

**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

Its Superiority is Acknowledged

By Pickle Manufacturers and users of Vinegar throughout Canada. Its fine mellow flavor, sparkling appearance, and guaranteed uniform strength can always be relied on to produce the very best results wherever vinegar can be used.

"IMPERIAL" White Wine Vinegar



gives the completest kind of satisfaction wherever sold. If you have not yet got it in stock ask your grocery traveller to show samples and compare with the ordinary article.

In the purchase of Vinegar, as in any other line, Quality is the first characteristic to consider, if you would work up a large and profitable trade.

The Fittest Survive!

RICE'S PURE SALT

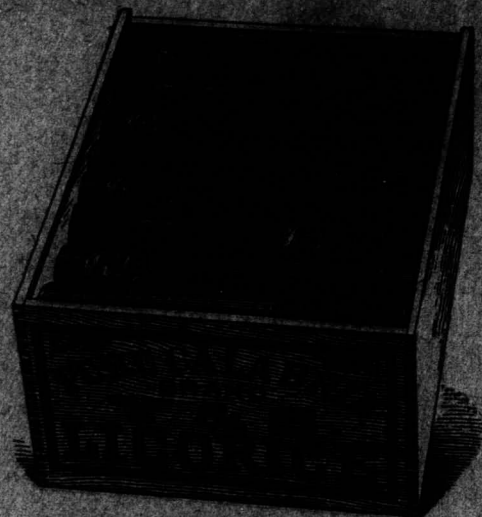
For Table or dairy.

PROPRIETORS:

R. & J. RANSFORD,

Clinton, Ont.

Established
1868



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, 200 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 Waters, 2 1/2 lb. boxes; Curved Stem Pipes, 200 to box. Write for illustrated catalogue.

YOUNG & SMYLLIE

Established 1845.

BROOKLYN, N.Y.

ENTERPRISE on an article is a
Guarantee of **QUALITY**

ENTERPRISE FOOD CHOPPERS

Four Knives
with each Machine

No. 100, chops 2 lbs. per minute, \$1.50
No. 300, chops 3 lbs. per minute, \$2.25

Sell every Day in Year
GUARANTEED TO CHOP RAW MEAT

Illustrated Catalogue **FREE**

Order through your Jobber

Bone, Shell &
Corn Mill



No. 750, \$7.50

Meat Juice
Extractor



No. 21, \$2.50

Cherry Stoners
5 Sizes & Styles



No. 1, \$7.50 doz.

Rapid Grinding &
Pulverizing Mills

4 1/2 Sizes & Styles for Hand
& Power, \$1.25 to \$100.00



No. 24, \$4.75

New York Branch,
10 Warren Street

The Enterprise Mfg. Co. of Pa., Philadelphia, Pa.

San Francisco Branch,
105 Front Street

Steps to Success!

Wheat Marrow.

No other Cereal Food is just like it, and no other has achieved such quick success. Sterilized. The ideal Cereal for weak stomachs. It quickens the action of mind and makes healthy bodies. Easy to prepare and can be used in more different ways for the table than any other. A quick profit maker—"a step to success."

Maypole Soap.

The Home Dye of highest quality that won't streak or fade. Simple, easy to use and without mess or trouble. It yields brilliant colors and dyes to any shade. An instant friend maker for the store—another "step to success."

Codou's Macaroni.

White, delicate, tender Macaroni made only from Russian Wheat. The Macaroni of connoisseurs. The highest grade there is or can be. You don't have to boil and boil and boil Codou's Macaroni to make it tender because it is *naturally* tender. One more "step to success."

Sold by leading wholesalers.

ARTHUR P. TIPPET & CO., AGENTS,
Montreal. Toronto.

MAMMOTH PRIZE COMPETITION

\$2,500.00 IN PRIZES

to be given to the persons sending in the greatest number of Gold Soap Wrappers before November 15th, 1902. Read the conditions below.

Starts May 1st, 1902.

Ends Nov. 15th, 1902.

Begin now to save your Gold Soap Wrappers, and you will win one of the

5,213 PRIZES

DIRECTIONS

Save your Gold Soap Wrappers, and send them in to Gold Soap, Toronto, marked "Competition," before November 15th, 1902, with your own name and address enclosed. The prizes will be sent out on November 24th with a full list of the winners. You may send your wrappers in at any time so long as your name and address comes along with each lot. Do not send in the whole wrapper, but just the centre part.

LIST OF PRIZES

1st Prize —For the largest number of Gold Soap centres received	\$100 in Cash.
2nd Prize —For the 2nd greatest number	\$50 "
3rd Prize —	\$30 "
Each of the next 50—A 14k. Gold-Filled Watch, for Lady or Gentleman, guaranteed.	
Each of the next 10—	\$10 "
Each of the next 50—A handsome Silver Watch, for Lady or Gentleman, guaranteed.	
Each of the next 100—One dozen Silver-Plated Tea Spoons, guaranteed.	
Each of the next 3,000—A handsome piece of Silverware—Silver Sets, Cream Jugs, Novelties, Ladles, Sugar Bowls, Salts and Peppers, Buttter Knives, etc., etc., etc.	
Each of the next 2,000—A copy of the famous picture, entitled "King of the Forest," designed especially for Gold Soap. This picture cannot be procured elsewhere.	
All those that do not win a prize, will receive a regular Gold Soap Premium in return for their wrappers.	

CONDITIONS

All wrappers sent in must have contained soap; we have a secret process for detecting bogus wrappers. All wrappers (or centres) must be plainly marked "Competition," and must contain the name and address of the sender, and be mailed to Gold Soap, Toronto, on or before November 15th, 1902. Those that receive prizes will not receive a Premium as well, but all those not winning prizes will receive a regular Gold Soap Premium in return for their wrappers. In case two persons send in the same number of wrappers, the prize will be divided. Persons giving information leading to conviction of anyone trying to defraud Gold Soap will be liberally rewarded.

ADDRESS ALL COMMUNICATIONS SIMPLY

GOLD SOAP, Toronto

A Smiling Face

is the mirror of a contented mind and a satisfied customer. Payne's Cigars make satisfied customers. Watch that man smoking one and note his smile of satisfaction.

Payne's "Pharaoh" 10-cent Cigar and "Pebble" 5-cent Cigar are leaders for permanent trade. "Payne," the maker (that's myself), would like to send you an assortment of a thousand or more, including one or two hundred each of the "Pharaoh" and "Pebble" at his own expense. If you want contented customers with a smiling face let me help you bring the smile with



Payne's Cigars.

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

"Sterling" Pickles Please.

—Ask your
—wholesaler
—for
—quotations.

No questions are raised or disappointment created when your customer buys "Sterling" brand pickles or relishes. They are the best made goods on the market to-day — a fact much in evidence in their popularity among the best class of people. You will create the best trade of your town if you keep well stocked in these goods.

T. A. LYTTLE & CO.,

124-128 Richmond St. West,

TORONTO

TIME TO WAKE UP

Do you still hesitate between the "ordinary" kind and

TILLSON'S PAN-DRIED OATS ?

If so, it should be worth your while to ponder on the contents of this letter. Perhaps you have some customers who know what they want in the porridge line and will look for it as this man did.

THE TILLSON CO., LIMITED, TILLSONBURG, ONT.

London, March 11, 1902.

*The Tillson Co., Limited
Tillsonburg.*

Dear Sirs,—As I have been using your Pan-Dried Rolled Oats for some time I have been drumming my Grocer, Mr..... to keep it in stock, for at my house we will not use the old-fashioned sticky stuff under any consideration. I know exactly what I want in this line.

Yours truly,

.....



Japanese Tea-House Garden.

The Purity, The Flavor,
The Strength, The Clearness,
The Delightful Aroma, The Healthfulness,

—of—

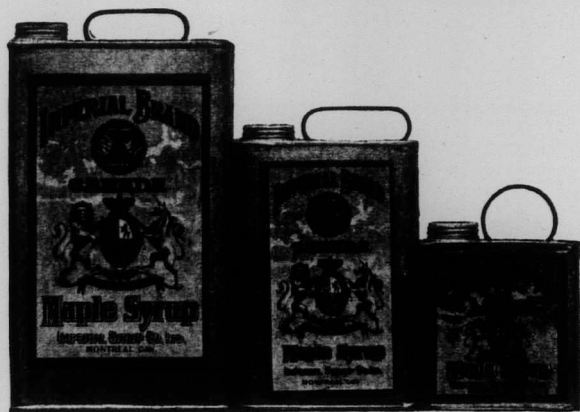
JAPAN TEA

are six of the paramount factors that have helped it win the glorious and deserving victory it has attained over all other teas. Remember, grocers, JAPAN TEA comes from a country where modern ideas exist ; where an era of advancement and education prevails, and where the people are progressing more rapidly than those of other Oriental countries.

JAPAN CENTRAL TEA TRADERS'
ASSOCIATION.

Trafalgar Chambers, Sun Life Building
Annex.

Tel. Main 4142. MONTREAL, CANADA.



YOUR MONEY BACK

IF YOU DO NOT LIKE

IMPERIAL MAPLE SYRUP

Return it to the dealer of whom you bought it,
who is authorized to give you your money back.

ROSE & LAFLAMME, Agents
Montreal.

The woman who buys
IVORY
GLOSS
STARCH

helps to spread the story of its merit. In this way it acts as a good advertising medium for the dealer handling it, for the purchaser of such a high-class article is certain to speak well of the dealer selling it.

Manufactured by
THE ST. LAWRENCE STARCH CO.,
LIMITED,
PORT CREDIT, ONT.

WHITTEMORE'S POLISHES.

THE WORLD'S STANDARD.

THE OLDEST AND LARGEST MANUFACTURERS OF SHOE POLISHES
IN THE WORLD.

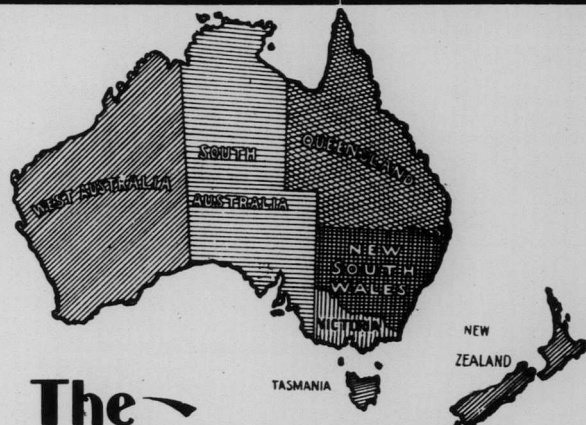


"GILT EDGE"

The only Ladies' Shoe Dressing that positively contains oil. Softens and preserves. Imparts a beautiful finish. Once tried always used.

LARGEST QUANTITY, FINEST QUALITY.

For Sale by all Wholesale Grocers.



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.

PUBLISHING OFFICES:

Melbourne, - - Fink's Buildings.
Sydney, - - Post Office Chambers

AMERICAN OFFICES:

New York, - - Park Row Building.

BRITISH OFFICES:

London, - - 42 Cannon St., E.C.

Specimen Copies Free on Application.

IT'S NOT A SURE THING . . .



But in all probability Canned Meats will advance in price, and that shortly, too. We have made several extensive and very favorable contracts with the principal packers of meats in Canada, and can offer a splendid assortment in nearly all lines: CC Beef, Sliced, Smoked Beef, Ready Lunch Beef, Lunch and Ox Tongue, Tongue Lunch, Potted and Devilled Goods, $\frac{1}{4}$ and $\frac{1}{2}$ -lb. tins, etc. Freight allowance made on five-case lots. It will pay you to investigate.



W. H. Gillard & Co., Wholesale Grocers, **Hamilton**



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 peculiar liquidity, 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.

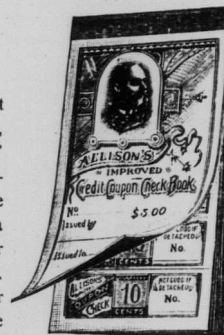
Manufacturers of the celebrated "PATERSON'S CAMP COFFEE ESSENCE," and "PATERSON'S 'EUREKA' PICKLES."

Agents -

ROSE & LAFLAMME, MONTREAL.

The Nibble of a Mouse

will eventually consume the biggest cheese, and the loss of pennies, nickels, dimes and dollars, if it don't "bust" the biggest business, will reduce the profits to an alarming extent. And you're bound to lose more or less if you do a credit business, and depend on ledger balances taken from the day-book. Throw out your day-books and other time-wasting devices, and adopt the modern **ALLISON COUPON SYSTEM.**



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.

INDUSTRY'S MAGIC STORY.

How Some Successful Business Men Started in Life.

AN event long to be remembered was the great dinner given to the "Captains of Industry" in New York. It was a high honor to the 100 distinguished Americans whom the German Prince Henry had expressed a wish to meet. Among them were men who had begun life at the forge, bench or desk, and worked their way up to wealth and fame.

For the first time since a blacksmith sat with King Solomon on his throne the "iron-worker" was again at the right hand of royalty, among the honored of the land. Royalty crosses the sea and banquets with the Captains of Industry — all because of the power of the artisan, the inventor and man of affairs. Among the men called to that dinner to meet a Prince were those who had begun life with nothing but their genius and their hands.

When Graham Bell, who is a Canadian by birth, reached London in 1878, with his newly-invented telephone, he met discouragement on every hand. It was called an amusing scientific toy of no commercial value. He even found difficulty in getting his instruments repaired. First in London, then in Sheffield, he vainly tried to get a finger length of steel fashioned for some vital part of his apparatus. None would attempt it. "We have no patterns for such work," said the head mechanic.

"What is your weekly pay?" asked Professor Bell of a Sheffield expert.

"Thirty shillings," he said.

"I'll give you two pounds to work for me an hour, and I will tell you how to do it," said Professor Bell.

"Thanks, but I must decline. You see, sir, we do all our work by patterns. I'd rather not try it."

Much annoyed, Professor Bell exclaimed: "It is an easy job. I could do it myself in half an hour were I at home."

"Oh, sir, you are welcome to use our tools as long as you please," replied the foreman, relieved. Mr. Bell went to the bench, and in half an hour had his telephone repaired and in working order. He was then a poor man. To-day he is worth millions and his fame encircles the globe.

Among those Captains of Industry, modest and silent in the presence of the Prince,

was a man whose career began on the eastern slope of the Alleghanies — at Altoona. They are discussing it to this day. A railroad problem was perplexing the superintendent one morning, when an employe offered a suggestion. It was followed by silence, then exclamations.

"Who told you that? Do you think I will work? It's a bright idea. Try it." And he did. They called him a genius, and he went to work for himself and won. His name is George Westinghouse, and that was the beginning of his air brake and his great fortune that enabled him to pay Tesla a million dollars for inventions in electricity.

Next, the story of Charles Schwab, who now controls the nickel mines at Sudbury, Ont., reads like a chapter of magic in the Arabian Nights. He began as the humblest worker in Pennsylvania's greatest steel mills. From an apprentice he rose to the presidency of the American Steel Trust, capitalized at more than \$1,300,000,000, and employing—Napoleon's army—150,000 men, receiving more than \$150,000,000 in wages annually. From his visit to the crowned heads of Europe this Yankee Captain of Industry returned to join his fellow workingmen and meet the Prince and the learned professors at the Sherry dinner.

And so one might go on, finding inspiration and wonder in each man's career. In view of this—the general interest and the lesson of it have been asked for a brief account of how these men of science and industry made their first start in life, of the difficulties met, how they were encountered and to what particular endeavor they attribute their success. From the answers received the following extracts are given. George F. Baer, Reading, Pa.

The corporate representative of the largest anthracite coal interests of Pennsylvania and prominent in financial matters there and in New York City. He was born in Somerset county, Pennsylvania, 1842. He graduated from Franklin and Marshall College. At 13 he began work on The Somerset Democrat, and in 1861, with his brother, became owner of the paper. When his brother went to the war he still ran the paper, yet studied law, principally at night. In August, 1862, he raised a company of

volunteers, was elected captain and went to the front. Joining the army at the second battle of Bull Run, he participated in all the engagements up to and including Chancellorsville, when he was detailed as adjutant-general of the Second Brigade.

After the war Mr. Baer resumed his legal studies and was admitted to the bar in 1864. In 1868 he removed to Reading, and rapidly gained prominence at the Berks County Bar, and was an active practitioner for many years. His connection with the Reading companies dates back to 1870, when he became counsel for the Philadelphia and Reading Railroad. He subsequently became a director of that company, but, being unable to agree with the policy of President McLeod, he resigned.

For years he has been the confidential legal adviser of Mr. Morgan in Pennsylvania. When the Reading Railroad was reorganized after the receivership of 1893 he took a prominent part in it, and, in April 1901, was elected president, and also of the Central Railroad Co. of New Jersey.

Eliphalet W. Bliss, New York.

President of the E. W. Bliss Co., inventor and manufacturer of presses, dies and special machinery for working sheet metals; also the sole manufacturer of the Whitehead torpedo and appliances for the United States navy, and president of the United States Projectile Co., manufacturer of shells for the army and navy. In response to inquiry, he says:

"My start in business was by serving five and a half years as machinist apprentice; was afterward connected with the Charles Parker Gun Company, in Meriden, Conn., for seven years; then came to Brooklyn to manufacture what were known as Campbell printing presses. Working for a percentage produced an envious feeling on the part of my employer, owing to my making more money than he had thought possible. That forced me into the press and die business, of which I was almost the pioneer, and resulted in my building up a business considered the largest of its kind in the world.

"The difficulties I encountered were very great, having no capital, no one of whom I

RISING SUN
IN
CAKES
WELL KNOWN AND RELIABLE

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

DURABLE AND ECONOMICAL
3000 TONS SOLD YEARLY

DUSTLESS, LABOR SAVING,
BEST IN THE WORLD.

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

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

MORSE BROS., Proprietors, Canton, Mass.

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

could ask favors, depending on my word with the bank and my customers.

"Securing the confidence of one's customers and of the bank with which you do business, never failing in your promises to pay, and striving to fulfil all promises to customers, will approach as nearly to a successful stage as anything."

Charles F. Brush, Cleveland, Ohio.

Scientist and inventor, awarded the great Rumford medal for the practical development of electric arc lighting. He is the founder of the American arc-lighting industry, and is a life member of the British Association and of many engineering and scientific societies in America and Europe. He writes:

"I was educated as a mining engineer, taking my first university degree in 1869. Believing there was a bright future for the professional chemist and metallurgist in the industrial arts, I followed this line of effort for several years. Time has long since proved my belief well founded, but its realization was too slow to warrant waiting.

"In 1877, after some years of study, thought and experiment, I gave up all other business and thereafter for many years devoted my time entirely to the invention and development of electric arc lighting on a commercial scale. This was an entirely new industry, and the attendant difficulties were great in consequence.

"The necessary inventions had to be made, patented and defended against piracy; the machinery had to be designed, experimented with and modified until it was reduced to the simplest and most efficient form, and the public had to be educated to the new light in the face of strong opposition from the gas companies everywhere.

"It was in the practical development of electric arc lighting that I achieved business success, and I attribute that success to the selection of a congenial and promising field of effort, followed by years of study and hard work, intelligently directed to a definite end."

Alexander Cassatt, Philadelphia,

President of the Pennsylvania Railroad system, located in 13 States, with more than 10,000 miles of railroad, about 152,000 employes, and with gross earnings of more than \$200,000,000 a year. Of Huguenot-Scotch ancestry, Mr. Cassatt was born in Pittsburg in 1839. Educated at Darmstadt, Germany, and the Polytechnic Institute, Troy, N.Y. He is fond of horse racing and with his family and friends comes frequently to the Ontario Jockey Club races at Toronto.

After "locating" a railroad line in Georgia the young man entered upon his career.

Here is his career in a nutshell. In 1861 Mr. Cassatt shouldered the rod of under surveyor and began the real work of his life. He rose to be general manager—the office was created for him—became vice-president and is now president of the Pennsylvania's great system.

Under his administration the soft coal territory of Pennsylvania was secured; also control of the Baltimore and Ohio, the Chesapeake and Ohio, the Norfolk and Western systems, and, more important than all, the Long Island Railroad, with tunnels under New York and its two great rivers, with stations in the heart of the city. With these properties \$175,000,000 was added to the capital stock of the Pennsylvania road.

Among the achievements of Mr. Cassatt related as characteristic of his Napoleonic ability is the story of how he snatched a \$14,000,000 railroad property from Mr. Garrett, of the Baltimore and Ohio Road, in a single night.

Charles F. Clark, New York.

Organizer and president of the Bradstreet Company, international commercial credit organization, with 140 offices distributed throughout the civilized world. He was born in Preble, Cortland County, New York, son of a Presbyterian clergyman. "I am in-

debted to my father," said Mr. Clark, "for my early education and to my mother for whatever executive ability and virility I have since shown. Her character, capacity and executive ability could have controlled and made successful any business enterprise."

Mr. Clark went to Detroit, entered the service of Senator Zachariah Chandler; next studied law with a firm that made a specialty of commercial and real estate transactions. While there he became correspondent of J. M. Bradstreet & Son, who published Bradstreet's book of commercial ratings, and aided in compiling the names and credit of Detroit firms.

Mr. Clark studied the system and resolved to make it his life's profession, but it did not then pay. To meet living expenses he polished the Detroit directory, and step by step rose to the management of the Bradstreet enterprise, and finally became president of an organization with standing and credit in every part of the civilized world.

John H. Converse, Philadelphia.

General business and financial manager of The Baldwin Locomotive Works, now finishing its twenty-thousandth locomotive. He was born in Burlington, Vt., on December 2, 1840. Went from college to The Burlington Times newspaper office as editorial writer; next entered the service of the Chicago and Northwestern Railroad, and later went to the Pennsylvania Railroad at Altoona, when Dr. Edward H. Williams was superintendent at that point. Later, that gentleman became one of the owners of The Baldwin Locomotive Works, in Philadelphia, and Mr. Converse was soon taken into the firm. As business and financial manager, Mr. Converse has achieved great success, expanding the output of locomotives from 200 to 1,000 per annum.

Mr. Converse is also director in many of the leading banks and trust companies of Philadelphia. He is a philanthropist, and has liberally endowed universities, churches

CORDAGE and COTTON TWINE have both advanced.

