

**PAGES
MISSING**

PUBLISHED
EVERY
FRIDAY

THE
CANADIAN GROCER
AND
GENERAL
STOREKEEPER


CIRCULATES
IN EVERY
PROVINCE

**COLMAN'S
MUSTARD**



BEST ON EARTH

Peek, Frean & Co.'s

CELEBRATED **VENICE WAFERS**
 **FLORENCE WAFERS**
CHERRY WAFERS

Just the sort of confections particular people are seeking for At-Homes, Receptions, Afternoon Teas, etc. They are the models of daintiness, and very tasty. Delicious with Ices, Creams, Coffee, etc.

VENICE WAFERS (Finger Shape), **FLORENCE WAFERS** (Oblong) are sandwiched with Lemon, Raspberry, and Coffee Cream.

CHERRY WAFERS are Finger Shape, pink color, and sandwiched with Cherry Cream. Just the thing for a "Pink Tea."

Chas. Gyde, Canadian Agent, Montreal.

<p>Corn Brooms</p>	<p>BROOMS</p>	<p>"Rose" "Pansy" "Thistle" "Maple Leaf" "Shamrock" "Daisy" "Tulip" and "Good Luck" ...</p> <p style="text-align: right;">Always reliable and as represented.</p>
<p>STANDARD BRANDS</p>		
<p>"GEM" "WIRE" "SNOW" "OORKER" "HEARTH" "LA BELLE" "BARBERS" "TRAVELLER"</p> <p>Wood, Bone, Nickel, Silver and Flash Handles. Large Variety. Low Prices.</p>		
<p>WHISKS</p>	<p>Corn Whisks</p>	
<p>The H. A. Nelson & Sons Co., Limited 59 to 63 St. Peter Street MONTREAL</p> <p>Toronto Sample Room: 56 and 58 Front St. West</p>		

Millar's Paragon Cheese



is the best and most profitable cheese for the grocer who is anxious to retain his customers' business, and encourage new trade—because of its unquestionably high standard of purity, deliciousness and wholesomeness.

Millar's Paragon Cheese

is not the best cheese for the grocer who does not care what he sells, so long as the profit is big. But the wise grocer knows he cannot afford to adopt this method of doing business.

The T. D. Millar Paragon Cheese Co. Ingersoll, Ont.

Agents—W. H. Dunn & Co., Montreal; A. E. Richards & Co., Hamilton; Joseph Carman, Winnipeg; Martin & Robertson, Vancouver and Victoria, B.C.

COLEMAN'S

Established 1868.

SALT

"Educate your customers in regard to quality."

This is especially true with regard to Salt. You want your customers to buy Salt that will bring them in a good return—by producing the finest butter and cheese. You likewise desire to sell Salt to housekeepers that will not set hard in the salt cellar or dredger, and that possesses the pure, sparkling, white color that first-class Salt alone can have.

Educate them thoroughly by advising them to buy Coleman's or Rice's Salt, and the results will give them confidence in your judgment forever after. These Salts are pure—they do not cake—certain to please.

RICE'S

Address:

R. & J. RANSFORD
Clinton, Ont.

SALT

No Dust Or Cobwebs Here!

Did you find dirty, dusty articles of trade up on the top shelf when you took account of stock a few weeks ago? Have you tried to sell them for less than cost as a "job lot"? It's ten to one that none of them were **standard goods**. You'll find no dust or cobwebs on "standard goods"—are you stocked with the three following well-known lines? **They are Standards!**

"Thistle" Brand.

**Canned Haddies.
Kippered Herring.
Digby Chicken.**

Selected with the greatest care and cleaned, cured and packed under the personal direction of Captain Austin, whose whole life has been

devoted to this one particular business. There are no secrets in the factory of the "Thistle" Canning Co., at Little River, N.S.—everything is "above board" and visitors are always welcome to inspect the works, which are the most perfectly equipped and the cleanest of the kind on the Atlantic Coast.

Since, "Seeing is believing," if every grocer who sells Canned Fish could compare by personal observation the manner of selection, the cleaning, the curing and the packing of the "Thistle" Brand with any other brand he would realize fully what it means to sell "standard goods" that are above competition. The invitation is cheerfully extended to every grocer to visit and inspect the Thistle Canning Co.'s Factory and to **judge for himself.**

Arthur P. Tippet & Co., Agents,

8 Place Royale,
Montreal.

23 Scott Street,
Toronto.

ALL WE ASK 

is that before ordering Japan Tea
this season you give **one single trial order** for

"SALADA"

Ceylon GREEN Tea

We will sample your customers for you, and
if you can sell Japan Tea afterwards, then we
don't know our business, and **you can return**
Salada to us—we will pay freight both ways,
and **there is no loss made by you.**

If you order Japans they will be as **unsale-**
able within a short time as China Blacks are
to-day.

Drop us a card for samples.

Salada Green Tea retails at 25 and 40c. per lb.

TORONTO and MONTREAL.

Puffs of Profit!

Every whiff of Payne's Cigars is literally a "puff of profit," because every whiff represents the top notch of satisfaction to the smoker. Every puff strengthens the confidence of the smoker in the quality of a grocer's Cigar Stock.

Whether it is my 10c. "Pharaoh" or my 5c. "Pebble," or any other of my various brands, each one, when smoked, will represent "puffs of profit." Let me send you pleasing prices, or better yet, an assortment of a thousand or more, which you can return if not found satisfactory.

Payne's Cigars.

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

Best

Trade
and
Best
Customers
secured
selling

**"Sterling"
Brand
Pickles.**



Best

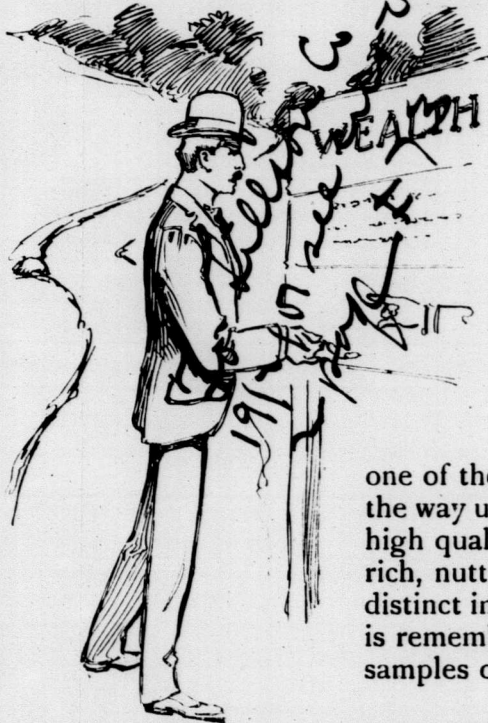
Trade
and
Best
Customers
held
selling

**"Sterling"
Brand
Pickles.**

T. A. LYTLE & CO.

124-128 Richmond St. West,

TORONTO



The Right Road!

Remember what Davy Crockett once said, "Be sure you're right, then go ahead." One false step where the roads divide that lead to the future means success or failure—money in the bank and credit or, a hand to-mouth existence. It pays to keep on "the right road."

Tillson's Pan-Dried Rolled Oats

are but one of the signs that will guide you aright, but they will direct the way unflinchingly—they will never fail in their purpose. Their high quality will raise the standard of your general stock. Their rich, nutty flavor, cleanliness and freedom from hulls will leave a distinct impression on the minds of your customers, because quality is remembered long after price is forgotten. Let us send you samples of Pan-Dried—they will place you on "the right road."

The Tillson Co'y, Limited, Tilsonburg, Ont.

FISH

SEASONABLE LINES
OF BEST QUALITY
AT LOW PRICES.

No. 1 Large Dry Cod, in quintals.
Whole Boneless and Skinless Cod, in 100-lb. cases.
Whole Small Dressed Cod, in 40-lb. cases.
Boneless Fish, "Satisfaction" and "Imperial" Brands, 25 and 40-lb. cases.
Quail on Toast, 1 and 2-lb. bricks, 24-lb. cases.
Pure Cod, 1 and 2-lb. bricks, 24-lb. cases.
Shredded Cod, in Cartons, 2 dozen in a case.
No. 1 Labrador Herrings, brls. and ½-brls.
No. 1 Split Herrings, brls. and ½-brls.
Mackerel, ½-brls. and pails.
New Scaled Herrings.

No. 1 Lake Superior Trout.
Labrador Salmon, ½-brls. and pails.
Finnan Haddie, 15 and 30-lb. cases.

A splendid assortment of all kinds of Canned Fish.

W. H. GILLARD & CO. Wholesale Grocers,  Hamilton.




Rowat's Pickles, and Rowat's Worcester Sauce

The most popular in Canada.



Agents A. G. Snowdon, 10 Lemoine Street, Montreal.
" F. H. Tippet & Co., 10 Water Street, St. John, N. B.
" C. E. Jarvis & Co., Holland Block, Vancouver, B.C.

A  Sure Seller.



PINT AND HALF-PINT
BOTTLES.

Sold by all Wholesale Grocers.



Batty & Co.

ESTABLISHED 1894.

LONDON.



OLIVES
AND
PURE
OLIVE
OILS.



INDIAN
CURRIES
AND
CHUTNIES

Makers of High-class

PICKLES
OF
ALL KINDS.



SAUCES
OF
ALL KINDS.

THIS JOURNAL is the only one of its kind in Canada circulating extensively among Grocers and General Merchants in the Provinces of Nova Scotia, New Brunswick, Prince Edward Island, Newfoundland, Ontario, Quebec, Manitoba, British Columbia, and the Territories. In using **THE GROCER** you cover the field.

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VOL. XV.

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NO. 7

THE GROCER AS A DISTRIBUTOR.

THE ambition of the grocer is to make a living; what that living should be depends upon circumstances; what these circumstances are will depend upon himself, remarks an English paper. Let us examine his position. The grocer is welcomed in a community because he performs a distinctive service; he acts as a distributor. Upon his efficiency as a distributor will depend his success. His first consideration then is to become a good distributor. And what is meant by becoming a good distributor? The ability to purchase in the right market and dispose of produce in the cheapest and most expeditious manner. A simple statement, simply stated; but involving the whole science of retailing. It means that he must have sufficient technical knowledge to select the right goods; that he must have sufficient commercial experience to know the right market; that he must have sufficient business acumen to judge the right price. This is only part of the story, though probably the most important, for the old proverb still lingers in the ear: "A thing well bought is half sold."

DISTRIBUTION OF GOODS.

He has then to get the goods into his shop, and pass them over his counter—in other words, distribute them. Upon the frequency with which he can do this in a year will depend the rate of profit he can afford to accept. And that rate of profit will be the principal factor in determining the frequency of his turnover. There are other factors all important, though of lesser importance, which will have to be considered, such as an attractive shop, bright, clean, well arranged; a good window dis-

play; courtesy to customers, who must feel assured that no purchase is too small for his attention; promptness in the despatch of goods; advertising. All these things play their part, but no experienced grocer could be induced to believe that attention to these details alone would enable him to succeed. He recognizes that, above everything else, he must give good value. He has been taught by hard-bought experience that he must

STUDY QUALITY.

and supply a good article if he is to please and retain his customers. Mere cheapness without quality often attracts only people who are everybody's customers in turn, and nobody's long. The grocer who is building up a trade wants to build it with more satisfactory material, and the most satisfactory material—the most satisfactory custom—can only be secured by giving the most satisfactory quality. Quality tells the world over, among all classes of the community, and in every business, but in none more than the grocery business. High and low, rich and poor, the wife of the professional man and the wife of the workman, make of shopping a business and carefully scrutinize their purchases. They are keener buyers than men. It may be possible for them occasionally to be deceived in their drapery purchases where the number of "counts" to the yard, the many processes of "filling" and "finishing," and great variety in design do not admit of submitting everything to a certain standard for comparison; but in groceries it is different. No fictitious value can be given tea and sugar by having

them made up in a variety of designs. The appeal to the judgment is not through the eye but by way of the palate, which is more exacting; it is not an appeal to the sense of color or form, which may be defective or undeveloped; it is an appeal to the sense of taste, which is exercised every day, and several times each day, and becomes more and more fastidious. The grocer, therefore, dare not lower quality unless he is prepared to lower his sign. The question naturally arises: How is the grocer to give such good good quality, for price, as will enable him to secure and retain custom, and yet give him a fair reward for his labor?

In endeavoring to answer such a question it will not do to be

VISIONARY OR SUPERFICIAL.

It will not do to become like the man, referred to by Sir Arthur Helps, who got on a lofty rock and could see the glad city, the goal of his journeyings, in the distance, and many ways leading into it, but could not from his very position, without great pain and danger, scrutinize the ground immediately under him. He failed from the extent of his view. We will limit our vision and confine ourselves to scrutinizing the ground immediately under the grocer. He must start right if he is to run right, and finish right. There are two great roads before him; one is called "Cash," the other "Credit." There are others not clearly defined, branching out from these, in which cash and credit appear hopelessly jumbled together; but these are erratic and need not at present be considered. The grocer, with the two roads in front of him, has to exercise

THE POWER OF CHOICE.

This is not difficult when he has collected his thoughts for the preliminaries of a

RISING SUN
IN
CAKES
WELL KNOWN AND RELIABLE.

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

DURABLE
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.

reasonable judgment. The moment this is formed, he will awake to the fact that there is only one rational decision open to him. Credit, however, entices him. The road seems broad and easy. He can go along it for a time without much discipline, without much care. But many have tried this road and come to grief. If it were possible for him to interrogate the grocers who have failed, he would learn that in the majority of cases bad debts and an excessive amount of credit hastened their fall. He would learn that

CREDIT PREVENTED THEIR MARCHING

with the times; that its cumbrous and costly machinery handicapped them at every turn; that they were constantly harassed by the anxiety of being undersold; that they were, in fact, daily undersold by cash traders whose rapid turnover, at a small profit, gave them each year a much larger net profit than the ordinary trader had ever been able to obtain, even in the days when long credits were covered by long profits; that their book debts, on which they had been relying, had become less and less of an asset as cash trading became more and more the rule; that they had the annoyance of seeing their customers take their ready money trade to the cash grocer, only going to them for credit; that they were expected by some credit customers to

COMPETE IN PRICE

with traders who demanded payment on delivery; that through the blandishments of the credit houses they had stocked more than they would have done had they been paying "cash down," and had lost heavily through goods deteriorating; that their money, credit and peace of mind were thus locked up in unprofitable stock, and their capital, in consequence, never fully employed; that they had failed to recognize the sole effort the grocer had to make was to get rid, as quickly as possible, of the stock he bought, and replace it by other stock, which would return interest on his capital each time it was sold.

BY THE MISTAKES OF OTHERS,

the trader learns practical wisdom. If he be prudent, he will immediately practice what has been proven practicable and beneficial, and avoid the pitfalls which lie in the path of the good intentioned, but unwary. Chilled by the formidable list of risks to be encountered on the road of credit, the grocer will turn with eagerness to the sunny highway of cash.

If it were possible for him to interrogate those who have travelled by this highway, he would learn that when once they started it was like "going towards the sun, and the shadow of their burdens fell behind them." He would learn: That in travelling along the highway they had discovered the truth of Ruskin's doctrine that "In all wise commerce, payment, large or small, should be over the counter"; that the best advice that could be given to the old, as well as the young trader, was

RUSKIN'S ADVICE:

"If you can't pay for a thing—don't buy it. If you can't get paid for it—don't sell it. So, you will have calm days, drowsy nights, all the good business you have now, and none of the bad"; that a cash business enables them to march with the times, and keep ahead; that it helped them at every turn, in their buying, in their selling; that by paying cash down they bought on the best terms from the best houses; that they were never induced to overbuy, and were always able to keep their stocks fresh, clean, profitable; that by doing this they never ran the risk of annoying customers by goods deteriorating, neither had they to allow for depreciation in value; that they were never in fear of being undersold, for they could, if pressed, undersell; that they had never the annoyance of seeing their ready-money customers taking their trade to the credit grocer; that they had no book debts long overdue to worry them and fritter away energies which could be turned into other channels; that they could work with less

capital, because it was turned over much more rapidly.

OPEN TO CONVICTION.

The grocer open to conviction will have little difficulty in deciding by which road to travel, if he is to purchase and dispose of produce in the cheapest and most expeditious manner; if he is to make a living in spite of severe competition; if he is to become what is termed "A good distributor."

In these days of keen competition, the grocer who persists in antiquated methods of trading can never hope to become a successful distributor. The public will not patronize him. They have been taught by grocers themselves to seek the cheapest market, and now know where to find it. That makes the difference. The public had not this knowledge in days gone by.

The grocer who observes the

SIGNS OF THE TIMES,

and who avails himself of the advantages of modern methods, has a future before him—a future in which he will be able to make an honest living. But he will miss his opportunity if he fails to recognize the economic principle on which modern business is conducted. It is entirely owing to the distributing classes in the past not readily accepting the modern method of distribution described by the words, "Small profits and quick returns," that cooperative trading was forced into being. But it has never yet been strong enough, and never will be strong enough, to force the single-shop grocer out of his shop, so long as he carefully watches his buying, and conducts his business on right principles. He will always be able to give as good, if not better, value and infinitely better service, and in this he has a wonderful lever. The public will go to the man who studies their wants, can supply them with quality for price and is courteous and obliging.

Snelgrove Bros. have established a general store at the Atikokan River, Ont., on the line of the Canadian Northern.

Perfection "Maple Buttons"

Made from pure Maple Sugar and Cream.
Something to depend upon.

BARNETT'S "Coffee Clearer."

A woman's invention. Eggs saved and no Patent Coffee Pots needed.

Lucas, Steele & Bristol, Wholesale Grocers, **Hamilton.**

AGENTS FOR "COFFEE CLEARER."

Don't Close Your Eyes

to **quality** or the world will seem full of cheap things.

Excellence our **Aim** in **Coffees.**

Our **MECCA** cannot be beaten.

Ground or whole
from 2-lb. tins to barrels to suit everyone.

In spite of fierce opposition sales of this Coffee increase by leaps and bounds.
We do no advertising to the consumer, we let the Coffee do that.

Command the respect of your customers by selling A1 Coffee.
Command the best Coffee Trade by selling MECCA.

