt.....	12	6	— 3 04

The fish are disposed of at auction to fish merchants, to be sold fresh or to be smoked, pickled, dried or tinned.

The wholesale fish merchants ship all over the country by rail. The principal markets to which consignments of fresh fish are sold on commission are Glasgow, London, Manchester, Birmingham, Liverpool, Leicester, Sheffield, Leeds, Bolton, Wigan, Blackburn, etc. Pickled, dried and tinned fish are destined principally for export.

The nonmarketable fish are bought for conversion into manure and oil at 5s. (\$1.22) per ton.

Fish are preserved fresh at sea by means of ice, and some of the trawlers also have refrigerating plants. Ice is the only medium used to keep fish fresh when despatched to distant markets. I am informed that refrigerators can be introduced into each trawler at a very moderate cost.

ST. THOMAS GROCERS AND PREMIUMS.

A subscriber writes: "I do not know if you are aware of the fact that the grocers of St. Thomas, as a body, made an agreement that they would handle no goods that were sold with premiums, and they carry that out well, so that any traveller going their with premium goods simply does nothing at all."

CREDIT AND CHARACTER.

E. M. SKINNER, in a recent article on "Credit and Character," draws this picture of the gradual change in the personnel of the credit man:

"Don't look as you did in olden times for a gray-haired gentleman of long and tried experience, but often of crusty and cold temperment; don't expect to find an Arctic atmosphere surround his desk, and a line of questions as to your habits, family pedigree, age and birth of your family, etc., shot at you in tone of voice that soon works you up to such a murderous frame of mind that you reveal your true nature and character, and then get refused. Do not look for this, I say, you old-timers in business, for the methods that have gained for the credit desk the name of "sweat box" are no longer used. The credit man has gone in with this great rush of progress and reform, and has come out more in keeping with his duties and in touch with the times. You will no doubt find him young—but do not think without experience. You will almost surely find him pleasant and courteous; you will find him able in his particular branch; you should find him cautious and careful. His knowledge of general and local conditions is wide without being wonderful; his memory marvelous without being miraculous. He will strive to learn all he can from you as to your affairs, so easily and pleasantly you hardly know you are talking about yourself, and you often leave wondering why you met him; but he does not. While he looks harmless, he can be firm, and while he is sometimes careless and makes bad credits, it does not happen often enough to make any sure thing of it."

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 36 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.

CEYLON TEAS

BLACK AND GREEN

The Blacks are now used
everywhere in Canada.

The Greens are displacing
Japans

BECAUSE OF QUALITY
and also, strange though it
may appear,
BECAUSE OF PRICE.



GROCERS

should think of this before
ordering stocks for coming
season.

WHY ARE Southwell's Jams



superior to all other
Imported Lines?

Because each Jam
has the
individual flavor of its own fruit.

Many imported Jams taste all alike.

Southwell's Don't.

WRITE FOR PRICE LIST, ETC.

FRANK MAGOR & CO.

16 St. John St., MONTREAL

DOMINION AGENTS

The best grocers keep the best Imported Biscuits.

Try an assorted case of

CARR'S



They will
bring you
additional
trade, and
mark you
as

One of the
live
grocers
of Canada.

FRANK MAGOR & CO.,

Agents for the Dominion.

16 St. John St., MONTREAL

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

Current Market Quotations for Proprietary Articles

March 7, 1902.

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

BAKING POWDER.

Cook's Friend—	Per doz.
Size 1, in 2 and 4 doz. boxes.....	\$ 2 40
" 10, in 4 doz. boxes.....	2 10
" 12, in 6 ".....	80
" 3, in 4 ".....	70
" 3, in 4 ".....	45
Pound tins, 3 doz. in case.....	3 00
12oz. tins, 3 ".....	2 40
5 b. tins, 1/2 ".....	14 00

Diamond—	W. H. GILLARD & CO.	Per doz.
1 lb. tins, 2 doz. in case.....		2 00
1/2 lb. tins, 3 ".....		1 25
1/2 lb. tins, 4 ".....		0 75

IMPERIAL BAKING POWDER.	Sizes of Cans.	Per Doz.
4 doz.	10c.	\$0 85
3 "	6-oz.	1 75
2 and 3 doz.	12-oz.	3 40
2 and 1 3 doz.	16-oz.	4 35
1 doz.	2 1/2-lb.	10 40
1/2 and 1 doz.	5-lb.	19 50