CANNED MEATS have, in most cases. Others must do so very soon.

See our travellers, or write or 'phone us.

LUCAS, STEELE & BRISTOL, Wholesale Grocers, **HAMILTON, ONT.**

3 LONG DISTANCE 'PHONES—THEY ARE FOR YOU. USE THEM.

24
years on
the market.

The best
fly killer
made.



Annual
sales treble
those of all
other poisons
combined.

Archdale Wilson,
Hamilton, Ont.

57½% of all Teas consumed during 1901 in the United Kingdom were

INDIAN TEAS

STATISTICS FOR 1901 PROVE THIS, HERE THEY ARE:

—THIS ACCOUNTS FOR THE ENORMOUS OUTPUT OF—

Ram Lal's Pure Indian Tea
and Khaki Pure Indian Tea

INDIANS	57½%
CEYLONS	36%
JAPAN and JAVA	2¾%
CHINA and other Teas	3¼%
	<hr/> 100%

Both blended by one of the leading Tea experts of the world and packed by skilled labor

ON THE GARDENS IN INDIA

Coming direct to our tea depots at:

Hamilton, Vancouver, Calgary and Winnipeg

The public are ever ready to appreciate a superior article and when **Ram Lal's Pure Indian Tea** and **Khaki Pure Indian Tea** are once used, no other Package Tea will replace these sterling brands.

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

"CROWN" BLEND COFFEE



In Tins—10-lb. } To retail at 25 cts.
 25-lb. } 35 "
 50-lb. } and 45 "

—Shows a handsome profit.

WE GUARANTEE SATISFACTION.

THOS. KINNEAR & CO.

Wholesale Grocers,

49 Front St. East, TORONTO

and libraries. His career exemplifies to a marked degree the value of trained intellect in extensive business affairs and fidelity in the administration of great trusts.

Francis B. Crocker, New York.

Chief instructor and professor of electrical engineering in Columbia University. He is the founder of the Crocker-Wheeler Electric Company, and was the president of the American Institute of Electrical Engineers in 1897 and 1898; is the author of several books and numerous papers on electrical engineering subjects.

He says: "In the first place, I believe a man should take up the profession or business he is most interested in and for which he possesses some talent. I believe this plan should be followed, even though it conflicts with family or social prejudices. A man should also prepare himself very thoroughly for his life's work, particularly if it is professional.

"Perhaps the most important quality is the ability and willingness to work hard. This does not necessarily mean an incessant grind from one year's end to another, but it does signify that one must be keen after his duties and not in the slightest degree inclined to shirk them. It is only by doing the work of the man ahead of you

as well as your own that one can be promoted. It is almost always foolish to avoid responsibility. This is bound to come to one and it is impossible to dodge it."

Clement A. Griscom, Philadelphia.

Founder and president of the International Navigation Company, which owns and operates twenty-six transatlantic steamship lines, and also president of the American Society of Naval Architects and Marine Engineers. Identified as director with important railroad, manufacturing and marine insurance companies.

As an employe in the shipping firm of Peter Wright & Co., Philadelphia, Mr. Griscom, of a distinguished family, studied marine architecture, and arose to found steamship lines; was first president of the Society of Naval Architects and Marine Engineers, and has been reelected each year. As president of the International Navigation Co., he bought the Inman Line and added it to the fleet, and later the New York and Paris.

Through his energy special Congressional legislation was secured permitting these ships to sail under American register. Then he contracted with the Cramps for the two home-built ships, the St. Louis and St. Paul. In the Spanish War many of the company's

ships were used by the Government, winning historic fame. Mr. Griscom has been specially honored and decorated by foreign Governments, belongs to the principal clubs and commercial organizations, and is at the head of leading banks, insurance companies and great industrial corporations.

Henry O. Havemeyer, New York.

Prominently identified with the sugar industry and influential in every branch of enterprise. He says:

"I started at the refinery in Brooklyn to learn the technical part of the business at the age of eighteen; was there until I was transferred to the Wall street office, to learn and attend to the mercantile part, at the age of twenty years and six months, succeeding in the department of my brother-in-law, who died. When I became twenty-one I was admitted to the firm, and, of course, went into the Trust at its formation, so that I became connected with the sugar refining business at eighteen, was a partner at twenty-one, and have been identified with it ever since.

"The so-called Trust has carried the business on profitably since its formation at a less margin between raw and refined than for the corresponding period previous



PERFECT

is a strong word, but it is the only word in the English language that properly describes MacLaren's Imperial Cheese.

Good Profit. No Waste. No Complaints.
 All Grocers should handle it.

A. F. MacLAREN IMPERIAL CHEESE CO., Limited, 51 Colborne St., TORONTO

RICE.

FANCY IMPORTED JAPAN.

SPECIAL VALUES. Our travellers will show you samples.

THE DAVIDSON & HAY, LIMITED

Wholesale Grocers, Toronto.

thereto, an achievement for the share in which I have anticipated I am proud.

"I have nothing more to add."

Frederick Pabst, Milwaukee, Wis.

A brewer, one of the prominent men of the West, public spirited, identified with many financial interests. He writes:

"To start a business enterprise on a small scale at this stage of the commercial world's history, and to build it to proportions of national and even international repute; to do the work of manufacturing in a small room to which materials for the finished product are hauled by a yoke of oxen, and, sixty years later, to possess a plant which covers seventeen acres, and whose supplies each day equal what was used in ten years by the original establishment, that is called business success."

Edwin Reynolds, Milwaukee, Wis.

Inventor of the Reynolds-Corliss engine, president of American Society of Mechanical Engineers and chief engineer of the Allis-Chalmers Company, the constructors of the largest stationary steam engine. Born in Mansfield, Conn., in 1831. Went from farm to machine shop at 16; became foreman, then superintendent and finally was engaged by George H. Corliss, of Providence, R.I., as chief engineer and salesman. He reached the highest position

with the then greatest engine works in the country.

Then he went to the Allis-Chalmers works, in Milwaukee, and under his management the force was increased from 300 to 2,500 men. He revolutionized engine building. The Reynolds-Corliss engine has grown from the 80 to 100 horse power of 1877 to the 10,000 to 12,000 horse power monster of to-day.

About 1880 he designed a blowing engine for the Joliet Steel Company of so radical a departure from existing types that it caused a sensation. It attracted Andrew Carnegie, who saw the machine and ordered one built, resulting in \$5,000,000 of still more business from that company. Even to-day, after 20 years, its principal features are unchanged, and it is the accepted type of this class of engine.

Elihu Thomson, Lynn, Mass.

Electrician, founder of the Thomson-Houston Electric Company, which was consolidated in 1892 with the Edison interests as the General Electric Company; inventor of electric welding and working. He claims he is not a business man, so called, but a professional engineer and scientist.

His inborn tastes shaped his course from early childhood. Unless such compelling tastes existed, coupled with good judgment

and energy in overcoming obstacles, success would not have been possible.

"Publicity," he has said, "interferes with study, with work, with usefulness in a large measure when it concerns careers" such as his. He does not seek and never has sought it, and says the same of "honors" and "awards." He repeats the saying that "when a man does anything of value, attracting public notice, all the world seems to conspire to prevent his doing more of it."

"Some credit me with being what I certainly am not—a typical American millionaire, etc.—under a mistaken notion that a man only becomes known by his financial or business success."

George Gray Ward.

Vice-president of The Commercial Cable Co., also of The Postal Telegraph Co., was born at Great Hadham, Hertfordshire, Eng., December 30, 1844. Educated at a private school at Cambridge.

Mr. Ward learned telegraphy at 10, and received a prize for his knowledge of the art. Entering the Electric Telegraph Co.'s service, and passing the various grades at different stations, resigned in 1865 and joined the Egyptian Government Telegraph Service and was three years at Alexandria. Mr. Ward was one of the few who stuck to



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UPTON'S JAMS, JELLIES, and MARMALADE

and satisfy your customers.

A. F. MacLaren Imperial Cheese Co., Limited, 51 Colborne Street, Toronto,
AGENTS.

their posts during the cholera of 1865. His valuable services were especially acknowledged by Ismail Pacha, the late Viceroy. Next he was with the first French Atlantic Cable Co., in 1869, and sailed on the Great Eastern as a member of the electrical staff during the laying of the cable.

Mr. Ward was stationed at St. Pierre, Miquelon, five years. He was next superintendent of the Direct United States Cable Company, and organized its system in the United States. Up to that time it had been considered a great feat to receive an answer to a cablegram from London inside of thirty or forty minutes. Mr. Ward reduced the time to a minimum, and it is now a daily occurrence to receive replies in less than five minutes.

This accelerated service created the Stock Exchange arbitrage business between New York and London, which has assumed such large proportions. He made the Direct Cable Company popular with the public and rendered valuable aid to the press. He also introduced the system of registered addresses, now adopted throughout the world.

In 1884 Mr. Ward became secretary and general manager of the Commercial Cable Company. In 1890 he was elected its vice-president, and in this position has achieved great success in perfecting an up-to-date, unique, unexcelled transatlantic service.

Mr. Ward's skill and diplomacy have more than once brought delicate and important negotiations to a successful issue. Mr. Ward is also vice-president of the Postal Telegraph Company and director of several other companies.

Charles D. Walcott, Washington.

Director of the United States Geological Survey, and organizer and leader in scientific and higher educational institutions, and member of many scientific organizations, was born in 1850, at New York Mills, N. Y.; began collecting rocks and fossils at 13, and soon decided to follow geology as a profession. Unable to attend college, he learned the steel and iron business, and studied alone. In 1876, he became a member of the New York State Geological Survey, and two years later was appointed to a position on the United States Geological Survey.

BACK WITH IMPROVED HEALTH.

Ald. H. Laporte, Montreal, head of the firm of Laporte, Martin & Cie, returned from Atlantic City on Friday, April 11. Ald. Laporte had gone to that place about a month ago for his health, and has greatly benefited by the visit.

SUNDAY CLOSING IN MONTREAL.

The attempts of the Montreal City Council to enforce the Sunday closing by-law are not favored by the small storekeepers of that city. A largely signed petition was presented the other day asking that no interference be permitted with the trade. The petition showed that they energetically protested against the movement to close small stores on Sundays, for the following reasons:

1. Because such an act would be untimely and vexatious for a majority of the people of Montreal who, on Sundays, are in need of newspapers, cigars, refreshments, etc.

2. Because that modest trade is easily kept under control and threatens in no way whatever the public morality.

3. Because the people in the said trade, bona fide and for a long time have, most of them, heavy obligations towards their landlords, which obligations they would not meet if their stores were suddenly closed.

4. Because most of them are widows or sick or crippled men who make a living out of that trade and would be reduced to begging through such by-law.

For the said reasons the undersigned sincerely hope to see your Council rejecting every proposition tending to prohibit the small Sunday trade and repealing without delay the by-law already in force.

This petition will be considered when the question of enforcing the existing by-law comes up.

FLOUR MILLS REMOVING.

Mr. John White is preparing to remove his roller mills from Guelph to London, Ont., where they will be located on the C.P.R. east of Adelaide street. Some of the old buildings at Guelph will be torn down and removed to London, where they will be reerected and have additions put to them, which will make quite an extensive plant. The cost of removing and rebuilding these mills is placed at \$55,000.

Most of the time, night and day shifts will be run, but when the work is not pressing the night shifts will be taken off. With double turns, 135 men will be employed.

WEST INDIES SUGAR INDUSTRY.

Upon his return from a trip to Barbadoes William C. Calkins, an agent of the United Fruit Company, of New York, said that the sugar industry in that West-Indian island is at present in a critical condition. "The island," Mr. Calkins said to a reporter, "is entirely dependent for the support of its population upon its sugar plantations, and at the present price of sugar the best of them are working at a loss. The owners of most of these plantations are in the hands of the merchants, who make advances to them for carrying on the plantations against

shipments. The merchants now, however, have agreed among themselves to make no further advances after the present crop is cut, the result of which will mean that the estates will be thrown out of cultivation and the mass of the people will be without work.

"Even the abolition of the sugar bounties will not save them. If they are to get back any portion of their old prosperity, the only thing for them to do will be to combine and support central factories. Individually they cannot afford the machinery necessary for the complete extraction of the juice from the cane and the manufacture of the superior kinds of sugar, such as we get from Cuba, if their estates are to pay."

STATISTICS OF UNITED STATES CEREALS

A report issued by the United States Census Bureau on statistics of the most important cereals shows that 2,053,912 farms in the United States during the census year 1900 produced 658,584,252 bushels of wheat, of a farm value of \$369,945,320. This wheat is raised on 52,588,574 acres. Of the 5,739,657 farms in the nation, 272,913 farms raised barley, cultivating 4,471,228 acres, upon which were produced 119,632,827 bushels, of a farm value of \$41,630,846.

Buckwheat—209,460 farms cultivated 807,136 acres, producing 11,237,005 bushels, of a farm value of \$5,748,371.

Corn—4,697,799 farms cultivated 94,916,866 acres, producing 2,666,438,279 bushels, of a farm value of \$830,258,826.

Oats—2,114,559 farms cultivated 29,639,597 acres, producing therefrom 943,387,375 bushels, of a farm value of \$217,098,584.

Rye—295,108 farms cultivated 2,054,269 acres, producing therefrom 25,570,350 bushels, of a farm value of \$12,291,258.

The Bureau estimates that the total wheat exported, kept for seed and ground in flour and grist mills aggregated 666,436,141 bushels.

MR. W. M. BERWICK GOES WEST.

For seven years past, W. M. Berwick has been with John Sloan & Co., latterly on their travelling staff—but he has just accepted an engagement with G. F. & J. Galt, of Winnipeg, to cover the ground between the "Peg" and Klondyke, and, on this account, before leaving to take up work in the new territory, he was presented with a beautiful locket, appropriately inscribed, which his business associates wished him to carry away as a little tribute of esteem. His fellow-travellers also entertained him at dinner, when a good many nice things were said about him by his friends, and good wishes were showered on him in "bunches."

IN STORE. A NEW DELICACY.**SPECKLED TROUT** In Spices and Tomato Sauce

PACKED IN HANDSOMELY-LABELLED 1-LB. SQUARE TINS, TO RETAIL AT 10 CENTS TIN.

THIS IS ESPECIALLY APPETIZING FOR LUNCHEES, PICNICS, ETC.

PLACE YOUR ORDER EARLY, AS WE HAVE ONLY A LIMITED QUANTITY TO OFFER.

THE EBY, BLAIN CO., LIMITED
WHOLESALE GROCERS, ETC.**TORONTO.****RAISING THE RETAIL PRICE OF BEEF.**

AT THE regular meeting of the butchers' section of the Toronto branch of the Retail Merchants' Association of Canada, in their rooms, 155 Bay street, on Tuesday night, April 15, the question of raising the retail price of meat was taken up. This step is necessitated by the highness of the prevailing wholesale prices of meat. Henry Puddy was in the chair and about 65 members were present.

It is proposed to raise the price of choice cuts of sirloin beef from 17 to 20c.; round steak from 15 to 17c.; prime ribs to 15 and 16c., and shoulder cuts from 8 and 10c. to 10 and 11c. The butchers aim at a profit of 20 per cent. all around. There will be no hard and fast rules set down, but the butchers will fix their own prices, being guided by the foregoing figures.

These prices affect beef, which forms about 80 per cent. of all the meats sold. The prices of other meats they will probably advance in the same proportion.

The butchers pay the wholesalers about \$9 per 100 lb. for first-class beef. The cost of the front and hind quarters is 7 and 11c., respectively. There is a good deal of waste besides. Suet in common with the other parts of the carcass costs the butcher 9c. per lb., but he can only sell about 30 per cent. of it at a profit of 1c. per lb. The other 70 per cent. has to be sold at an actual loss of 6c. per lb. And also a large portion of the bone is dead waste, so the cost of the beef to him is much higher than 9c. per lb.

As many of the butchers do not realize what they pay for their meats, a circular is being sent out to all the members of the section, giving them the actual cost of the different cuts.

This question will come up again and be finally settled at the next meeting of this section, on Tuesday night, April 22, when

it is hoped that a large number will be present.

RETURNS WELL PLEASED.

Mr. J. Fullerton, of the well-known firm of Rowat & Co., Glasgow, Scotland, manufacturers of pickles, sauces, etc., has just completed his usual trip through Canada and returns home well pleased with the increased sales and improved prospects of this market. Rowat & Co.'s goods are becoming more popular yearly from the fact of their being a high-class article at a reasonable price.

KENSINGTON CREAMERY BURNED.

The Kensington Creamery, Woodstock, Ont., was burned on April 13. The fire started in the vicinity of the boiler some time during the night, and before the brigade could arrive the flames had gained such headway that they could not be put out. The building and plant are the property of H. Smith, of the City Dairy Co., Toronto, who bought them three years ago, and when coming to Toronto two years ago, leased them to Messrs. Neilson. The creamery had been idle all winter, but was being put in shape to begin operations for the spring.

A NEW FIRM IN ST. JOHN.

The W. H. Hayward Co., Limited, St. John, N.B., is applying for incorporation. This company proposes to purchase the crockery business of Harvey P. and Augusta M. Hayward, in St. John, N.B., and conduct in future a business of buying and selling of china, glassware, jewellery, hardware, cutlery and fancy goods. The capital stock is placed at \$80,000, in 800 shares of \$100 each. The incorporators are Harvey P. Hayward, Frank S. Parlee, David Churchill, Augusta M. Hayward and Annie E. Hayward, all of St. John, N.B. The first three named are the provisional directors.

OTTAWA RETAIL ASSOCIATION.

THE regular meeting of the Ottawa Retail Grocers' Association was held on Monday night in the rooms of the Ottawa Fruit Exchange Building, Nicholas street. There was a good attendance. President Provost was in the chair.

The notice of motion from last meeting regarding wholesalers catering to the consuming trade was discussed at length, and, as there was only one instance in which it was proven, a motion was passed to the effect that the Association was opposed to strictly wholesale houses selling to other than retail merchants and manufacturers.

It was also moved, seconded and carried that such dealers who are both wholesale and retail be asked to protect the prices of the commodities they sell to the retail grocers in their retail department. The Association was strongly in favor of encouraging home industries, but felt they deserved every consideration from firms who do a wholesale and retail business.

Resolutions of condolence to the family of Mrs. Martin, whose death occurred a few days ago, and to Mrs. Savage, in the death of her husband, Mr. Wm. Savage, who was so well known to the grocers of Ottawa, having been in the employ of H. N. Bate & Sons for a number of years, were also adopted.

The offer from the Ottawa and New York Railway of July 1, Dominion Day, as a date for the second annual excursion of the Association to Stanley Island, was received, and it was decided to hold an excursion on that date, provided satisfactory arrangements can be made.

Last year's committee were appointed again, consisting of Messrs. Booth, McVeity, York and Ellis, to attend to it.

Strang & MacPherson have opened a general store on the corner of Price street and the Esplanade, Sydney, C.B.

U.S. MANUFACTURERS AND PROTECTION.

SIGNS of doubt and hints of heresy, on the subject of protection, have long been multiplying among its supposed beneficiaries in the United States, but few declarations in favor of a modified confession of protectionist faith have been more frank and decided than those lately made public in a number of letters from manufacturers to the editor of *The American Machinist*. They embody the views of some 58 leading makers of machine tools, and may be taken as the fruit of the business experience of men employing over 21,000 artisans, and with more than \$35,000,000 of invested capital. Of the 58 who were willing that their views should be put into print, no less than 38 endorsed, without qualification, the opinion as to the necessity of reciprocity treaties laid down by the late President McKinley in his last speech at Buffalo; seven approved it with some qualification, and none disagreed. Thirty-four openly acknowledged that on their own products they need no protective tariff, while only two asserted that there is still such a need. On the question whether to modify or do away with the present tariff on machine tools, there were 42 for and but three against a change. Thirty-eight expressed the belief that the tariff now in force restricts the foreign trade of the United States in machinery.

Hardly less revolutionary are the reasons assigned by the manufacturers for their present belief. Conditions, they make bold to pretend have changed. "We have largely outgrown the need of protection," says one; "it is already beginning to hamper and injure our industries by retarding the growth of our foreign trade." Another adds: "We are out of our infancy as a manufacturing country, and have very few industries that cannot stand alone. What we want is markets, not protection." Protection is but "a course of training for that industrial and financial battle for the world's supremacy, which it is our determination to win." Says one letter: "The alarm about the tariff is an inheritance which became rooted at a time when conditions were almost directly the reverse of what they are to-day." Labor is no gainer from protection, believes a Philadelphia manufacturer of gear wheels. "Tariff can protect only investors of capital. Labor cannot profit by it, for it tends to increase wages only in the measure in which it tends to increase prices." So the comments run. Gentle or harsh, the criticisms passed on existing laws are manifestly not the result of any idle web-spinning, but rather the product of long and often costly experience in broad commercial fields.

The deduction for Canadians from these views is that, with protection to nurse infant industries that use our own raw material, they can, by the time they have attained the strength of manhood, not only hold their ground against all comers, but cross our borders or go over the seas, and contend with them for the markets of the world.

PARIS TEA SHOPS.

M. R. OWEN M. GREEN writes in *The Morning Leader*, as follows: "In one of the Paris papers there appeared the other day a delightful 'feuilleton,' at the end of which two ladies, who had been quarrelling violently throughout the tale over the inevitable young man, become reconciled, and the story closes with one lady saying to the other: 'Then, remember, dear, tomorrow at five sharp, "petits fours" (trout cakes) and tea "à l'Anglaise."'

What became of the disputed young man I forget. But the moral of the story comes in the final words, and, considering the change which has come over Paris in the last two years, I suspect that the invited dame only forgave her rival because she made tea so splendidly "in the English style." For Parisian society has awakened to the charms of "la boisson nationale Anglaise" and at every "swarry" and reception day your hostess no longer offers you a cup of chocolate, a glass of Madeira, or, worse still, syrup (ugh!), but "une tasse de thé." Indeed, it is very good, too, for your Parisian hostess, quick to adopt a new fashion, is quicker still to know it should be observed, and the "boisson nationale Anglaise" transplanted to the Faubourg St. Germain has lost nothing in the transit. Tea, in the old style, was a truly terrible decoction. Originally, I believe it was supposed to come from China, but the hold of the ship that carried it must have been very dusty, the water which made it never boiled, and I, myself, have seen ladies, fearful that the servant had not made the tea strong enough, call for the caddy and throw in a couple of spoonsful of the steaming brew. But now there are English grocers to sell good Indian or Ceylon tea, and our hostesses have learnt to heat the pot and see that the water boils.