JAMES TURNER & 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.



Imperial Goods

ALWAYS
THE BEST.

IMPERIAL SOAP *Snow, Imperial,
Cameo, Klondike.*
IMPERIAL VINEGAR
IMPERIAL COCOANUT

Our Travellers always carry samples.

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

BRANTFORD BOARD OF TRADE.

THE annual meeting of the Brantford, Ont., Board of Trade, which was held on Tuesday of last week, was a satisfactory one to all members of the board.

President Major J. S. Hamilton occupied the chair. There was a good attendance. Eleven new members were admitted, while Wm. Grant and Alfred Watts were made life members.

The annual address of the president was a stirring one. During the year 115 new members were admitted, bringing the membership to 233.

The year's trade had been good. Two important industries have commenced operations in the city, viz.: The Malleable Iron Works of The Pratt & Letchworth Co., and The Farmers' Packing Co., Limited.

The Adams Wagon Co., Paris, Ont., have decided to remove to Brantford, and will shortly start the erection of their premises in the latter place. The old Consumers' Cordage Co.'s building in West Brantford, has been taken over by The Canada Farmers' Cordage Co., Limited, who expect to start operations in a few days. The number employed in the factories of the city during 1900 was 3,896, as compared with 3,515 in 1899. The wages paid

amounted to \$1,323,017 in 1900, and \$1,234,888 in 1899.

The speaker commented on the high freight rates to the seaboard, which interfered with the export trade, and expressed the opinion that the Railway Committee of the Privy Council should see that the prices charged from Canadian points were not higher in proportion to those charged from points in the Western States. He also complained about the delay in payment of refunds of duty on exports. The secretary-treasurer's report showed the finances of the board to be in a healthy condition.

The following officers were elected:

President—Major J. S. Hamilton.
Vice-President—Lloyd Harr's.
Secretary-Treasurer—George Hately.

The council and committee will be elected at the next regular meeting.

PRODUCE FOR THE WEST INDIES.

It is most necessary in shipping produce to foreign countries to have as distributors firms who have the connections and other qualifications peculiar to the particular business. One commission firm in Barbadoes, British West Indies, that is well recommended is Michael Cavan & Co. This firm has been established many years, has a wide connection, and is especially well qualified to handle Canadian produce.

INQUIRIES REGARDING CANADIAN TRADE.

The following were among the recent inquiries relating to Canadian trade received at the High Commissioner's office, in London, England:

1. The proprietors of a horse mart, with excellent facilities for the sale of imported animals, are desirous of getting into touch with Canadian exporters of horses.

2. The names of the principal paper and wood pulp makers in Canada are asked for by a North of England firm.

3. The proprietors of a saddle soap, for cleaning saddles, harness, military accoutrements, and brown leather goods generally, desire to place their Canadian agency in the hands of a responsible firm willing to take up the article.

4. A Staffordshire firm of sanitary pottery manufacturers make inquiry respecting the opening in Canada for such goods as they turn out—porcelain basins, lavatories, wash-up sinks, enamelled fire-clay baths, fire-clay sinks for hospitals, etc.

5. A stationery firm manufacturing albums, scrap books, and fancy leather goods, inquire as to the prospect of doing business in Canada, and are open to appoint agents to represent them.

6. A London firm, who have a branch in Sydney, N.S.W., are anxious to get into touch with Canadian manufacturers of boots and shoes, rubber goods, etc., with a view to representing them in Australia.

[The names of the firms making the above inquiries, can be obtained on application to the editor of THE CANADIAN GROCER, Toronto. When asking for names, kindly give number of paragraph and date of issue.]



Do you Sell Cheese ?

If you do your stock is not
complete without

**MacLaren's Imperial and
Goat Brand Roquefort.**

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



SPECIAL
Values

INDIAN AND CEYLON
TEAS

Pek Sou, Pekoe and Or. Pekoes.

FULL RANGE OF ————— **CEYLON GREENS.**

THE DAVIDSON & HAY, LIMITED

36 Yonge Street, . . . TORONTO.

WILLS OF BUSINESS MEN.

ANDREW RUTHERFORD, DRUGGIST.

THE will of Andrew Rutherford, late proprietor of the Hooper Drug Co., King street west, Toronto, shows his assets to consist in all of \$49,438.51, consisting as follows: Book debts and promissory notes, \$6,931; moneys secured by mortgage, \$9,800; life insurance policies, \$4,931; stocks and shares, \$13,095.15; cash in bank, \$3,386.36; personal property, \$200; real estate, less mortgages, \$11,100.

His bequests are: To his sister, Mrs. Grace Freeman, the properties at 283 and 295 Park street south, Hamilton; 163 McNabb street, and the four stores at 108, 110, 112 and 114 James street south, Hamilton.

To his sister, Mrs. Agnes Marie Watt, No. 209 James street, and 22 Hannah street, Hamilton; the stock held in the Hooper Drug Company, Toronto; mortgage on the Spittal farm, and mortgage known as the H. Lamb mortgage.

To Margaret Rutherford, daughter of Lumsden Rutherford, the four stores at 207, 209, 211 and 215 James street north, Hamilton, and the four stores in the rear of these; his house and lot at Burlington Beach; No. 244 James street, Hamilton,

and stock held in the Royal Distillery Company, and the mortgage on Lang's house.

To Jessie Rutherford, stock in the Western Loan and Trust Company, and the mortgage on Strouse's house.

His nephew, J. N. Watt, his diamond ring and personal effects, and the "F. C." insurance policy.

His nephew, C. E. Freeman, gets his watch and deposits in the Equitable Building, Savings and Loan Association, and his share as beneficiary in the Freeman estate.

His three nieces, daughters of John and Anne Watt, are bequeathed his insurance policies, cash in bank, and chattel mortgages not otherwise bequeathed.

CANADIAN AGENTS TO BE SUPPLIED.

The Department of Trade and Commerce has, through the King's printer, ordered a sufficient number of copies of "The Manufacturers' List Buyers' Guide of Canada" for distribution among the Canadian commercial agents in Great Britain, Australia, South Africa, Norway and Sweden, Trinidad, Argentine Republic, etc.; also copies for the Glasgow Exhibition and Imperial Institute, London. This book, it will be remembered, was reviewed in last week's issue of THE CANADIAN GROCER.

RELISH AND CHEESE CHAT.

It is strange how strong the prejudice against certain articles of food, although directly in opposition to science and commonsense.

This is particularly in evidence in reference to cheese, as the old jingle is proof:

Cheese to digest
Puts the stomach to rest.

Cheese is now decided to be a digester if taken at the close of a meal.

In many of the dairy districts in England, cheese is the staple food of the laboring class. To the Swiss peasantry it serves as an economical substitute for meat.

Formerly cheese was eaten in this country as an accompaniment to the much-condemned American pie, which we still live to eat and enjoy another day, notwithstanding the many fatal predictions to the contrary.

Now cheese goes with the salad course to serve as a condiment.—Ackers' Weekly.

WINNIPEG RETAIL CLERKS.

The retail clerks held their regular meeting on Monday evening, President Bro. Trumble in the chair, who, in his opening address, said he was pleased to see such a well-attended meeting. Ex-President Calder was elected honorary president.—Winnipeg Free Press, February 6.

New Season's



Finer

Upton's

Marmalade

SEND IN YOUR ORDERS.

A. F. MacLAREN IMPERIAL CHEESE CO., Limited,
Sole Agents, TORONTO.

Now Ready.

Than Ever.

A CORNER FOR CLERKS.

By W. T. Robson.

This department being for clerks
contributions from them are solicited.

MERCHANT writes: "Your department is a good thing for the 'boys,' and a splendid idea on the part of your paper. To create an interest in the literature of his business in a clerk is the very worthy motive for your department. The ranks of the merchants (in the successful cases) are recruited from their clerks. Nowadays it is folly for any man to go into a business in which he has had no previous training. It is simply business suicide. By reading and taking part in the discussions on trade matters in their own paper, the clerks are kept well informed regarding matters relating to their trade. Methods of doing business, conditions under which trade is being done change so rapidly that one has to be constantly on the alert to 'keep up with the procession,' or otherwise one is sure to fall behind. There is no antagonism between the merchant and his clerk or assistant (I like the latter name), their interests run parallel, and unless the clerk feels this, well, that clerk is practically worthless to his employer. Then, again, every young man owes a duty to himself to advance his own interests in every legitimate way by endeavoring to increase his knowledge of the business in which he is engaged. Your department has my heartiest approval, yourself and the 'boys' my best wishes for future prosperity."

The above kind words are from one of the "fathers" of the trade. They need no comment from me. We are grateful for them.

R. H. Hudson, president Grocery Clerks' Association, Toronto, says: "As usual I have enjoyed reading 'our corner,' and upon your suggestion I will offer a word for it on 'Trust your Brother Clerks.' It's a sad fact that clerks do not trust each other, and it is simply because we do not know each other sufficiently. We seem to imagine we belong to our employers always, in the store hours or after hours. This is a grave mistake, and it is just as much our duty to get together and discuss themes of interest to ourselves and our calling as it is to stand behind the counter and put our whole heart into our work there. The fact is we will be better fitted for the latter duty by fulfilling the former. The clerks of Toronto will find a place where the fire is always burning, with a hearty welcome to all brother clerks to spend an evening pleasantly as well as profitably in our cosy room in the I.O.F. Temple Building. We are anxious these

meetings should be helpful. The association has been sadly mismanaged in the past, but we are now where we ought to be, 'clean and in our right minds,' and a brighter era is before us. We sincerely hope that every grocery clerk in Toronto will come along to our next meeting at the above place to help and be helped in return."

To the above invitation there should be a hearty response. There cannot be a doubt but an association such as above properly managed can do a vast amount of good to the men it seeks to benefit. They should be very careful of the character of the men whom they elect to management. In fact, their success as an organization depends largely on the officers who direct the association. But, Bro. Hudson, your reference to "a place where the fire is always burning" has given me an idea of not the most attractive place, not much referred to by our churches these days.

"A. F."—Do you think belonging to societies helps a clerk to get along?

There is a tendency to overdo this society business. This country is overrun with societies. Many of them are helpful, but a man can easily belong to too many. I knew a clerk, and he was treasurer of one, secretary of another, and was so connected with different organizations that he never seemed to have time for anything else. The work connected with them seriously interfered with his store duties. I cannot urge too strongly upon society members who are employed the necessity of keeping the discussion of their society away from the store wherein they are working. The man of whom I speak would let a store full of customers wait while he talked lodge with a fellow member. To belong to a good lodge increases one's circle of acquaintances, and is often of benefit to a salesman; but if it is allowed to encroach too much on one's business it is detrimental.

"W. J." is starting business for himself, and wants to know how to succeed.

Well, one can only talk of the general principles that underlie all successful businesses, namely, close application, honesty, careful buying and good location. Even then, there is a considerable risk. With most young men the tendency is to run a larger business than their capital will permit. Then, again, comes the curse of business, the credit system. Giving too much credit has been the rock that has sunk

many a business. Go carefully, "W. J." I wish you every success; keep posted and read THE GROCER. "Once a Mason, always one." Once a grocery clerk, always one. We will always consider you as one of us, and will be glad to hear from you.

"F. B."—We have just opened a new breakfast food. We have six in stock now. This breakfast food business is getting worse than package teas.

Right you are, F. B. It is getting to be a nuisance to have so many. However, the "fittest" will survive. They will have to consolidate or drop out, for there is not trade enough for them all.

"G.M.C.," Niagara Falls.—You should have a good summer season; the extra travelling resulting from the Pan-American Exposition must help you some. They are preparing a big show in Buffalo this summer.

"F. F."—Don't you think the practice of so many grocery stores of putting woodenware out in front of the stores a very foolish one?

Why, yes. The weather affects woodenware more than most other goods. Tubs, washboards and pails soon become unsaleable when thus exposed. Yet, so many grocers, as you say, do just this very thing; but woodenware, particularly tubs and pails, is not shelf goods, and it is a difficult matter, at times, to find a suitable place for them. It is the duty of a clerk to see that the stock is not wasted. Therefore, woodenware should not be placed where it becomes unsaleable. Don't expose it to the sun or rain.

A LARGE NEW WAREHOUSE.

Hudon, Hebert & Cie, Montreal, are erecting a large brick warehouse, with entrance on De Bresoles street, opposite their handsome headquarters. The "shed" will be one of the most solid structures in the city, capable of bearing its full capacity of pig iron. Each of the five storeys will measure 63 by 70 ft., and will be connected one with the other by a powerful electric hoist. The increased accommodation will help facilitate the transaction of this firm's increasing business, which, it is reported in the trade, reached last year to a turnover of \$2,250,000. Hudon, Hebert & Cie, will have two large warehouses, but these do not give them such ample accommodation that they can discontinue the use of public warehouses.

A NEW ARTICLE.

Lucas, Steele & Bristol are agents for Barnett's "Coffee Clearer," a new invention, composed of codfish skin and white of eggs. It is claimed to be the best article for settling coffee. It avoids the use of eggs. Try it and save your coffee. Packets retail at 15c.

Which Pays The Best ?

Selling bulk teas occasionally, which may "go off" before half used—which add nothing to the attractiveness of your stock—or selling package teas, Indian, Ceylon, Black and Green mixed or Japan, blended to suit your customers' requirements, which we pack under special labels, giving buyers control of their selection of label.

THE **EBY, BLAIN CO.,** LIMITED
 WHOLESALE IMPORTING AND MANUFACTURING GROCERS. Tea Importers Blenders and Packers  **TORONTO.**

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.

WARREN BROS. & CO. have a shipment of green Rio coffee arriving in a couple of weeks express. Buffon.

French prunes are being sold by H. P. Eckardt & Co. at a low price.

"Quickmaid" rennet tablets are in stock with The Eby, Blain Co., Limited.

If looking for genuine No. 1 mackerel in half-barrels send to Lucas, Steele & Bristol.

A small lot of fine figs are now offered at stock taking prices by Laporte, Martin & Cie.

Don't forget Lucas, Steele & Bristol's reliable brands of coffee, "No. 1" and "Empire."

Green codfish, herrings and salmon can be had at very low figures from Laporte, Martin & Cie.

Every grocer should have "Coffee Clearer" and "Maple Buttons." Lucas, Steele & Bristol have them.

A shipment of fancy evaporated apples, extra choice fruit, has been received by The Eby, Blain Co., Limited.

French prunes and Californian prunes are in greater demand than ever and Laporte,

Martin & Cie. can dispose of quite a lot at very low figures.

Buyers of canned fruits in 2-lb., 3-lb. and gallon tins should communicate with H. P. Eckardt & Co.

This week Lucas, Steele & Bristol offer exceptional values in green Ceylon teas; also Young Hyson points.

The Eby, Blain Co., Limited, quote reduced prices on Californian 3 crown and 4 crown loose muscatel raisins.

Another car of Heinz pickles arrived this week for H. P. Eckardt & Co. This makes the second car already this month.

"Clover Leaf" sugar syrup, 25-lb. lacquered tins, four in a case, a compact handy package, is selling freely with The Eby, Blain Co., Limited.

Did you ever try "Vin St Lehon" as a convalescent wine? if not, give it a fair trial and you will be convinced that there is no better strength-giver. Laporte, Martin & Cie. are sole agents.

For the first six weeks of this year The "Salada" Tea Co. have increased their business, in black and mixed teas alone, 35,872 lb. over the corresponding first six weeks of last year. This makes an average increase of nearly 6,000 lb. of tea per week. In addition to this is their increasing trade for "Salada" Ceylon green tea.

A full stock of Californian and Oregon Italian prunes, all sizes, from 30-40's to 110-120's in 25 and 50-lb. boxes; Californian prunes, 90-100's, in 80-lb. bags, and French prunes in 56-lb. boxes is offered at close prices by The Eby, Blain Co., Limited.

NINETY PER CENT. FOR ONE FIRM

When a man builds up a larger trade than his competitors, it is not only an evidence that he is the most successful, but that the business methods he employs are of a high order. We are led to these remarks by the perusal of a little booklet containing letters from railway agents in regard to the shipment of hides, calfskins and sheep pelts which pass over their respective lines consigned to the different dealers in the United States, and these letters show that something like 90 per cent. of them are bound to the warehouse of Carroll S. Page, Hyde Park, Vermont. One letter which to Canadians is the most interesting is that from the Maine Central Railway agent at Vanceboro, Me., through which station the hides and skins from New Brunswick, Nova Scotia and Prince Edward Island pass on their way to points in the United States, and in this letter it is stated that 90 per cent. of them are consigned to Mr. Page alone.

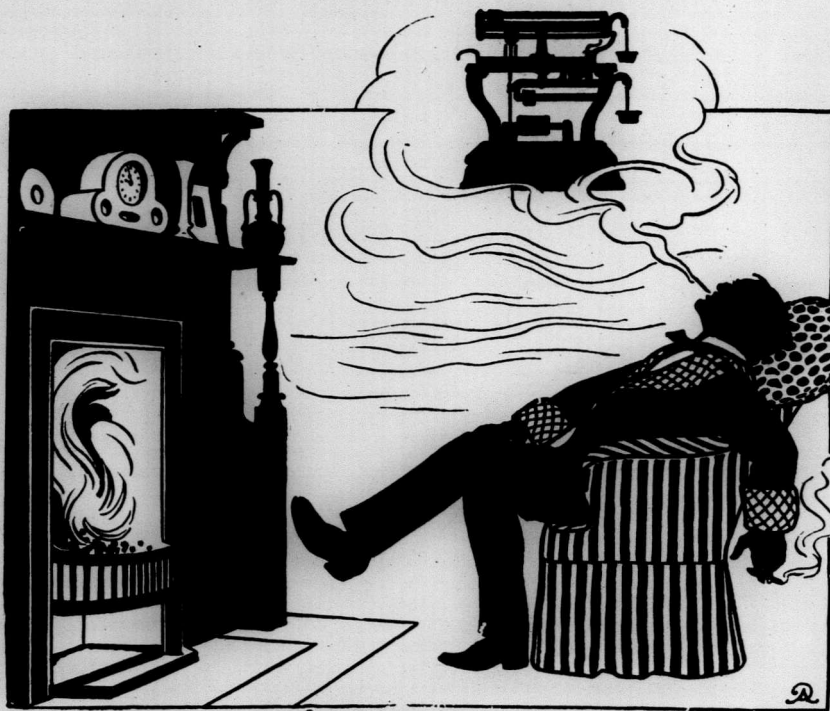
It is a pleasant thing to feel and know you are using the best.