MAGIC BAKING POWDER.	Sizes of Cans.	Per Doz.
4 doz.	4-oz.	\$0 65
4 "	6-oz.	0 80
4 "	8-oz.	1 00
4 "	12-oz.	1 50
4 "	16-oz.	1 80
1 "	2 1/2-lb.	4 50
1 "	5-lb.	7 75

JERSEY CREAM BAKING POWDER.	Sizes of Cans.	Per Doz.
1/2 size, 6 doz. in case.....		40
1/2 size, 4 doz. in case.....		75
1/2 " 3 ".....		1 25
1 " 2 ".....		2 25

BLACKING.	SHOE POLISH.	Per gross
Jonas'.....	Henri Jonas & Co.	\$9 00
Froments.....		7 50
Military dressing.....		24 00

BLUE.	per lb.	per doz.
Keen's Oxford.....	\$0 17	
In 10 box lots or case.....	0 16	
Reckitt's Square Blue 12-lb. box.....	0 17	
Reckitt's Square Blue 5 box lots.....	0 16	

BLACK LEAD.	per box
Reckitt's per box.....	1 15
Box contains either 1 gro., 1 oz. size; 1/2 gro., 2 oz. or 1/4 gro. 4 oz.	

CORN BROOMS	doz. net
BOEKH BROS & COMPANY	
Bamboo Handles, A, 4 strings.....	4 35
" " B, 4 strings.....	4 10
" " C, 3 strings.....	3 85
" " D, 3 strings.....	3 60
" " F, 3 strings.....	3 35
" " G, 3 strings.....	3 10
" " I, 3 strings.....	2 85

BISCUITS.	per doz.
CARR & CO. LIMITED.	
Frank Magor & Co., Agents	
Cafe Noir.....	0 15
Ensign.....	0 12 1/2
Metropolitan mixed.....	0 09
Special price list of Fancy Tins for Xmas trade and other lines on application.	

CANNED GOODS.	per doz.
MUSHROOMS.	
HENRI JONAS & CO.	
Mushrooms, Rionel.....	\$15 50
" 1st choice Duthell.....	18 50
" 1st choice Lenoir.....	19 50
extra Lenoir.....	22 00
Per case, 100 tins.	

FRENCH PEAS—DELORY'S	per doz.
HENRI JONAS & CO.	
Moyen's No 2.....	\$9 00
No. 1.....	10 50
1/2 Fins.....	12 50
Fins.....	14 00
Tres fins.....	15 00
Extra fins.....	16 50
Sur extra fins.....	18 00

FRENCH SARDINES.	per doz.
HENRI JONAS & CO.	
1/4 Trefavennes.....	\$9 50
1/4 Rolland.....	9 50
1/4 Delory.....	10 50
1/4 Club Alpines.....	12 50

CHOCOLATES & COCOAS.	per lb.
Epps's cocoa, case of 14 lbs., per lb.....	0 35
maller quantities.....	0 37 1/2
CADBURY'S.	
Frank Magor & Co., Agents, per doz.	
Cocoa essence, 3 oz. packages.....	\$1 65
Mexican chocolate, 1/2 and 1/4 lb. pkgs.....	0 40
Rock Chocolate, loose.....	0 40
" 1-lb. tins.....	0 42
Nibs, 11-lb. tins.....	0 35 1/2

JOHN P. MOTT & CO'S.	per lb.
R. S. McIndoe, Agent, Toronto.	
Mott's Broma.....	0 30
Mott's Prepared Cocoa.....	0 28
Mott's Homeopathic Cocoa (1/4's).....	0 32
Mott's Breakfast Cocoa (1/4's).....	0 40
Mott's No. 1 Chocolate.....	0 30
Mott's Breakfast Chocolate.....	0 28
Mott's Caracac Chocolate.....	0 35
Mott's Diamond Chocolate.....	0 28
Mott's French-Can. Chocolate.....	0 18
Mott's Navy or Cooking Chocolate.....	0 28
Mott's Cocoa Nibs.....	0 35
Mott's Cocoa Shells.....	0 05
Vanilla Sticks, per gross.....	0 90
Mott's Confectionery Chocolate.....	0 43
Mott's Sweet Chocolate Liquors.....	0 19

CHOCOLATE-MENIER.	per lb.
Chocolate-Menier 1/2 and 1/4 lbs. per lb.	
Croquettes and Pastilles 20c. or per case	
Menier Breakfast Cocoa 1/4 lb. tins 13c.	
" 1/2 lb. " " 25c.	
" 1-lb. " " 50c.	