THE "FIVE O'CLOCK."

"In short, the English Pegasus has struck his hoof on the fair land of France, and from the imprint has welled a fount of Lipton, undefiled. The Briton abroad is an imperious beast, as he has often been told by foreign writers. He demands British comforts wherever he goes, and in

Paris, at least, we try to supply him with them. The increase of tea shops in Paris within the last year has been extraordinary. They began in the Rue de Rivoli, tentatively, shyly. Here and there a librarian opened a reading room upstairs where tea was served. Then the movement spread into other streets, and whole-hearted tea rooms opened in the Rue St. Honore, the Rue de l'Echelle, on the Boulevard Haussmann, round the Arc de Triomphe, everywhere, in short, where English and Americans might pass. Hotels in prominent positions followed suit, and lastly, some of the more daring cafes have learned how to make tea, and advertise the 'five o'clock,' with an orchestra. And then, like the jury in Charles Lamb's essay, who on tasting roast pig acquitted Ho-ti and Bo-bo for 'improving upon the good meat which God had sent them,' one or two Parisians tasted 'the à l'Anglaise,' and now the tea shops, the hotel drawing-rooms, and the five o'clock cafes are crowded with French tea-drinkers. It is true that they put much sugar in the cup, but as they have taken most kindly to the faithful buns, muffins, cut bread and butter, and tea cakes which have followed in the wake of the pot, there is hope of their eventual emancipation.

OF INTERNATIONAL VALUE.

The movement, however, is not confined to Paris. Along the Riviera are scattered numbers of old Anglo-Indians, soldiers and civilians, on the retired list, who eke out their pensions by selling Indian tea, and I was told only yesterday of one firm of English forwarding agents who had received orders for £400 worth of Ceylon tea for the present season. In Paris it is difficult to obtain trustworthy figures, because so many French grocers make a specialty of ordering their tea direct from the East without having recourse to English grocers. But a visit to any of the packed tea rooms towards the end of the afternoon convinces one that the consumption of tea must be very great.

"Surely this should be a point of sympathy between the two nations. Do you not, oh beautiful fur-clad Parisienne, feel your sisterhood with the smart type-writer, who is enjoying her 'pot of tea roll and butter,' in Queen Victoria street at the precise moment that you are sipping your the à l'Anglaise in the swell tea shop on the Avenue Victor Hugo? Two days ago I saw the editor of *Intransigent*, that most redoubtable of England's foes, taking his five-o'clock tea in a real English shop. And after that, may one not feel that Anglophobia will soon have been drowned in the best Ceylon, and 'strained relations' swept away with the leaves that the housemaid scattered on the carpet!"

The Williams Bros. Co's



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Sweet Gherkins
Sour Mixed
Sour Gherkins
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Half-Pints
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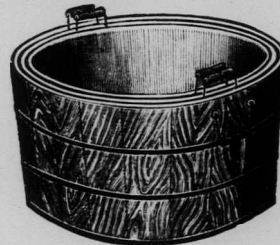
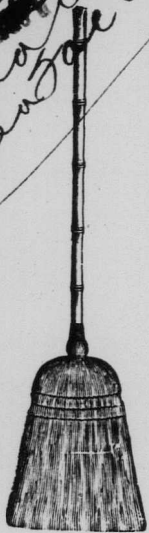
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Half-Pints
12-oz. Pints
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Hold the highest reputation in the Canadian market to-day. They are the sort that sell—the best materials put together by people who know how. Goods that give the widest margin of profit to the dealer and greatest amount of satisfaction to the purchaser.

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TORONTO RETAIL GROCERS' ASSOCIATION.

Amalgamation Discussed — Fixed Price on Shredded Wheat — Entertainment.

THE Toronto Retail Grocers' Association held their regular monthly meeting in St. George's Hall, Elm street, on Monday evening, April 12. Business combined with pleasure was a feature that made the event enjoyable and everything passed off without friction, although an important question came up when the report of the committee appointed to confer with the Retail Merchants' Association regarding the proposed amalgamation of the two bodies was presented.

The president, W. J. Sykes, was chairman, and D. Bell acting-secretary, Edward Hawes the regular secretary being absent.

A letter was read from the grocers' section of the Toronto Branch of the Retail Merchants' Association of Canada. This communication stated that they had made an agreement with the Natural Food Company, the makers of the shredded wheat biscuit, whereby that firm agreed to sell their biscuits to everyone at a uniform price. In turn the retailer had to sign an agreement not to sell any of these biscuits to his customers below a price that was stated in the agreement. The co-operation of the Retail Grocers' Association was asked in this matter.

In the discussion of this question that came up afterwards it was explained that unless a grocer signed the agreement he would not be sold any biscuits by The Natural Food Co. Already a large number had agreed to the conditions therein stated.

Many doubted this, but nothing definite was done. It will come up again at the next meeting.

It was in receiving the report of the committee that had been appointed to confer with the Retail Merchants' Association regarding amalgamation that things grew lively. Everyone wanted to express his views on the subject, and nearly everyone had something to say.

Messrs. B. Panter and T. Clark reported for this committee. They stated that they had conferred with Secretary Trowern and other representatives of the Retail Merchants' Association of Canada and had the constitution of that body explained to them. The fees would be \$2 per annum, one-half of which money would go into a central fund and the other \$1 to the general expenses of their section. There was a central executive committee elected at the annual meeting of the whole Association, before which matters affecting the whole

trade could be brought. There was a president and a general secretary for the whole Association, whose services were always at the service of its members.

They had also an efficient system for collecting debts. The fee for securing the benefits of this system was \$2 per year, and, if the collector had to be sent, an additional 10 per cent. of the amount collected would be charged.

The funds the Grocers' Association have now on hand would not prevent them from amalgamating, it was stated. They should themselves decide what to do with their money.

F. C. Higgins, chairman of the grocers' section, who was present, explained that only those matters needing the assistance of the whole association of retail merchants came before the executive. Matters of purely local interest were settled by the sections themselves.

On motion that this matter be left over to the next meeting a number spoke.

A. R. Williamson was in favor of amalgamating with the other association. The abolition of trading stamps, he said, was mainly due to the action of the Retail Merchants' Association. The Government had listened to the voice of the merchants from all over Canada. He proposed leaving the question over.

J. Bond also liked the idea of uniting with the grocers' section of the retail merchants. They would then be a much stronger body, and hence would have more influence in legislative and other matters.

J. Butcher wanted a written report of the committee handed in and a copy given to each member. He also urged that legal advice should be obtained.

B. Panter did not want to see a question like this rushed through in a hurry. All the members of the Association would have to be consulted.

A number of others joined in the discussion, but the motion to refer it over to the next meeting was carried.

Notice of motion was laid on the table by J. S. Bond, that at the next meeting he would move "that the Toronto Retail Grocers' Association amalgamate with the Retail Merchants' Association of Canada."

The auditor's report showed a surplus of \$562.11 in the treasury.

The meeting then adjourned.

ENTERTAINMENT.

After the adjournment the grocers set themselves out for a social evening. T. W.

Johnston had his graphophone there and made things pleasant with selections therefrom. Cards were brought in and euchre, pedro or whist was played until late in the night. Refreshments were served and everybody did his best to make the evening a pleasant one for all the rest.

A number of representatives of wholesale houses were the guests of the Association, and amongst them we noted: J. Patterson and S. S. Richardson, of T. A. Lytle & Co.; J. Mortimer, of the Christie, Brown Co., Limited; H. E. Trent, of Fleischmann & Co.; Fred Gooderham and C. Thaubern, of the Dawson Commission Co.; J. F. Smyth, of the United Factories; John Anderson, of the Ogilvie Milling Co., Limited; Thomas Vance, of Vance & Co.; Charles Kempton, of the Kempton Fruit Company; W. R. Henry, of F. W. Humphries, and Charles Shields, of Davidson & Hay, Limited.

DEATH OF A WELL-KNOWN MERCHANT.

Joseph Kerr, who for many years conducted a business as general merchant at Aultsville, Farran's Point and Wales, Ont., died at Wales on April 11, at the age of 64 years.

Mr. Kerr was born in County Fermanagh, Ireland, in 1838, and removed a few years later to Canada with his parents. In his earlier days he worked on the Grand Trunk Railway, becoming a conductor. He afterwards formed with his brothers the firm of Kerr Bros., general merchants, and had charge of their business at Wales.

In 1879 he was elected as Conservative member for Stormont in the Provincial Legislature and continued to be their representative until 1886.

MAPLE PRODUCTS IN NOVA SCOTIA.

The season opened up well in Nova Scotia for maple products, and at the beginning it was thought the yield would be exceptionally large. The soft mild days and frosty nights with frequent light snowfalls caused the sap to run freely, but this condition was soon succeeded by rain which had a bad effect. On the whole the conditions were none too favorable, but there does not seem to be any diminution of the supply of maple products on the market.

The practice of adulterating and boiling over does not appear to be on the decline, judging from the quality of much of the maple sugar being offered. — Maritime Merchant.

Charles Shirk's cheese factory, Willetsholme, Ont., is being renovated and supplied with new equipment.

Molasses—
Genuine
Barbadoes

We are prepared to book orders for CHOICEST BARBADOES MOLASSES for delivery either Ex. cargo to arrive end of May or beginning of June,

or

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We Can Quote Low

Write at once and order your supply early—this is our advice.

No Trouble to Quote

LAPORTE, MARTIN & CIE,

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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.

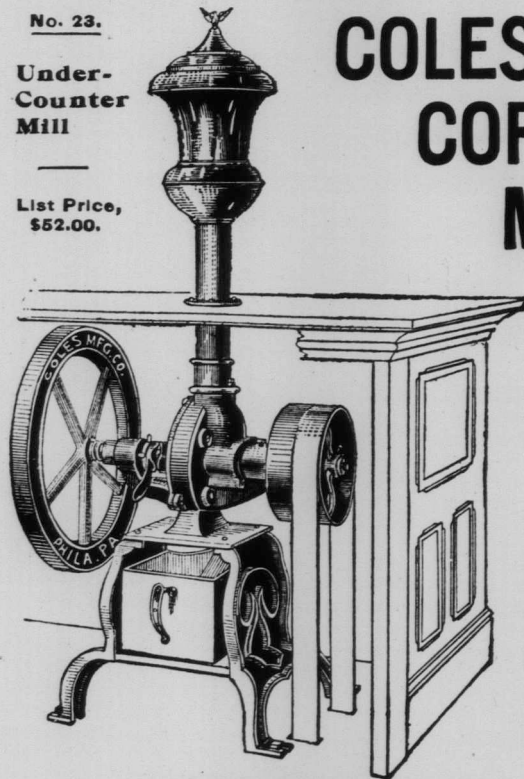
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List Price,
\$52.00.



COLES COFFEE MILLS

None better for
Granulating or
Pulverizing.

Our mills will
Pulverize with-
out heating Cof-
fee.

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

A GREAT
LABOR-SAVER.

Our Grinders
wear longest.

Agents { TODHUNTER, MITCHELL & CO., Toronto.
DEARBORN & CO., St. John, N.B.
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COLES MANUFACTURING CO., PHILADELPHIA,
PENN'A.

Grocers in Ontario

are finding a profitable business in selling
"NASMITH'S OWN BAKING"

Bread ^{AND} Cakes

Do you want our agency in your town?
A post card will bring you our terms.

THE NASMITH CO., Limited,
66 Jarvis St., Toronto.

THE CANADIAN GROCER

President:
JOHN BAYNE MacLEAN,
Montreal.

The MacLean Publishing Co. Limited

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WHEN WRITING ADVERTISERS
PLEASE MENTION THAT YOU SAW
THEIR ADVERTISEMENT IN THIS PAPER

THE CHEESE SITUATION.

THE cheese market continues firm. The ruling prices for export this week range from 11¼ to 11¾c., and from 11½ to 12c. for local consumption.

The scarcity of cheese on both sides of the water is an important factor in maintaining the high prices and the present conditions are likely to continue for a considerable period as it will be two months at least before Canadian full grass cheese can be placed on the British market.

Last week's shipments of cheese from the ports of St. John and Portland to Liverpool, London and Glasgow were 8,154 boxes, as compared with 19,809 boxes for the same week last year.

Already a quantity of fodder cheese of this season's make is being offered to the cheese men in Toronto and Montreal, at prices ranging from 10¾ to 10½c., but as yet little has been contracted for. For the same date last year the prices were 9 to 9¼c. for this kind of cheese, and many

doubt if the prices will be maintained throughout the season.

The earlier opening of the spring this year will greatly increase the make of fodder cheese, and it is estimated that in the districts of Ingersoll and Belleville the April make will be from 20,000 to 25,000 boxes. In April 1901 the make was about 15,000 boxes.

AN ANALYSIS OF FAILURES.

IN last week's issue we gave briefly a synopsis of the commercial failures in Canada during the first three months of the year. We are now able to give an analysis of these failures as prepared by R. G. Dun & Co., showing the number in the different branches of trade and the liabilities of each:

	1902		1901		1900	
	No.	Liabilities.	No.	Liabilities.	No.	Liabilities.
Iron.....	1	\$ 1,500	5	\$ 11,600	5	\$ 7,650
Tools.....	1	7,500	1	5,400	2	3,397
Wool.....	2	286,150	16	23,843	16	154,656
Cotton.....	2	7,500	5	40,500	8	11,947
Wood.....	12	286,150	16	23,843	16	154,656
Clothing.....	2	7,500	5	40,500	8	11,947
Hats.....	2	7,500	5	40,500	8	11,947
Chemicals.....	3	18,983	4	12,900	6	12,580
Printing.....	7	25,200	3	31,372	6	12,580
Milling.....	1	1,000	7	191,760	8	81,773
Leather.....	1	3,300	1	3,300	1	3,300
Liquors.....	1	3,300	1	3,300	1	3,300
Earthenware.....	22	423,843	30	363,254	32	261,556
Miscellaneous.....	49	\$772,476	73	\$718,229	78	\$538,058
Manufact'r'g.....	93	\$662,967	86	\$433,530	84	\$476,257
General stores.....	64	200,227	54	427,680	54	167,755
Grocers.....	16	48,212	21	54,699	19	28,697
Hotels.....	9	411,650	9	28,100	7	84,753
Liquors.....	28	202,348	32	124,148	24	200,593
Clothing.....	26	436,471	45	680,988	46	696,405
Dry Goods.....	20	77,480	21	111,452	21	94,325
Shoes.....	7	82,110	9	240,779	8	33,550
Furniture.....	9	59,913	12	57,710	7	35,111
Stoves.....	2	8,700	8	50,864	7	54,458
Drugs.....	7	40,500	7	47,650	9	152,671
Jewellery.....	2	18,100	5	27,216	4	56,415
Books.....	1	20,283	1	500	4	8,654
Caps.....	24	235,113	35	218,407	24	84,858
Miscellaneous.....	303	\$2,497,079	345	\$2,503,023	318	\$2,177,503
Trading.....	6	170,437	6	112,470	10	38,480
Transporters, etc.....	363	\$3,439,992	424	\$3,333,722	406	\$2,754,041
Total.....						

It will be noticed that while the total number of failures is less than during the same period last year the liabilities were larger. The increase in the failures among manufacturing firms was more than accounted for by the failures in one branch, namely, clothing, which in turn can be accounted for by the insolvency of one well-known concern.

The increase in the number of failures of general merchants and grocers cannot with certainty be accounted for. As the total increase in the failures of all kinds was largely confined to Ontario it is possible the increase in the general and grocery trades is a reflex of the short grain crops in that Province last year.

The condition of the trade in iron, tools, and leather is satisfactorily reflected in the above record.

A CONCRETE EXAMPLE.

IF any of our readers are interested in the merits of advertising there is an object lesson in the state of the Ceylon and Indian tea trade in America during the past couple of years.

Previous to that time Ceylon and India were carrying on an active advertising campaign—Mr. Blechynden representing the India Tea Association and Mr. Mackenzie, the Ceylon. Up to that period both teas had made great progress, the consumption rapidly increasing. India then determined to cease the expenditure on this continent, and stopped all her advertising, Mr. Blechynden's visits to Canada at that time ceasing.

Mr. Mackenzie continued the Ceylon campaign vigorously, and what has been the result? Indian tea in America has since actually fallen off 1,460,997 lb., but the consumption of Ceylon tea has, during the same time, increased 4,000,000 lb., thus positively proving that the cessation of Mr. Blechynden's efforts has had a most detrimental effect upon the consumption of Indian tea in America.

THE LATE MR. GEORGE MOFFATT.

Mr. George Moffatt, one of Montreal's old-time merchants, died in Rochester, England, on March 15. Mr. Moffatt was a member of the firm of Gillespie, Moffatt & Co., wholesale grocers, who did business on St. Paul street, Montreal, over a quarter of a century ago. The firm afterwards became Gillespie & Co., which it still remains. He was the son of Hon. Geo. Moffatt, at one time a member of the Legislative Council of Quebec.

ADVANCE IN COTTON CORDAGE.

An advance of 1 to 1¼c. per lb. took place on Thursday, April 10, on cotton cordage, and of 7½ to 10 per cent. on cotton clothes lines.

Cotton twine is also very firm, and an advance in it in the near future is not unlikely.

The advance is in sympathy with the appreciation in the raw cotton market, which is fully 1¼c. above the prices ruling in February.

CANADA AND THE NEW BRITISH DUTIES.

THE new British Customs tariff naturally excites a great deal of interest. This interest is of a two-fold character. The one connects itself with the duties themselves; the other with the departure from an economic principle to which a great many people thought Great Britain eternally wedded. The new duties, therefore, have a particular interest both to the business man and to the politician.

In Canada our chief interest is, of course, centred around the duties on grain, flour and meal. These duties are 3d. per hundredweight on grain and 5d. per hundredweight on flour and meal. A later cable says the 3d. tax falls on the following:

All cereals, including maize, buckwheat, peas, dhol beans, haricot beans, locust beans, lentils and rice.

And the 5d. tax falls on the following:

All the flours and meals from the above-mentioned products, as well as macaroni, vermicelli, starch, farina, arrowroot, mandioca flour, semolina, cassava powder, maniocroup, potato flour, tapioca, sago, sago meal, rice meal and rice dust, shredded wheat, and preparations containing any of the foregoing products.

It will be noticed therefore that the effects of the new tariff will be far reaching, like that of the sugar tariff brought down a year ago.

Of the cereals which are affected by the new duties Canada produces about 285,000,000 bushels. These figures are based chiefly upon official reports to which we have access, and what actual figures are wanting we have supplied by a moderate estimate. The total is made up as follows:

GRAINS PRODUCED IN CANADA.	
	Bushels.
Wheat.....	90,000,000
Barley.....	25,000,000
Oats.....	127,000,000
Peas.....	11,000,000
Rye.....	2,500,000
Buckwheat.....	3,500,000
Corn.....	25,000,000
Beans.....	1,000,000
Total bushels.....	285,000,000

In view of these figures and the fact that Great Britain is our best foreign customer, we as Canadians can scarcely fail to be concerned in the advent of the new duties.

The total exports in 1901 to all countries of grain and its products were valued at \$19,000,000, and of this 78 per cent. went

to Great Britain. This will be seen from a glance at the following table:

GRAIN AND ITS PRODUCTS EXPORTED IN 1901.

	Exported to G. B.	Exported to all countries.
Barley.....	\$ 947,964	\$1,123,055
Beans.....	11,049	418,161
Buckwheat.....	93,798	227,717
Oats.....	1,996,298	2,499,521
Peas, whole.....	1,991,247	2,482,249
" split.....	70,824	192,463
Rye.....	327,472	424,877
Wheat.....	6,112,230	6,871,939
Bran.....	63,499	242,245
Flour (wheat).....	2,702,132	4,015,226
Oatmeal.....	453,326	467,807
Rice Meal.....	19,140	19,201
Meal, all other.....	25,021	31,086
Starch.....	24,102	24,286

Total..... \$14,838,102 \$19,010,933

Taking into account that which goes in the shape of flour, our exports of wheat to Great Britain last year were a little over 12,000,000 bushels.

The duty of 3d. per 112 lb. on wheat is equal to a little over 3c. per bushel. At this rate it is not likely to materially affect our export trade in wheat. We cannot, however, speak with the same confidence in regard to flour; and, in fact, in regard to meal as well. It takes 270 lb. of wheat to produce a barrel of flour, and the duty on this at 3d. per cwt. is equal to about 16.20c., while the duty on a barrel of flour is equal to 19.60c. This, it will be readily seen, gives the British miller a preference of about 3½c. per barrel. This, while small, is sufficient to endanger the Canadian export trade in flour with Great Britain, for exporters often work on a smaller margin of profit than 3½c. per barrel. So small is the margin of profit that it would not pay Canadian millers, as a rule, to run their mills wholly on export trade account. What they export is the surplus over and above the requirements of the home market.

There are some who speak of the new duties as a restoration of the old Corn Laws. This is scarcely accurate. The Act abolishing the Corn Law was, it will be remembered, passed in 1846. The Repeal Act provided that the duties on wheat were to cease in 1849, and that, in the meantime, the duties to be levied on wheat were reduced to 10s. per quarter, when the market price was 48s. per quarter. At every rise of 1s. per quarter in the market price

the duty was to be 1s. per quarter lower, until wheat should be at 54s. and the duty at 4s., after which the duty was not to further change. When the Corn Laws finally disappeared, a registration fee of 1s. was retained. This, in turn, was wiped out 20 years later, when, in 1869, Mr. Lowe declared the last vestige of protection had been removed. The present duty of 3d. per cwt. is equal to about 1s. 1d. per quarter.

The glue combination in the United States is sticking together.

GROCERIES AND LIQUORS.