This is your position when using

Lea & Perrins' "Sauce"

There is none better.

J. M. DOUGLAS & CO., Canadian Agents, - MONTREAL, QUE.



It's a Mighty Pleasant Feeling

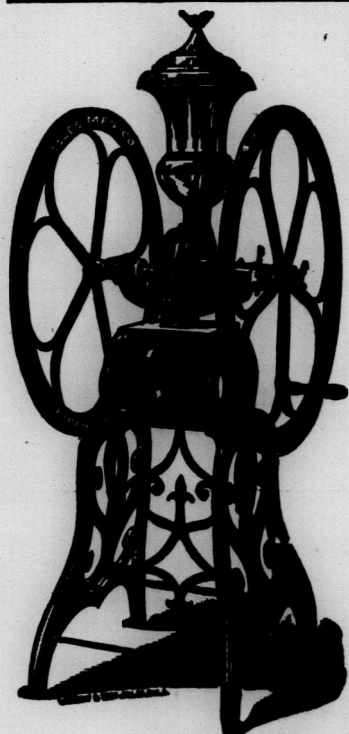
to sit at home in the evening after a hard day's work and know that your business is making you money. Wouldn't you like to experience this sensation of making your business pay—making it earn dividends? You can if you will only put the **Money-Weight System** in your store—for the whole secret lies in weighing your goods in their money value and making your customer pay you exactly what they are worth. Have you talked with our salesman lately?

Our scales are sold on easy monthly payments.

THE COMPUTING SCALE COMPANY,

DAYTON, OHIO.

Money-Weight Scale Co., No. 47 State St., Chicago, Ill.
 Money-Weight Scale Co., Nos. 50 and 52 Franklin St., New York, N.Y.
 J. B. Poirer, Dist. Agent, No. 1662 Notre Dame St., Montreal, Que., Canada.
 L. A. Davidson, Dist. Agent, No. 104 King St. West, Toronto, Ont., Canada.



The Canadian Grocers Know

a good mill when it is presented to them. They have taken up the . . .

COLES COFFEE MILL

Because it saves them dollars in money and pounds of energy when they grind coffee. It works easily, grinds evenly, and is recommended earnestly.

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

Coles Manufacturing Co.
 PHILADELPHIA, PENN'A.

Canadian Grocers will find in

Rowntree's

ELECT Cocoa

a most welcome and profitable addition to their stock; one that will make and keep customers.

Its great economy (requiring about one-half the quantity of other Cocos to produce a beverage of equal strength), its easy digestibility making it readily assimilable to the most delicate constitution, its fragrant aroma and its delicate flavor all combine to make it one of the most popular and satisfaction-giving Cocos on the market.

As a warmth-giving, nourishing and flesh-forming food beverage, Rowntree's Elect Cocoa can be heartily recommended.

Agents for Canada are:

For Manitoba, Northwest Territories and British Columbia:
THE HUDSON'S BAY CO., WINNIPEG.

And for Quebec, Ontario and the Maritime Provinces:
MR. CHAS. GYDE, 20 St Francois Xavier St., MONTREAL.



President,
JOHN BAYNE MacLEAN,
 Montreal.

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

KEEP IN MIND THE GENERAL GOOD.

THERE is an old saying to the effect that when thieves fall out honest men get their due. It may be true. But it is certain that when members of business men's organizations fall out that the influence of such organizations is weakened and the interests of the trade immediately concerned suffer.

Business men's associations can only be influential in bringing about reforms and preventing abuses when they are united and strong. An army that is characterized by internecine quarrels is never feared by the enemy. How then can an association, board of trade, or whatsoever name by which a business man's organization may be known, be respected or feared by those who should respect and fear it?

Members of business men's associations need to be patient, long suffering and not easily provoked, for, in organizations of that kind, as well as in all others, there are men small, jealous and mean, who are enough to try the patience of a saint let alone the

average merchant whose own business matters give him worry enough. If a merchant cannot bear with this class of men he had better not identify himself with a business men's organization. But he should at the same time remember that, while such an organization is weakened by his refusing to associate himself with it, his own interests indirectly suffer as well.

Sink individual differences in order that the general good may float.

THE OFFICERS OF THE WINNIPEG BOARD OF TRADE.

MR. WILLIAM GEORGESON, who was, on February 5, unanimously, elected president of the Winnipeg Board of Trade, has been a resident of the "Prairie City" for over 20 years, and during all that time has been closely identified with the wholesale interests there.

In the early eighties he was manager for Thompson-Codville Co.'s branch in Winnipeg, and, after the death of Mr. Thompson, sr., when the firm was reorganized as Codville & Co., Mr. Georgeson became a partner in the concern.

No man in the West is better posted on trade conditions, and, in addition to his actual knowledge, he has a charming, tactful manner and a pleasing personal appearance.

The vice-president, Mr. John Russell, is well and favorably known in Manitoba, while Mr. Andrew Strange, the treasurer, is one of Winnipeg's pioneers, whom not to know is to argue yourself unknown.

The office bearers of the board for the first year of the new century are men in every way calculated to add to the already established prestige of the Winnipeg Board of Trade.

A DANGEROUS EXPERIMENT.

It is a fallacious idea to think you can all the time palm off on your customers a low-quality article at a low price and boast that its quality is high.

Part of the time you may be able to do it, but even that is dangerous, for it may prevent your being in business all the time.

To criticize a competitor in the presence of a customer is to give him a free "ad."

REFUSE DEFACED COINS.

ANUISANCE, which is steadily growing, and which, of late, has obtained much attention from business men, is the large number of mutilated coins that are in circulation. This increase is due to the fact that no organized attempt has been made to put a stop to it. Of course, it is illegal to deface coins in any way, but that does not deter the mischievously-inclined from doing that which the law declares they shall not do.

The street railway conductors in Hamilton have petitioned the Government in regard to the matter, and the retail grocers' association, of that city, has decided to back up that of the conductors with another petition and ask to have the mutilated coins called in.

In the House of Commons on Tuesday last the question came in for a little attention, and, in reply to a question, Hon. W. S. Fielding, Minister of Finance, said there was no provision in the Canadian law for the calling in of defaced or mutilated coins, and the Government had no authority at present to take such action. Persons who clipped or defaced coins or who altered such coins were liable to imprisonment. Defaced coins were not currency and not legal tender, and should be refused by everybody. Whether there should be an amendment in the Currency Act he said was a matter for consideration.

The position taken by the Minister of Finance clears the way for merchants to be decidedly firm in rejecting defaced coins. A coin with a hole caused by some silver having been bored out of it, or with such a hole plugged with tin or lead; a coin with its edge cut away or its features worn off by much handling is not currency, and so should not be accepted as money.

If all persons were firm in adhering to this ruling, those who bore holes in silver coins for the sake of the silver they thus secure would find their business a poor one, and those individuals who deface coins for the mere "fun of the thing" would have to themselves bear the loss which they occasion.

The subject is one which should be taken up by boards of trade and business men's organizations of various kinds throughout the country. This will put a stop to the practice of defacing of coin currency more quickly than ever legislative enactments can.

MERCHANTS AND PROPOSED LOCAL INDUSTRIES.

AS every business man's interest in the welfare of the community is vital, he finds it essential to keep posted on the industrial tendencies of the day. On this account, therefore, the notable feature of the industrial conditions of the moment, the organization of limited liability companies, is a matter of much importance to practically every man engaged in business in this country to-day.

The tendency toward limited liability companies is greater now than it ever was before, and seems to be steadily increasing, reaching into practically every branch of trade and commerce, from the mining of ores and manufacture of iron and steel to the delivery of milk.

The very fact that, in the majority of cases, these companies have been successfully organized and profitably conducted has caused a veritable boom in this style of organization. The result is that professional promoters have found a field for their operations ripe unto the harvest, and the harvest has been in many cases a rich one—for the promoter.

While the limited liability company, when established on a sound basis and conducted along legitimate lines, is a natural and practical organization, it is well that all business men should think twice before they allow either the use of their name or influence to endorse, or their money to float, any such company promoted by professional organizers.

The interests of a promoter and the public he is appealing to are not always identical. In fact, sometimes they are so diverse that it is generally good policy on the part of the public to carefully watch the promoter. He may be merely the agent of some supply house bent not so much on the establishment of a profitable business as the sale of machinery, etc.; he may be a practical man looking for a "soft berth" at a fat salary, or he may be a promoter just for the fee he gets for his work as organizer. In any of these cases, he has no serious interest in the final welfare of the concern he proposes so enthusiastically.

The work of the promoters has been altogether too well manifested in the vegetable and fruit canning industry. Since

1878, nearly 30 companies have engaged in that business only to find the expenses too heavy for the receipts and to eventually succumb, making the number of failures considerably greater than the successes, for there are not 30 concerns engaged in this business in Canada to-day. The causes of failure have been diverse, but a case which came under our notice may be cited as a representative one. A few years ago, an expert canner went from Western Ontario to a smart town in Eastern Ontario, where the merchants were anxious to see some new enterprise started. He had little difficulty in securing enough cash to start a canning factory. The promoter took charge and performed his duties ably and well, but the business did not pay. The goods sold readily enough, but, after the business had been closed up, the information was given out that the necessary vegetables for canning could not be secured in the neighborhood. It was not until too late that those who put up the cash for the concern realized that they had not considered this matter as thoroughly as they should have done.

The merchants in any community should be in a better position to know the local conditions as regards supply and demand than could any promoter from outside. Moreover, it does not follow that because one concern has paid well other concerns organized to compete with it will pay equally well. These facts should be always kept in mind when a promoter is enthusiastically announcing the roseate prospects of the undertaking he proposes, whether it be pork-packing, vegetable canning, beet-sugar making, or any other business.

THE INSOLVENCY BILL.

If the various commercial organizations intend to make further efforts to secure an insolvency law, it would appear that they ought to approach Mr. Fortin, M.P., on the matter. Mr. L. E. Geoffrion, president of the Montreal Chambre de Commerce, has received a letter from the Premier, saying that it would be useless for a deputation from the Board of Trade and Chambre de Commerce to wait upon the Government in regard to this matter, as "Mr. Fortin is already in possession of the facts." According to the

tenor of this letter, Mr. Fortin has the bringing forward of the bill in his own hands. It would behoove those interested, then, to wait upon Mr. Fortin and assure him of support should he endeavor to legislate for this much-needed reform. At present Mr. Fortin thinks his bill has only lukewarm support from the commercial classes, and that the banks and some of the Provinces are actually opposed to the measure. Can he not be convinced that he has erred in judgment?

PROMISE OF A BEET SUGAR BONUS.

ANY doubt that might have existed as to the intention of the Ontario Government to assist in the establishing of a beet sugar industry in that Province has been set at rest by a paragraph which appeared in the speech from the throne, delivered at the opening of the House on February 6.

"You will be asked," read a part of the speech, "to consider whether farmers should not be encouraged to give such special attention to beet raising as will justify the establishment of factories for the production of beet root sugar, by granting such aid for this purpose as may be deemed expedient."

Just how the aid will be given cannot at the moment be said. The day after the speech from the throne was delivered a deputation from the Ontario Beet Sugar Association waited upon the Premier, and to that deputation the Hon. G. W. Ross said a bill would soon be brought down and its terms made known. The grant might be \$100,000.

It was evident from the tenor of his remarks that it was the intention to aid the farmer who raised the beets as well as the factoryman who used them. At the same time, however, he declared that the bonus could not be given direct to the farmer. He furthermore said that he thought they should provide for the factories paying the farmer \$4 per ton for beets for the first year of the period over which Government aid was given, and after that \$4 per ton and pro rata for the amount of saccharine matter.

It has been demonstrated beyond all question that sugar beets of high quality

can be produced in different parts of Ontario. Now that the Government of the Province is coming to the aid of the industry, it is only the advent of the capitalist that is awaited. It is, perhaps, not generally known that nine carloads of sugar beets, raised near Wiarton, Ont., were shipped to a factory in Michigan last year.

It is estimated that \$500,000 will be sufficient to start a factory, but the factory that it is proposed to put up at Aylmer will have, it is said, a capital of \$1,000,000.

VALENCIA ALMONDS ARE WEAK.

GROCERS in Canada are somewhat disturbed over the turn which the primary market has taken on Valencia shelled almonds.

This commodity was one of the lines which, this season, touched the highest figure for many years, and the price at which the importers in this country placed the bulk of their orders was when the figures were near their maximum.

Lately, the market has been rapidly declining in Spain, and advices to hand this week report a further drop of 5s. per cwt. This brings the quotations in the primary market to a point 15 to 20s. below the figures which ruled when importers in Canada placed their orders. And, unfortunately, stocks here are not small.

The Kingston Whig wants a candle factory started in its city. Has sufficient light been obtained on the subject?

FAST TWO DAYS A WEEK.

It is now announced that only two days in the week, Wednesday and Friday, need be observed by the members of the Roman Catholic Church, in Quebec Province, as days of fasting during Lent.

This will suit the wholesale grocers infinitely more than having no Lent at all, as it will keep the idea uppermost in the minds of the people that they are living in Lent and thus increase the demand for fish and canned goods. There is no doubt, however, but that this license granted by the Church must affect trade, as was pointed out last week.

A lull in business should be an opportunity for creating a breeze with new ideas.

TORONTO RETAIL GROCERS' ASSOCIATION.

THE regular monthly meeting of the Toronto Retail Grocers' Association, which was held on Monday evening, was well attended. President Benj. Panter occupied the chair.

Two grocers were proposed for membership, Charles Plumb, Yonge street, and Daniel Whetstone, Brock avenue. Both were received.

WEIGHTS AND MEASURES INSPECTION FEES.

A communication was received from the London, Ont., Retail Grocers' Association, stating that at the last meeting of their association it had been decided to lay before Parliament the matter of weights and measures inspection fees. They maintain that inasmuch as the inspection is in the interests of the general public, the expense should come out of the taxes of the country, instead of being made a special tax or license fee upon the trade.

The Toronto association thoroughly endorsed the position of their London brethren, and on motion of T. Holmes and F. S. Roberts, the secretary was instructed to ask them if they might assist them in any way in regard to the matter.

The account of F. S. Mearns, solicitor for the association, was presented. It was read and reviewed by D. J. Kelly, past-president, who explained the items. Though it was larger than anticipated, amounting to \$138.63, the amount of work done in connection with the early-closing fight in the courts made it appear very moderate. It was referred to a committee consisting of this year's executive, and the members who were on last year's executive. Notice of motion was given to draw \$150 from the special fund to place in the general fund to meet this outlay.

A SURPLUS FROM THE "AT-HOME."

Though the "At Home" committee had not prepared its report the secretary was able to report a surplus. This information was received with enthusiasm, as this year's is the first "At-Home" that has ever been held without a considerable deficit to be provided for.

THE TELEPHONE QUESTION.

F. W. Johnson announced that a meeting of merchants interested in the telephone service would be held in the Temple Building on Monday evening next, and extended an invitation to all the members to be present. The secretary was instructed to notify the members of the meeting.

TRADING STAMPS.

T. Holmes asked if anybody was taking steps to secure legislation against trading

stamps. It was reported that the Retail Merchants' Association of Canada had a bill before the Dominion Parliament re the matter. Mr. Holmes then expressed the opinion that the association should use its influence to have this bill passed. The efforts to shut out trading stamps in New York State had been successful, so there should be reason to look for the same success in Canada.

Fred. Luttrell believed that the use of trading stamps was decreasing, because merchants were learning that they did not pay, and he questioned whether it was wise to advertise them by trying to get rid of them by legislation.

R. Robertson said that the force of the agitation against stamps last summer had been sufficient to make it easy for himself and, he believed, many others, who had found them to be a source of leakage instead of profit to stop giving them to their customers. He believed that the more they were agitated against the quicker they would be buried.

President Panter stated that an agent of one of the coupon concerns had informed him that the agitation against trading stamps last year had made that year the least profitable they had ever experienced. He thought that a strong effort would make this year an even less profitable one to the stamp companies.

Mr. McLean, of McLean & Van Loon, Broadview avenue, reported that an agreement was being circulated east of the Don, by which merchants promised not to handle any kind of trading stamps or coupons. This had been signed by practically all the merchants, only two having refused, to his knowledge.

Mr. Holmes moved, seconded by F. W. Johnson, that the secretary be instructed to correspond with Hamilton and London associations re the matter, and to write to Toronto members of the Federal Parliament; also other members who were engaged in the retail trade.

Before the meeting adjourned D. J. Kelly moved, seconded by F. W. Johnson, that the association pass a resolution recording its sympathy for the Royal Family and for the Empire at large in the great loss it has sustained through the death of Her Majesty Queen Victoria.

On motion of F. S. Roberts, seconded by John Butcher, the secretary was instructed to write a letter of condolence to J. S. Bond, Wilton avenue, on account of the great loss he recently sustained through the death of his wife.

EQUALIZED SUGAR RATES FOR THE WEST.