CHOCOLATE—FRY'S	per lb.
Caracac 1/4's, 6-lb. boxes.....	0 42
Vanilla 1/4's.....	0 42
"Gold Medal" Sweet, 1/4's, 6 lb. bxs	0 29
Pure, unsweetened, 1/4's, 6 lb. bxs	0 42
Fry's "Diamond," 1/4's, 14 lb. bxs	0 24
Fry's "Monogram," 1/4's, 14 lb. bxs	0 24
Cocoa—per doz.	
Concentrated, 1/4's 1 doz. in box.....	2 40
" 1/2's.....	4 50
" 1 lbs. ".....	8 25
Homeopathic, 1/4's 14 lb. boxes.....	2 40
1/2 lbs. 12 lb. boxes.....	2 40
THE COWAN CO. LIMITED.	
Cocoa—	
Hygienic, 1-lb. tins, per doz.....	\$7 25
" 1/2-lb. tins.....	3 75
" 1/4-lb. tins.....	2 25
" fancy tins.....	0 90
Hygienic, 5-lb. tins, for soda water fountains, restaurants, etc. per lb.....	0 85
Perfection, 1/2-lb. tins, per doz.....	3 00
Cocoa Essence, sweet, 1/2-lb. tins, per doz.....	2 25
Chocolate—per lb.	
Queen's Dessert, 1/4's and 1/2's.....	\$8 40
" 8's.....	0 42
Mexican Vanilla, 1/4's and 1/2's.....	0 35
Royal Navy Rock.....	0 30
Diamond.....	0 25
8's.....	0 25

WALTER BAKER & CO., LIMITED.	per lb.
Premium No. 1 chocolate, 12-lb. boxes.....	\$ 40
Vanilla chocolate 6-lb boxes.....	40
German sweet, 6-lb. boxes.....	25
B'kfast cocoa, 1/2-lb. tins, plain; 6-lb. boxes.....	50
Cracked cocoa, 1/2-lb. pkg., 12-lb. bxs.	25
Caracac sweet chocolate, 6-lb. boxes	25
Soluble chocolate (hot or cold soda) 1-lb. cans.....	40
Vanilla chocolate wafers, 48 to box, per box.....	1 00
OHEESE.	
Imperial—Large size jars, per doz.....	\$8 00
Medium size jars.....	4 00
Small size jars.....	2 00
Individual size jars.....	1 00
Imperial Holder—Large size.....	18 00
Medium size.....	15 00
Small size.....	12 00
Roquefort—Large size, per doz.....	2 00
Small size.....	2 00

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COUP
For sale t
Limit,
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\$1, \$

to lots o
books,
100 to 500
50 to 1,0

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3 00 bo
4 00 bo
5 00 bo
10 00 bo
15 00 bo
20 00 bo
25 00 bo
30 00 bo

"THE EDWARDSBURG BRANDS"

Starch
.. and Syrup

Are well known all over the Dominion as a **STANDARD OF QUALITY.**
ASSORTED STOCKS of all styles of packages now on hand, and **PROMPT SHIP-
MENT** guaranteed.

EDWARDSBURG STARCH CO'Y, Limited
Established 1858.

164 St. James St.,
MONTREAL.

Works:
CARDINAL, ONT.

53 Front St. East,
TORONTO.

DUNN'S PURE MUSTARDS

GIVE UNBOUNDED SATISFACTION.

The reason is—They are profitable to dealers and satisfying to consumers.

COFFEE.

JAMES TURNER & CO.	per lb.
Mocha	0 32
Damasco	0 28
Galra	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

CLOTHES PINS.

UNITED FACTORIES, LIMITED.	
Clothes Pins (full count), 5 gross in case, per case	0 55
4 doz. packages (12 to a case)	0 70
5 doz. packages (12 to a case)	0 90

COUPON BOOKS—ALLISON'S.