AT A MEETING of St. Patrick's Total Abstinence and Benefit Society, of Montreal, which was held on Thursday evening, April 10, a resolution was adopted in favor of separating the liquor from the grocery business in that city. This is, in a measure, opposed to the wishes of certain of the grocery trade, among whom there is a movement to secure the privilege of selling liquor in small flasks.

Recently, Ald. S. D. Vallieres and Mr. A. D. Fraser placed themselves on record as being against the selling of liquor by grocers in small flasks or quantities, and the members of St. Patrick's Total Abstinence and Benefit Society gave their hearty approval to this course.

It was finally resolved that the president should call a meeting of the presidents of the different Catholic temperance societies to discuss the question, and decide what steps to take toward opposing the petition of the grocers to handle liquor in small flasks.

While the society may be able to gain its ends as far as limiting the sale of liquors by grocers, it is thought that they will not be successful in having the grocery and liquor business separated if such an attempt should be made. Many of the most prominent grocers do a large business in liquors and would fight strongly against giving it up, or being compelled to run a separate store. And what advantage it would be either to the public or to the cause of temperance is not clear.

Mr. Frank Munsey, no doubt, intends that his chain of grocery stores shall be a good line of profit.

KNOW THE GOODS YOU SELL.

It is a good thing when a merchant can speak with authority in regard to the quality of the goods he has in stock. His customers will look upon him as a man who knows his business and whose word can be relied upon.

It follows, therefore, that the merchant, in order that he can speak with authority, must himself have knowledge of the goods he buys.

Frequently one house will offer at a much lower price an article which is held to be just as good as that offered by a competitor. It is possible that it may be just as good; but in these days of keen competition the chances of this being true are more often to the contrary than otherwise. But, granted that all asserted be true, the merchant should take every means to satisfy himself upon this particular point before he purchases.

He cannot afford to run any risks. A customer, when offered a new line of goods, usually questions the merchant in regard to quality. If the quality subsequently turns out to be inferior to the recommendation, the merchant's reputation is sure to suffer. And, if a merchant's reputation is injured, the keystone in the arch of his business career is impaired.

There are merchants in some lines of trade who make it a practice of putting to their own use new goods that come upon the market before they offer them to their customers. And where it can be practised it is certainly a safeguard.

NEW JAPAN TEA CROP.

A CABLE received from Japan by Mr. S. T. Nishimura, the representative of The Japan Central Tea Traders' Association, on April 14, read: "Heavy frost all over country spoilt tea; arrival will be late. High market anticipated." About a week before, Mr. Nishimura received a cable in regard to the new crop of an entirely different character, stating that the crop would be good and would arrive five days earlier than last season.

Speaking to THE GROCER in regard to these advices, Mr. Nishimura said: "According to the latest cable, the first crop will be higher this year than last, which seems to be the opinion held by the interior tea holders. But there are a couple of weeks, at least, yet before the new tea-picking operations commence, and, if the weather is favorable from now out, I do not think the crop will be affected by the recent frost as much as anticipated.

"However, we are awaiting further and

more certain news. I have made inquiries whether the eastern part of Japan has experienced the same weather as the western part, where this advice came from, although it states that the whole country is affected. These reports are not always to be relied upon, especially at this stage of the growth of the plant."

A P.E.I. TOBACCO FACTORY.

The new tobacco factory of Hickey & Nicholson, Charlottetown, P.E.I., is a three-storey building, 40 x 80 ft., built of wood. The first floor is used as a pressroom and raw-leaf warehouse. There are six hydraulic presses on this floor, besides the engine that supplies the power to the whole factory. At one end is the bonded warehouse, 21 x 40 ft., in which 70 hogsheads of leaf can be stored at a time.

On the second floor is a wringer, driven by steam. There are also two drying-rooms and a large storeroom, where both Canadian and American tobaccos are manufactured. The law states that these tobaccos are to be manufactured in two separate factories. This can be done under one roof.

On the third floor is the plugroom, 22 x 40 ft., fitted with extra ventilation from two large skylights. In the centre of this room are the work tables, and on one side are the stem racks. Besides the plugroom, there is a storeroom, 22 x 40 ft., on this flat for keeping the smoking tobacco made. About 30 hands will be employed in this factory when in running order.

COMMERCIAL DEPOT FOR LONDON.

The committees of the Toronto Board of Trade and the Canadian Manufacturers' Association held a joint meeting in the Board of Trade rooms on Tuesday afternoon, April 15, and considered the establishment of a commercial depot in London. Those representing the board of trade at the meeting were J. F. Ellis, J. D. Allan, Peleg Howland, R. J. Christie, Noel Marshall, W. J. Gage; while those representing the manufacturers were W. K. McNaught, G. H. Hees, J. O. Thorn, James P. Murray and P. W. Ellis.

After discussing at length the above proposition, a sub-committee was appointed to draft a report and submit it to the general committee. J. D. Allan, J. F. Ellis, P. W. Ellis and G. H. Hees constitute this sub-committee.

MR. EDGAR WILLS RESIGNS.

Mr. Edgar A. Wills, formerly secretary of the Toronto Board of Trade, has severed his connection with the Iron Ox Co., of Walkerville, of which he was appointed manager a few months since.

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 selling a very fine Porto Rico and also a Barbados molasses.

Clark's pork and beans with Chili sauce to retail at 5c. a tin is in stock with T. Kinnear & Co.

T. Kinnear & Co. are offering a 40-ounce bottle of Rowat's pickles that can be retailed at 30c. There are white onions and mixed pickles.

H. P. Eckardt & Co. are offering canned fruits in gallon tins at prices that will interest all dealers.

L. Chaput, Fils & Cie. report a very large demand for "Provincial" plums and pears, which they advertised in "The Grocer" a couple of weeks ago.

A. P. Tippet & Co. find a steadily increasing demand for their "Wheat Marrow," which is getting into more hands every day. It is a Canadian product for Canadians, and is apparently highly appreciated by dealer and consumer.

A SPECIAL BRAND OF CHEESE.

The Richmond, Que., Board of Trade held a meeting on April 11 and considered a proposition made by Mr. Wherry, cheese inspector of that district, to start a factory at or near Richmond to manufacture a special brand of cheese, providing a company be formed to subscribe \$2,000, the capital required. Another meeting of farmers and citizens interested was held on April 14.

THEY TOOK CARE OF THE SICK.

Mr. James R. Rosser, grocer, Appin, Ont., and his wife, are the recipients of an arm chair and a letter of thanks from the Commercial Travellers' Association.

J. W. Boyd, a member of the association, was taken ill in Mr. Rosser's store last January, and was taken care of by Mr. and Mrs. Rosser for two months. And this presentation is in recognition of this kindness.

ENLARGING THEIR TRADE.

Dundas & Flavell Bros., produce merchants, Lindsay, Ont., are going largely into the business of shipping eggs, butter and cheese to the English market this year. They are establishing an agency in Belleville and placing it in charge of John Hart, and that city will be the centre of operations extending to all the neighboring villages. The produce collected will be shipped to Lindsay, where it will be placed in cold storage.

A GIGANTIC TEA-BLENDER.

The "Salada" Tea Co., Toronto has just put into position a gigantic tea blender. It is said to be the largest in the world. It was made specially for The "Salada" Tea Co., and weighs six tons, and has a capacity of 60 chests of tea. In order to get it into the building it was necessary to remove the wall between two of the windows on the fifth storey. W. R. Dell & Son, London, Eng., are the manufacturers.

Mr. J. Christenson, of The Imperial Syrup Co., Montreal, was in Toronto last week in the interest of his firm.

“The man with ancient ideas” who says I
 “can’t” sell a packet tea “can’t” because he “can’t”
 make himself believe that he can But one little
 experiment with an assorted sample case of
“SALADA” Ceylon Teas completely upsets
 the “can’t” theories.

Many a dealer has found this out to his pleasure and profit.

“Just as” Ceylon Black Teas have displaced China Congous

“So is” Ceylon Green displacing Japans.

A one cent Postal Inquiry Investment

Will bring you dollars worth of information in return.

Address **“SALADA,”** Toronto or Montreal.

Celluloid Starch

has been too successful to escape imitation.
 Look out for the “Just-as-Goods.”

The Brantford Starch Works, Limited

Canadian Producers,

BRANTFORD

CREAM SODAS.

If you are not selling our Cream Sodas you are not selling the best. Of course, you have been told this tale before. We want to impress it upon your memory. We make the ORIGINAL Cream Sodas. We have lots of imitators.

Get the Cream Sodas in the “Round-Cornered Tin.” We make them.

THE CANADA BISCUIT COMPANY, Limited

Office Phone : Main 3624.
 Warehouse Phone : Main 3676.

King and Bathurst Streets, TORONTO

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.

GROCERIES.

Toronto, April 17, 1902.

ONE of the features of the wholesale grocery trade this week is the weakness which has developed in the outside sugar markets. This has, so far, had no further effect upon the local market than to depress it. Another feature of the local wholesale market is the strength of the canned tomato market, a further small advance having taken place during the week. In canned goods, generally, the demand is fair, and, if anything, better than it was. Coffees are in fair demand on retail account, but the outside markets are dull and easy. Spices are fairly steady. A little more interest in being taken in nuts, owing to an advance in Tarragona almonds in the primary market. Valencia raisins are held rather firmer in sympathy with an advance in London, Eng. Tapnet figs are scarcer and slightly dearer. Prunes continue in good demand.

CANNED GOODS.

The feature of the canned-goods trade is the increase in strength on the tomato situation. Most of the wholesalers are this week marking their prices up another 2½c., making the ruling price 95c. We hear of transactions in round lots to the wholesale trade at 90c. The demand for tomatoes is improving, although no one is buying speculatively, purchasing only for requirements. Corn, on the other hand, appears to be just as weak as ever. It is understood, however, that some efforts are being made to formulate a scheme whereby the pack next year will be decreased. At present the ruling price to the retail trade is 70c. Peas appear to be in fairly good condition, stocks in wholesale hands becoming low, while there is a fair demand at 80c. upwards. Canned fruits are also in little better demand, with prices steady and unchanged. Business appears to be a little better in canned salmon, and, in fact, in most lines of canned fish, such as herring and lobster. We quote: Fraser River

sockeye, \$1.42½ for five-case lots and over, and \$1.45 for less quantities. Northern sockeye, \$1.25 to \$1.30; cohoes, \$1.05 to \$1.15, according to quality.

COFFEES.

Brazilian coffees are a little weaker although fine Rios are still netting a premium over undescribed coffees. Supplies of these are becoming scarcer. Maracaibo coffees are scarce and dear, and buyers are looking to New York in the meantime for supplies. Wholesalers report a slight improvement in the demand for green Rio coffees, and a fair business in roasted coffees. We quote: Green Rio, No. 7, 7½c.; No. 6, 8c.; No. 5, 8¼c.; No. 4, 9c.; No. 3, 10 to 12c.

SPICES.

According to cable advices ginger is reported to be getting firmer, owing to reports of the failure of African crop. Peppers are holding fairly firm, and in other descriptions of spices the conditions seem to be much about the same as a week ago.

RICE AND TAPIOCA.

Locally, there is a fair trade being done in both tapioca and rice. We quote B rice, 3¼c.; Japan, 5½ to 6c.; tapioca, 3½

See pages 37 and 38 for Toronto, Montreal, and St. John prices current.

to 3¾c.; sago, 3½ to 4c. The first arrival of new crop fancy Japan rice has arrived in New York. The shipment consisted of 250 lb., and came from Kobe.

NUTS.

A few orders on importation account have been taken during the past week for filberts and Tarragona almonds. Stocks of almonds in Spain are in small compass. One important Tarragona firm, replying to orders for 200 bags, said they could only accept an order for 100 bags. Mail advices received this week report an advance in Tarragona almonds. As this advance was announced shortly after some of the orders had been sent forward, those ordering are somewhat concerned as to whether they will be able to get the goods at the figures at which they bought. Filberts for October shipment have advanced 2s. per bag, but Ferd. Baller & Co. write that they do not think that much attention need be paid to general reports of frost, etc., claiming

that it is yet too early to speak intelligently in regard to the future of the crop.

SUGAR.

A good deal of weakness has developed on the raw-sugar market during the past week. Raw sugar in New York has receded to the lowest point, and they are again quoting centrifugals there on the basis of 3¾c. The net price of granulated in New York is unchanged at \$4.50, making the margin between raw and refined 1½c. per lb., which is the highest for the season. It is, however, believed that the refiners are handling dearer sugar at the moment. If this is so the margin is not as large as it appears. Beet sugars have declined and are now on the basis of 6s. 4½d. f.o.b. Hamburg, but this figure is still above the parity of centrifugals in New York. The receipts of raw sugar in the United States last week were 28,166 tons, and the meltings 30,000 tons. The stocks of sugar in Europe and America were 3,396,643 tons against 2,632,853 tons a year ago. On the local market no changes have taken place in quotations, but the demand is exceedingly dull. It is, however, thought that an improvement in the demand will soon take place.

SYRUPS AND MOLASSES.

Nothing particularly new has taken place in this line; the demand is only moderate, and prices are unchanged. Our 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.

There has been a fair movement in Ceylons at 6½ to 7½d. for peckoe sou-chongs and pekoes, and 9½ to 11d. for pekoes and orange pekoes. In Congous, there is a little demand for fine-liquoring monings. There is a little inquiry for Japan teas, and some nice little lots have changed hands. The Japan market appears to be strong. Quite a number of samples of standard teas are being shown preparatory to taking orders for new season's teas. Ceylon greens are still wanted, but stocks continue almost nil, and the little that is here is bringing full figures. China green teas are, of course, as scarce as ever.

FOREIGN DRIED FRUITS.

CURRENTS.—There is a fair trade being done, and prices rule firm. Locally, we quote as follows: Filiatras, 6c. to

6½c.; Patras, 6½ to 7c.; Vostizzas, 8c. to 8½c. per lb.

VALENCIA RAISINS.—Advices from England report that the market there is higher. On the local market prices are more firmly held in sympathy with the reports from the outside trade centres. The ruling price for selected raisins is 6¾c. per lb.

PRUNES.—The demand for prunes continues good with prices steady and unchanged. Our quotations follow: Californian prunes, 100-110's, 5c.; 90-100's, 5½ to 6¼c.; 80-90's, 6½ to 7c.; 70-80's, 6¾ to 7¼c.; 60-70's, 7½ to 8c.; 50-60's, 8 to 8½c.; 40-50's, 8¾ to 10c.

DATES.—There is not much doing, and prices are unchanged at 4½c. for both Hallowees and Sairs.

CALIFORNIAN EVAPORATED FRUITS.—Business continues fairly good in Californian evaporated fruits. Peaches, 11 to 14c.; apricots, 13 to 17c.

FIGS.—There is a steady demand for tapnet figs, and prices are slightly higher at 3½c. There are very few tapnet figs on the market, and layer figs have been practically cleaned up.

GREEN FRUITS.

The largest sales are in bananas and oranges and the market for these is firm. Valencia oranges have advanced 50c. per case and are in good demand, as are also strawberries. Southern tomatoes can be bought for \$3.75, but some houses are still selling them at \$4.50 per case. Pineapples have advanced 50c. to \$1 per case. Egyptian onions are now on the market and are offered at \$3.25 per sack. We quote as follows: Oranges, Tangerine or kid glove, \$3 to \$4 per small box; Mexicans, \$2.75 to \$3.25 per box; Californian navels, \$4 to \$4.50 per box; Californian ruby blood oranges, \$2.75 per ½ box; Valencias, \$4.50 to \$5 per small case, \$5.50 to \$6 per large case; apples, \$3.50 to \$5.50 per bbl.; grape fruit, \$3.50 to \$5 per box; Malaga grapes, \$5.50 to \$7 per bbl.; bananas, \$1.50 to \$2 for firsts, and \$1.25 for eight hands; pineapples, \$5 to \$5.50 per case; Southern cucumbers, \$2 to \$2.25 per doz.; Egyptian onions, \$3.25 per sack; small crates, \$1.10; Californian lemons, \$3 to \$3.25 per case; Messina lemons, \$2.25 to \$3; Californian celery, \$4.50 to \$5 per case of 8 doz.; Southern tomatoes, \$3.75 to \$4.50 per case of 6 baskets; strawberries, 30 to 50c. per qt.

VEGETABLES.

The demand for carrots, parsnips and turnips is slack with the warm weather and the market for them is weak. The trade in rhubarb, lettuce and onions is fair. We quote as follows: Green onions, 10c. per doz.; rhubarb, 80c. to \$1.20 per doz.; carrots, pars-

nips and beets, 40 to 50c. per bag; turnips, 25 to 35c. per bag; lettuce, 20 to 35c. per doz.; radishes, 35 to 40c.; mint and parsley, 20 to 25c.; celery, 40 to 65c.; red cabbage, 40 to 50c. per doz.; cabbage, 40 to 60c. per doz.; dry onions, \$1.25 per bag; potatoes, 65 to 75c. per bag; artichokes, 60c. per bush.

COUNTRY PRODUCE.

EGGS.—The receipts are good, and produce merchants have started to pickle their eggs for the export trade in the fall. Prices are quoted at 12 to 12½c. per dozen for fresh eggs.

BEANS.—Trade is dull. We quote as follows: Choice hand-picked, \$1.20 to \$1.40, and prime, \$1.10 to \$1.20 per bush.

HONEY.—Business is dull and prices are steady. We quote: Clover, in 60-lb. tins, 9½ to 10c.; less quantities, 10 to 11c. per lb.; in combs, \$2 to \$3 per doz.; dark honey, 5 to 5½c. per lb.

MAPLE SYRUP AND SUGAR.—The demand is slackening off, the first rush being over. The prices are firm. We quote: Maple syrup, in 10-lb. tins 90c., and 90c. to \$1.10 per imperial gallon. Maple sugar is quoted at 9 to 10½c. per lb.

DRIED AND EVAPORATED APPLES.—There is some trade doing in evaporated apples, but dried apples are dull. We quote: Evaporated apples, 9¾ to 10c. in carlots and 10¾c. per lb. in less quantities. Dried apples, 5 to 6c. per lb.

POTATOES.—The demand is moderate and receipts are fair. The prices are unchanged at 55 to 58c. per bag on the track.

BUTTER AND CHEESE.

BUTTER.—The receipts are still small, but larger arrivals are shortly expected. The demand for choice dairy is brisk, and some merchants have advanced their prices 1c. per lb. for prints and rolls. Creamery butter continues firm. We quote as follows: Choice 1-lb. prints, 18 to 20c.; large rolls, 17 to 19c.; 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, 20½ to 21c. per lb.

CHEESE.—The market for cheese is firm with an advance over the prices of a week ago of ½c. per lb. The local prices are 11½ to 12c. per lb. and 11¼ to 11¾c. for export.

POULTRY.

DRESSED POULTRY.—There are small receipts of chickens for which there is a good demand. Chickens are quoted at from 60c. to \$1 per pair.

LIVE POULTRY.—The arrivals are light and trade is dull. Prices are unchanged. The Canadian Produce Co., Limited, 36 and

38 Esplanade street east, Toronto, will pay, until further notice, for live chickens, 9c., for ducks and turkeys 12c., for geese, 6c. per lb. All must be young birds. For hens and pullets, 5c. per lb.; broilers, 25c. per lb. (must be this year's hatching and under 2 lb. each). 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.

There is a brisk demand for newly-caught trout and whitefish. A shipment of these is expected next week. Trout have declined 1½c. per lb., and whitefish have advanced ½ to 1c. per lb. We quote: Fresh fish—Lake Erie herring, 4 to 5c.; Lake Erie perch, 4 to 5c.; newly-caught trout, 7 to 8½c.; British Columbian salmon, 20c.; whitefish, 7½ to 8c.

GRAIN, FLOUR AND BREAKFAST FOODS.

GRAIN.—Manitoba hard wheat is being sold at 84½c., No. 1 Northern 81½c., and No. 2 Northern 78½c. per bushel. The movement is greater, and the market is firm on account of the rise in the Chicago markets. On the local market things are quiet. We quote what is paid on the street: White and red Ontario wheat, 71 to 79c.; goose, 65 to 66c.; oats, 48c.; rye, 59c.; barley, 54 to 63c.; peas, 80 to 85c.; buckwheat, 60c.

FLOUR.—Trade is improving, and the prices are steady. We quote: Ontario patents, in bags, \$3.60 to \$3.75; Hungarian patents, \$4.00; Manitoba bakers', \$3.70; straight roller, \$3.30 to \$3.40 per bbl. in Toronto.

BREAKFAST FOODS.—Business is good for this time of year. Cornmeal has declined 15c. and pot barley 25c. per bbl. This is owing to the weakness in the market for peas and barley. We quote as follows: 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, \$2.40 in 100 lb. bbl.; cornmeal, \$3.60; split peas, \$4.75; pot barley, \$4.25, in 196-lb. bbls.

HIDES, SKINS AND WOOL.

HIDES.—The supply is small, but the demand is slack. The market is steady. We quote: No. 1 green, 6½c.; No. 2 green, 5½c.; No. 1 green, steers, 7½c.; No. 2 green, steers, 6½c.; cured, 7¼ to 7½c.

SKINS.—Calfskins have advanced 1c. per lb. This is owing to local competition, the foreign market being still unchanged. Lambskins are coming in now, and the

Ostrom, McBride & Stronach

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Fruit and Commission Merchants.
BUTTER AND EGGS. POULTRY AND GAME.
FRUITS OF ALL KINDS IN SEASON.
EARLY VEGETABLES.
POTATOES IN CAR LOTS. Consignments Solicited.
33 Church Street, TORONTO.

BUTTER

CHOICE-WANTED.
Your consignments will meet good market.
All lines produce handled promptly.
EGGS—We buy f.o.b. shipping point, get our prices.
SMITH & CARMICHAEL
70 COLBORNE ST., TORONTO.

Butter	Cheese
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Consignments Solicited.
Highest Prices. Prompt Returns.
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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

Spring Importations
Lemons Lemons
We have large shipments on direct steamers to Montreal. Write us before placing your orders for CAR LOTS or LESS.
CLEMES BROS., TORONTO

receipts of sheepskins are light. We quote : No. 1 calfskins, 10c.; and No. 2, 8c.; deacons (dairies) 55 to 60c. each; sheepskins, 80c. to \$1; lambskins, 15c.