THE following are the equalized rates on Eastern refined sugars for Manitoba and the Northwest Territories:

	Regular Rate.	Car Rate.
Alkins	67	60
Airdie	101	92
Alameda	44	40
Albert Canyon	119	111
Alexander	26	20
Alpha	16	11
Altamont	19	13
Altona	13	12
Antelope	69	62
Antler	36	28
Anthracite	99	88
Arden	21	14
Arnaud	12	12
Austin	19	18
Ashdown	21	14
Aylesbury	73	67
Bagot	19	13
Balour	21	14
Balgonie	63	47
Balmoral	12	10
Banff	99	84
Bantry	85	76
Barnsley	15	10
Bassano	86	77
Basswood	26	20
Bear Creek	117	108
Beausejour	11	11
Beaver	19	13
Beavermouth	114	105
Beddington	99	89
Belle Plaine	66	51
Belmont	21	14
Berensford	24	18
Bergen	12	10
Bethune	69	63
Bienfait	49	44
Bincarth	39	31
Birch River	49	44
Bird's Hill	7	7
Birtle	36	28
Blackfalls	117	106
Bladworth	89	72
Blairmore	101	92
Blake	13	10
Boharm	54	53
Boissevain	24	18
Bonniington	82	71
Bowden	112	101
Bowell	81	73
Bo v Island	81	74
Bowsman	49	44
Brandon	24	18
Bredenburg	46	41
Brookit	95	81
Broadview	46	41
Bull's Head	79	72
Burdette	88	74
Burnside	16	11
Burrows	43	38
Calgary	91	83
Cannore	97	87
Carberry	21	14
Carievale	39	32
Carman	16	10
Carmichael	71	64
Caruduff	41	36
Caron	56	53
Carroll	24	18
Car-tairs	106	97
Cartier	9	8
Cartwright	21	18
Cascade	101	92
Cassils	85	78
Castle Mountain	101	92
Cayley	107	98
Chamberlain	73	66
Chaplin	62	57
Chater	24	18
Cheadle	89	81
Chin	85	76
Churchbridge	43	38
Cl-resholm	102	92
Clark's Crossing	88	79
Clearwater	24	18
Clouston	95	85
Cluny	87	79
Coaldale	86	77
Coal Creek	107	99
Cochrane	93	85
Colley	73	66
Cowan	43	38
Cowley	97	87
Crak	75	68
Cranbrook	117	108
Crandell	35	28
Crane Lake	73	66
Creston	122	114
Creston Junction	122	114
Crossfield	104	95
Crowfoot	86	77
Crowsnest	103	95
Crystal City	24	18
Cutross	14	10
Cunningings	75	68
Curtis	14	10
Cypress River	21	14
Darlingford	21	14
Dauphin	32	24
Deerwood	16	11
Deleau	26	20
Deloraine	28	22
Departure	21	14
DeWinton	101	92
Didsbury	107	98
Disley	66	61
Dominion City	13	12
Donald	114	105

Douglas	24	18
Drinkwater	59	53
Duffrost	11	11
Duck Lake	93	84
Dundurn	84	76
Dunmore	79	72
Dunrea	21	15
Edmonton	127	115
Eldon	103	95
Elgin	24	18
Ell	12	10
Elkhorn	39	31
Elko	111	102
Elliot's	24	18
Elm Creek	14	10
Elva	32	26
Emerson	13	14
Franklin	59	45
End of Track (Can. Nor.)	16	11
End of Track (N.P.R.)	103	95
Ericson	62	58
Ernfold	49	44
Estevan	29	31
Ethelbert	13	10
Eustace	24	18
Fairfax	13	10
Faonyetelle	106	98
Ferne	106	98
Field	28	23
Finlay	71	65
Finlay	79	71
Finlay	21	11
First Siding	39	31
Fleming	39	31
Fork River	7	6
Forris	26	20
Forrest	114	105
Fort Steele	39	31
Foxwarren	28	18
Franklin	45	41
Frolyshire	37	30
Gainstoro	111	102
Galloway	39	31
Garland	77	70
Girvin	117	108
Glaier House	19	13
Gladstone	97	79
Gleichen	21	14
Glenboro	21	14
Glenella	4	18
Glencairn	9	8
Glenlea	111	102
Glenogh	42	37
Glen Ewen	119	111
Goat Fell	111	102
Golden	28	22
Gonor	56	50
Goodlands	12	10
Grand Coulee	89	74
Grassy Lane	12	10
Gravel Pit Spur	21	14
Greenway	49	44
Grenfell	13	12
Gretna	87	79
Grindlay	18	22
Griswold	71	64
Gull Lake	90	81
Hague	59	47
Hairbride	32	26
Hamiota	83	74
Hauley	36	28
Hargrave	41	34
Harrowby	24	18
Hartny	16	11
Haywood	12	10
Headingy	166	98
Hector	65	58
Herbert	14	10
High Bluff	15	97
High River	21	14
Hilton	49	44
Hirsch	112	111
Hobbima	19	13
Holland	24	18
Holmfeld	16	11
Horizon	106	98
Hosmer	119	111
Ileellawit	57	45
Indian Head	21	14
Inch Springs	113	103
Innisfail	77	71
Irvine	111	102
Jaffray	95	86
Kananaskis	93	85
Keith	35	28
Keloo	24	18
Kennay	24	18
Killarney	117	108
Kimoorly	75	68
Kincorth	83	74
Kinzie	81	74
Kipp	39	31
Kirkella	122	114
Kitchener	118	109
Lacoube	15	97
Lagan	43	36
Langenburg	89	81
Langdon	81	73
Langevin	21	14
LaRiviere	21	14
La Saie	9	9
Latham	86	77
Lauder	24	21
Laurier	26	21
Laurier Siding	119	111
Leancholl	107	99
Leavings	97	97

(To be Continued.)

A. Sweet & Co., general merchants, Winchester, Ont., are having plans for an extensive addition to their new store prepared by an architect.

PUMPKIN FLOUR

WHOLESOME + APPETIZING
ABSOLUTELY PURE

A new and convenient form of the delicious pumpkin—with all the delicate flavor of the fresh fruit—but without the many inconveniences and labour of preparing.

TO THE GROCERS

In attractive packages, of salable size, per case of 3 doz. packages \$2.70.

FOR SALE BY ALL JOBBERS.

THE MORSE PUMPKIN FLOUR MILLS

LEAMINGTON, ONT.

Cooney's Blue.

in SQUARES or BAGS.

Brightest, Bluest and Best.

When you sell this Blue you sell the best there is on the market, but not the highest priced.

Made in Dublin by

Cooney Manufacturing Co., Limited.

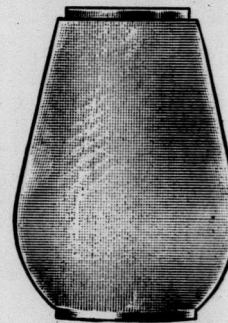
Send for a trial order to

A. Waddell & Co., 6 1/2 Front St. East, TORONTO

Wm. H. Dunn, St. Paul Street, Montreal

Selling Agents for Canada.

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

THE "GLENER"

KINGSTON, JAMAICA, B.W.I.

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

Canadian manufacturers, merchants, etc., desiring to do business with this country and introduce their goods in this market, should put an advertisement in "THE GLENER."

Write for scale of charges, etc., to

THE GLENER CO.,
Limited

"Gleaner" Office, KINGSTON, JA.

Give a Thought To the **APPEARANCE,**
QUALITY and
FLAVOR
 OF

Imperial White Wine Vinegar

A Guarantee Behind
Every Package.

It has no equal.

To Country Merchants

We want to arrange with some merchant in every Canadian village to buy

**BEEF and HORSE HIDES, CALF SKINS
SHEEP PELTS, TALLOW and BONES**

_____ for us.

WE FURNISH THE MONEY.

The business **pays a good profit.**

Write now for further particulars.

Calf Skin season opens next month.

Address: **CARROLL S. PAGE,** Hyde Park, Vermont,
U.S.A.

KENTVILLE BOARD OF TRADE.

THE annual meeting of the Kentville, N.S., Board of Trade was held on Monday evening, January 21. President R. W. Eaton occupied the chair.

The president's address, which is a feature of the annual meeting, was a comprehensive one. He first reviewed the volume of trade and the conditions of business during the year. With the exception of the export apple trade, everything had been even more satisfactory than customary. The imports amounted to \$12,435, an increase of almost \$2,000. The export apple trade had been, however, exceedingly bad, the balance being nearly \$100,000 on the wrong side. This he attributed to the inefficient and unsuitable class of vessels engaged in the ocean transport business during the season. These vessels received subsidies from the Government, but, as no provision had been made to secure suitable vessels, the subsidies served only to kill off competition and give employment to slow and unsuitable vessels. He was convinced that the Government should appoint a commission to inquire into the circumstances connected with the transportation and marketing of the apple crop of the Annapolis Valley with a view to remedying existing grievances.

In referring to the tourist business of the town, which is steadily increasing, the speaker stated that 20,000 copies of a booklet descriptive of the town had been issued.

The principal event of the year, as far as the board was concerned, was the annual meeting of the Maritime Board of Trade, held in Kentville on August 15, 16 and 17, last. The session, he considered, had been successful in every respect.

The industries of Kentville are in satisfactory condition. The Nova Scotia Carriage Co., which was organized during the year, has proven a valuable addition to the institutions of the town. All the other concerns have grown in size and strength during the year.

A vote of thanks was given to the president and secretary for the valuable service and reports.

The following officers were elected :

President—James Sealy.
Vice-President—W. P. Shaffner.
Secretary-Treasurer—G. E. Calkin.
Auditors—J. W. King, Dr. Saunders.

After the discussion it was unanimously resolved to endorse the action taken by the municipal council and the Kings County Board of Trade in reference to the appointment of a commission of inquiry in reference to apple transportation by the Federal Government.

Most Excellent Coffee



A pure, high-grade berry at a popular price.

Trial Order Solicited.

Mediterranean Fruits
Granulated and Raw Sugars
Molasses and Syrups, Glucose, Etc.

Excelsior Macaroni
White Castile Soap

C. A. CHOUILLOU & CIE.
14 Place Royale (Customs House Sq.) MONTREAL.

BASKETS

We make them in all shapes and sizes. We have

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

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

THE . . .

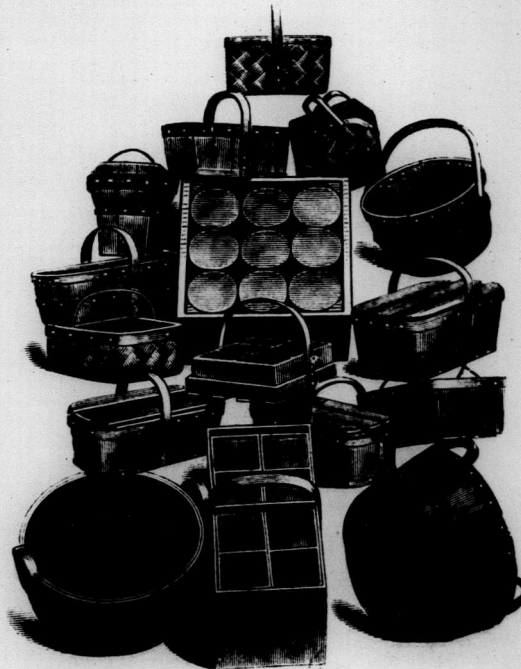
Oakville Basket Co.
Oakville, Ont.

IN STOCK, EXCELLENT QUALITY.

Fancy Malaga Grapes,
Fancy New Messina Lemons,
Fancy Sweet Senora and Jamaica Oranges.

Do not forget us with your orders, we have full lines, Nuts, Dates, Figs, Fancy Navel and Valencia Oranges arriving shortly.

Hugh Walker & Son, Guelph, Ont.



The Essex Handle and Wood Turning Works

Baskets, Veneers, Cheese Boxes, Heading, Hoops, Dimension Stock, Hardwood Lumber, Handles and every description of Wood-Turning.

GARDNER BROS. & CO.

Successors to
The Ontario Basket Co.

WALKERVILLE, - Ont., Can.

Manufacturers of all kinds of Baskets and the latest up-to-date Fruit Packages; White basswood Rim Berry Boxes; Banner Rimless Berry Boxes; Berry Crates; Climax Baskets, all sizes; Export Peach Crates; Axle Grease Boxes, etc., etc.

Special inducements to fruiterers and grocers to handle our goods in all fruit districts.

Order now and save time, money and disappointment, as all cannot be served promptly when the busy season arrives.

MARKETS AND MARKET NOTES

INFORMATION FOR BUYERS.

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

ONTARIO MARKETS.

Toronto, February 14, 1901.
GROCERIES.

THE trade situation appears to be much the same as it was a week ago, although the tendency, if anything, is toward a little better business. In tobaccos, rice, tapioca, syrups, molasses and tea there is a fair sorting-up trade being done, but in canned goods the demand is still very light. The same may also be said of foreign dried fruits. The price of canned goods remains much as before, no change having taken place during the week. The price of coffees is unchanged and the primary market has been irregular. Very little is being done in sugar, and prices are unchanged locally. In London, the market is a little weaker, but in New York prices are steady. The improvement noticed during the last couple of weeks in teas has been maintained, and prices, generally, are firm. Currants are still steady in price, but Californian prunes are rather easy. Payments are just moderate.

CANNED GOODS.

The Canners' Association held a meeting in Toronto last week, but made no change in prices. Nor has there been any change on the part of wholesalers. Although there is still a want of confidence it does not seem to be so marked as it was a week ago. The fact that general prices have kept so steady, in spite of the low figures quoted by one house, has somewhat strengthened the position, for it is argued that, if with trade so quiet the market has not broken, it should at least keep steady when the demand becomes more active. At present there is no improvement in the demand for canned vegetables, only small sorting-up lots going out. The consumption of canned vegetables is, however, pretty large throughout the country. The ruling quotations for tomatoes are still 80 to 85c., and for peas and corn 75 to 80c. There is a little better demand for canned fish, including both lobster and salmon. The demand for lobster is nearly altogether for that put up in

½ lb. tins. The demand, however, for canned fish cannot yet be said to be brisk. There is very little being done in canned fruits, and trade is dull in canned meats.

COFFEES.

The outside markets have continued irregular during the past week, and at the moment they are easy. Receipts of coffee in Brazil have been large latterly. Locally, the demand has improved for green Rio coffee, and there have been some fairly good sales, particularly to arrive in a few weeks. No. 7 Rio coffee on the spot is quoted at 9 to 10c., and to arrive at 8¼ to 9¼c.

SUGAR.

The raw market is a little easier in London for beet root sugar, but in spite of this the price is steady in New York, and refiners, as they were a week ago, are ready to absorb all raw sugar that can be obtained at 4¼c. for centrifugals. The feature of the week, as far as the New York market is concerned, is the notice of the withdrawal

See pages 31 and 32 for
Toronto, Montreal, and St.
John prices current.

of the privilege of delayed shipments, and shipments must now be made within seven days. Prices, however, will be guaranteed up to the time of arrival. The meltings last week in the United States were 32,000 tons and the receipts 58,251 tons. The total stocks of raw sugar in Europe and America at the end of last week were 2,065,166 tons against 2,020,435 the week before, and 1,971,955 tons the same week last year. Locally, the demand is perhaps slightly better than it was a week ago, but the volume of business is still very light. Quotations are without change, the price being \$4.83 in Toronto for Montreal granulated and \$4.78 for Acadia; yellows run from \$4.18 up.

SYRUPS AND MOLASSES.

A good steady trade has been done this winter in both syrups and molasses, and there is yet no sign of any falling off in the demand. The ruling price for syrup is 32 to 40c. per gal., while molasses is selling at 27 to 35c. per gal. in half-bbls. and 25 to 33c. in bbls.

SPICES.

There is just the ordinary trade being

done, with the demand chiefly for ginger. According to cable advices, the spice market generally is steady.

RICE AND TAPIOCA.

A few orders have been placed during the week for Japan rice for importation. The market is so situated just now that prices are lower for importation than for prompt shipment. The demand for both rice and tapioca from the retail trade is fairly steady.

TEAS.

There have been a few more transactions in Japan tea from first hands during the week. The business, however, appears largely to have been done by one shipping firm that is known to have large quantities of tea on the spot. The prices at which these transactions are taking place are much lower than other houses are willing to accept. In consequence of this there have not been so many transactions as there otherwise would have been, for there has been quite an increase in the number of inquiries. There has been as much as a difference of 1¼c. per lb. between the offers made by local importers and the prices which the firms in Japan were willing to accept. We know of one house in Japan which would not even shade ¼c. per lb. in order to get business. Some teas which were scarcely medium were offered at 16 to 16¼c. per lb. which last year sold as low as 13 to 14c. The strength and activity in Indian and Ceylon teas noted last week on the London market has continued, and, according to mail advices, all descriptions of tea met with improved competition, even in common teas higher prices being paid. On the local market there is a better demand for teas on spot and for importation. The demand locally is principally for medium liquoring and fine teas, which are both scarce. There is, however, an abundance of low-grade teas in both the hands of buyers and sellers. The demand on retail account is steady.

NUTS.

Advices to hand report a further decline of 5s. per cwt. in the price of Valencia shelled almonds in the primary market. Prices are now 15 to 20s. per cwt. below the highest point.

FOREIGN DRIED FRUITS.

CURRANTS—Although the demand is still light, there is, if anything, a slight improvement, and, according to advices from the primary market, prices continue steady.

We quote: Filiatras, 10 to 11c., according to quality, Patras, 11½ to 12c., and Vostizzas, 14 to 16c. The trade will remember that there is quite a difference in the quality of the fruit on the market, even under the same brands, and the only safe way to buy is on sample.

VALENCIA RAISINS—The market is a little firmer in London, Eng. Locally, trade is quiet, and prices have a wide range. Fine off stalk, for instance, are quoted all the way from 6½ to 7½c. per lb., and selected at 7½ to 8c. for ordinary and 9c. for fancy stock.

CALIFORNIAN RAISINS—Very little is being done. We quote: 2-crown, 8¾c.; 3-crown, 9¼c., and 4 crown, 10c., for good, sound fruit.

PRUNES—There is a little better demand for prunes, but the volume of business is still, on the whole, light. French prunes sell all the way from 3¾ to 4c. for 110's to 120's, according to quality. Californian prunes sell at 4¾c. for 110's to 120's up to 10½c. for 40's.

FIGS—There is still a fair demand for tapnet figs at 3½c. per lb., for other kinds of figs there is no demand.

DATES—A fairly good trade is still being done in dates. As in other lines of fruit there is quite a difference in the quality of this particular line. Some of the Halloween dates which arrived on the local market lately were rejected, and it is understood they were bought up by confectioners. The ruling price for good sound fruit is 4 to 4½c. for Sairs, and 4½ to 5c. for Hallowees.

CALIFORNIAN EVAPORATED FRUITS—An improved demand is to be noted this week for apricots at 11½ to 14c., and for peaches at 8½ to 12½c., according to quality and package.

GREEN FRUITS.