For sale in Canada by—The Eby, Blain Co., Limited, Toronto. C. O. Beauchemin & Fils, Montreal.
\$1, \$2, \$3, \$5, \$10 and \$20 books.

Un- num- bered.	Covers and Coupons
In lots of less than 100 books, 1 kind assorted.	4c. 4½c.
100 to 500 books	3½c. 4c.
500 to 1,000 books	3c. 3½c.

Allison's Coupon Pass Book.

\$1 00 books	3 cents each
2 00 books	3 cents each
3 00 books	3 cents each
5 00 books	4 cents each
10 00 books	5½ cents each
15 00 books	6½ cents each
20 00 books	7½ cents each
25 00 books	8 cents each
30 00 books	12 cents each

EXTRACTS.

HENRI JONAS & Co.	Per gross.
8 oz. London Extracts	\$8 00
2 oz. " (no corkscrews)	5 50
2 oz. " "	5 00
2 oz. Spruce essence	6 00
2 oz. " "	9 00
2 oz. Ancho extracts	12 00
4 oz. " "	21 00
1 lb. " "	36 00
1 lb. " "	70 00
1 oz. Flat	9 00
2 oz. Flat bottle extracts	18 00
2 oz. Square	21 00
4 oz. " corked)	36 00
8 oz. " "	72 00
Per doz.	
8 oz. " glass stop extracts	3 50
8 oz. " "	7 00
Per doz.	
2½ oz. Round quintessence extracts	2 00
4 oz. Jockey decanters	3 50

FOOD.

NORTH-WESTERN CEREAL CO., London.

"Superior" Gluten Flour and Breakfast Cream.

Price—Toronto, Montreal and East	5 10
Winnipeg	5 40
Vancouver	6 50

Per doz.

Robinson's Patent Barley ½ lb. tins	1 25
" " 1 lb. tins	2 25
" " Groat, ½ lb. tins	1 25
" " 1 lb. tins	2 25

GILLETT'S POWDERED LYE.

4 doz. in case	\$3 60
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JAMS AND JELLIES.

SOUTHWELL'S GOODS.	per doz.
Frank Magor & Co., Agents.	
Orange Marmalade	1 50
Clear Jelly Marmalade	1 80
Strawberry W. F. Jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black Currant " "	1 85
Other Jams, W. F.	1 55
Red Currant Jelly	2 75
Jams—T. UPTON & CO.	
1-lb. glass jars 2 doz. in case, per doz	\$1 20
5-lb. tin pails, 8 pails in crate, per lb	0 07
7-lb. wood pails, 6	0 07
14-lb. wood pails, per lb	0 07
30-lb. " "	0 06½
Jellies—	
1-lb. glass jars, per doz.	\$1 00
7-lb. wood pails, per lb.	0 06½
14-lb. " "	0 06½
30-lb. " "	0 06½

LICORICE.

YOUNG & SMYLLIE'S LIST.

5-lb. boxes, wood or paper, per lb.	\$0 40
"fancy boxes (36 or 50 sticks) per box	1 15
"Ringed" 5 lb. boxes, per lb.	0 40
"Acme" Pellets, 5 lb. cans, per can	2 00
"Acme" 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 45

MINCE MEAT.

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

MUSTARD.

COLMAN'S OR KEENS

D. S. P., ½ lb. tins, per doz.	\$1 40
" ½ lb. tins, " "	2 50
" 1 lb. tins, " "	5 00
Durham 4 lb. jar, per jar	6 75
" 1 lb. jar, " "	0 25
F. D., ½ lb. tins, per doz.	0 85
" ½ lb. tins, " "	1 45

HENRI JONAS & Co. Per gross

Pony size	\$7 50
Imperial, medium	9 00
Imperial, large	12 00
Tumblers	12 00
Per gross	
Mugs	13 20
Pint jars	18 00
Quart jars	24 00

ORANGE MARMALADE.

T. UPTON & CO.

1-lb. glass 2 doz. case, per doz.	\$1 20
7-lb. pails and 5 and 7 lb. tins	0 07

PICKLES.

STEPHENS'.

A. P. Tippet & Co., Agents

Patent stoppers (pints), per doz.	2 30
Corked (pints), " "	1 90

SODA.—COW BRAND.