WOOL—The market for coarser wool seems to be in a hopeless condition, and prices have declined ½c. per lb. We quote: Fleece wool, 12½c., and unwashed, 7 to 8c. per lb.

SEEDS.

The prices of red clover and alsike have weakened slightly, but timothy remains firm. Trade is a little slack owing to the lateness of the season. We quote out of store at Toronto: Red clover, \$7.50 to \$9.50; alsike, \$10 to \$17, and timothy, \$7.80 to \$8.25.

MARKET NOTES.

Tapnet figs are scarcer and dearer.
Cornmeal has declined 15c. per bbl. and pot barley 25c. per bbl.

Whitefish have gone up ½ to 1c., while trout have gone down 1½c. per lb.

Calfskins have been raised 1c. per lb., and fleece wool has gone down ½c.

Wholesalers are, as a rule, marking their canned tomatoes up another 2½c. per doz.

Valencia oranges have advanced 50c. per case, and pineapples have gone up 50c. to \$1 per case.

GALT BEET-SUGAR FACTORY.

The beet-sugar factory of the North American Beet Sugar Co. will not be erected at Galt this year. It is announced, however, that it will be in operation by the fall of 1903.

This course was taken because the cost of securing a plant for this year would be considerably more than it would be if built for 1903. By waiting and preparing for building next year they hope to be much in pocket. They are advising the farmers of their decision, and requesting them not to make contracts with other firms for more than one year.

DISAPPROVED OF THE PROTECTION.

"I got no use for Congress," asserted Mr. Lemuel Higgins, proprietor of the Bowersville Grocery and Dry Goods Emporium. "Why, here's 'Si' Simpkins and 'Joe' Skinner has been owin' me \$10 apiece fer sugar for six year, an' they jest won't pay up, an' now Congress is goin' ahead an' makin a law to pecterk people like that. I don't see why sugar beats is entitled to any better show than any other rascals."—Baltimore American.

Wm. Yates, grocer, etc., Oil Springs, Ont., is dead.

The following Brands manufactured by
The AMERICAN TOBACCO CO.
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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

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Fresh, Frozen, Salt and Smoked.
OYSTERS and SHELL FISH.
Orders promptly attended to.
THE F. T. JAMES CO., Limited
76 Colborne St., TORONTO, ONT.
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WHOLESALE MERCHANDISE BROKER AND MANUFACTURERS' AGENT.
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EASTERN SHIPPERS
I
DISTRIBUTE CARS FROM WINNIPEG.
TRADERS' RATES OF FREIGHT TO ALL POINTS WEST.
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E. NICHOLSON
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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, April 17, 1902.

GROCERIES.

THE market for groceries has not been disturbed by any extraordinary occurrence during the past week, though a few changes in quotations will be noted, which have added some interest to an otherwise uneventful week. The opening of navigation has had its effect, and the marked improvement throughout the country roads has also stimulated the trade. Among the quotable changes are cotton and sisal rope, both of which have advanced $\frac{1}{2}$ c. New Patna rice is lower, being now quoted at $4\frac{1}{2}$ to 5c. per lb.

SUGAR.

The price of sugar remains at our last quotations, viz.: \$3.90 for granulated, and \$3.15 to \$3.80 for yellows. The demand is no more than fair, most buyers having filled their requirements. Recent advices from New York show the market there for raw sugar to be in rather a weak state, and it is further stated that refiners are by no means anxious buyers, even at the low figures.

TEAS.

Local business in teas is improving, and this week a fairly good trade is reported, mostly in gunpowders and Japan and Ceylon blacks. Green teas are very scarce and retain all their firmness. Cables from Japan show the market there to be in anything but a good condition, though it is doubted if this applies to the whole country. There is not a great demand, though several orders have been placed with the price limit stipulated, and such orders, of course, may not be filled.

SYRUPS.

The demand for syrups is now very light, and prices are little more than nominal. Some business in corn syrups is passing, however, at current quotations. We quote as follows: Corn syrups, $3\frac{1}{2}$ c. in bbls.; $3\frac{3}{4}$ c. in $\frac{1}{2}$ bbls.; $3\frac{3}{4}$ c. in $\frac{1}{4}$ bbls.; \$1.60 in 38 $\frac{1}{2}$ -lb. and \$1.20 in 25-lb. pails.

MOLASSES.

There is a better demand this week for Barbados molasses owing to lower prices, and buyers are obtaining their goods at bargain prices in some instances. The primary cost is about 8c., a slight advance. About 5,000 puncheons are reported to be on their way to this market. The cutting of prices is not confined to this market but prevails also in the Maritime Provinces. Held stock is said to be selling as low as 22c., but Barbados molasses, to arrive, is this week quoted at 23 to 24c. in any quantity; Antigua, 24c.; finest Porto Rico, 38c. per gallon.

CANNED GOODS.

The demand for all line is good, and in some cases a firmer feeling is noted. The demand for canned fruits is also good. Salmon appears to be in smaller supply, and it is becoming scarcer. An agreement among the canners has been arrived at whereby they will keep all the stock carried now for export, and in consequence the market for all salmon has become much firmer. Red sockeye salmon is now noticeably higher than a few weeks ago, and it is the opinion among

some dealers that the end of the advance is not yet. Our quotations are as follows: Peas, 82 $\frac{1}{2}$ c. to \$1.15; corn, (ordinary), 80c.; tomatoes, 90 to 90 $\frac{1}{2}$ c.; gallon apples, \$2.70 to \$2.80; 3-lb. apples, \$1. We quote: Salmon, \$1.00 to \$1.05 for pink; \$1.30 for spring; \$1.32 for Rivers Inlet red sockeye; \$1.45 for Fraser River red sockeye, and \$1.42 $\frac{1}{2}$ to \$1.45 for Clover Leaf talls.

SPICES.

No important news has been received this week from the foreign markets, and locally the position of spices is much the same as last week. There is a good demand, and prices, in general, are still quite firm. Our quotations are now as follows: Nutmegs, 30 to 55c. per lb., as to size; penang mace, 45 to 50c. per lb.; as to quality; pimento, ground, 12 $\frac{1}{2}$ 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.

Owing to the recent arrival of a few parcels of new Patna rice on this market, there has been an easier feeling in that line, and prices can be quoted at $\frac{1}{2}$ c. lower, being now $4\frac{1}{2}$ to 5c., according to the size of the package. Other brands of rice are in fair demand at our former quotations, which are in combine district: B rice, in bags, \$3.10; in $\frac{1}{2}$ bags, \$3.15; in $\frac{1}{4}$ 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 $\frac{1}{2}$ bags; \$3.10 in $\frac{1}{4}$ bags; and \$3.15 in pockets. In the open territory prices are about 10c. less. Patna rice is worth $4\frac{1}{2}$ to 5c. per lb., and tapioca, 3 $\frac{3}{4}$ to 4c.

FOREIGN DRIED FRUITS.

CURRENTS.—These are selling freely this week, buyers apparently feeling safe on the present low prices, and, besides, they are in need of the fruit for the trade of the summer months. We quote: Fine Filiatras, in $\frac{1}{2}$ cases, 5 $\frac{1}{2}$ c.; cleaned, 6c.; 1-lb. cartons, 8c.; finest Vostizzas, 7 $\frac{3}{4}$ to 8c. per lb.

VALENCIA RAISINS.—There is an active inquiry for Valencias, but supplies are exceedingly light, and the market is firm. An advance has taken place on the London market. We quote: Finest off-stalk, 52c.; selected, 62c., and layers, 67c. per lb.

SULTANA RAISINS.—There is a moderate trade doing this week at 9c. The market remains firm.

CANDIED PEELS.—The demand is fair. No quotable change has occurred. Orange peel sells for 11 $\frac{1}{2}$ c.; lemon for 10 $\frac{1}{2}$ c., and citron for 16 $\frac{1}{2}$ c.

MALAGA RAISINS.—The wholesale houses report an excellent demand for Malaga raisins, due to the difficulty of obtaining Valencias. The demand is stated to be mainly for the lower grades. We quote: London layers, \$1.50 to \$1.60; "Connoisseur Clusters," \$2.15 to \$2.25; $\frac{1}{2}$'s, 65 to 70c.; "Royal Buckingham Clusters," \$3.30 to \$3.35; $\frac{1}{4}$'s, \$1.05 to \$1.10; "Excelsior Windsor Clusters," \$4.50 to \$4.60; $\frac{1}{2}$'s, \$1.30 to \$1.40.

DATES.—There is a very light supply of these on the local market, but the demand is small. The price for Hallowees is nominal at 4 $\frac{1}{2}$ c.

FIGS.—The demand has not greatly im-

proved and business at present is not active. Tapnets are quoted at \$1.20 and layers at \$1.15.

CALIFORNIAN RAISINS.—The market is quiet. Seeded raisins are worth 9 $\frac{1}{4}$ to 9 $\frac{1}{2}$ c. per lb.

PRUNES.—There is a good demand at unchanged prices. The market, however, is still firm. We quote as follows: 8 $\frac{1}{2}$ c. for 40-50's, 8c. for 50-60's, 7 $\frac{3}{4}$ c. for 60-70's, 7 $\frac{1}{2}$ c. for 70-80's, 6 $\frac{3}{4}$ c. for 80-90's, 6 $\frac{1}{2}$ c. for 90-100's.

CALIFORNIAN EVAPORATED FRUITS.—These are in good demand, and the market is in a good, healthy condition. Apricots sell for 14 $\frac{1}{2}$ c.; peaches, 10 $\frac{1}{2}$ c., and pears, 10c.

NUTS.

There is a satisfactory trade doing in nuts, considering the season, which is usually not as good as the present. No change has been made in the price of Tarragona almonds, and our quotations are as follows: Walnuts, 9 $\frac{3}{4}$ to 11c.; Tarragona almonds, 12 to 13c.; shelled walnuts, 16 $\frac{1}{2}$ to 17 $\frac{1}{2}$ c.; shelled almonds, 26 to 27c.; Jordan shelled almonds, 42c.; filberts, 8 $\frac{1}{2}$ to 9 $\frac{1}{2}$ c.; pecans, 15 to 16c.

BUTTER AND CHEESE.

BUTTER.—For the first time in many years dealers here have cleared up all their lines of cheap butter, and the trade is now working on fresh-made creamery. The greater part of the supplies are being received from the Eastern Townships, and costs about 22c. delivered in Montreal, but it is expected that lower prices will rule before the week is out. It is difficult for dealers to obtain more than 22 $\frac{1}{2}$ c. from the grocers, and they are not very willing to operate on such a small margin. A few shipments of large rolls are now on the market, costing about 17 $\frac{1}{2}$ c. in Montreal, and 18 to 18 $\frac{1}{2}$ c. is being obtained for them by the jobbers. There is still some inquiry from the United States for butter, but the trade here have little, if any, to offer. This unusual demand from the States, principally from the New York market, has taken about all the cheap grades of butter to be had here, and owing to conditions in the United States markets nearest to us, the inquiry will likely be kept up for about a month yet, though it will hardly be possible for American buyers to have their orders filled. It has had, however, a very beneficial effect upon this market, and the riddance of all their old lines has placed dealers in a position to devote their energies to fresh-made creamery entirely.

CHEESE.—The cheese market is unchanged. The local price for finest colored remains at 11 to 11 $\frac{1}{2}$ c. There is not much demand, everybody waiting for the arrival of new stuff.

COUNTRY PRODUCE.

EGGS.—Deliveries of eggs are being made freely, and a continuance of the present bright spring weather should result in an increased production. The ruling price is 12 to 12 $\frac{1}{2}$ c. now, a decline of $\frac{1}{2}$ c. since our last report, and with the expected larger receipts, another $\frac{1}{2}$ c. is likely to be knocked off. Pickling operations have commenced, but as yet they have been conducted on a small scale only. The buying price in the country is 10 to 10 $\frac{1}{2}$ c.

HONEY.—There has been no improvement in the market, which is still quiet under steady and unchanged prices. Our quotations are as follows: Buckwheat

How Often it is Said:



Seal Brand
In 1 and 2-lb. Cans
only.
(AIR-TIGHT.)

"I can make my entire breakfast off a cup of good coffee." Really a good breakfast depends on good coffee. Don't sell poor coffee when fine coffee may be had at no greater cost. It is not a question of price; it is simply a question of the ability to secure the finest coffee imported. The largest distributors of Fine Coffees in the World are CHASE & SANBORN.

CHASE & SANBORN, Importers,
Montreal.

We have just received into
store a carload of

BRUSSON Jne's **CELEBRATED FRENCH ALIMENTARY PASTES**

COMPRISING:

20 boxes Vermicelli, fin, 1 anchor, loose,	- - - -	25 lbs.
89 boxes Vermicelli, fin, 1 anchor, 1-lb. pkgs.	- - - -	25 lbs.
24 boxes Extra Vermicelli, 3 anchors, 1-lb. long cartons,	- - - -	25 lbs.
19 boxes Vermicelli "Angels' Hair," 1 lb. flat, fancy boxes,	- - - -	40 boxes.
25 boxes assorted pastes, 1-lb. square pkgs,	- - - -	25 lbs.
32 boxes fancy assorted pastes, ordinary and fancy, 3 anchors, 1 lb. and 3/4-lb. pkgs.	- - - -	40 boxes.
10 boxes Alphabets, fancy, 1-lb. pkgs, 3 anchors,	- - - -	25 lbs.
19 boxes Egg Noodles, 3 anchors, long cartons, 1 lb,	- - - -	25 lbs.
175 boxes Macaroni, Mezzani, 1 anchor, 1-lb. and loose,	- - - -	25 lbs.
25 boxes Macaroni, Mezzani, 3 anchors, 1-lb., Taganrock,	- - - -	25 lbs.
30 boxes Macaroni, Spaghetti, 1 and 3 anchors, fancy boxes, 1-lb.,	- - - -	25 lbs.

**THE BEST GOODS AT THE LOWEST PRICES. TRY A FEW BOXES
WITH YOUR NEXT ORDER. THEY WILL PLEASE YOUR TRADE.**

L. Chaput, Fils & Cie., Wholesale Grocers, **Montreal.**

been quite a large movement this week, and the poorer grades are being quite well cleaned up. Prices are rather firmer. There is need of better stock. Some little new is coming in, but the quality is indifferent. Eggs are very much lower than at this time last year. There is but fair receipts. Cheese is rather higher, and the market is poorly supplied.

SUGAR.—The low price continues, and the sale is fairly large. It is thought the market is rather firmer. The sale is for granulated. Further shipments of foreign were received this week.

MOLASSES.—Some particularly nice Barbados is being offered. Even in regular stock the quality is good this year. Porto Rico is having a fair sale. Prices are kept low. There is little of other grades offered.

FISH.—In fresh fish there have been fair receipts, particularly in cod and haddock. In halibut, there was not more than enough for the local demand. Gaspereaux are still a small catch, but the coming week may see much improvement. Prices are lower. In dry cod the market is somewhat easier. There is quite a range in the quality. Pollock are dull. Pickled fish have but a limited inquiry at this season. Prices are quite easy. In finnan haddies business is now largely local. Prices are low. Boneless fish have regular sale. Smoked herring are very low. Quotations are as follows: Large and medium dry cod, \$3.60 to \$3.80; small, \$2.50 to \$2.60; haddies, 5 to 6c.; smoked herring, 5½ to 6c.; fresh cod and haddock, 2½ to 3c.; boneless fish, pollock, \$1.50 to \$1.60 per 100 lb.; pickled herring, \$1.75 to \$1.80 per ¼ bbl.; Canso herring, \$5.50 per bbl.; Gaspereaux, 75c. to \$1.00.

FLOUR, FEED AND MEAL.—The agreement among the wholesale trade to sell flour at an advance of 25c. above millers' prices at the time of sale makes a firmer market, though prices are quite low. Formerly, little or no profit was made on this line. Oatmeal shows little change. Oats are rather lower. Feed continues scarce and high. Cornmeal is rather lower. Peas are also easy. The sale is for handpicked. Peas are scarce. Barley is a little lower. In seeds, sales are quite active. Timothy seed is rather higher. Clover is rather easier. We quote as follows: Manitoba flour, \$4.60 to \$4.75; best Ontario flour, \$4.00 to \$4.15; medium, \$3.65 to \$3.90; oatmeal, \$5.20 to \$5.25; cornmeal, \$2.90 to \$3.00; middlings, \$22 to \$23; oats, 50 to 55c.; handpicked beans, \$1.40 to \$1.45; prime, \$1.30 to \$1.35; yellow eye beans, \$2.80 to \$3.00; split peas, \$4.95 to \$5; barley, \$4.50 to \$4.65; hay, \$12 to \$14.

ST JOHN NOTES.

Jones & Schofield are receiving shipments of Egyptian onions by each Liverpool steamer.

John McIntosh, a large and successful general dealer from Glassville, was in the city this week buying spring supplies.

A. S. Bowman, one of our local brokers, distributed a car of evaporated apples to the trade this week. The stock here has been very light.

Sixteen new members were elected at the last meeting of the board of trade. There were almost as many elected at the previous meeting. There will be further additions at the next. It rests with the members to make this the best year in the history of the board.

The Best Trade

is attracted by the **Best Goods!**

This is why you should handle

Clark's Pork and Beans in Chili Sauce

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

O RANGES and LEMONS,
BANANAS, CRANBERRIES,
CALIFORNIAN CELERY
and CAULIFLOWER.


F INNAN HADDIES,
YARMOUTH BLOATERS,
FRESH SEA HERRINGS,
SMELTS, OYSTERS.

HUGH WALKER & SON

Wholesale Fruit and Commission Merchants

— GUELPH, ONT.

CAPSTAN BRAND **English Worcestershire Sauce**



For Fish, Soups, Meats and Game. Equal to any Manufactured.

— BOTTLED BY —
THE CAPSTAN MFG. CO., — Toronto

GRIMBLE'S English Malt
Six GOLD Medals VINEGAR

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

"Sarnia" OIL

LAMP

Equal to best American Oil. **GROGERS ALL SELL IT.**

THE QUEEN CITY OIL COMPANY, Limited, — TORONTO, ONT.
SAMUEL ROGERS, President.

MANITOBA MARKETS.

Winnipeg, Man., April 11, 1902

BUSINESS has been good all week in spite of the roads and the interrupted railway traffic, and whole sale houses report very satisfactory sales.

There a few changes of price to note, but nothing of a startling character.

SUGAR. A drop of 1¢ per lb. to come into effect with the first lake and rail shipments, has been announced. This is so heavy and so sharp a decline that although it will not come into effect until the 23rd of the month, it is paralyzing trade, as every dealer is holding off for the reduction. Sales this week have been light.

CANNED GOODS. There is no change in the situation. Packers are offering freely, but there are few buyers. It is not thought here that there will be much change in the market until they begin to put up the new pack.

EVAPORATED FRUITS. Prunes have advanced about 1¢, and present quotations are: 100's, 5¢; 10-50's, 8½¢. One house in the city is showing a line of 20's that are unquestionably the finest prunes ever shown on this market. They are as big as small snappers and retail at 17½¢. Apples have again advanced, and anything fancy is worth 13½¢. The demand is fairly active. Evaporated apples are offering rather more freely, but much of the stock this winter has been so doubtful that jobbers seem shy of purchasing heavily and the same may be said of dried apples which are really a shade easier.

SALT. Jobbing houses have placed very large orders this week and some shipments are expected forward with the first Beatty line steamer. There has been a slight freight reduction between Fort William and Winnipeg, but it is so small it will not affect the prices, which will be practically the same as last year, that is: Common fine, 82.05; duck bags, 50 lbs., 50¢; dairy, 100's, 83.30, and 5 lb. bags, 83.20.

CEREALS. Trade has been steady all week. Rolled oats are in good demand and considerable quantities are going east. Prices for the week are unchanged. We quote: 80's, 82.20; 10's, 81.10; 20's, 55¢. The drop in cornmeal has been maintained, and 81.75 is the present quotation. Split peas are in limited demand at 82.85. White beans are again weaker and prime mediums are only worth 81.70. **FIORIN.** Trade has been steady all week and there have been some fairly heavy export shipments, but there is nothing specially new to report in connection with this commodity. Prices are without change. We quote: Ogilvie's Hungarian Patent, 81.95; Glenora Patent, 81.80; Alberta, 81.60; Manitoba,

81.40; Imperial XXXX, 81.20; Nestor,

81.10; Lake of the Woods Milling Co.,

Five Roses, 81.95; Red Patent, 81.80;

Medora, 81.65; XXXX, 81.25; Hudson

Bay Hungarian Patent, 81.95; Strong

Bakers', 81.80; Leader, 81.50; XXXX,

81.25; Gladstone Sweet Home Hun-

garian, 81.95; Home Rule, 81.80; Head-

Family Hungarian Patent, 81.95; Favorite

81.80; Pansy, 81.25.

BUTTER. The situation has not im-

proved, but there are indications that the

coming week may bring about a better

state of things, and if the fine weather

continues no doubt the whole situation

will speedily right itself. The supply of

creamery from city factories is small in-

deed, as the condition of the country

has prevented even what cream there was in

the country reaching the city in fit con-

dition for churning. So far as dairy

butter is concerned there has been no in-

crease of supply and prices are firm, job-

bers paying from 22 to 23¢ for good,

fresh dairy in tubs, rolls or bricks.

CHEESE. Nothing to report in this

connection. The small supply of Ontario

now on hand is jobbing at 14¢.

EGGS. Although from shortage of re-

ceipts eggs jumped to 15¢ during the

early part of the week, the partial ad-

justment of railway traffic and the heavy

supplies received during the last few days

have again dropped the price to 12¢. Some

Columbia this week, where there is now

a fair demand for Manitoba eggs. The

Ova factory is also preparing to com-

mence operations for the season, and

these two factors will help to sustain the

prices for a time at least.

GREEN FRUITS. The consignment of

apples sent up here by an eastern house,

packed in boxes with cardboard trays,

has not been a success. The apples were

not of good quality and the style of pack-

ing did not appear to give superior re-

sults to the ordinary barrel packing,

while the price was, of course, higher,

and the price was, of course, higher,

81.10; Lake of the Woods Milling Co.,

Five Roses, 81.95; Red Patent, 81.80;

Medora, 81.65; XXXX, 81.25; Hudson

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NOTES.