The movement of oranges, especially navels, keeps large. Jamaicas are practically cleared off this market. The few barrels left are 25 to 50c. lower than last week. Lemons continue to sell well, and, as the primary markets have felt the impetus of the big movement, prices are firm. No change will be made here, however, until present stocks are cleared out. Some Valencia onions will likely arrive in a few days. These will be sold at \$1.50 to \$1.75 per Spanish case. Sweet potatoes are in moderate demand, yet there are none too many coming on account of the difficulty of safe transportation. Stocks of Malaga grapes are about exhausted. Cocoanuts are steady at \$3.75 per 100 or 50c. per doz. Cranberries are in even better demand than formerly, and \$11 to \$11.50 per bbl. is readily paid for good Cape Cod berries, which are also selling at \$1 per basket. Prices in Malaga grapes are steady.

COUNTRY PRODUCE.

EGGS—While receipts of new-laid are still increasing, there is no accumulation, as the demand has increased since prices were reduced to 20c. for strictly fresh. Stocks of pickled are light, and the demand keeps active at 15c. Held is in moderate request at 16 to 17c.

BEANS—The market is steady. We quote hand picked at \$1.65 to \$1.70 and primes at \$1.50 to \$1.60.

HONEY—The market is unchanged. Stocks are moderate, and the feeling is that prices prevailing now will hold firm till the next crop is in. We quote 9 to 9½c. for extracted clover, and \$2.40 to \$2.60 for clover comb.

DRIED APPLES—The market is quiet and unchanged. Dried are selling at 3¾ to 5c. and evaporated at 4½ to 5c.

POULTRY—The chief demand is still for chickens. Other lines are moving fairly well, with supplies moderate. We quote: Turkeys, 9 to 10c. per lb.; geese, 7 to 7½c. per lb.; ducks, 50 to 75c. per pair; chickens, 35 to 60c. per pair.

BUTTER AND CHEESE.

BUTTER—The scarcity of creamery has resulted in an advance of 1c. per lb. for both prints and boxes. The demand keeps brisk. Good dairy is in excellent demand, but second grades are plentiful. We quote: Dairy prints and rolls, 18 to 19c.; best tubs, 18½ to 19½c.; second-grade tubs, 15 to 17c.; lower-grade tubs, 13 to 15c.; creamery prints, 23 to 24c.; boxes, 20 to 22c.

CHEESE—The market is still weak, and the movement since last week's decline has been light. There is no reason for a further decline just now, however. We quote 10½c. for late makes and 11c. for twin cheese.

FISH AND OYSTERS.

There is a good trade in oysters, trout, whitefish, ciscoes and herrings. No. 2 trout, in half-barrels, are 50c. higher. Bloaters have advanced 10c. Sea herrings are 25c. lower. We quote: Fresh fish—Codfish, 6 to 7c.; haddock, 5 to 6c.; British Columbian salmon, 12 to 15c. Frozen fish—Trout, 8c.; whitefish, 5 to 7½c.; perch, 5c.; pike, 6c.; sea herring (large), \$2 per 100. Smoked fish—Finnan haddies, 6½ to 7c. per lb.; Digby herrings, 15c. per box; ciscoes, \$1 to \$1.27 per 100; mild-cured bloaters, 50 in box, \$1.25; No. 1 split herrings, \$3 per half-bbl. and \$5 per bbl. Salted fish—British Columbian salmon, No. 1, \$14 per bbl.; Labrador salmon, \$14 per bbl.; whitefish No. 1, half-bbls., \$6.50; trout, half-bbls., \$5.50 to \$6; green cod, No. 1, \$4.75 to \$5 per 200 lb.; small, \$3.75 per 200 lb. Prepared fish—Dried cod, in 112 lb. bundles, \$4.75 per cwt.; flitched cod, \$5 to \$5.25; boneless cod, in bricks, 5 to 5½c. per lb.; steak

cod, 6½c. per lb.; shredded cod (2 doz. in box), \$1.80 per box; boneless fish, loose, in 25-lb. boxes, 4c., and 5-lb. boxes, 5c. per lb. Oysters—Southern mediums, \$1.10 per gal.; Baltimore standards, \$1.25 per gal.; Baltimore selects, \$1.50 per gal.; New York mediums, 80c. per 100; New York selects, 60c. per 100.

GRAIN, FLOUR, BREAKFAST FOODS.

GRAIN—There is no change. Ontario wheat is still at 63½ to 64c. on track outside for both red and white. Manitoba No. 2 hard is quoted 91½c. at Toronto, grinding in transit. The good sleighing is causing a free delivery of all grains, but especially wheat. Prices are as follows: Wheat, white and red, 68c.; goose, 65 to 65½c.; oats, 32½ to 33c.; peas, 66c.; rye, 51½c.; barley, 45 to 48c.

FLOUR—There is a good movement. Prices keep firm. We quote on track, Toronto (bags included), as follows: Manitoba patents, \$4.40; Manitoba strong bakers', \$4.15; Ontario patents, \$3.70 to \$3.85; straight roller, \$3.40 to \$3.60.

BREAKFAST FOODS—Prices are unchanged. The demand keeps good. We quote: Standard oatmeal and rolled oats, \$3.35 in bags, and \$3.45 in bbls.; rolled wheat, \$2.50 in 100-lb. bbls.; cornmeal, \$2.75; split peas, \$4; pot barley, \$3.90.

HIDES, SKINS AND WOOL.

HIDES—Cured hides are again ½c. lower. The market is dull. We quote as follows: Cowhides, No. 1, 7½c.; No. 2, 6½c.; No. 3, 5½c. Steer hides are worth 1c. more. Cured hides are quoted at 8c.

SKINS—Sheepskins are 10c. higher. Otherwise there is no change. There is little doing. We quote: No. 1 veal, 8-lb. and up, 9c. per lb.; No. 2, 8c.; dekins, from 40 to 60c.; culls, 20 to 25c. Sheep are selling at 95c.

WOOL—The market is dull, and prices are easy. We quote: Combing fleece, 15 to 16c., and unwashed, 9½ to 10c.

MARKET NOTES.

Creamery butter is 1c. dearer.

Cocoanuts are selling readily at \$3.75 per 100. Cranberries are being sold at \$1 per basket.

TO ENLARGE THEIR PLANT.

It is possible that extensive improvements may be made in the plant of the Lawry & Sons Packing Co. at Hamilton. Sir Wm. B. Forwood, principal director of the company and Secretary Brown made an inspection of the premises. It is expected in some quarters that fully \$2,000,000 will be spent on the enlargements, which will put the company in a position to handle the rapidly growing business, particularly in the export trade in refrigerated dressed beef.

Toronto Commission Houses.

Marmalade Oranges.

Our policy, during the last few years, has been to select our importations of Bitter Oranges from the second shipments, thus securing fully matured, well colored fruit, the first shipments usually being on the green side. The really superb fruit we are offering this week proves the correctness of our judgment. "Sunflower" and "Trophy" Brands California Navels still maintain their lead in the Orange trade. See this week's price list for special prices.

McWilliam & Everist,

Wholesale Fruit, Produce and Commission Merchants
25 and 27 Church St., TORONTO, Can.
Office Phone 645. Warehouse Phone 8394.

Butter Cheese
Eggs Poultry

Consignments Solicited.
Highest Prices. Prompt Returns.

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

**SMOKED MEATS
PURE LARD**

Our "MAPLE LEAF" brand is unexcelled.

We are large dealers in EGGS and
BUTTER. WRITE US.

D. GUNN, BROTHERS & CO.

Pork Packers and Commission Merchants
76-78-80 Front St. E. - TORONTO.

Save Money

by placing your orders at once
for first quality

SPRUCE BUTTER TUBS

for delivery early this spring.
Get our quotations now, it will pay you.

Rutherford, Marshall & Co.

Commission Merchants,
68 Front Street East, Toronto.
Telephones 2669 and 2641.

The

DAWSON Commission Co., Limited

FRUIT, PRODUCE AND
COMMISSION MERCHANTS.

Cor. Market and
Colborne Streets.

TORONTO

...EVERY...

COMMISSION MERCHANT

in Canada should have a card in these
columns. We will be pleased to talk to you about
it and quote rates.

QUEBEC MARKETS.

Montreal, February 14, 1901.

GROCERIES.

ALTHOUGH the market has not been eventful, it closes with a somewhat brighter outlook for trade than we have seen for weeks past. Lenten trade has commenced. Although there will be only two days of the week enforced fasting, the trade opens with a run of fairly good orders. Dealers are not buying heavily, but they are showing that they need goods. Quite a large quantity of prepared and salt fish have passed out of stock this week. It must be borne in mind that even were there no Lent there would still be a large consumption of fish. Canned fruits and salmon are selling fairly well, but vegetables are still rather quiet. There has been quite an improved demand for molasses and corn syrup. Currants are rather firm, but Valencia raisins are neglected. Evaporated apples are moving rather freely, while the call for dates and prunes is disappointing. Teas are in fair demand, with Japans ruling firm.

SUGARS.

The sugar market shows little change on the week's transactions. The principal feature is the strengthening of raw beet which is now quoted 2d. higher at 9s. 3d. The actual prices at which transactions are occurring are said to be much higher. Yet, this has not affected the refined article which is steady. Wholesalers in the city are buying only from hand to mouth. The distributing trade among the retailers is not active. The price is still \$4.65 for granulated and \$3.95 to \$4.55 for yellows, according to quality.

SYRUPS.

There has been a heavier demand for syrups during the week, stimulated by the advent of the Lenten season. This shows that there is bound to be considerable syrup consumed at this time of the year, even though fasting be not enforced. Corn syrup is in the greatest favor. Cane syrup is worth 1½ to 2c. per lb. and corn syrup 2¾ to 3c. according to quantity. Maple syrup is unchanged with but little being shipped.

MOLASSES.

We learn now that the quotation coming from the Barbadoes last week represents the prime cost of molasses, not including the cost of the puncheon. This week another cable to hand quotes Barbadoes at 14c. prime cost, a decline of 1c. We understand that there have been offerings of 50 to 100 puncheon lots at 37c. with but few takers. Country dealers are buying in small lots only. Prices rule as before, at 41c. for single puncheons and 40c. in larger lots.

The following Brands manufactured by

The AMERICAN TOBACCO CO.

OF CANADA, Limited.

Are sold by all the Leading Wholesale Houses

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IMPORTERS OF FOREIGN AND DOMESTIC
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The Roberts Advertising Agency,
WINNIPEG, CANADA.

CANNED GOODS.

Canned fruits are experiencing a better inquiry this week and prices remain firm. We quote: Blueberries, 1's, 60c.; 2's, 80 to 90c.; raspberries, \$1.40 to \$1.50; strawberries, \$1.60 to \$1.70; cherries, \$1.75 to \$2.25; peaches, 2's, \$1.60 to \$1.80; 3's, \$2.25 to \$2.60; pie peaches, 3's, \$1 to \$1.10; in gallons, \$3.50; pears, 2's, \$1.40 to \$1.60; 3's, \$2 to \$2.25; plums, blue, \$1 to \$1.10; lombard, \$1 to \$1.10; greengage, \$1.10 to \$1.25; pineapples, 1's, \$1.40; 1½'s, \$1.80; 3's, \$2.40; apricots, 3's, \$2.40. Canned vegetables are still rather quiet, although there are a few sorting orders coming in. Tomatoes are worth 80 to 90c.; corn, 75 to 80c., and peas, 75 to 95c. Salmon is in fair inquiry at old prices. Fraser river red sockeye is worth \$1.60 to \$1.75; flats, \$1.65 to \$1.85 in case lots. Cohoes are generally selling at \$1.30 to \$1.40, and spring salmon at \$1.15.

SPICES.

The demand for spices is quite ordinary. Values are unchanged. We quote: Nutmegs, 40 to 75c. per lb., as to size; Penang mace, 45 to 50c. per lb., as to quality; pimento, 15c.; cloves, 15 to 25c.; pepper, black, 17 to 20c., according to grade; white, 25 to 27c.

DRIED FRUITS.

CURRENTS—The market is quiet, with but little doing. The ruling price is 9½ to 10c.

VALENCIA RAISINS—This article seems to be neglected. There are some goods selling at 6½c., but standard finest off-stalk are worth 7½c. Selected are worth 8c., and 4 crown layers 8½c.

DATES—Trade in dates is not active, business being of a limited nature. The ruling price for Halloween dates is 4c., and for Sairs 3½c.

EVAPORATED APPLES—The demand for evaporated apples is rather brisk. Good choice fruit is worth 6 to 6½c., and common goods, 5½ to 5¾c.

PRUNES—The inquiry is limited. The prices are as follows: 90-100's, 5½c.; 60-70's, 7c.; 40-50's, 10c.; French prunes, 4 to 5c. and Bosnia prunes, 5½c.

NUTS.

There is no change worthy of notice in nuts. Shelled walnuts are worth 21 to 23c.; unshelled, 8½ to 12c.; Sicily filberts, 10 to 11c.; Jordan almonds, 35c.; Valencia almonds, 33c.; Tarragona almonds, 13c. in bags; peanuts, 6 to 8c.

TEAS.

The auction sale of Lockerby Bros.' damaged teas shows that tea values are quite stiff. Japan teas sold at 16 to 20c. and China blacks 10 to 12c. The country

demand keeps up fairly well and supplies in the city are not large. A few weeks ago there were some cheap Japans obtainable at 14 and 14½c., but these, poor as they were, have all been cleaned up and there are none offering now under 15c. India and Ceylons are steady.

COFFEES.

Coffees are quiet and easy. Low grades have dropped about 1¼ to 2c. during the past two months. Higher-priced goods have maintained a better feeling.

FISH AND GAME.

Continued cold weather and the near approach of the fasting season has increased the demand for all kinds of fish. We quote as follows: Fresh fish—British Columbian salmon, 10 to 11c. per lb.; haddock, 3½ to 4c.; halibut, 11c.; whitefish, 7c.; pike, 4½ to 5c.; dore, 5½ to 6c.; fresh frozen herring, \$2.00 per 100 fish; smelts, 3 to 5c.; steackcod, 4½c.; tommy cods, \$1.25 per bbl. Salt fish—British Columbian salmon No. 1, \$13.00 per bbl.; Labrador salmon, \$12.50 to \$13 per bbl.; green cod, No. 1, \$6.00 per 200 lb.; small, \$4.25 to \$4.50 per 200 lb.; Loch Fyne herrings, \$1.05 per keg; Dutch herrings, 75 to 80c. per keg; No. 1 Nova Scotia herring, \$4.75 to \$5 per bbl.; No. 2 mackerel, \$10 per bbl.; ½'s, \$5.50 to \$6. Smoked fish—Finnan haddies, 6½ to 7c. per lb.; smoked herrings, 14c. per box. Prepared fish—Skinless cod, in 100-lb. cases, \$4.50; dried cod, in 112-lb. bundles, \$4.75 to \$5.00 per cwt.; boneless cod, in bricks, 5 to 5½c. per lb.; boneless fish, loose, in 25-lb. boxes, 4c., and 5-lb. boxes, 5c. per lb.; bloaters, \$1 per box.

The demand for poultry is rather slow. On the market, game brings the following prices. We quote as follows: Ducks—Blue bills, 40c. per pair; red heads, \$1 per pair; black, 90c. per pair; turkeys, 10c. per lb.; chickens, 9 to 10c.; fowl, 7 to 9c.; domestic duck, 10 to 11c.; pigeons, \$1.50 dozen; snipe, \$2.10 dozen; plovers, \$3.60 dozen; hares, 40c. per pair; wild geese, \$1.00. Shell oysters—Choice malpecques, \$5 to \$6 per bbl., second grade, \$4 to \$4.50; Miramichi, \$3.50 per bbl. Bulk oysters, \$1.30 for Standard, and \$1.50 for selects.

GREEN FRUITS.

Trade has been seasonable this week. It has been affected, however, by the Queen's death and the postponement of many functions. We quote as follows; Jamaica oranges, bbls., \$5; Californian navels, first grade, \$3.50; second grade, \$2.50 to \$3; Valencia oranges, 420's, \$4; Jumbos, \$5.25 to \$6.50; 714's, \$5.00 to \$5.25; Florida, bright and russet, \$4; bitter marmalade, \$3.25 to \$3.50 per box; Messina lemons, 300's,

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Toronto Fruit Merchants.

FANCY NAVEL ORANGES
FANCY MESSINA LEMONS

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EVAPORATED FRUITS.

Strained Honey and Maple Syrup

Your Orders receive prompt and careful attention

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NAVEL ORANGES

"Camellia" Brand brings the highest price in open competition in New York, being EXTRA FANCY.

LEMONS—Car fancy Messinas.

DATES, FIGS, APRICOTS,
PEACHES, NUTS—Special values.

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Co.

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From the Atlantic to the Pacific,

OKELL & MORRIS'
(Gold Medal Brands) of Whole Fruit Preserves

Messina Orange Marmalade, Tomato Ketchup, Sauces, Pickles and Vinegars are acknowledged the purest and best. Trade-Builders, Trade-Winners 15 Gold and Silver Medals, and 30 Diplomas for purity and excellence. Write for prices to Factory, Victoria, B.C.

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Advances Made on Warehouse Receipts.

AGENCIES ACCEPTED.

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GOLDEN CROWN LOBSTER, flats and tails.
GOLDEN KEY LOBSTER, flats only.
GOLDEN CROWN CANNED CLAMS, 1-lb. talls.
GOLDEN DIAMOND BLUE BERRIES, 2's size.

W. S. Loggie Company,
HATHAM, N.B. Limited.

\$2.25 to \$2.50; 360's, \$2 per box; bananas, firsts, \$1.50 to \$3 per bunch; winter apples, \$2.50 to \$3.75 per bbl.; cranberries, \$12 to \$13 per bbl., soft, \$6 to \$6.50; Spanish onions, \$2.25 per case and \$1 per small crate; chestnuts, 10c. per lb.; sweet potatoes, Vinelands, \$4.25 to \$4.50 per bbl.; new figs, fancy, 12 to 15c.; choice, 6 to 8c. per lb. in 10 lb. boxes; Malaga grapes, \$5.50 to \$7 per keg; Californian fancy pears, \$4 to \$5; Catawba grapes, 12 to 17c. per basket; pineapples, 15 to 25c.; Californian celery, \$4.75 to \$5 per case; Californian cauliflower, \$4 to \$4.25 per crate; Florida tomatoes, \$4.50 per crate; radishes, 35 to 40c. per dozen bunches.