DWIGHT'S SODA
 Case of 1 lbs. containing 60 pkgs., per box, \$3.00
 Case of 1/2 lbs. (containing 120 pkgs.) per box, \$3.00
 Case of lbs. and 1/2 lbs. (containing 30 packages) per box, \$3.00
 Case of 5c. pkgs (containing 96 pkgs) per box \$3.00.



EMPIRE BRAND.

Case 120 1/2-lb. pkts. (60 lb.) per case \$3.00
 Case 96 1c-oz. pkts. (60 lb.) per case \$3.00

SOAP



Gloriola Soap, per gross..... 13 00
 Straw Hat Polish, per gross..... 10 20



STARCH

EDWARDSBURG STARCH CO., LTD.

Laundry Starches— per lb.
 No. 1 White or Blue, 4-lb. cartons 0 06 1/2
 No. 1 " " 3-lb. " 0 06 1/2
 Canada Laundry " " " 0 05 1/2
 Silver Gloss, 6-lb. draw-lid boxes 0 08
 Silver Gloss, 6-lb. tin canisters. 0 08
 Edwards'g Silver Gloss, 1-lb. pkg. 0 08
 Kegs Silver Gloss, large crystal 0 07
 Benson's Satin, 1-lb. cartons.... 0 08 1/2
 No. 1 White, bbls. and kegs 0 05 1/2
 Benson's Enamel, per box..... 3 00

Culinary Starch—

Benson & Co.'s Prep. Corn..... 0 07
 Canada Pure Corn..... 0 05 1/2

Rice Starch—

Edwardsburg No. 1 White, 1-lb. cart 0 10
 Edwardsburg No. 1 White or Blue, 4-lb. lumps..... 0 08 1/2

BEE STARCH.

Cases, 64 pkgs. 48's..... \$5.00
 1/2 Cases, 32 pkgs. 24's..... 2.50
 Packages 10c. each.

BRANTFORD STARCH WORKS LIMITED
 Ontario and Quebec.

Laundry Starches—

Canada Laundry, boxes of 40 lbs. \$0 05 1/2
 Acme Gloss Starch—
 1-lb. cartons, boxes of 40 lbs.... 0 05 1/2
 Finest Quality White Laundry—
 3-lb. Canisters, cases of 48 lbs... 0 06 1/2
 4-lb. " " " " " 0 06 1/2
 Barrels, 175 lbs..... 0 05 1/2
 Kegs, 100 lbs..... 0 05 1/2

Lily White Gloss—

1-lb. fancy cartons, cases 30 lbs. 0 08
 6-lb. toy trunks, 8 in case 0 08 1/2
 6-lb. enameled tin canisters, 8 in case " " " 0 08
 Kegs, ex. " crystals, 100 lbs 0 07

Brantford Gloss—

1-lb. fancy boxes, cases 36 lbs... 0 08 1/2

Canadian Electric Starch—

Boxes of 40 fancy pkgs, per case 3 25

Celluloid Starch—

Boxes of 45 cartons, per case... 3 75

Culinary Starches—

Challenge Prepared Corn—
 1-lb. packages, boxes 40 lbs.... 0 05 1/2
 No. 1 Brantford Prepared Corn—
 1-lb. packages, boxes 40 lbs.... 0 07
 Crystal Maize Corn—
 1-lb. packages, boxes 40 lbs.... 0 07

STOVE POLISH.



No 4—3 dozen in case, per gross .. 4 80
 " 6—3 dozen in case " " .. 8 40



Rising Sun 6-oz. cakes, 1/2-gross 1 xs \$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



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, 1/4's and 1/8's. 0 30 0 40
 Red Label, 1's and 1/2's..... 0 36 0 50
 Gold Label 1/2's..... 0 44 0 60



Ceylon Tea, in 1 and 1/2 lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c.... 19
 " " 1/2-lb., " " " 20
 Blue Label, retail at 30c..... 22
 Green Label " 40c..... 28
 Red Label " 50c..... 35
 Orange Label, retail at 60c..... 42
 Gold Label, " 80c..... 55

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



Cases each 60 1-lb..... 0 35
 " " 60 1/2-lb..... } 0 35
 " " 30 1-lb..... } 0 35
 " " 12 (1/2-lb..... } 0 36



LUDELLA CEYLON, 1 AND 1/2'S PKGS.