R. R. Scott, of The Macpherson Fruit

Co., has just returned from a trip to the

South and east where he has been look-

ing into fruit prospects for the coming

season. Mr. Scott reports the outlook

very bright at present for all classes of

fruit.

A new match is being offered on this

market which will, in a great measure,

take the place of the "Eagle" match. It

is to be known as Eddy's "Headlight."

The matches are put up 500 in a box and

144 boxes in a case which will sell for

\$4.10.

Harrington & Co., general grocers, who

have for years done business in the mar-

ket have recently removed into commodi-

ous and modern premises on the corner

of Graham avenue and Main street, where

they have some 2,000 feet of floor space

besides a large basement. The stock car-

riage is a strictly up-to-date line of family

groceries and supplies.

Mr. H. R. Hunt, of Hunt Bros., tea im-

porters, Montreal, was in the city on his

semi-annual trip this week. Mr. Hunt

usually spends a week in Winnipeg on his

thoroughly representative of the business

and professional interests of the city, and

if Mr. Thompson entertained any doubts

of the high esteem in which he is held by

the citizens of Winnipeg, that doubt must

have been forever laid to rest. There

were but two toasts on the list. "The

King" and "Our Guest." After the first

had been appropriately honored. His

Honour (Chief Justice William proposed the

toast to "Our Guest" in a speech of

more than usual brilliancy. Several

others spoke to the toast and Mr. Thomp-

son's reply showed fully his appreciation

of the honor done him.

Regarding dried fruits, San Francisco

mail advices say: "The spot market is

quiet; there are always some goods mov-

ing, though not quite so much as would

be desirable; but a greater amount of

activity is looked for within a week or

two. Prices are unchanged, though

prunes are easy at the quotations. New

apricots for delivery on July 15 are off-

ered by some Vancouver growers at 3¢, in

the sweat-box. This is thought too high

for actual business, presuming that the

crop will be a large one. Some say,

however, that in some districts the fruit

has not set so very thickly. With several

months of active consumption still ahead

of us and very limited stocks the position

of Californian products is generally re-

garded as safe for an advance, especially

in apples, peaches, and pears.

JONAS'

FLAVORING EXTRACTS

are genuine.

A man cannot always be judged by the clothes he wears. You wouldn't care to deal with a man simply because he dresses extravagantly. There are extracts put up in handsomely-labelled bottles—well dressed—but, oh dear, the contents are of a quality that is in objectionable contrast to the appearance of the bottle. It's the bottle containing the *pure, strong, rich, genuine* flavoring extract that the careful housekeeper seeks. She doesn't buy the attractively-dressed bottle.

JONAS' FLAVORING EXTRACTS

are the kind that can be depended upon. Their unequalled purity, strength, richness are the leading factors about them. The progressive grocer does not consider his stock complete without Jonas' Extracts. They are *reliable* goods for *reliable* grocers. Our *thirty-two* years' experience as extract manufacturers is a sufficient guarantee for *quality*. No other line of extracts is as *profitable* or *popular* for the dealer to handle as *Jonas'*.

MANUFACTURED BY

HENRI JONAS & CO., Montreal.

LAING'S ABATTOIR.

An abattoir and packing-house is being built at Point St. Charles, Montreal, for The Laing Packing and Provision Company that is similar, and in some respects superior to like institutions in Chicago, Kansas City, San Jose, and other points in the United States.

The plant includes stock yards and a cattle barn with runs leading to it from the entrances. The runs, and also the floors of the barn, are built of brick with pitch fillings. The floors are always washed down after the day's supply of animals has been handled. Water is freely used in washing the floors and formalin also to destroy any odors that might arise. Cattle are handled on the first and hogs and other small animals on the upper floors. The barn and the yards are large enough to hold from 100 to 200 cattle and 2,000 to 3,000 hogs and sheep daily.

As they arrive on the ground floor the animals are weighed and afterwards distributed to their pens. When the time for killing comes the hogs are taken to another building, slid over a graded platform to the stickers by the aid of a wheel and a chain, scalded, the hair removed, singed if for the export trade, slit and the carcass sent to the hanging or chilling-room. The blood is collected in vats below for future use. From the chilling-room the carcass is sent to the coolers, chilled and brought into the cutting-room, and then it goes into the curing-room.

The cattle are driven from the lower floor of the barn into a pen, killed by being struck on the head and the carcass dragged out, when its hide is removed. The beef is treated in about the same way as the pork.

The steam and power plant and the refrigerating machines are in separate buildings adjoining the packing-house. Electricity is extensively used both for lighting purposes and motive power, and many labor-saving devices are utilized.

THE W. G. DUNN ESTATE.

On April 10, a statement was submitted to the creditors of W. G. Dunn & Co., spice manufacturers, Hamilton, showing assets amounting to \$6,187; preferred claims, \$1,017; ordinary claims, \$15,568, making the total liabilities \$16,585. There was a \$5,000 mortgage on the premises.

Mr. Dunn offered to pay the preferred claims and expenses and 25c. on the dollar on the unsecured claim. The assignee and inspectors were instructed to sell the estate and wind up the business, if the debtor did not arrange a compromise with

his creditors. The inspectors are J. J. Morrison, manager of the Bank of British North America, John J. Gould and A. C. Beasley.

THE AUSTRALIAN TEA STANDARD.

A Brisbane telegram states that tea merchants have adopted a resolution approving of the tea standard set up by the Federal Government, but expressing sympathy with tea merchants in Victoria in the threatened destruction of certain condemned teas. They are strongly of opinion that an opportunity should be given to re-export the teas, as importers were not aware at the date of the shipment of the provisions of the Act regarding the standard of purity.—Planting Opinion, Madras.

HAD A PLEASANT HOLIDAY.

Mr. Albert Hebert, of Hudon, Hebert & Cie, Montreal, has returned with his wife and child from a trip to the Southern States. They left over a month ago, and have enjoyed a pleasant holiday.

R. S. Johnson has opened up a grocery store at Grimsby, Ont.

H. E. Maddock, general merchant, Newmarket, Ont., has sold out his business to Hunter Bros., of Barrie, Ont.

The Beaver Valley Flour Mills, Clarksburg, Ont., are having new and up-to-date machinery installed enabling them to turn out a greatly improved brand of flour.

Ask your jobber
for latest quotation
on

Rowat's
Pickles

The price
and the pickles
are both
RIGHT

Selling Agents for Canada:

Snowdon & Paterson, 449 St. Paul Street, Montreal.
F. H. Tippet & Co., 10 Water St., St. John, N.B.
C. E. Jarvis & Co., Holland Block, Vancouver, B.C.

Graham's Jams, Jellies and Marmalade

are well known all over the Dominion as a **standard of quality.** When ordering try them.

AGENTS:

GEO. J. CLANCY & CO.,

59-61 Front St. E., TORONTO.

Canada Preserving Company,

HAMILTON.

A New Line of **Canadian Breakfast Foods.**

We intend to almost immediately place on the market a line of strictly high-grade breakfast foods, made from the finest Canadian wheat, finest Canadian oats, finest Canadian barley, under the brand of Social Breakfast Foods.

We do not understand why Canadians buy so many breakfast foods put up in the United States, when Canada grows the finest wheat, the finest oats, the finest barley in the world. Our goods will be guaranteed to be equal, if not superior, to any breakfast foods put up in the United States. We are placing this line under the brand of **SOCIAL** to enable ladies to procure quickly a large number of coupons, so they can select the very handsome premiums given with Social goods, by using

**Social Coffee, Social Baking Powder, Social Tea,
Social Cocoa, Social Breakfast Foods.**

Our sample-rooms in Hamilton will be open every Friday evening from 7 to 9, in Toronto every Tuesday evening from 7 to 9, to enable ladies who find it inconvenient in day time to call and examine or select our handsome premiums.

SOCIAL CEYLON TEA COMPANY,

LUMSDEN BROS., Proprietors. - 9 Front St. East, Toronto. 82, 84, 86 MacNab St. North, Hamilton.

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.



Look Inside the Can—

Don't take the label for it. Open the can and examine its contents. "KENT" Canned Goods stand the test of examination.

"KENT" Corn will bear inspection.

The Kent Canning Co., LIMITED

Chatham, Ont.

NOVA SCOTIA MARKETS.

Halifax, N.S., April 14, 1902.

THE longshoremen's strike, which was in force for nearly two weeks, had the effect of retarding foreign shipments, and the exports were considerably reduced. The strike was amicably arranged through the intercession of W. L. Mackenzie King, Deputy Minister of Labor, concessions having been made on both sides, and the strikers returned to work on Saturday morning. The fish handlers and coopers also went out last Wednesday in sympathy with the longshoremen, and also the coal-handlers. Considerable work was done by non-union men, but this week, had the strike continued, the whole waterfront business would have been tied up. Though the export business and delivery of imports, was materially interfered with, general business was but slightly affected.

Both wholesale and retail grocery business has been exceptionally good for the last week, and the outlook ahead is promising. Payments are being met promptly, which denotes a good state of affairs throughout the Province. So early has the season opened that summer freight rates on the I. C. R. went into force on April 1 instead of on May 1 as usual. This change was brought about by the early opening of navigation and the consequent competition between rail and water carriage.

Travellers still report great activity in spring business from all parts of the Province. With some curtailment of credit time the travellers are going over their territory more frequently, and their orders, though smaller proportionately, are being sent in more regularly. This is of great advantage to the wholesaler, as it prevents great rushes of business, and the work is more evenly distributed throughout the season. It will also prove beneficial to the jobbers and retailers.

There are no material changes in the price situation. Flour is still firm at late quotations, and the business at present is not very heavy. No great change is expected in prices until the coming season's crop of wheat is reckoned with. Round and split peas have advanced slightly, and a slight decline is noted in oatmeal and rolled oats. Hay is somewhat firmer, but very little business is doing, though certain quantities have been exported. Oats are firm at 54 to 56c., and in considerable demand. Potatoes are also firm at about 45c.—the prevailing price for the last two months. Bran has declined under a lessened demand. Hams and roll-bacon, barreled beef and pork, are all very firm, and with a rising tendency. Any advances or declines have been very slight—not enough to affect the retail market.

There is very little good cheese in the hands of holders, who are asking 11 to 11½c. Creamery butter is still scarce, but the supply is improving; western but-

ter is still being imported to supply deficiency in the local supply, and it is of fairly good quality. Creamery is still holding the price quoted for the last month—23 to 24c.; imported, 17 to 22c., according to quality. Eggs are now coming in fairly active, and as reshipments to outside markets have stopped, the price has declined to the normal rate of 12 to 13c.

There is no change in the fish business of importance. Nearly all the last season's catch has been bought up by the wholesalers, who are making regular shipments to the West Indies and to Boston and New York. Prices in the West-Indian market have not materially improved, though the South-American market is still good, and remunerative prices are being obtained. The local fish markets are dull, as there is little fresh fish arriving. Extendingly good reports, however, are still coming in from the South-Shore district and the Bay of Fundy. Lobsters are also being freely taken in some districts, and the steamer Boston last week took some 1,500 crates of live lobsters from Yarmouth, which brought from \$12 to \$13, late prices having declined. It is now a question with the wholesalers here if they have enough in store to carry them through the season until the new-season fish come in about July 1.

The provision dealers and grocers in general are elated at the prospect of the sailing of the new contingent for South Africa, which will create an expenditure of a very large amount beyond the usual season's trade, all of which will benefit every line of business.

Among the exports for the week may be noted 822 bbls. of apples to London; 700 bbls. of potatoes to New York; 750 bbls. of potatoes, 250 boxes of cheese, 100 lb. vegetables, 500 bags oats, to various ports in the West Indies, besides the general cargo of fish and other regular exports.

R. C. H.

ATLANTIC STANDARD TIME.

AT last it seems the Provinces of New Brunswick and Nova Scotia are within measurable distance of securing the adoption of a uniform time standard. The use of Eastern Standard time by railways is about to be abandoned and Atlantic or Halifax time substituted therefor. The new C. P. R. time table employs the latter, and the Minister of Railways states that a similar change for the Intercolonial is under consideration. The use of Eastern Standard has been a source of great annoyance to the travelling public. Its employment in the first instance was warranted only by the assumption that it would come into general use. Now that its failure to do so is evident, the railways do well to adopt a more rational and correct system. Atlantic Standard time has long been uniformly used throughout the entire Province of Nova Scotia, and at the recent session, the New Brunswick Legislature introduced a Bill for its adoption in that Province also. This Bill will not come into force until proclaimed by the Governor-in-Council in the event of its adoption by the I. C. R.—Maritime Merchant.

One Thousand Cases of GRANO
FREE

We are giving away 1,000 cases of **GRANO**, our **NEW CEREAL COFFEE**. Enterprising grocers should send for particulars before the 1,000 are gone.

ENTERPRISE SPECIALTY CO.,
Limited.
28-30 Wellington St., W., 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.

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.

We Print
For Grocers.

All kinds of good printing cheap.
1,000 Good White Business Envelopes for \$1.00. 500 Noteheads, 500 Statements and 500 Envelopes for \$2.50. Snaps in Stationery. 1 dozen Business Pencils, 10c., regular, 15c.

WEESE & CO., Jobbers,
54 Yonge St., TORONTO.



TORONTO COLD STORAGE

9-11-13 Church St., - - - TORONTO

Under new management.
Chill rooms now being repaired. Service improved.
Storage solicited.

W. HARRIS & CO., - PROPRIETORS
Telephone Main 1831

FOR SALE.

A CLEAN GROCERY AND CROCKERY BUSINESS in Nanaimo; established five years; stock and fixtures about \$7,000; daily cash sales \$100. Residence for sale at \$3,000 also. Miners' pay roll about \$200,000 monthly. A rare opportunity to step into a well-established business. Good reasons for selling. Apply A. L., Box 316, Nanaimo, B.C. (15-17)

AGENCY WANTED.

RELIABLE MANUFACTURERS' AGENT AT Toronto can undertake to place the product of one manufacturer of Food Products. Introducing new line of goods to the trade desirable. Satisfactory references. Apply Box 85, THE CANADIAN GROCER, Toronto. (16-1)

WANTED.

A RELIABLE FIRM OF COMMISSION AGENTS. established 12 years in Vancouver, having recently acquired new and commodious premises, have an opening for one or two new lines, to act as selling or distributing agents. Good storage for stock, first-class office staff, and best of references. Good opportunity for any manufacturer wishing to establish a Pacific Coast branch on an economical basis. Reply Box 395, Vancouver, B.C. (16-2)

SLEE, SLEE & CO.

Limited

Tower Bridge Brewery,
LONDON, ENG.

FOR **English Malt Vinegars.**

Ontario Agents—

John W. Bickle & Greening,

HAMILTON and TORONTO

From whom Samples and Prices can be obtained.



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.

BANANAS

Season for large sales now at hand. We always have them.

Write us for price list of fruits :

Lemons, Oranges, Strawberries, Pineapples, etc. Your orders solicited.

WHITE & CO., TORONTO.

FLOUR **MAGOR'S DELICIOUS PATENT FLOUR.**

The Purest Flour Made—makes Delicious Bread, Cakes and Pastry. Prices For Cash Unequaled.

JOHN MAGOR & CO., MONTREAL

A Good Profit.

Buy

SILVER DUST SOAP POWDER.

Have a look and see how much better it pays you and your customers than any other.

SILVER DUST MFG. CO., - HAMILTON.

Austrian

QUOTATIONS
—ON—
APPLICATION.

Arriving by first direct boat.

Sugar

ALEX. WILLS, 27 St. Sacrament Street, MONTREAL

WESTERN Incorporated 1851
ASSURANCE COMPANY

Fire and Marine

Capital - - \$2,000,000.00
Assets, over - 2,900,000.00
Annual Income 3,000,000.00

Head Office: TORONTO, ONT.

Hon. Geo. A. Cox, President. J. J. Kenny, Vice-President.
C. C. Foster, Secretary.

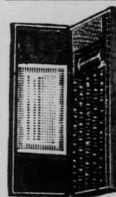
IF YOU WANT TO SELL OR BUY
POTATOES

—write—
G. McILHARGY - STRATFORD.

Increase Your Business

by having **efficient telephone facilities.** We will quote you rates on Private-Branch Exchange System in your Office, Warehouse or Factory.

The Bell Telephone Co. of Canada.



BERNARD CAIRNS
Leader in
RUBBER STAMPS

SEALS, PRICE MARKERS, Etc.
10 King Street West, - TORONTO.
Awarded Diploma at Toronto Exposition, 1901.

"Superior Gluten Flour"

Thousands of Canadians to-day are looking in vain for something that they can eat. From as many causes they are suffering from impaired digestion, dyspepsia, diabetes, etc.

They are among your customers. What are you feeding them on to build them up? We stand behind the statement that our **"Superior Gluten Flour"** will bring relief and cure (full directions on each package).

North-Western Cereal Co., London, Canada

Manufacturers of **"Superior Gluten Flour"** and **"Superior Breakfast Cream,"**

or Selling Agents: **GEO. CARTER,**
Victoria, B.C.

JOSEPH CARMAN,
Winnipeg, Man.

CHAS. E. MACMICHAEL,
St. John, N.B.

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

MOHR & RYAN, lumber and general merchants, Killaloe Station, Ont., have effected a compromise.

P. Langlois, general merchant, St. Gregoire, Que., has assigned.

Wm. J. Barber, grocer, Cardinal, Ont., has assigned to Chas. H. Row.

Alphonse Desmarais, grocer, Montreal, has assigned to Marcotte & Marcotte.

Wm. Borthwick, fruit auctioneer, etc., Ottawa, has compromised at 25c. on the dollar.

C. Collette, general merchant, St. Antoine, Que., has assigned to Lamarche & Benoit.

Rochon & Son, general merchants, Copper Cliff, Ont., have assigned to A. B. Simard.

F. C. Dunning, general merchant, Allan's Corners, Que., is offering 20c. on the dollar cash.

Joseph Bergeron, general merchant, Ste. Anne du Saults, Que., has assigned to Lamarche & Benoit.

The S. Fader Co., Limited, grocers, Vancouver, B.C., have assigned to W. H. Ker and J. A. Macdonald.

W. G. Dunn & Co., spice manufacturers, Hamilton, Ont., are offering to compromise at 25c. on the dollar.

D. McNaughton, general merchant, Stobie Mine, Ont., has called a meeting of creditors for Tuesday, April 22.

The assignment of Wm. Adair & Co., general merchants, Parry Sound, Ont., has been transferred to R. Osler Wade, Toronto.

Code & McKerchar, general merchants, Neapolis, N.W.T., have assigned to J. de Sousa, Calgary, and their creditors met on April 18.

A winding-up order of The National Cigar Co., Limited, Toronto, has been granted and E. R. C. Clarkson appointed interim liquidator.

Ovide Moreau, wholesale fish and tobacco merchant, Montreal, has assigned to Lamarche & Benoit; they are offering 20c. on the dollar.

PARTNERSHIPS FORMED AND DISSOLVED.

Racey, McLaren & Co., grocers' sundries, Montreal, have dissolved.

The North Toronto Milling Co. have dissolved; Thos. McIntosh continues.

A. Coururier & Cie., confectioners and tobaccoists, Montreal, have dissolved.

Herbert & Patenaude, general merchants, St. Valentin, Que., have dissolved.

A. Laurendeau & Frere, grocers, Montreal, are dissolving; Avila Laurendeau continues.

George and Joseph McDougall, commission and general merchants, Montreal, have registered.

Caster & Pruner, general merchants, Aurora, Ont., have dissolved; Thomas Caster continues.

Ross & Dudbrack, commission merchants, Sydney, C.B., have dissolved; Chas. Ross succeeds.

La Fabrication de Beurre et de Fromage de Napierville, cheese and butter makers, Napierville, Que., have dissolved.

A. McCullough & Co., wholesale produce merchants, Montreal, have dissolved, and a new partnership has been registered.

Murray & McGougan, general merchants, Kensington, P.E.I., have dissolved partnership; Donald McKenzie continues.

SALES MADE AND PENDING.

W. Millburn, general merchant, Swift Current, N.W.T., has sold out.

The real estate of A. Goyer, baker, Montreal, will be sold on April 30.

The assets of Gilbert Labonte, department store, Montreal, have been sold.

The estate of James Kines, confectioner, Carberry, Man., has been sold.

Honey & Whaley, bakers and confectioners, Grand View, Man., have sold out.

C. H. Nahrgang, grocer, etc., Palmerston, Ont., is advertising his business for sale.

The assets of Abraham Osborne, grocer, East Templeton, Que., have been sold.

The assets of John Grant, tobaccoist, Ottawa, have been sold at 24c. on the dollar.

The plant of The Eudo Mineral Water Co., Toronto, is advertised for sale by tender.

The stock of A. Sauterre, general merchant, Cedar Hill, Que., has been sold at 65c. on the dollar.

The stock of F. X. Roy, general merchant, St. Philippe de Nery, Que., has been sold at 65½c. on the dollar.

CHANGES.

D. R. McAuley, grocer, Sydney, N.S., is out of business.

Ross & Blakley, grocers, Ottawa, are about starting business.

W. R. Dyer, tobaccoist, Petrolea, Ont., has sold out to Wm. Egan.

The Northwest Hide Co., Winnipeg, is succeeded by Telke & Finklestein.

H. S. Reid & Co., confectioners, Truro, N.S., have sold out to J. M. O'Brien.

Daniel Blue, lobster packer, Pictou, N.S., has sold out to W. & T. McLure.

H. B. Trimble, baker, Neepawa, Man., has sold out to Wilkins & Richardson.

Robertson Bros., manufacturing confectioners, are opening a branch at Ottawa.

John A. Dwyer, baker and confectioner, Newmarket, Ont., has sold out to W. A. Hill.

E. Jobin & Co., importers and general merchants, Montreal, have registered.

H. E. Moddock, general merchant, Newmarket, Ont., has sold out to Hunter Bros.

W. J. Wilson, flour and grain merchant, Newmarket, Ont., has sold out to Cook Bros.

The assets of O. Rajotte, general merchant, Shawenegan Falls, Que., are for sale.

The business of the late Wm. Spiers, grocer, etc., Berlin, Ont., is advertised for sale.