COUNTRY PRODUCE.

EGGS—Owing to more liberal supplies of fresh stock, eggs are easier, and have declined 2c. per doz. Sales of round lots have been made at 21c., and in a jobbing way at 22 to 23c. Lined eggs are ½c. lower. We quote: Fall-laid fresh stock, 21 to 23c.; lined, 14½ to 16c., and cold storage, 13½ to 15c.

MAPLE PRODUCT — The demand for maple product is still slow. We quote: Syrup, 70 to 75c. per large tin, 50 to 60c. per small tin, and 6½ to 7c. per lb. in wood; sugar, 7 to 8c. per lb.

HONEY—There is some inquiry for choice white clover honey, which continues scarce and firm. White clover in comb is worth 13½ to 14½c., and white extracted, 9 to 10c. Buckwheat honey in comb is 10 to 12c., and extracted, 7 to 8c.

POTATOES—In potatoes a fair trade has been done and prices are unchanged at 45 to 47½c. per bag in carlots.

ASHES—The market for ashes has been quiet at steady prices. We quote: Firsts, \$5 to \$5.10; seconds, \$4.70 to \$4.75 per 100 lb.

BEANS—Only a small jobbing trade is passing in beans at \$1.60 to \$1.65 for primes.

FLOUR AND GRAIN.

FLOUR—A fair trade has been done in Manitoba grades of flour on local and country account, and there has also been some inquiry from foreign buyers for the same for spring shipment from this port. We quote: Manitoba spring wheat patents, \$4.50; winter wheat patents, \$3.65 to \$4.00; straight roller, \$3.25 to \$3.40; in bags, \$1.60 to \$1.70, and Manitoba strong bakers', \$4.10 to \$4.20.

GRAIN—We quote: No. 1 spring wheat, 68c. west; peas, 70c.; rye, 55 to 56c.; No. 2 barley, 49c.; oats, 31½ to 32c.; buckwheat, 52c.; corn, 47 to 48c.; barley, 48 to 52c.; No. 2, 39c.

OATMEAL—A fair trade has been done in rolled oats, with prices firm at \$3.35 to \$3.40 per bbl. and at \$1.60 to \$1.65 per bag.

**Staple and New Lines
All Good Sellers**

This can be demonstrated if you will order a five case sample lot of

Clark's Meats.

GET YOUR **BULK MIXED PICKLES**

AND

FROM—

CHOW CHOW

**TAYLOR & PRINGLE
OWEN SOUND, ONT.**

When you want to buy

...MOLASSES

PORTO RICO OR BARBADOES

IN CAR LOTS

Write or wire us for Quotations.

Baird & Peters, St. John, N.B.



Awaken Rivalry . . .

If you tell how Mrs. Smith, who uses Cow Brand Soda, makes beautiful bread and cakes, it will not be long before you have a run on your stock of

DWIGHT'S COW BRAND SODA.

John Dwight & Co., Toronto and Montreal.
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P.Q. St. John's, Nfld.

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**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

some few years. Prices are firm and quite high. Sales are but fair. Quite a quantity is being stored. The stock held is quite large. In fine, there is rather an improved business, chiefly in Canadian. We quote: Liverpool coarse, 50 to 55c.; English factory-filled, 95c. to \$1; Canadian fine, \$1 per bag; cheese and butter salt, bulk, \$2.40 per bbl.; 5-lb. bags, \$2.85 to \$2.90 per bbl.; 10-lb. bags, \$2.70 to \$2.75 per bbl.; 20-lb. wood boxes, 22c. each; 10-lb. wood boxes, 14c. each; cartons, \$2 per case of 2 doz.; English bottled salt, \$1.25 to \$1.30 per doz.; mineral rock salt, 60c. per 100 lb.

CANNED GOODS—Business is quiet. In vegetables, the market is well supplied. Prices are easy. In fruits, there is a somewhat better inquiry, and prices are firm, while the sale is largely in strawberries and peaches. In fish, there is a fair business and full prices are asked. Salmon show a large range in quality. In domestic sardines there is but a fair sale, and prices are firmly held. Lower figures would increase the consumption. In haddies and kippered herring, local market is quite well supplied, but outside orders cannot be filled, particularly in kippers. In meats there is rather more movement.

GREEN FRUITS—There is a good, steady business. In apples, the export trade has been large and has shown good returns. This has left the local market quite bare of good stock. In oranges, sales are not equal to last season, though a good business is being done. Valencias are quite a little higher than last year. Rather higher prices are expected, and the quality is good. In Californians, even prices rule, some nice fruit being received. There is rather better sales. Some nice Jamaicas are still offered, but prices are rather easier. Quantity of Floridas is light. Lemons have a good sale and prices are firm. Grapes are out of the market, but a few Bananas are being brought here. Full prices are asked.

DRIED FRUITS—Business is dull. In raisins, the market has been unsatisfactory. While in both Valencias and Californians stocks are small, there seems little trade. Quality of Valencias has shown quite a range, but largely unsatisfactory, being particularly poor keepers. In seeded, a great variety of quality have been received, and prices on the Coast are lower. There are still quite a few held. Coast packed goods are preferred. In currants, there is no change. The stock is light. Cleaned goods have the sale. Prunes are not a large stock, and have steady demand. Prices are low, and the market is easy. In evaporated fruits the sale is small. Evaporated apples generally are held firm, but some goods in 25-lb. boxes were offered this week under the market. Dealers have not

yet seen the stock. Dates are low, and fair sellers. Dried apples are light stock, and prices are firmer, though low. In onions, the market is firm at the advance.

DAIRY PRODUCE—In butter, values are lower. It is surprising how it is being received. Parties who would not sell at the high prices claim to have none to ship, and are now consigning in small lots and are anxious to sell at the lower figures. In eggs, prices are also lower. There is a good, steady demand. Cheese shows little change.

SUGAR—Prices are easy. The sale is for granulated. The Nova Scotia refinery is now offering second grade in 100 lb. bags. The price is not steady as compared with standard, as it changes to meet the foreign goods. Dealers do not like the bags, and will often pay the advance for barrels. In yellows, English continues to arrive in varying quantities.

MOLASSES—While prices are easy and lower stocks are being well worked off, there are some low-grade goods here which are offered low. In new goods the Barbadoes market opened quite high, and under a sharp demand has advanced a cent. Of course the quantity yet offered is small. In Port Rico the quantity is said to be smaller than was expected, and it is thought the low prices that some expected may not rule.

FISH—There is a fair, steady sale, and prices are firm. Some lines, such as pickled herring and smoked herring, are scarce and high. A few shad are offered, but at high figures. In fresh cod and haddock there are good receipts and good business at steady prices. Smelt in the north are plentiful and low in price. In haddies a large business at even values is being done. We quote as follows: Large and medium dry cod \$3.25 to \$3.50; small, \$2.00 to \$2.25; haddies, 4½ to 5c.; smoked herring, 11½ to 13c.; fresh haddock and cod, 2½c.; boneless fish, 4 to 5c.; pollock, \$1.50 to \$1.65 per 100 lb.; pickled herring, \$2.25 to \$2.35 per half bbl.; Canso herring, \$5.25 bbls., \$2.75 halves; Shelburne, bbls., \$4.50, halves, \$2.50.

PROVISIONS—In barrelled goods, sales are light. Prices are quite high, but perhaps a shade lower. The quality shows quite a range, so prices are uneven. In lard, values are held firm.

FLOUR, FEED AND MEAL—In Manitobas, market is steady, but in Ontario brands, prices are rather easier. Business is light and is likely to be so for some time. In oats, there is a steady sale at quite firm figures. Oatmeal is firm, but quiet. Cornmeal is unchanged and trade steady. In feed, quite high prices rule. A fair demand

FOR SALE.

3 Tea-Packing Machines. 1 Gummer.
1 Electric Motor. 1 Blender. 1,000 lbs.
1 Tee-Breaker. All in first-class order and as good
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MOONSON TEA CO.,
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COX'S GELATINE Always Trustworthy
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ROCK SALT FOR HORSES
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"Daisy Fruit"

is a great seller. It is a good Fruit Biscuit at a low price. You should have a barrel at least. Samples and prices on application.

THE HOME CAKE CO.
GUELPH, ONT.

Soap

"IMPERIAL" and
"SNOW"

Twin Cakes.

NOW IN STORE.

Perkins, Ince & Co., - Toronto.

**WOODEN
PACKAGES**

Suitable for Liquids in
**PAINTS, SYRUPS,
PICKLES, OYSTERS, ETC.**
Sizes 1, 2, 3 and 5 Gallons.
Plain or finished wood.

Manufactured by
The Wm. Cane & Sons Mfg. Co., Limited,
Newmarket, Ont.

Sole Agents
Boeckh Bros. & Company,
TORONTO, ONT.

is being experienced. Hay sells freely at good figures. In beans, some sales of hand-picked have been made at shaded prices, but market seems firm again. Little interest is taken in seeds. We quote: Manitoba flour, \$5 to \$5.15; best Ontario, \$3.90 to \$4; medium, \$3.75 to \$3.85; oatmeal, \$3.70 to \$3.75; cornmeal, \$2.20 to \$2.25; middlings, \$2.00 to \$2.2; oats, 36 to 38c.; hand-picked beans, \$1.85 to \$1.90; prime, \$1.70 to \$1.75; yellow eye beans, \$2.40 to \$2.60; split peas, \$4.10 to \$4.15; round peas, \$3.25 to \$3.40; pot barley, \$3.85 to \$4; hay, \$9.50 to \$10; yellow buckwheat meal, \$1.30 to \$1.40 per 100 lb.

ST. JOHN NOTES.

Boneless fish for Lent. John Sealy is sending large quantities west. The pure boneless cod is a splendid article.

The Board of Trade intend moving into larger and improved quarters on May 1. Merchants are showing increased interest, which is well deserved.

MANITOBA MARKETS.

WINNIPEG, February 11, 1901.

BUSINESS continues quiet and without new features of any kind. The volume of business for the week has been small.

FLOUR—Trade is very dull and prices without change. Lake of the Woods, Five roses, \$2.10; Red patent, \$1.95; Medora, \$1; XXXX, \$1.35. Ogilvie's Hungarian, \$2.10; Glenora patent, \$1.95; Manitoba, \$1.60, and Imperial XXXX, \$1.20.

CEREALS—The arbitration of the matters relating to the importation of American meal are still in abeyance, owing to the absence of the Inspector of Customs. Prices are: Rolled oats, \$1.70 to \$1.75; split peas, \$2.30; beans slightly easier at \$1.90 to \$1.95.

DRIED FRUITS—The situation of raisins and currants has not varied during the week. Prunes are cheap and purchases look favorable to buyers, although the enormous quantities offering would indicate that lower prices would prevail for some time. Evaporated fruits are slow and prices remain without change.

CANNED GOODS—Market is nominal for the season. Tomatoes are \$2.10 to \$2.20 per case, according to pack; corn, \$2, and peas, \$2 to \$2.25, according to size of pea and grade of pack.

SYRUPS—There is no change in the price of syrups, but the Edwardsburg syrup is again on this market, and is meeting with a favorable demand.

SUGARS—Prices for the week have remained unchanged. We quote: Granulated, \$5.55, and bright yellows, \$4.85.

NOTES.

Green fruits, cured meats, fish and butter all remain precisely where they were last week.

The annual meeting of the board of trade was held on Tuesday, February 5, and President Elliott's address was masterly.

HAMILTON GROCERS MEET.

There was a good attendance at the regular monthly meeting of the Hamilton Retail Grocers' Association on Tuesday evening of last week. President A. G. Bain was in the chair.

D. B. Smith, corner Rebecca and Catharine streets, was admitted into membership.

The petition which the Hamilton street car conductors were circulating for presentation to the Finance Minister, asking that mutilated coins be called in by the Government, was discussed and endorsed by the association, who also thought 20c. pieces should be included.

The question of purchasing fruit jars was considered. In past years the association has bought their supplies of jars from the factory at wholesale rates, but this privilege has been withdrawn this year. The executive are making an effort to bring in jars from the United States. The matter was discussed at length and left to the executive to be dealt with.

As many of the members of the association have been solicited for assistance for a fall fair proposed to be given under the auspices of the Hamilton Athletic and Driving Association, the retail grocers appointed a committee to investigate the matter and report.

THE NEXT SALMON PACK.

The San Francisco Trade Journal of February 1, says: "Packers in this State and in Columbia River are getting ready for the new season. We have every reason to believe that the run on the Columbia will be larger than for two seasons, while the quality will be good. The Alaska packers are placing orders for cans. From British Columbia we have no definite advices as yet. R. P. Rithet, who has probably given more personal attention to the salmon industry on Fraser River than anyone else, says that this is the big sockeye year, this being the fourth year since the last large run, when over 1,000,000 cases were packed. In our market there is a fair movement, but which would be larger if supplies were larger and prices conformed more to buyers' views."

Byron O. Bishop is opening a grocery store in Dartmouth, N.S.

CURRANTS IN LONDON.

There has been considerable activity in all qualities of currants during the week both for home trade and export. In the latter branch of the trade the prominent feature has been the sale and shipment of considerable quantities of the lowest qualities of provincial in bags and barrels. The quantity of currants available for home consumption is not directly affected by the export of these goods, but the market is thereby relieved of some pressure, and the stock is reduced to a more definite position. A feature of some importance is the revival of the London demand for better quality currants. As is well known, the heaviest portion of the stock consists of Vostizza and Gulph, and it is satisfactory to see that the trade is beginning to recognize the great superiority in the present values of these qualities in the small difference in price which at present exists between them and provincial, the latter being in addition inferior in quality this year to the average. —Produce Markets' Review.

DELORAIN BOARD OF TRADE.

On Monday, last week, Deloraine, Man., business men organized a board of trade. The following officers were elected:

President—W. E. Cowan.
First Vice-President—W. Perry.
Second Vice-President—O. C. Smith.
Secretary—S. K. Colquhoun.
Treasurer—James Cavers.

FOR SALE OR EXCHANGE.

PLANING AND CIDER MILL PLANT, A snap. Will exchange for store stock.
(7) JONATHAN GROH, West Gravenhurst, Ont.

FOR SALE.

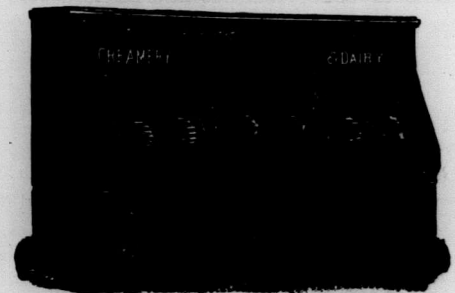
A RARE OPPORTUNITY FOR AN ENERGETIC business man. An up-to-date grocery business for sale, finest fixtures in Toronto, centrally located. Capital required \$6,000. Urgent reasons for selling. Address, Box 45, CANADIAN GROCER, Toronto. (7)

W. A. McCLEAN & CO.

OWEN SOUND.

Pork Packers and Grain Dealers.

Write for quotations on all cuts of Bacon, Hams and Breakfast Bacon.



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.

Insist on Getting

ADAMS'

TUTTI-FRUTTI

when ordering

CHEWING GUM

Imitations never please your Customers.

Write for prices to J. A. PHIN, Manager

The American Chicle Co.

Defries Street

 **TORONTO.**

TRADE CONDITIONS IN MANITOBA.

THE following is a part of an interesting address delivered by Mr. D. K. Elliott, the retiring president, at the recent annual meeting of the Winnipeg Board of Trade:

The business of the year past has in many respects fallen short of our expectations. The increased area placed under crop last spring inspired us with the reasonable hope of a corresponding increase of business, but the early drought, which affected every part of the country, retarded the growth of the grain, and this, followed by the heavy autumn rains, seriously

REDUCED THE YIELD OF ALL CEREALS.

The shortage of crop, and consequent decrease in business, has told heavily against the business interests of this city, which are so largely dependent upon the wheat crop of the West. When it is remembered that our total export of wheat for the crop of 1900 will not exceed 17,000,000 bush., and that principally in the lower grades, against 30,000,000 bush., largely of No. 1 hard, of the 1899 crop, it will be readily seen that the purchasing power of the farmer and his means for paying off existing liabilities have been very much curtailed.

It is gratifying, however, in spite of this to note that there is

NO TRACE OF PANIC.

nor any doubt in the minds of our people as to the future. All feel that the country is no longer on trial, but that stability and confidence are firmly established, and the past year may have its compensations in lessons of carefulness and frugality, taught to everyone, merchants and farmers alike. A reference to the last crop bulletin issued by the Provincial Government shows that farmers, too, are confident of the future, as is evidenced by the fact that there are already prepared for the crop of 1901, apart from the work of the coming spring, over one and a half millions of acres of land. I give the following extract from Dunn's Review of January 5, 1901, referring to failures for the past year: "Considering the severe loss to wheat-growers in Manitoba, that Province makes a splendid exhibit."

One of the best indications of the

FINANCIAL STRENGTH

of a country is the view taken of it as a field for investment by loan companies and capitalists, and I learn on good authority that money is being loaned on farm security as freely as ever, both in Manitoba and the Northwest Territories, and indeed that the West is looked upon as among the best and safest parts of the Dominion for such investments.

WINNIPEG BANK CLEARINGS

continue to show a satisfactory volume, and although the average decrease in Canada for the past year is nearly 4 per cent., that of Winnipeg is only about 1/4 per cent. During the past year two of our leading banks, the Canadian Bank of Commerce and the Dominion Bank, have erected premises that would do honor to any city, and the Merchants Bank of Canada have now in the hands of their contractors a magnificent building of eight storeys, that will be, for many years to come, if one may judge from the plans, a prominent exhibition of the confidence felt in our country by the leading monetary institutions of Canada. In addition to these a number of fine warehouses and manufacturing blocks have been erected, and we believe the coming year will see a material addition to their number.

POSTAL MATTERS.