Blue Label, 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 28 0 40
 Brown Label, 1/2's..... 0 30 0 40
 Green Label, 1's and 1/2's..... 0 35 0 50
 Red Label, 1/2's..... 0 40 0 60

TOBACCO.

THE EMPIRE TOBACCO CO. LIMITED.

Smoking—Empire, 3/4's, 5s and 10s... 0 39
 Royal Oak, 2 x 3, Solace, 8s 0 52
 Something Good, 7s..... 0 48
 Chewing—Bobs, 5s and 10s 0 36
 Currency, 13 1/2 oz. bars, spaced 9s.. 0 39
 Currency, 6s and 10s 0 39
 Old Fox, Narrow 10s 0 39
 Snowshoe, pound bars, spaced 6s.. 0 43
 Pay roll, 6s 0 44

WOODENWARE

UNITED FACTORIES, LIMITED.

Washboards Leader Globe..... 1 40
 " Improved Globe..... 1 50
 " Standard Globe..... 1 65
 " Solid Back Globe..... 1 75
 " Jubilee (perforated)... 1 85
 " Crown 1 25
 F.o.b. Toronto.

YEAST.

Royal yeast, 3 doz. 5c. pkgs. in case... 1 00
 Jersey cream yeast cake, 3 doz. 5c... 1 00
 Victoria " " 3 doz. 5c... 1 00
 " " " 3 doz. 10c... 1 80

We are always glad

to receive orders for the insertion of advertisements. But will those who send us "Condensed" or "Want" advertisements please bear in mind that they can only be inserted when cash or stamps accompany the order. The rate is 2c. per word each insertion, numbers and contractions counting as words.

MACLEAN PUB. Co., Limited
 Montreal. Toronto.

It does matter what quality of paper you use in your office stationery.

"Windsor Mills"

is a paper that will not disappoint. Its smooth surface—good body—and color stamp it as a paper with quality behind it.

— See that your printer or stationer supplies you with this paper.

CANADA PAPER CO., Limited
 TORONTO and MONTREAL

Soap

"IMPERIAL" and
 "SNOW"

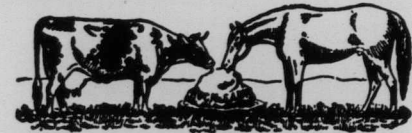
Twin Cakes.
 NOW IN STORE.

Perkins, Ince & Co., - Toronto.



ASK FOR
MOTT'S

ROCK SALT FOR HORSES and CATTLE



TORONTO SALT WORKS, Toronto, Ont.

BASKETS

We make them in all shapes and sizes. We have

Grain and Root Baskets,
Satchel Lunch Baskets
Clothes Baskets,
Butcher Baskets,

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

THE ...

Oakville Basket Co.
 Oakville, Ont.

The Auer Gas Lamp

Money-Back Style.

Makes its own Gas.

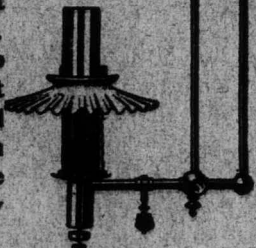
OUR No. 8 is the best all around lamp on the market for either the store or home.

IT IS FITTED with an up and down adjuster so that the burner can be lowered two feet. You can hang it on a hook or screw it up—we supply a hook and a screw plate with it.

IT GIVES a light of a 100 candle power and is a fine lamp to show goods with.

THE COST of running it is less than an oil lamp and there is no smell or smoke from it.

No. 8



YOUR MONEY RE-
FUNDED IF YOU
ARE NOT PERFECT-
LY SATISFIED.

WRITE FOR OUR
CATALOG.

AUER LIGHT CO., 1682 Notre Dame St., MONTREAL.

The best costs no more than
the next best. If you
want to give your
customers the
best, give
them

"Empire" Soda

BEST FOR BAKING,

MANUFACTURED BY

Brunner, Mond & Co.,

NORTHWICH, ENG.

SOLE AGENTS FOR CANADA.

WINN & HOLLAND,

MONTREAL, QUE.

ADVERTISING in WESTERN CANADA

will be Carefully, Efficiently, and Promptly
attended to by

The Roberts Advertising Agency,
WINNIPEG, CANADA

THE "GLENER"

KINGSTON, JAMAICA, B.W.I.

The Newspaper with the Largest Circulation
in Jamaica and the West Indies.