Lavigne & Co., general merchants, Beaumont, Que., have sold out to Chas. Morneau.

Howson & Co., grocers, and boot and shoe merchants, Teeswater, Ont., have sold out to A. G. C. Simpson.

Patenaude & Langlois, general merchants, St. Valentin, Que., have registered.

The Bridgetown Cheese and Butter Co., Limited, Bridgetown, N.S., is out of business.

George Woolway, tobaccoist, St. Marys, Ont., has sold out to J. D. Graham.

The assets of Gervais & Lajeunesse, grocers, Montreal, are to be sold on April 22.

Wm. L. Bennett, baker and confectioner, Orillia, Ont., has sold out to F. T. Ross.

Boivin, Smith & Marceau, butter and cheese makers, Napierville, Que., have registered.

Hugh R. Campbell, grocer, Blue Mountains, N.S., is adding a stock of shoes and tinware.

Levi Hauck, grain merchant, Oil Springs, Man., is succeeded by J. L. McKrae & Son; he is removing to Dresden.

FIRES.

The sawmill of H. Elderkin & Co., general merchants, Port Grenville, N.S., has been burned.

DEATHS.

Wm. Magee, flour and feed merchant, Hamilton, Ont., is dead.

Charles Moffatt, of McKinnon & Moffatt, bakers, Glace Bay, N.S., is dead.

W. G. Brown, of Telford & Co., bankers, Owen Sound, Ont., is dead.

S. Freeman, sr., of Samuel Freeman & Son, grocers, Milton, N.S., is dead.

Mrs. Isabella Martin, flour and feed merchant, grocer, etc., Ottawa, is dead.

MOCK MOCHA.

It is thought by a writer in The Times of India, that the diminishing importance of Aden as a port of export for Arabian coffee is likely to have some effect upon the coffee market. At Hodeida and Jeddah no precautions are taken to render impossible an admixture of Java and other coffees, and the re-export of it as genuine Mocha coffee. In Aden such frauds are practically impossible, as special precautions are taken to prevent them. Every ounce of coffee that comes into Aden, both by land and sea, is inspected and tabulated, and regular returns are issued to all coffee merchants. To the general public it may not be known that genuine Mocha coffee is never imported except in certain specified and never-changing external wrappings, which are made in the coffee districts of Arabia. Most of the Mocha coffee goes to Marseilles, and consignees will not accept any coffee that does not come in these covers as genuine Mocha coffee. Attempts have been made to establish a regular trade in these wrappings, and to export them from Aden to Hodeida and Jeddah, so that Java and Abyssinian coffee may be shipped to Europe as genuine Mocha coffee. The Port Trust at Aden, detrimental to the interests of trade as it is said to be, will not allow ingenious enterprises of this nature, and in consequence the attempt has failed for the present. But if all Mocha coffee is to go to Hodeida and Jeddah, its purity may be in danger of being systematically diminished by admixtures.

? ? ?

Have you followed my suggestion in last week's advertisement, to **test RED ROSE TEA yourself ?**

T. H. ESTABROOKS, Tea Importer and Blender, St. John, N.B., and Toronto, Ont.

BUY

Star Brand

COTTON CLOTHES LINES

— AND —

COTTON TWINE

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

For sale by all Wholesale Dealers See that you get them.

Toronto Fruit Merchants.

ORANGES!

FANCY CAMELLIA NAVELS,
VALENCIA ORANGES,
MEXICAN ORANGES.

These lines are fancy and at lowest market price.

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.

A Recipe for Making Money.

Favor us with your orders for one month. At the end of that time compare our prices, goods, and liberal discounts with what you have been getting elsewhere, and you will be pleased with the results.

Other merchants have tried this experiment, and are glad to continue.

VINEGARS—We have 1,000 barrels and half-barrels of the finest quality produced—strength and purity guaranteed—which we are offering much below the regular prices. Ask for our quotations.

"NEW ORLEANS" MOLASSES—Barrels and half-barrels. We are taking into stock a car-load, and are prepared to sell at prices never before heard of. Your inquiries will have our very best attention.

We still quote special prices on all lines of Teas.

The R. & J. H. Simpson Co.

Tea Importers and Wholesale Grocers, GUELPH, ONT.

Notify Your Customers



not to use as much of Dwight's Cow Brand Baking Soda as they do of common, ordinary soda — Dwight's Soda being absolutely pure, and stronger than any other soda made.

For sale by the wholesale trade.

Good Business!

Did you ever know a man do a good business who boasted he palmed off second quality goods on his customers? Never! The grocer who recommends the best because he knows it is best, is the grocer who prospers. And you know yourself Sunlight Soap is the best laundry soap on the market.

Did you ever hear anyone question the quality of Sunlight Soap?

LEVER BROTHERS LIMITED, TORONTO

[702]

Christie's Latest:

"Florentine"

A FINE, MELLOW, PLAIN

Biscuit

Something entirely new.

Put up in the usual tins and boxes.

If you prefer not waiting for traveller, write for sample and price.

CHRISTIE, BROWN & COMPANY,

LIMITED

Makers of Christie's "Zephyr" Cream Sodas.

Toronto and Montreal.

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Canada's Share Increases!

The British Board of Trade returns for January, February and March this year show that imports of Canadian wheat, flour, bacon, butter and hams during that period increased \$1,000,000.

For several years **THE EXPORT NUMBERS** of THE CANADIAN GROCER have been advertising Canadian products amongst the Colonial merchants, produce importers and commission men in all parts of Great Britain with a view to bringing supply and demand in close touch with one another.

This year's **EXPORT NUMBER** (to be published May 30th) will enable us to circulate almost 5,000 copies amongst the best and largest importing houses in all the buying and distributing centres in Great Britain and Ireland. Exporters cannot go wrong in having their advertisement in this number. No better medium has ever been offered.

Rates and any other information sent wherever requested. Forms close May 20th, but early advertisements receive best attention.

Export Number

The Canadian Grocer, Montreal, Toronto

BISCUITS

Agents wanted for the sale of our high-class biscuits.

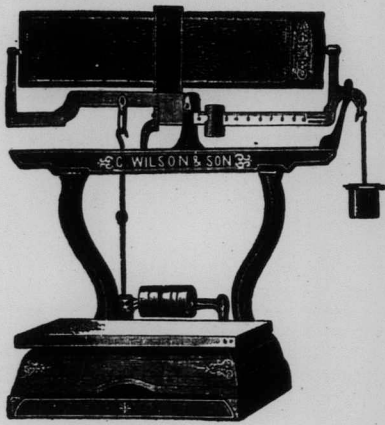
Specially favourable terms to parties in a position to influence business.

MACKENZIE & MACKENZIE,
EDINBURGH, SCOTLAND. LTD.

Applications for the agency to be addressed to the Editor of CANADIAN GROCER, 10 Front St. East, Toronto.

COFFEE	Montreal.	Toronto.	St. John, Halifax.
Green—			
Mocha.....	24	23	25
Old Government Java.....	27	22	30
Rio.....	10	7½	12
Santos.....		9½	10½
Plantation Ceylon.....	29	26	30
Porto Rico.....		22	25
Gautemala.....		22	25
Jamaica.....	18	15	20
Maracalbo.....	18	18	18
NUTS			
Brazil.....		15	16
Valencia shelled almonds.....	22	23	30
Tarragona almonds.....	10		11½
Formegetta almonds.....		40	43
Jordan shelled almonds.....	7½	8	10
Peanuts (roasted).....	6½	7	9
" (green).....			
Cocanuts, per sack.....	3 00	3 75	4 00
" per doz.....		60	70
Grenoble walnuts.....	10	10½	11
Marbot walnuts.....	10	9½	10½
Bordeaux walnuts.....	9		8½
Sicily filberts.....	8	8½	9
Naples filberts.....			10
Pecans.....	13½	14	13
Shelled Walnuts.....	16	17	18
SODA			
Bl-carb, standard, 112-lb. keg	1 65	1 80	2 00
Sal soda, per bbl.....	70	75	80
Sal Soda, per keg.....	95	1 00	1 00
SPICES			
Pepper, black, ground, in kegs			
palls, boxes.....	16	18	18
in 5-lb. cans.....	14	17	15
whole.....	15	17	19
Pepper, white, ground, in kegs			
palls, boxes.....	26	27	24
5-lb. cans.....	25	26	20
whole.....	23	25	20
Ginger, Jamaica.....	19	25	20
Cloves, whole.....	12	30	14
Pure mixed spice.....	25	30	25
Cassia.....	13	18	20
Cream tartar, French.....		25	24
" best.....		28	30
Allspice.....	10	15	16
WOODENWARE			
Palls No. 1, 2-hoop.....	1 65		1 55
" 3-hoop.....	1 80		1 70
" half, and covers.....	1 65		1 60
" quarter, jam and covers.....	1 15		1 10
" candy, and covers.....	2 50		2 40
Tubs No. 0.....	10 00	10 15	8 50
" 1.....	8 00	8 15	7 00
" 2.....	7 00	7 15	6 00
" 3.....	6 00	6 15	5 25

PETROLEUM	Montreal.	Toronto.	St. John, Halifax.
Canadian water white.....	14½	15½	16
Sarnia water white.....	16	17	16
Sarnia prime white.....	18	18	15
American water white.....	19	19	17
Pratt's Astral (barrels extra)	18½	19	17
Black— TEAS			
Congou—Half-chests Kalsow,			
Morning Paking.....	13	60	12
Caddies Paking, Kalsow.....	17	40	18
Indian—Darjeellings.....	35	55	35
Assam Pekoes.....	20	40	20
Pekoe Souchong.....	18	25	18
Ceylon—Broken Pekoes.....	35	42	35
Pekoes.....	20	30	20
Pekoe Souchong.....	17½	40	17
China Greens—			
Gunpowder—Cases, extra first	42	50	42
Half-chests, ordinary firsts	22	28	22
Young Hyson—Cases, sifted			
extra firsts.....	42	50	42
Cases, small leaf, firsts.....	35	40	35
Half-chests, ordinary firsts	22	28	22
Half-chests, seconds.....	17	19	16
" thirds.....	15	17	16
" common.....	13	14	14
Pingsueys—			
Young Hyson, ½-chests, firsts	28	32	38
" " seconds.....	16	19	16
" Half-boxes, firsts.....	28	32	28
" " seconds.....	16	19	16
Japans—			
½-chests, finest Maypickings	38	40	38
Choice.....	32	36	33
Finest.....	28	30	30
Fine.....	25	27	27
Good medium.....	22	24	25
Medium.....	19	20	21
Good common.....	16	18	18
Common.....	13	15	15
Nagasaki, ½-chests, Pekoe.....	16	22	
" Oolong.....	14	15	
" Gunpowder.....	16	19	
" Siftings.....	7½	11	
RICE, MACARONI, SAGO, TAPIOCA.			
Rice—Standard B.....	3 00	3 10	3 25
Patna, per lb.....	4 25	4 50	5 5
Japan.....	4 40	4 90	5 6
Imperial Seeta.....	4 60	4 90	5 6
Extra Birmah.....			4 4
Java, extra.....		5½	6 6
Macaroni, dom'ic, per lb, bulk	5	6	7
" imp'd, 1-lb. pkg., French.	8	12	10
" " Italian.....	8	10	11
Sago.....	3½	4	4
" Taploca.....	3½	4	4



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.



Hock Style
(Imperi 1 Pint)

If You Are Looking For A Lime Juice

which is bright, with good keeping qualities, and delicate flavor; that is handsomely labelled and capped, and which will cost you much less than imported brands of equal quality, try our

"Sovereign" Lime Juice

We guarantee every bottle which we send out.

It is stocked by all leading jobbers in Canada.

SIMSON BROS. CO., Limited, HALIFAX, N.S.

The Largest Refiners of Lime Juice in America.

A handy package---5c. size contains 2 domes.

JAMES' "DOME" BLACK LEAD

Quality Unequaled.

You Economize in Wrapping Papers

—When you buy the wrapping papers of these mills—good in quality—full weight always—480 sheets to the ream.

Promptness in filling of orders.

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



The "Toledo" is the ONLY Automatic Springless Computing Scale Extant

and the ONLY scale in the world that **Absolutely Stops Giving Down Weight.**

Don't be influenced by interested parties to buy a scale until you see the "Toledo." A postal will procure a practical demonstration without any obligation to buy.

DEAN & McLEOD,
Canadian Agents, HAMILTON, ONT.

THE PROVISION TRADE.

The Markets—Eggs and Egg Cases—Miscellaneous Notes.

EGGS AND EGG CASES.

THE following circular, which explains itself, has been issued by the Winnipeg Fruit and Produce Exchange:

EGG CASES.

There has been so much trouble and loss in the handling of egg cases by the produce trade of this city, that it is necessary, if we are to remain in the egg business, to have some different and more satisfactory arrangement than that now in force.

At a meeting of the Produce Exchange, held at their office on March 20, it was decided by the members present that on and after April 1 all cases containing eggs will be credited up to the shipper at 30c. each, the same to be returned to the shipper at once or when asked for at a similar price plus a charge of 10c. each for keeping them in proper repair. Unless the fillers are being continually replenished and the cases kept up to the proper standard, the shrinkage through cracked and broken eggs is large. White wood fillers will also be used, instead of the old brown straw, which are not only stronger and sweeter, but less liable to absorb moisture. We feel that the change spoken of will prove a direct benefit to both shipper and receiver.

CRACKED EGGS.

We would ask country traders to be more careful in handling eggs and in that way reduce the percentage of cracked. Cracked eggs in hot weather are more or less unsaleable and have to be disposed of for almost anything that can be gotten. On and after April 1, cracked eggs will be credited at 4c. per dozen less than the price of regulars, provided they are found to run more than one dozen to the case. Eggs during the summer months are handled on such close margins that we cannot assume shrinkage of this nature.

We respectfully ask your cooperation in introducing these changes.

Yours truly,

R. A. ROGERS CO., LIMITED,
J. Y. GRIFFIN & CO.,
LOCKE BROS. & CO.,
IMPERIAL PRODUCE CO.,
PARSONS & ROGERS.

THE PROVISION MARKETS.

TORONTO.

The market for dressed hogs is strong, and they have advanced 75c. per 100 lb. The receipts are small. Beef also is scarce and has gone up \$1 per 100 lb. Lambs are 1c. per lb. higher, but veal is weak, owing to free receipts thereof. We quote: Dressed hogs, \$8.50 to \$8.75; beef carcasses, \$8.00 to \$9.00 per 100 lb.; hind quarters, \$9.00 to \$10.00 per 100 lb.; front quarters, \$6.50 to \$7.00 per 100 lb. Veal, 7 to 9c. per lb.; lambs, 10½ to 11c. 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 \$4.00 to \$4.50.

The demand for all sorts of provisions is good, and the market is steady. Barrel pork is firm, and lard is strong. We quote: 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.

There is a fairly good business doing in provisions. Smoked meats and lard continue to move well. In pork, however, the movement is still slow. There is a steady demand for dressed hogs at the unchanged prices, \$8.50 to \$9 per 100 lb. for fresh country killed. Live hogs are in fair demand. Laing's "Anchor" brand lard cannot be had, and no further supplies can be obtained until May 1. Fairbank's refined lard compound was advanced ¼c. in tin pails. The prices are now \$2, \$1.98 and \$1.97, according to the quantity. We quote as follows: Heavy Canadian short cut mess pork, \$23.00; Chicago clear pork, \$25.50 for heavy and \$25.00 for medium; selected heavy short cut mess pork, boneless, \$22.50 to \$23.00; hams, 13c.; bacon, 15c.; lard, pure Canadian, \$2.30 to \$2.35 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, 10½c. for 20-lb. pails, and 10¾c. for 60-lb. tubs, for Quebec and Ontario.

WINNIPEG.

BEEF—Trade is good, and prices are firm and without change. Best city-dressed, 8c.; second-grade, 7 to 7½c.

VEAL—The supply is limited, and the quality, though better than some two weeks ago, still leaves much to be desired. Prices run from 8½ to 9c.

MUTTON—Small amount selling, with price at 7c. Lambs are in greater demand at 8c.

DRESSED HOGS—The season is over, and, though 7½c. is still quoted, there has been no business done in dressed hogs this week.

POULTRY—The market is quiet, for, although the demand is fairly active, the supply is very limited. Prices are without change for the week. Fresh-killed chickens are worth 11 to 11½c. delivered Winnipeg. The only turkeys and geese offering are frozen stock, for which there is little demand.

CURED MEATS—The rapid advances in the American market and the keenness of demand have advanced prices here ¼c. per lb. on all grades of cured meats. There has been a great change in the tone of the market since last writing, when for 10 days it had been dull. Now all is activity, and the large number of settlers coming in is creating a brisk demand. We quote: Sugar-cured hams, 13½c.; shoulders, 10½c.; picnic hams, 9½c.; breakfast bellies, 14¼c.; backs, 13¾c.; spiced rolls, 11¼c.; dry salt long clear, 11¾c.; shoulders, 9¾c.; smoked long clear, 12¼c.; backs, 12¼c.

LARD—The market has not yet followed the upward tendency of other pork products, and prices are just where they were a week ago. We quote: Tierces, 12½c.; 50-lb. pails, \$5.85; 20-lb. pails, \$2.40; American ditto, \$2.50; 10 lb. tins in cases, \$7.35; 5 and 3 lb. tins, \$7.50.

ST. JOHN, N. B.

In barrelled pork and beef, there is rather an improved sale, the demand being from fishermen. The market is firm. Very little Canadian beef is sold. In pork, local-packed stock is in light supply. In lard, there is a fair sale. Prices show no change. In fresh beef, the market is higher, and a further advance is looked for. Pork seems easier. There is a good supply of particularly-good veal. Lamb is still high and scarce. Receipts of mutton are light. We quote: American mess pork, \$21.00 to \$21.50; domestic mess pork, \$20.00; plate beef, Canadian, \$13 to \$13.50; clear pork, American, \$22.50; plate beef, American, \$14 to \$15.50; fresh beef, 6 to 9c.; round hogs, 7 to 8c.; pure lard, tubs, 12c.; pure lard, pails, 12c.; compound lard, tubs, 9½c.; compound lard, pails, 9¼c.; refined lard compound, Fairbank's, tubs, 10½c.; pails, 10¼c.

PROVISION NOTES.

John Campbell, provision merchant, Hamilton, has been sold out by bailiff.

The P. E. I. Produce Co., Sydney, N.S., have sold out to McCoubrey & Bullman.

T. A. Hooper, commission produce merchant, St. John, N.B., is succeeded by Hooper & Harmer.

Clark, Croft & Co., wholesale provision merchants, Victoria, B.C., have dissolved; R. W. Clark continues.

The British Columbia Cold Storage and Ice Works, Victoria, B.C., is succeeded by The Imperial Ice and Cold Storage Co.

Established 1873.

CONSIGN YOUR
EGGS, BUTTER
—and—
General Produce

—to—
D. GUNN, BROTHERS & CO.

76-78-80 Front St. E., TORONTO, ONT.
Goods bought F.O.B. if preferred.

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

Satisfy your customers with

REGISTERED
Bow Park
BRAND
HAMS

AND

REGISTERED
Bow Park
BRAND
BACON

A POST CARD WILL BRING YOU PRICE LIST.

The Brantford Packing Co.
BRANTFORD, ONT. LIMITED

Eggs and Butter

IN GOOD DEMAND

Egg Cases Supplied.
Correspondence and Consignments solicited.

Write us for prices on

**Lard, Cheese,
Jam, and Cooked
Prepared Ham**

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

COPYRIGHTED APR 18 1903



THE CARTON.

"Knowledge comes, but wisdom lingers"—too true. Yet we are learning some things at a fair rate of speed, the result of which cannot but add to our stock of wisdom. The grocers, for example, are learning that the carton, or small package, is not only labor-saving and ornamental, as well as economical, but is a preserver of goods, preventing the destruction of color, flavor, etc., which is liable to ensue when bulk goods are uncovered in the somewhat frowsy atmosphere of the smaller class of grocery stores, which outnumber the big stores two to one.

"God bless the man who invented sleep," cried honest Sancho Panza, and the grocers might well echo the invocation with a blessing on the inventor of the carton.

—MERCHANTS' REVIEW, NEW YORK.

We can give you Pure Lard—the very finest—in 1-lb. Cartons, and we can give them to you at a price much more economical to you than in Pails, Tubs or Barrels. Try them and you will endorse the sentiment of the above extract. We were the originators of this package and hold it patented in Canada.

F. W. FEARMAN CO., Limited
HAMILTON.

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.

BRITISH COLUMBIAN FRUIT GROWERS.

THE first quarterly meeting of the British Columbian Fruit Growers' Association was held in Victoria on a recent date, and several items of business were transacted. J. C. Medcalf, of Port Hammond, was in the chair.

On the recommendation of the executive, an exhibit of British Columbian fruit will be made at the Winnipeg Exhibition; the appointment of an inspector under the new Fruit Marks Act will be asked from the Dominion Government; an expert fruit packer from the United States will be engaged to instruct the fruit growers of the Province in the proper methods of picking and packing fruits, and J. C. Medcalf, of Port Hammond, will again be sent to Manitoba and the Northwest to endeavor to develop a market for the fruits of British Columbia.

It was pointed out that the increased settlement of the Northwest this year was expected to reach 50,000, but that the increased shipments of fruit would not feed more than 5,000.

For the purpose of holding local exhibitions of fruits, the Province was divided into four districts, in which shows might be arranged.

To ship fruits to outside points ventilated cars are necessary, and so this question occupied the attention of the association for a time. Mr. Kirby, of The Dominion Express Co., was present, and he promised to try and have these cars introduced in British Columbia under conditions that would be favorable to both the fruit growers and the Express Company.

FISH WEIRS SWEEP AWAY.

Many of the valuable Canadian weirs in Passamaquoddy Bay have been swept away and others badly damaged by the severe storms, and the loss will reach several thousand dollars. They had the weirs in good condition for the catch of herring that was looked for in a short time, and the loss will be seriously felt by most of them, who have not the material to start in on repairs necessary before the opening of the sardine-canning season. While no new permits were issued to the Dominion islanders to erect other weirs this season, they can build and repair those already damaged, but some have been washed away by the undertow and may not be replaced this spring. The Sea Coast Packing Co. is said to have contracts for the larger number of the weirs on the Canadian islands, but the loss of the weirs will probably not affect the catch of herring when the canning season comes around again.—Fishing Gazette.