One important feature in the development of a new country is the necessity for a liberal and rapid expansion of the postal service, and it is a source of satisfaction that this Department of the Federal Government has shown a proper conception of the growth of the country and the requirements of its business interests. Daily mails have followed as quickly as possible daily train service, and the representations of your postal committee have been met by a ready response from the Department. A glance at statistics shows that there were, in Manitoba and the Territories, in the year 1880, 147 post offices; 10 years later, the number had increased to 523, and, in 1900, to the large number of 869.

IMMIGRATION.

The work of this Department of the Dominion Government is being prosecuted vigorously, and its splendid results are shown in the large number of 38,324 added to the population of the West during the year 1900. Of these, 14,000 were Canadians, and 5,136 came from the United States, and are principally well-to-do farmers, who have a thorough knowledge of the requirements of the country and can adapt themselves to the state of affairs existing here. They bring with them a large amount of money and personal effects, and, in most cases, either enter directly upon land previously selected by them or purchase improved farms and engage at once in the cultivation of their properties.

It is reported by the Department that the foreigners who have come to our country are rapidly becoming self-sustaining, and exhibit a keen desire to remain upon and cultivate their farms, and it is evident that they will prove a valuable addition to our population.

There have been 8,827 land entries and sales during the year, aggregating nearly 2,000,000 acres, and, in addition to this, the C.P.R. company have made 2,283 contracts, containing 432,000 acres and amounting in cash to \$1,377,715.48.

RAILROAD MATTERS.

While the year 1900 has not seen a marked activity in railway building, yet some important branches have extended in different parts of the country, opening up new districts and giving needed accommodation to others.

Commencing east of us, we find that the C.P.R. company have built a small spur east of Rat Portage, to one of the well-known mines in that district, and that the Lac du Bonnet branch, of about 22 miles, has opened up communication with that largely-timbered country drained by the English and Winnipeg rivers, both of which are tributary to this beautiful lake. Draining the lake and superior brick for building and paving purposes are being manufactured, thus adding another to the large and varied number of our industrial concerns. Coming to the prairie country, a line is being extended from McGregor to a point on the Great North West Central, and the Pipestone branch has been carried forward 100 miles into the well-known, fertile and finely-situated Moose Mountain district. It has been found necessary by the C.P.R. to build a substantial steel bridge, supported on masonry piers, across the Red river, on account of the increasing traffic and larger engines used, and I have good reason to believe this will be followed soon by a large and commodious depot. It seems unfortunate that some reasonable arrangement could not have been arrived at between the city council and the C.P.R. and been ratified by the ratepayers for the building of a subway on Main street. The condition of things now existing is anything but satisfactory to either the railway company or the citizens, and, in addition to this, it has, I believe, caused the postponing for some time longer the erection of a splendid hotel in this city. The volume of traffic, both through and local, is increasing so rapidly that the C.P.R. has practically decided to establish, early next summer, two daily trans-continental trains, one a fast limited, making but few stops, and the other to accommodate local traffic.

Great progress, too, has been made by the Canadian Northern Railway Co., who, during the year 1900, constructed 224 miles of railway, and who expect before the end of the present year to have their line in operation from Port Arthur to Winnipeg, and from Winnipeg to a point within a very short distance of Prince Albert. They are now advertising for tenders for the construction of a magnificent steel bridge, with a draw span of 380 feet, to cross the Rainy river, and tenders are likely to be called for in a few days for a bridge across the Red river at Winnipeg. With the completion of these works, and the additional mileage to be constructed this year, this company expect to have not less than 1,100 miles of railway in operation, thus bringing them into the rank of the

THIRD RAILWAY IN CANADA.

It is pretty generally understood that a large portion of the fine timber, through which the road runs, will be brought into this city, and lumber mills established here for its manufacture, thus giving employment to a large number of men. Mining interests, too, should be greatly benefited, as the Canadian Northern runs largely through mining country tributary to the Seine river, and the improved transportation facilities should be of

great value, both in shipping in machinery and exporting the products of the mines.

Thus it will be seen that very important railway works have been carried on during the year, and, if we are to believe current reports, even more will be accomplished before another crop is harvested.

CHAMBER OF MINES.

An institution which has come into considerable prominence during the past year is the Chamber of Mines, which was formed in this city early last spring, and is composed of thoroughly representative men, from all parts of Canada. The disinterested work of this voluntary association is meeting with favorable results; reliable information is being obtained and disseminated in the best possible form throughout the world, and this, doubtless, will be an important factor in inducing capitalists to invest in and develop the great mining region between this city and Lake Superior. The value of the work being accomplished has lately been recognized in the form of liberal grants and donations in support of the movement made to the chamber by the Dominion Government, the Government of Ontario, the Canadian Pacific Railway Co. and other influential corporations.

THE SHIPMENT OF FRUIT JARS.

IN order to discover whether glass jars which are being shipped this year are received by the retailers in sound condition, the Diamond Glass Co., Toronto, accompanied all shipments made by them with requests for reports regarding the condition in which the jars arrive.

These reports are beginning to come in. THE CANADIAN GROCER was permitted to examine all that had been received to date. Of these only three reported breakage.

The R. Morewood Co., general merchants, Welland, Ont., who received 144 doz., say: "This shipment is all right. Some were broken, but we think it occurred while our own man handled them, the bottoms of several boxes coming apart as they were handled."

A. J. Vandrick, general merchant, Listowel, Ont., whose shipment reached 194 doz., writes: "I received my fruit jars in good time, and must say they are in good shape. I don't think there was one dozen broken out of the lot. That I consider very light."

Joseph Baxter, grocer, Stratford, had one pint jar out of a shipment of 30 doz. broken. The remainder of the reports to hand show a complete absence of breakage.

In explanation of this satisfactory showing, Mr. John Kent, of Gowans, Kent & Co., expressed the opinion that the time of shipment was a large factor in the amount of breakage. Last year a big portion of the loss reported was on glass shipped late in the season. These shipments, which were sent out early in the year, were singularly free from loss. This, he considered, was largely due to the fact that, during the spring rush of freight, the handlers had not the time at their disposal which they have just now. Consequently, they are more careful during the early weeks of the glass-shipment season than they will be later on.

Therefore, as the jars are shipped at owners' risk, the wise, cautious retailer will place his orders early, in order that deliveries may be made before the spring rush begins.

Our Hobby:



PAPER.

DOUGLAS AND RATCLIFF

PAPER DEALERS

... Telephone 1773.

34 Church Street, TORONTO



CARR & CO'S

CELEBRATED

Cafe Noir Biscuit

(The Original and Genuine.)

We carry it in stock and we can Sample your Trade.

Send in a list of customers.

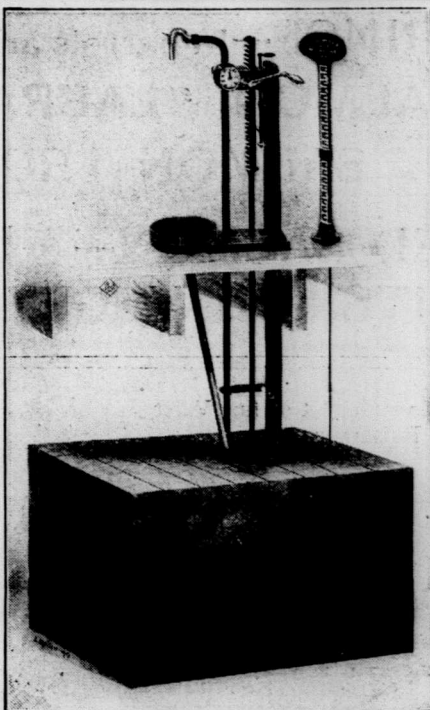
FRANK MAGOR & CO.

CANADIAN AGENTS

16 St. John St., MONTREAL.

John Duff & Son's grocery store, York street, Hamilton, was entered by thieves Saturday morning. They helped themselves to something to eat, then started to force the safe. A hole was bored in the top, but the fuse went out, and they were disturbed and decamped, leaving behind a brace, bit, hammer and punch.

"A BAD COMBINATION"



BASEMENT OUTFIT.

BOWSER BASEMENT SELF-MEASURING OIL TANKS ARE SAFETY TANKS.

Pump Gallons, Half-Gallons and Quarts, and deliver Oil directly into Customer's Vessel.

The Tank is in the Basement, tightly closed, Pump is on the store floor. No groping about in dark cellars. No danger from the small boy or the match fiend. We should like to tell you more. Our Catalogue is free.

S. F. BOWSER & CO., 65 Front St. E., Toronto. Factory, Fort Wayne, Ind.

Associated Press Dispatch.

Bridgeport, Conn.

"A careless boy who had gone to the cellar of the grocery store occupied by the Lewis Brothers, on Fairfield avenue today, to draw some kerosene oil, dropped a lighted match into the oil-soaked sawdust upon the floor. The blaze was discovered by W. G. Lewis, who tried to smother the flames with a horse blanket while a clerk called the fire department. Fortunately no loss resulted though for a time the outlook was serious."

A bad combination is the Small Boy, the Match, and the Oil-Soaked Floor. But it is a combination that exists in a good many business houses. The Boy is there because he is a Boy, and a Boy about a store is a necessity. But the "sloppy" Oil tank and the Oil-Soaked Floor in the dark basement, are not necessities and are there usually from a mistaken idea of Economy.

It is the reverse of Economy. It is absolutely dangerous.

Does this combination find an abiding place in your store? If so you may one day furnish an item for The Associated Press.



Imperial Brand MAPLE SYRUP

The Standard from Ocean to Ocean. Guaranteed pure and to keep in any climate. Your money refunded if not satisfactory.

Imperial Syrup Co., Limited

88 Grey Nun St., MONTREAL.

ROSE & LAFLAMME, Selling Agents, MONTREAL.

**YOU WILL CERTAINLY
WANT SOME GOOD
FIRST QUALITY FISH DURING
LENTEN TIME.**

We have a few lines which are selling very fast, owing to their low price :

GREEN COD No. 1--Small--Medium--Large.

HERRINGS--In barrels and half-barrels.

SALMON, "LABRADOR" No. 1-- In tierces, barrels
and half-barrels.

SALMON TROUT--In barrels and half-barrels.

**CANNED SALMON-- SARDINES-- LOBSTERS--
FRUITS and VEGETABLES. BEST KNOWN BRANDS.**

We have also a nice lot of fine Valencia
Raisins, such as :

Fine Off-Stalk, Selected, 4-Crown Layers

—also—

Loose Muscatel, Spanish, in 22-lb. boxes

2-Crown, 3-Crown.

Loose Muscatel, California, in 50-lb. boxes

2-Crown, 3-Crown, 4-Crown.

All the above fruit is of the highest quality, and
our prices will be a surprise to you.

We have but a small quantity of SMYRNA FIGS
left, and propose TO SELL THEM.

Layer Figs, in 10-lb. boxes.

Do you want any? Just inquire about prices.

We can say as much about the DRIED PRUNES we
have on hand :

French Prunes, in 25 and 50-lb. boxes

California Prunes, in 25-lb. boxes

Size, 30/40, 40/50, 50/60, 60/70, 90/100.

We hope you have not been "GRIPPED." If so, and if you are convalescent, we would advise
you to try

"VIN ST. LEHON"

THE FAMOUS FRENCH TONIC WINE.

It is a powerful strength giver, and is highly recommended by leading medical authorities.

WE ARE AGENTS FOR THIS WINE.

LAPORTE, MARTIN & CIE.

MONTREAL.

This
the cutie
solicited
ordered
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BUT

Dairy, c

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Creame

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Cheese

Eggs, 1

CA

Apples

Aspars

Beets,

Blackb

Bluebe

Beans,

Corn, 1

Cherri

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Peas, 1

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Pears,

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Pineap

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Raspb

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GILLETT'S CREAM TARTAR

Highest Strength
and Absolutely Pure.

Costs no more than the poor
adulterated kind and will
please your trade much better.

GILLETT'S CHEMICAL WORKS

London, Eng. Toronto, Ont. Chicago, Ill.

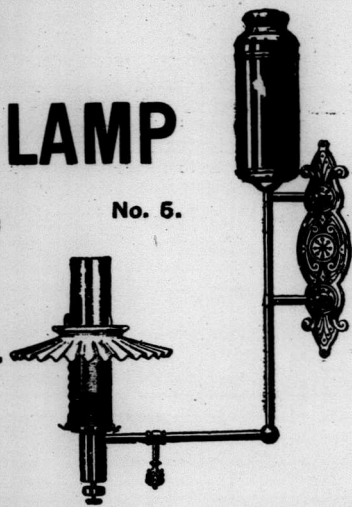
THE AUER GASOLINE LAMP

The Light of Eight Oil Lamps
for the Cost of Two.

Safe,
Strong, Satisfactory.

Covered by the broadest
possible Guarantee. The
construction, finish and
appearance are unequalled.

but it is your satisfaction which we guarantee. If
you don't like the lamp for any reason you can get
your money back. No other lamp in Canada is so
broadly guaranteed, for no other is as good.



Write for Catalogue.

AUER LIGHT CO.

1682 Notre Dame St.,
E. Simpson & Co.,
Moose Jaw, Agents for the Territories. **MONTREAL.**

COFFEE	Montreal.	Toronto.	St. John, Halifax.
Green—			
Mocha	24	23	28
Old Government Java	27	22	30
Rio	10	10	12 1/2
Santos	11	11	14
Plantation Ceylon	29	26	30
Porto Rico	22	25	24
Gautemala	22	25	24
Jamalca	18	15	20
Maracabo	13	13	18
NUTS			
Brazil	15	16	8 1/2
Valencia shelled almonds	42	45	22
Tarragona almonds	15 1/2	16	13
Formegetta almonds	14 1/2	14 1/2	15
Jordan shelled almonds	50	40	43
Peanuts (roasted)	6 1/2	8	9
" (green)	5 1/2	7	9
Cocoanuts, per sack	3 00	3 75	3 50
" per doz.		60	70
Grenoble walnuts	11 1/2	13	12 1/2
Marbot walnuts	10	11	11 1/2
Bordeaux walnuts	8	9	9
Sicily filberts	12	13	12 1/2
Naples filberts	12	13	10
Pecans	12	15	12
Shelled Walnuts		25	30
SODA			
Bi-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
Granulated Sal Soda, per lb.			1
SPICES			
Pepper, black, ground, in kegs ..	16	18	18
" palls, boxes	14	17	19
" in 5-lb. cans	15	17	19
Pepper, white, ground, in kegs ..	26	27	27
" palls, boxes	25	26	26
" 5-lb. cans	23	25	25
Ginger, Jamalca	19	25	22
Cloves, whole	12	30	14
Pure mixed spice	25	30	25
Cassia	13	18	20
Cream tartar, French	25	25	24
" best	28	25	30
Allspice	10	15	16
WOODENWARE			
Pails, No. 1, 2-hoop	1 90	1 60	1 90
" " 3-hoop	2 05	1 75	2 05
" half, and covers	1 75	1 70	1 75
" quarter, jam and covers	1 45	1 20	1 45
" candy, and covers	2 70	3 20	2 70
Tubs, No. 0	11 00	8 50	11 00
" " 1	9 00	7 00	9 00
" " 2	8 00	6 25	8 00
" " 3	7 00	5 35	7 00

PETROLEUM

	Montreal.	Toronto.	St. John, Halifax.
Canadian water white	17 1/2	18	17 1/2
Sarnia water white	18	18	16 1/2
Sarnia prime white	20	20	15 1/2
American water white	20	20	17 1/2
Pratt's Astral (barrels extra)	21	21	18 1/2
Black— TEAS			
Congou—Half-chests Kalsow	13	60	12
Morning, Peking	17	40	18
Caddies Peking, Kalsow	35	55	35
Indian—Darjeelings	20	40	20
Assam Pekoes	18	25	18
Pekoe Souchong	35	42	35
Ceylon—Broken Pekoes	20	30	20
Pekoes	17 1/2	40	17
Pekoe Souchong	17 1/2	40	17
China Greens—			
Gunpowder—Cases, extra first ..	42	50	42
Half-chests, ordinary first	22	28	22
Young Hyson—Cases, sifted	42	50	42
extra firsts	35	40	35
Cases, small leaf, firsts	22	28	22
Half-chests, ordinary first	17	19	17
Half-chests, seconds	15	17	15
" thirds	13	14	13
" common	13	14	13
Pingsueys—			
Young Hyson, 1/2-chests, firsts ..	28	32	28
" " seconds	16	19	16
" Half-boxes, firsts	28	32	28
" " seconds	16	19	16
Japans—			
1/2-chests, finest May pickings ..	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, 1/2-chests, Pekoe	16	22	16
" Oolong	14	15	14
" Gunpowder	16	19	16
" Siftings	7 1/2	11	7 1/2
RICE, MACARONI, SAGO, TAPIOCA.			
Rice—Standard B.	3 00	3 10	3 1/2
Patna, per lb	4 25	4 75	4 1/2
Japan	4 40	4 90	4 1/2
Imperial Seta	4 60	4 90	4 1/2
Extra Burmah			4 1/2
Java, extra		5 1/2	6
Macaroni, dom'ic, per lb., bulk ..	5	6	7 1/2
" imp'd, 1-lb. pkg., French	8	12	9
" " Italian	8	10	11
Sago	3 1/2	4	4 1/2
Tapioca	4 1/2	4 1/2	4 1/2

BEST GOODS.**BEST PRICES.****BEST QUALITY.**

The leading grocers in every city, town and village should have in stock a full line of our goods, which we guarantee to be of the choicest quality. They are sure to help your trade. They are certain to "take" well at this season of the year. For your convenience we once more give the list. Read it over carefully and then write us for full particulars:

From Messrs. Louit Freres & Co., Bordeaux, France.

(This firm was established in 1825)

Petits Pois Extra Fins in glass jars.
 Champignons (Mushrooms) in glass jars.
 Haricots Verts (String Beans) in glass jars.
 Macedoines (Mixed Vegetables) in glass jars.
 Haricots Flageolets (Lima Beans) in glass jars.
 Fonds d'Artichauts (Artichokes) in glass jars.
 Anchoix a l'Huile in glass jars.