Canadian manufacturers, merchants, etc., desir-
ing to do business with this country and introduce
their goods in this market, should put an advertise-
ment in "THE GLENER."

Write for scale of charges, etc., to

THE GLENER CO.,

Limited

"Gleaner" Office, KINGSTON, JA.

CANADIAN ADVERTISING is best done by THE
E. DESBARATS ADVERTISING AGENCY
MONTREAL

SEASON 1902.

Butter Tubs

Order now—ship when required. Best
goods—fair price.

WALTER WOODS & CO.
HAMILTON.

BUSINESS NEWS

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

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

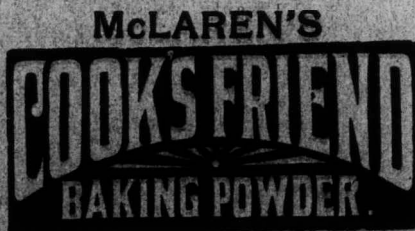
"Clippings from any Canadian paper on
any subject."

CANADIAN PRESS CLIPPING BUREAU,

282 McGill Street, MONTREAL, QUE.
Telephone Main 1255.

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

Is Honest Goods and just
the Thing on Which to
Make or Extend a Busi-
ness.



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

Easter Eggs


We want to draw your particular attention to the best line ever shown in Canada. BRIGHT, RICH DECORATIONS with heavy gold lettering on larger sizes. ATTRACTIVE WIRE STANDS for each egg instead of the usual cardboard displayer, and NEAT CARDBOARD BOXES, together with large sizes and lowest prices will make this line a money-maker for you. We give herewith memo. of an assortment showing sizes and prices, but you can order half or quarter of this lot or any line individually:

6 Dozen Large Hen	12 in box..	Sell 5c each..	\$3.60
12 " Duck	12 " .. "	15c. pair...	10.80
12 " Goose	6 " .. "	10c. each..	14.40
6 " Ostrich	6 " .. "	25c. pair...	9.00
6 " Large Ostrich	3 " .. "	15c. each..	10.80
6 " Giganticus	3 " .. "	20c. each..	14.40

GOWANS, KENT & Co.
16 Front Street East
Toronto

Sells for.....\$63.00
Costs you..... 42.00
YOUR PROFIT..\$21.00

IT IS UNPLEASANT

and harmful to a grocer's reputation to sell an article that creates dissatisfaction and an unfavorable impression. Keep on the safe side.  good quality goods.

Wethey's Condensed Mince Meat

has back of it a well-established reputation for purity, wholesomeness and deliciousness. We have every facility for producing the best in the land. That this mince meat is growing more popular every day is evidenced by the large number of repeat orders daily received by us. Grocers anxious to sell goods of highest quality will always find **Wethey's Mince Meat** an article that never fails to please the purchaser and a winner of trade and confidence.

Sold by all wholesalers.

MANUFACTURED BY

J. H. WETHEY, LIMITED
ST. CATHARINES, ONT.

Crosse & Blackwell, Limited

Pickles, Sauces, Jams and Preserved Provisions.

C. E. COLSON & SON,

MONTREAL.

CHAS. F. CLARK, President.

JARED CHITTENDEN, Treasurer.

...ESTABLISHED 1849...

BRADSTREET'S

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

Offices Throughout the Civilized World.

Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying and promulgating information, no effort is spared, and no reasonable expense considered too great, that the results may justify its claim as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

Subscriptions are based on the service furnished, and are available only by reputable wholesale, jobbing and manufacturing concerns, and by responsible and worthy financial, fiduciary and business corporations. Specific terms may be obtained by addressing the Company at any of its offices. Correspondence invited.

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OTTAWA, ONT.
VANCOUVER, B.C.

HAMILTON, ONT.
QUEBEC, QUE.
VICTORIA, B.C.

LONDON, ONT.
ST. JOHN, N.B.
WINNIPEG, MAN.

MONTREAL, QUE.
TORONTO, ONT.

THOS. C. IRVING, Gen. Man. Western Canada, Toronto. JOHN A. FULTON, Gen. Man. Eastern Canada, Montreal.

OAKEY'S

The original and only Genuine Preparation for Cleaning Cutlery 6d. and 1s. Canisters.

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, LIMITED

MANUFACTURERS OF

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:

JOHN FORMAN, 644 Craig Street
MONTREAL