THE COWAN CO., Limited, TORONTO

MANUFACTURERS OF CHOICEST

Coatings for Confectioners

DARK CHOCOLATES ARE

O.K., Beaver, Black Pearl, and Ebony

LIGHT CHOCOLATES ARE

Triumph, Pearl and Empress

THESE GOODS EITHER WITH OR WITHOUT VANILLA.

THIS BRAND

ON BACON

—AND—

HAMS



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

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

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

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,

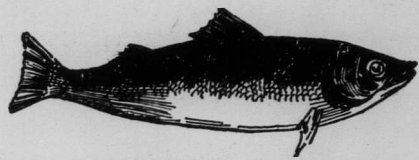
Pork Packers and Exporters, HAMILTON, CANADA.

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.



FRESH EVERY DAY.

All kinds. Prompt shipment. Write or wire orders.

THE M. DOYLE FISH CO.

The Market. Established 1852. TORONTO.

SEASON 1902.

**Butter
Tubs**

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

WALTER WOODS & CO.
HAMILTON.

Established 1862.

E. THOMPSON & CO.
LIVERPOOL,

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

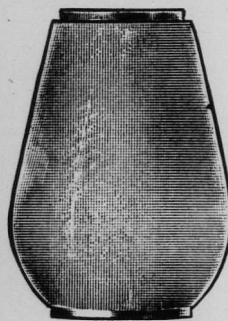
We solicit correspondence and offers of all kinds of **CANNED GOODS** and **DRIED FRUITS**, etc., suitable for the English and Continental markets. Consignments will receive best attention and advances made when required.

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.

CRACKER JACK.

NEW STYLE

Air and Moisture-Proof Package

NOW READY FOR SHIPMENT.

SOLE AGENTS:

WARREN BROS. & CO.
TORONTO.

COX'S GELATINE Always Trustworthy
ESTABLISHED 1725.

Agents for Canada:

C. E. COLSON & SON, Montreal.
D. MASSON & CO., Montreal.
ARTHUR P. TIPPET & CO.,
Toronto, St. John, N.B., and Montreal

Pure Gold Flavoring Extracts.

The Kind that bring trade.

The Kind that pay you a decent profit.

The Kind that are always the same.

TRUE TO NAME.

HONEST BOTTLES.

The Kind the celebrated and often-imitated
PURE GOLD JELLY POWDER is flavored with.

PLANNING TO ATTRACT TOURISTS.

A GREATER number of tourists from the United States are expected to visit the summer resorts of the different parts of Canada this summer than ever before. The large number who annually come to the Dominion from the Republic on pleasure each year go away impressed with the beauties and pleasures of this country and advise their friends thereof. The owners of resorts are becoming aware of this and on the Georgian Bay the summer hotelkeepers are preparing to do a big season's business.

Down in St. John's, N.B., and Halifax, the Tourist Associations have done much to attract visitors, both by their extensive advertising and their efforts to improve the conditions of the towns in which they are located. Much has already been done in the latter way in the Maritime Provinces, and the local Legislatures are beginning to encourage these societies by their annual grants, which help much in the successful carrying out of the projects of these associations.

In Montreal a similar association exists in the Business Men's League, which last year was instrumental in causing strong efforts to be made towards street improvement in that city. This year the league is endeavoring to have an information bureau established for the accommodation of strangers in Montreal and the Province of Quebec generally. It will also continue its efforts to secure the holding of conventions in that city.

In Ottawa, the old Ottawa Valley Tourist Association has reorganized and is appealing to the city council and Ottawa business men for grants of money to assist the association in advertising the city and improving its appearance, making it more pleasing to the eyes of visitors.

On the Pacific Coast, the business men of several cities have taken hold of the idea this year and are forming tourist associations. In Victoria, the Tourist Association has been organized and has set to work with enthusiasm. It has established an information bureau for tourists, and is engaging a travelling representative to visit several States in the Republic, distribute literature, give lectures illustrated with limelight views of the many beauties of the Pacific Province. The Association is also sending out small folders briefly setting forth the attractions of the city. Large numbers of these folders will be distributed.

Nelson has also taken hold of the scheme and has formed a Tourist Association. How enthusiastic the business men of that city are over the project is shown by the fact

that, although only recently organized, over \$800 has already been subscribed towards the work of the Association, and more is being donated every day.

The railways and steamship lines have done much to advertise the country. The advertising department of the Grand Trunk Railway recently sent a special advertising car with photographs of views on the Georgian Bay and Muskoka Lakes to all the principal cities of the Western and Southern States. The Northern Navigation Co. is making efforts to attract tourists from the West to Canada this year, and is preparing to put on a new line of steamers between Parry Sound and the West.

The Canada Atlantic line of grain steamers between Parry Sound and Chicago is this season to carry passengers. This new feature in transportation will no doubt attract a great many tourists from Chicago and Western cities to the Muskoka Lakes and Georgian Bay.

That the value of tourist business is considerable will be gathered from the following excerpt from an article published in a late issue of The New York Sun dealing with the remarkable growth of touring to Alaska. After dealing with the magnitude of the tourist business to Alaska at the present time, as compared with a few years ago, the article says:

"It was estimated that in 1898 the tourists who visited Switzerland to enjoy its incomparable mountain landscapes, waterfalls and glaciers left \$38,000,000 in the country. Scenery is Switzerland's largest

source of wealth. Many of the tourists, particularly Americans and some Englishmen, spend a great deal of money, but the larger part of the sum left annually by tourists is derived from the excursion parties from France, England and central Europe. These parties are numerous, are organized on a cheap scale and the expenditure per capita is not very large. These tourists remain among the mountains only a short time, but there are so many of them that though each person spends only a comparatively small sum the aggregate is enormous.

"The tourist business in Switzerland, however, is by no means clear profit, for Switzerland does not begin to raise food enough for her Summer visitors. She has to buy from other lands, chiefly Austria and Italy, about 50,000 head of cattle every year. She imports from Russia, Hungary and the United States nearly three times as much wheat as she produces. She is compelled to buy a great deal more wine from the countries than is grown in the Swiss vineyards. As Switzerland thus imports a large part of the supplies she sells to tourists, a great deal of the money she receives from them is sent out of the country."

The Board of Trade, of Wolseley, Man., is issuing a pamphlet descriptive of that district for immigration purposes.

H. W. de Forest, tea merchant, St. John, N.B., has purchased a store at the corner of Mill and Union streets of that city and will move there about May 1; these premises are at present occupied by the James Robertson Co., Limited.

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.

It is your object to get business.

———*Isn't that right ?*

In order to command your share of it, it is absolutely necessary to keep up the established reputation of your store.

———*Isn't that right ?*

By the verdict of the people who trade with you, you must abide.

———*Isn't that right ?*

It is your aim to make that verdict a favorable one.

———*Isn't that right ?*

In order to deserve the confidence and patronage of the public sell them teas of sterling merit, and you'll get your share of trade.

———*Isn't that right ?*

The winning qualities of the delicious, healthy

CEYLON
TEAS
CEYLON

assist the grocer with the business-getting aim.

———*Grocers selling them will attest to this fact.*

When you sell such teas of undeniable merits you are consulting the interests of your store.

THE MORE THE PUBLIC BUY CEYLON TEAS THE MORE THEY LIKE THEM—this fact is proven by the increased demand being felt for them in every section of Canada.

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.



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.

16 St. John St., MONTREAL.

DOMINION AGENTS

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

April 17, 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
" 2 in 6	80
" 12, in 6	70
" 3, in 4	45
Pound tins, 3 doz. in case.....	3 00
12oz. tins, 3	2 40
5lb. tins, 1/2	14 00

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

IMPERIAL BAKING POWDER.	Sizes of Cans.	Per Doz.
Cases Contain.		
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.
Cases Contain.		
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.	Size.	Per Doz.
1/2 size, 5 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.	doz. net
Keen's Oxford per lb.....	\$0 17
In 10 box lots or case.....	0 16
Reckitt's Square Blue 12-lb. box.....	0 17
Reckitt's Square Blue, 5 box lots.....	0 16

BLACK LEAD.	doz. net
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
BOECKH BROS & COMPANY	
Bamboo Handles, A, 4 strings.....	4 35
" " B, 4 strings.....	4 10
" " C, 3 strings.....	3 85
" " D, 3 strings.....	3 60
" " E, 3 strings.....	3 35
" " G, 3 strings.....	3 10
" " I, 3 strings.....	2 85

BISCUITS.	doz. net
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.	doz. net
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	doz. net
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.	doz. net
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.

Epps's cocoa, case of 14 lbs., per lb..	0 35
smaller quantities.....	0 37 1/2
CADBURY'S.	
Frank Magor & Co., Agents.	per doz.
Cocoa essence, 3 oz. packages.....	\$1 65
Mexican chocolate, 1/4 and 1/2 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.
E. S. McIndoe, Agent, Toronto.	
Mott's Broma.....	0 30
Mott's Prepared Cocoa.....	0 28
Mott's Homeopathic Cocoa (1/4 lb.).....	0 32
Mott's Breakfast Cocoa (in ns).....	0 40
Mott's No. 1 Chocolate.....	0 30
Mott's Breakfast Chocolate.....	0 38
Mott's Caracac Chocolate.....	0 40
Mott's Diamond Chocolate.....	0 38
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 21	0 43
Mott's Sweet Chocolate Liquors 0 19	0 30

CHOCOLATE-MENIER.	per lb.
Chocolate-Menier 1/4 and 1/2 lbs. 36c. per lb.	
Croquettes and Pastilles 25c. or per case of 108 \$20.	
Menier's Breakfast Cocoa 1/4-lb. tins 15c.	
" 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 39
Pure, unsweetened, 1/4's, 6 lb. bxs		0 43
Fry's "Diamond," 1/4's, 14 lb. bxs		0 34
Fry's "Monogram," 1/4's, 14 lb. bxs		0 34
Cocoa—		per doz.
Concentrated, 1/4's 1 doz. in box..		3 40
" 1 lb. "		4 50
" 1 lb. "		8 25
Homeopathic, 1/4's 14 lb. boxes..	
" 1/2 lbs. 12 lb. boxes.....	

THE COWAN CO. LIMITED.	per lb.
Cocoa—	
Hygienic, 1-lb. tins, per doz.....	\$7 25
" 1/2-lb. tins.....	3 25
" 1/4-lb. tins.....	2 25
" fancy tins.....	0 90
Hygienic, 5-lb. tins, for soda water fountains, restaurants, etc. per lb.....	0 55
Perfection, 1/2-lb. tins, per doz.....	3 00
Cocoa Essence, sweet, 1/2-lb. tins, per doz.....	2 25

WALTER BAKER & CO., LIMITED.	per lb.
Premium No. 1 chocolate, 12-lb. boxes.....	\$ 38
Vanilla chocolate 6-lb. boxes.....	47
German sweet, 6-lb. boxes.....	27
B'kfast cocoa, 1/4-lb. tins, plain; 6-lb. boxes.....	51
Cracked cocoa, 1/2-lb. pkgs. 12-lb. bxs.	35
Caracac sweet chocolate, 6-lb. boxes	37
Soluble chocolate (hot or cold soda) 1-lb. cans.....	45
Vanilla chocolate wafers, 48 to box, per box.....	1 56

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

"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.

COFFEE.

JAMES TURNER & CO. per lb.	
Mocca	0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

E. D. MARCEAU, Montreal. per lb.	
"Old Crow" Java	0 25
"Mocha	0 25
"Condor" Java	0 30
"Mocha	0 30
15-year-old Mandheling Java and hand-picked Mocha	0 50
1-lb. Fancy tins choice pure coffee, 48 tins per case	0 20
Madam Huot's Coffee, 1-lb. tins	0 31
"2-lb. tins	0 30

lb. delivered in Ontario and Quebec.

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
6 doz. packages (12 to a case)	0 90

COUPON BOOKS—ALLISON'S.

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

Un- num bered.	Coupons numbered.	Covers and num bered.
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
50 00 books	12 cents each

EXTRACTS.

HENRI JONAS & Co. Per gross.	
8 oz. London Extracts	\$8 00
2 oz. " (no corkstoppers)	5 50
2 oz. " " "	9 00
2 oz. Spruce essence	6 00
2 oz. " " "	9 00
2 oz. Ancho extracts	12 00
1 oz. " " "	21 00
1 oz. " " "	36 00
1 lb. " " "	70 00
1 oz. Flat " " "	9 00
2 oz. Flat bottle extracts	18 00
2 oz. Square " " "	21 00
4 oz. " " corked)	36 00
8 oz. " " "	72 00
8 oz. " glass stop extracts	3 50
8 oz. " " "	7 00
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 ¼ lb. tins	1 25
" " 1 lb. tins	2 25
" " Groats, ¼ lb. tins	1 25
" " 1 lb. tins	2 25

GILLETT'S POWDERED LYE.

doz. in case	\$3 60
--------------	--------

JAMS AND JELLIES.

SOUTHWELL'S GOODS. per doz.	
Frank Magor & Co., Agents.	
Orange Marmalade	1 50
Clear Jelly Marmalade	1 80
Raspberry 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 00
2½-lb. tin pail, 2 doz. in crate, per lb.	0 07
5-lb. tin pails, 6 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 07
14-lb. " " "	0 07
30-lb. " " "	0 06½

LICORICE.

YOUNG & SMYLYE'S LIST.	
5-lb. boxes, wood or paper, per lb.	\$0 40
Fancy boxes (36 or 50 sticks) per box	1 25
"Ringed" 5 lb. boxes, per lb.	0 40
"Acme" Pellets, 5 lb. cans, per can	2 00
"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.	

MINCE MEAT.

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

MUSTARD.

COOLMAN'S OR KEEN'S	
D. S. F., ¼ lb. tins, per doz.	\$1 40
" " ½ lb. tins, " "	2 50
" " 1 lb. tins, " "	5 00
Durham 4 lb. jar, per jar	0 75
" " 1 lb. " "	0 25
F. D., ¼ 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	12 20
Pint jars	18 00
Quart jars	24 00

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—	
¼-lb. tins	per lb. 0 35
½-lb. tins	" " 0 33
1-lb. tins	" " 0 32½
4-lb. jars	per jar 1 20
1-lb. jars	" " 0 35
"Old Crow," 12-lb. boxes—	
¼-lb. tins	per lb. 0 25
½-lb. tins	" " 0 23
1-lb. tins	" " 0 22½
4-lb. jars	per jar 0 70
1-lb. jars	" " 0 25

ORANGE MARMALADE.

T. UPTON & CO.	
1-lb. glass 2 doz. case, per doz.	\$1 00
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.

Case of 1 lbs. containing 60 pkgs. per box	\$3.00
Case of ½ lbs. (containing 120 pkgs.) per box	\$3.00.
Case of 1 lb. and ½ lbs. (containing 30 1 lbs. and 60 ½ lb. packages) per box	\$3.00.
Case of 5c. pkgs (containing 96 pkgs) per box	\$3.00.



EMPIRE BRAND.	
Case 120 ½-lb. pkts. (60 lb.) per case	\$3.00.
Case 96 1c-oz. pkts. (60 lb.) per case	\$3.00.

SOAP



MAYPOLE SOAP
MADE IN CANADA

A. P. TIPPETT & CO.,
AGENTS
Maypole Soap, colors
per grs., \$10.30.
Maypole Soap, black
per grs., \$15.30.
Oricle Soap, per gross
\$10.30

Gloriola Soap, per gross..... 12 00
Straw Hat Polish, per gross..... 10 20

GOLD SOAP



GOLD SOAP
GOOD AS GOLD

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 06 1/2
Silver Gloss, 6-lb. drawlid boxes 0 08
Silver Gloss, 6-lb. tin canisters... 0 08
Edwards' 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, \$1 50 to 3 00

Culinary Starch—
Benson & Co.'s Prep. Corn..... 0 07 1/2
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
1/4 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 07 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

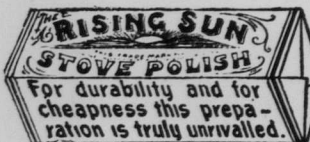
Culinary Starches—
Challenge Prepared Corn—
1-lb. packages, boxes 40 lbs.... 0 05 1/2
No. 1 Brantford Prepared Corn—
1-lb. packages, boxes 40 lbs.... 0 07
Crystal Maize Corn—
1-lb. packages, boxes 40 lbs.... 0 07

STOVE POLISH.



ENAMELINE

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



RISING SUN
STOVE POLISH

For durability and for cheapness this preparation is truly unrivalled.

Per gross
Rising Sun 6-oz. cakes, 1/2-gross boxes \$8 50
Rising Sun, 3-oz. cakes, gross boxes... 4 50
Sun Paste 10c. size, 1/2 gross boxes... 10 00
Sun Paste, 5c. size, 1/2 gross boxes... 5 07



SUN
STOVE POLISH
DUSTLESS, LABOR SAVING,
BEST IN THE WORLD.



SALADA
CEYLON TEA

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



KOLONA
PURE CEYLON TEA
BLACK

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

Black Label, 1-lb., retail at 25c.... 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



RAMA LAL'S
PURE
INDIAN TEA
AS MANUFACTURED ON THE
GARDENS OF INDIA

Cases each 60 1-lbs. 35
" " 60 1/2-lbs. 35
" " 80 1-lbs. 35
" " 12 1/2-lbs. 35



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

Blue Label, 1's 0 18 1/2 0 25
Blue Label, 1/2's 0 19 0 25
Orange Label, 1's and 1/2's... 0 21 0 30
Brown Label, 1's and 1/2's... 0 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

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 35
Green Label, 1/2's..... 0 20 0 35
Japan "..... 0 19 0 35

E. D. MARCEAU, Montreal.

Japan Teas—
"Condor" I to IV..... 37 1/2 to 0 27 1/2
" " V 0 24
" " XXXX 0 22 1/2
" " XXX 0 19
" " LX, lead packets 0 27 1/2

1 lb. and 1/2 lb., 60-lb. cases, re-
tails 40c.
"Condor" I, lead packets 0 19
1 lb. and 1/2 lb., 60-lb. cases, re-
tails 25c.

Black Teas—"Nectar," in lead packets—
Green label retails 0 26 at 0 20
Chocolate label " " 0 35 " 0 25
Blue label " " 0 50 " 0 36
Maroon label " " 0 60 " 0 45
Fancy tins—Chocolate, 1-lb. 0 32 1/2
" " " 1-lb. 0 42 1/2
" " " Maroon, 1-lb. 0 50
" " " Maroon, 3-lb. 1 50

Black Teas "Old Crow" Blend—
Bronzed tins of 10, 25, 50 and 80 lb.
No. 1 per lb. 0 35
No. 2 " 30
No. 3 " 25
No. 4 " 20
No. 5 " 17 1/2

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—50s, 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
Snowhite, pound bars, spaced 6s... 0 43
Pay roll, 6s 0 44

VINEGAR.

E. D. MARCEAU, Montreal.

"Old Crow" 0 20
"Condor" 0 25

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

GOLD MEDAL, PARIS, 1900.

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



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.

Soap

"IMPERIAL" and
"SNOW"
Twin Cakes.
NOW IN STORE.
Perkins, Ince & Co., - Toronto.



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DIAMOND
CHOCOLATE
JOHN P. MOTT & CO.
HALIFAX N.S.
ESTABLISHED 1874

IS THE BEST
ASK FOR
MOTT'S

"ACME"
TABLE SALT

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

TORONTO SALT WORKS, Toronto, Ont.

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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 dur-
able. Send your orders to

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

The Auer Gas Lamp

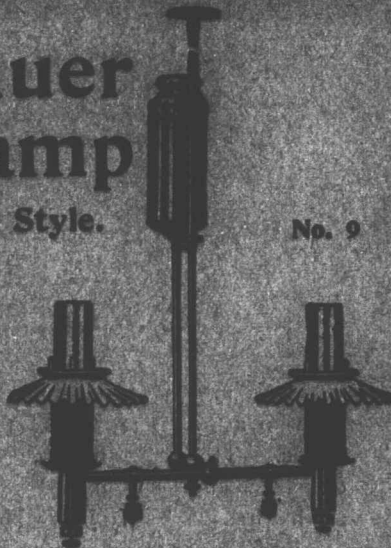
Money-Back Style.

EVERY store-keeper who wants a brightly lighted store should use this lamp—it is the only one giving 200 candle power. It makes its own gas automatically and is cheaper to run than a center-draft oil lamp.

THERE is no smoke or smell, of any kind, from it.

HUNDREDS of them are in use and every one is giving satisfaction.

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



No. 9

IF THE LAMP IS NOT ALL YOU HOPE IT TO BE WE WILL CHEERFULLY RETURN YOUR MONEY.

WRITE FOR OUR CATALOG AND DISCOUNTS.

Successful Storekeeping

is the kind that recognizes the good in an article and gives the customer the benefit of that knowledge.

For the goodness of "EMPIRE" Soda what better guarantee do you want than the maker's name—Brunner, Mond & Co., Northwich, England?

Your customers are being told of this goodness through the daily press.

"Empire" Soda

BEST FOR BAKING.

WINN & HOLLAND

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

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

Coronation Turquoise Assortment.

If you have not placed an order for this line yet, write for particulars at once.

We have a full line of all kinds of

Crockery *AND* Glassware

for Spring Trade, including many novelties, and will have one of our travellers call on you if advised by card. If in need of any lines for immediate use, try our Mail Order Department.

GOWANS, KENT & CO.

Wholesale
Crockery and Glassware, China and Lamp Goods.
Manufacturers of Lamps and Rich Cut Glass. Decorators of Earthenware, China and Lamps.
14 and 16 Front St. East, TORONTO, ONT.

As a trade-winner

WETHEY'S FAMOUS CONDENSED MINCE MEAT

is unsurpassed.

It is most desirable for those merchants to sell who are after permanent patronage from the public. The deliciousness, wholesomeness and excellence embodied in this brand of Mince Meat is what has made it famous with Canadian people and profitable for Canadian merchants.

LEADING WHOLESALERS SELL IT.

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.

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