Anchoix au Sel in glass jars.
 Asperges en branches (Asparagus) in glass jars.
 French Tapioca in ½-lb. packets.
 French Semouille in ½-lb. packets.
 French Capers in bottles and in kegs.
 French Chocolate in ¼ and ½-lb.
 Pures de Tomates in ⅛, ¼, ½ and quart bottles.

From Lenoir, Fils, Paris, France.

Champignons Extra.
 Champignons 1er Choix.
 Champignons 1er Choix, "Dutheil."
 Champignons 2nd Choix, "Rionel."

From Bernard, Bizac & Co., Souillac.

Truffles in glass and in tins, all sizes.

From A. B. Schwarz, Strasbourg.

The celebrated Pates de Foies Gras Truffles.

From Jas. Violet & Co., Bordeaux, France.

French Plums in bottles, tins and 28-lb. boxes.

From T. Bertolli, Italy.

Finest Lucca Salad Oil, ½-gallon and 1-gallon tins.

From R. Aguilar, Seville, Spain.

Spanish Queen Olives. *Manzanilla Olives.*
Stuffed Olives, in bottles, kegs and barrels.

Every reliable dealer is glad to sell

'JONAS' FLAVORING EXTRACTS

No honest dealer ever says he has anything "just as good." Every ounce is made from the *choicest* fruits, flowers and spices. They are best because in their manufacture no attempt is made to transgress Nature's laws. They are pure, wholesome and delicious.

Henri Jonas & Co., - Montreal.

TRADE IN COUNTRIES OTHER THAN OUR OWN.

SULTANAS IN LONDON.

BUSINESS in Smyrna Sultanias continues dull. This does not seem to alter in the slightest the views of holders, who seem still content to wait for what they consider to be the inevitable revival in demand, when the shortness of universal stocks is expected to compel consumers to pay the prices which holders demand. In the meantime there is a good business doing in Greek and Persian fruit, these two growths showing in size, color and price decided advantages in values over Smyrna fruit. The supply of the two former growths is, however, limited, and at the present rate of consumption must soon become scarce.—Produce Markets' Review.

CANNED CORN IN NEW YORK.

Some State corn, said to be full standard, is reported offering on the basis of 52½c. f.o.b. factory. Sales of 2,000 cases were noted late in the day at 50c. f.o.b. factory. The lot is said to have been lower grade standards. Good standards, it is said, packers prefer to hold rather than sell at the low prices.—New York Journal of Commerce.

VALENCIA RAISINS IN NEW YORK.

According to figures compiled by F. A. Hawkesworth, the stock of Valencia raisins on hand January 1 numbered 35,000 boxes. There were received during the month 3,000 boxes, making a total of 38,000 boxes. Stocks on hand on February 1 were 33,000 boxes, showing a quantity distributed and in transit to Canada of 5,000 boxes. Of Sultana raisins the stock on hand January 1 amounted to 14,000 boxes. There were no receipts during January. Stocks on hand at the first of the month were 12,500 boxes, showing a distribution during January of 1,500 boxes.—New York Journal of Commerce.

WEAK PRUNE SITUATION.

Private mail advices from the Coast report regarding prunes: "Continued dissatisfaction with the methods of the Cured Fruit Association is heard on all sides. The season is working along towards the spring, and still the hold-over is fully two-thirds of the total crop. It begins to look to those inside the association as though the season will pass without any movement of importance. Growers are now beginning to complain, and, unless something is done we fail to see how serious disagreement with the management can be avoided. Already some of the packers are seeking for cause to break their agreements, and unless all signs fail there is going to be war in the

camp very soon. The outsiders are in fair position and are offering stock at prices enough below the association to prevent the latter getting any important business. There is a rumor in some quarters that in some cases the association has met the low prices of outsiders in the Eastern markets. It is not said that prices have been cut openly, but that private arrangements have been entered into whereby the association is not made to figure prominently. It is calculated there is enough outside stock to keep present selling basis until well along in the spring. So long as stocks hold you can depend upon it that the association is not likely to capture much business on its present selling basis."

THREATEN TO REMOVE.

The Laing Packing and Provision Co., Montreal, have sent a notification to the city clerk that if not allowed to build a private abattoir in Montreal they will remove to some other city. The company's recent request for permission to build a slaughterhouse, to adjoin its packing-house, was not granted, and when they gave notice that they would apply to the Legislature for power to carry out the plan, the city decided it would oppose the bill. The Laing company's notification is in consequence of this threatened opposition.

TORONTO GROCERY CLERKS REORGANIZE.

On Tuesday the Grocery Clerks and Drivers' Association met in the Temple Building and reorganized as the Toronto Grocery Clerks' Association with the following officers:

President—A. V. Bradley.
Vice-President—James McGrath.
Corresponding Secretary—Wm. Bail.
Recording Secretary—Geo. Riley.
Treasurer—R. H. Hudson.

The reorganized association starts its work with a membership of about 20, but, as the members are enthusiastic, it is expected that it will speedily grow in strength. It is intended to make the monthly meeting instructive as well as interesting.

PERSONAL MENTION.

Mr. Stephen Hustwitt, representative of T. B. Greening & Co., Hamilton, in Manitoba and the Northwest Territories, after a few weeks spent in Toronto, has again returned to his field of labor. Mr. Hustwitt thinks there is no place in the world like Manitoba and the Northwest Territories.

Mr. Henri Jonas, of Henri Jonas & Co., Montreal, leaves on a business trip to

England and France in a few days, where he will visit the markets whence he brings many of his canned goods.

TRADE CHAT.

THE provisional directors of the Kent Beet Sugar Co., Chatham, Ont., have elected Mayor Sulman chairman and Ald. Geo. W. Cowan secretary of the board.

Larder & De Young are opening a fruit store in Sydney, N.S.

J. Lovell Smith are starting as cigar manufacturers in Nelson, B.C.

Wallace McDonald has opened a general store in Little Glace Bay, N.B.

George S. Potter has opened a grocery and butcher store in Buckingham, Que.

Bonner Haley, North Sydney, N.S., is a branch of T. J. Bonner, Antigonish, N.S.

G. J. Tudhope, grocer, Coldwater, Ont., has sold out to Geo. W. Buck, of Norwood, Ont., and has removed to Woodstock, Ont.

At a meeting held the other evening a large number of the merchants east of the Don, Toronto, agreed to discontinue trading stamps.

Hawkins Bros., general merchants, Blind River and Spanish Station, Ont., have sold their store at Spanish Station to W. H. Graham.

Ovila Lalonde, recent driver for W. Gratton, grocer, Bleury street, Montreal, has been charged with stealing over \$100 worth of goods.

The value of the products exported from St. John, N.B., up to February 1, this winter, was \$2,813,695, as against \$4,184,452 in the same period last year.

The general store of George Dean, in Lobo, was destroyed by fire at an early hour Monday morning. Little was saved, and the insurance is light.

Earsman & Hardie are having a cold storage and smoking establishment erected in Victoria. It will be 73 x 51 ft., two storeys high, and will cost about \$8,000.

An agreement has been signed by J. L. McKay and Alex. Hugston, of Orangeville, Ont., to promote a pork-packing establishment in Winchester, Ont., for certain concessions.

The following officers have been elected by the Niagara Peninsula Combined Fruit Growers' Association: President, W. Armstrong, Queenston; first vice-president, W. M. Hendershott, Thorold; second vice-president, D. J. McKinnon, Grimsby; secretary, C. E. Fisher, Queenston.

The Laing Packing and Provision Co. have written to the Montreal City Council stating that if the power to slaughter their own meat within the city is refused they will remove elsewhere. The company state that they propose to expend \$100,000 on new buildings, and the industry would give employment to 300 men.

LOOK AFTER THE HEALTH OF YOUR CUSTOMERS

and they will appreciate your thoughtfulness by trading with you. You can readily do this by selling and recommending

JAPAN TEAS

People who drink **Japan Tea** do so because they know it is unadulterated in any shape or form, and contains **no deleterious** matter to

Rack the Kidneys.

JAPAN TEA is

Sweet, Mild, Refreshing,

and the cleanest tea in the world.

SEE THAT YOUR CUSTOMERS GET IT.

Is it not quite reasonable when we claim that no one in the world can improve upon nature, and what is natural to the soil of any country? This statement is applicable to the soil of JAPAN, which is so rich and loamy, and contains every essential requisite for the production of healthy, invigorating teas---it cannot be improved upon. This advantage accounts for the superiority of JAPAN TEAS over the other teas that are claimed to be CLEAN, PURE, UNADULTERATED, UNCOLORED. People do not take long to find out why JAPAN TEA is preferable.

**JAPAN CENTRAL TEA TRADERS'
ASSOCIATION.**

Trafalgar Chambers, Sun Life Building
Annex,
Tel. Main 4142. MONTREAL, CANADA.

Ogilvie's Hungarian

Ogilvie's Glenora....

All **BAKERS** and **GROCCERS** handling this Flour exclusively are making money.

Superior Quality

Always Good

YOUTH AS A FACTOR OF SUCCESS.

IN one of the articles recently published in The London Times concerning American supremacy, it is said :

"It has been asked what are the American manufacturer's advantages over his British confreres, and to what these advantages are due? It is a bigger question than can be answered in a few words, but I will attempt to set down what appear to me to be the chief moving causes. Apart from physical resources—such as mineral wealth, etc., a subject already dealt with in former articles—perhaps the primary cause, if not the mainspring, of American enterprise is the consideration shown to youth. Mr. Lecky has said, in the introduction to 'Democracy and Liberty':

"The respect for old age is one of the strongest English instincts, and is often carried so far that it will be found that men only attain their maximum of influence at a time when their faculties are manifestly declining.' The truth of this is strongly brought home to an Englishman on first visiting the United States. The great Carnegie Steel Works, which made a profit of between \$40,000,000 and \$42,000,000 in one year, afford an example; one in many. Those who meet the founder of the company see a man full of vitality, but who has retired from the active management of the business at an age when many in this country look forward to years of control. The acting president is a young man, who was apparently not much above 30 years of age when he was appointed. There are three principal steel works owned by the

company, each controlled by superintendents equally young.

"In the whole course of my last trip to the United States, when I made the matter one of close observation, I can remember only two instances of elderly men taking the leading part in the management of works, and in one of these the business, although of great reputation, did not give promise of further advancement.

"The Americans go on the principle that youth is the season of energy. As a man advances in life he has less to hope; something has gone out of him. He ventures less and wins less. In this country we are overcautious, and, though our caution may avoid some mistakes, it loses more good chances.

"That the young men in the United States successfully fill positions for which we consider matured experience a first essential is due, no doubt, to a variety of causes, the first of which is to be found in the early treatment of children. I have sometimes been almost led to think there are no children in America, only some immature men and women."

A NEW WHOLESALE HOUSE.

A new wholesale grocery house has been started in Ottawa. The members of the firm are: A. E. Provost, late of Provost Bros., retail grocers, and Albert Allard, for seven years manager for S. J. Major, wholesale grocer and importer, Ottawa. The style of the firm is Provost & Allard. Attention to the delivery department will be one of the special objects of the firm. The

temporary premises of Provost & Allard are 445 to 447 Sussex street and 2 and 8 Murray street.

WHITBY BOARD OF TRADE.

The annual meeting of the Whitby, Ont., Board of Trade, was held on Friday last week. The following officers were elected:

President—J. B. Dow.
1st Vice-President—Dr. Adams.
2nd Vice-President—J. Ferguson.
Treasurer—J. B. Howden.
Secretary—F. H. Annes.

Directors—L. T. Barclay, Fred Hatch, Geo. Cormack, D. Galbraith, G. A. Ross, J. Thomson, A. T. Lawler, C. King, R. L. Huggard, Jas. Rutledge, J. H. Long, J. A. Watson, John Burns, J. Shaw, Col. Farewell and H. S. Newton; ex-officio, Mayor Ross and Dr. McGillivray, Chairman Board of Education.

President Dow, in his inaugural address, dealt with several important problems, chief among them being the instalation of fire wards, the municipalization of street lighting, the development of a lakeside summer resort, and the building of a trolley line connecting the town with the water front.

A strong resolution in favor of the Government granting a bounty for the beet-sugar industry in order to establish it in Ontario was unanimously adopted.

J. B. Richardson, late of Meaford, has disposed of his business in Markham and removed to Oshawa, where he has purchased the extensive grocery, confectionery and bakery business lately carried on by H. Hook, of Oshawa. Mr. Richardson's many friends will be pleased to learn that he is doing well and that he does not regret having started business for himself.—Meaford Mirror.

The best selling tea in Canada today is
Blue Ribbon Ceylon
packed and sold by
Blue Ribbon Tea Co.
12 Front St. East - Toronto



Boston Laundry Starch...

is the best domestic starch ever offered to the Canadian trade. It is very simple to use, gives a beautiful hard finish to linen and cotton goods, and is sold at popular prices by all dealers at 10c. a package. One package goes as far as two of the ordinary cold water starches.

SOLD BY

THE F. F. DALLEY CO.,
LIMITED
HAMILTON.

TO THE RETAILER:

It is a pleasure to sell

Bow Park
REGISTERED BRANDS

PICKLES AND RELISHES

as you can guarantee them to be of the finest quality, and they draw the best trade to your store.

We ship the same day the order is received.

Shuttleworth & Harris,
BOW PARK FARM
BRANTFORD - - ONTARIO

Agents for the Maritime Provinces:
W. S. CLAWSON & CO., ST. JOHN, N.B.

SHORT ROLLS.

Cured Meats are higher in price, and are going to be high this Summer, but the price of Short Rolls has not yet advanced.

This line of meats is of especial value; they are boneless, sugar cured, and new. We can recommend them. Try them.

F. W. FEARMAN CO.

Limited

Pork Packers and Lard Refiners,
HAMILTON, ONT.

THE CANADIAN PACKING CO.
LONDON, ONT.



GUARANTEED CHOICE AND PURE.

GOLD MEDAL, PARIS 1900.

Please order goods through your wholesale house.

DEPARTMENT STORES IN QUEBEC PROVINCE.

THE retail merchants of Montreal are reviving the agitation for a Provincial law to tax departmental stores. The Retail Grocers' Association has joined in the endeavor to secure legislative amelioration, and their regular meeting last Thursday night was devoted almost entirely to the discussion of this subject.

The secretary, Mr. C. J. Dixon, had addressed a message of exhortation to all the grocery merchants urging them to attend the meeting and become members of the association, thus forwarding their own interests by looking after the interests of all the grocers as a class. A part of the letter read as follows:

If there is an object which should unite the grocers of Montreal, it is certainly the adoption of energetic measures in order to protect the grocery trade, which is, as you well know, seriously threatened by departmental stores. As this is particularly addressed to the retail grocers, I think it would be superfluous to give here any of the reasons by which we are moved to action in this matter.

In any case all are aware of the end which we propose to attain. What remains is to find the best means of modifying the present exclusive law, which grants to certain parties only the monopoly of the retail trade in the city of Montreal. In order to obtain justice, it would be wise to put aside all feeling of animosity and differences of opinion, as it is only by complete union and continued hard work that we can hope for success.

A Grocer's Association, incorporated by special Act of the Provincial Legislature, has been in existence for 20 years. Its object is to further the interests of its members and the trade generally, but, unfortunately, of nearly 1,200 grocers, scarcely 250 are members of the association. This state of affairs is lamentable, and, in order to assume success, a great change is absolutely necessary. The time for action has arrived.

Mr. Narcisse Lapointe, our president, whose devotion and energy have never failed him, is determined to leave no stone unturned in promoting the interests of the association. A little good-will and a general stirring on the part of members and grocers generally, together with the energetic efforts of Mr. Lapointe, will assure the triumph of the rights and interests of each and every one of us.

The remainder was an appeal to come to the meeting. Unfortunately, the attendance at the Monument Nationale was not large, although a good deal of life seemed to have been imparted to the meeting. Among those present were: Ald. Picard, Ald. Gagnon, Messrs. Begaouette, Champagne, Scanlon, Callum, Dionne, Chartrand, Daoust, Repentigny, Stone, Farrell, J. Picard, Vienne, Guerin, Upton, J. P. Dixon, and Fraser.

In opening the meeting, the president made allusion, in some well-chosen words, to the recent death of our Queen, and bespoke the feelings of regret of the mem-

bers of the association at the death of our Sovereign and of loyalty towards the new King. He then explained the object of the association, and asked Ald. Gagnon to address the meeting. The latter expressed his own and the majority of the city council's sympathy with the delegation of the Dry Goods Association, who asked for taxation of the departmental stores. The trade of the regular dealers had been reduced from 15 to 20 per cent., and he would support the Grocers' Association at the city hall. He would advise them to join with the other trade organizations in petitioning the authorities. Passing on to the increase in the fire insurance rates, he spoke of the success of the Compagnie d'Assurance des Marchands, and recommended every merchant to form a mutual assurance company by subscribing 5 per cent. upon the insurance he carried. He regarded the present state of the markets of the city as a disgrace, and he was in favor of one central market where everything could be obtained, and the addition of the by-law which prohibited the establishment of stores within 500 yards of a market.

Mr. J. P. Dixon said he was driven out of business by department stores which sold hats, caps, coats, provisions, gloves and everything. He objected to them as really companies, whose shareholders being non-residents, did no good to the city. Their humbug advertising attracted customers, but they were not really cheaper. He was in favor of one central market.

After Mr. Amard had said a few words,

Ald. Ricard expressed his sympathy with the objects of the meeting and supported the Compagnie d'Association Mutuelle, as taking risks 50 per cent. more cheaply than any other company. He was glad to hear the grocers were urging the market question.

Several other gentlemen, including Messrs. Upton and Picard, expressed their views on the matter, and then Mr. Derepentigny proposed, and Mr. Eugene Vienne seconded, a resolution asking the city council to support a bill for the further taxation of departmental stores before the Provincial Parliament at the next session.

Mr. J. P. Dixon then moved, seconded by Mr. O. Champagne, that the Legislature be asked to grant the right to the city council to tax the departmental stores by departments, and to define each department in particular, at the rate of 7½ per cent. on the first department on the value that it pays to the city as a business tax; on the second, 10 per cent.; on the third, 15 per cent., and on each of the other departments 20 per cent.

Mr. N. Chartrand proposed, seconded by Mr. E. W. Farrell, the approval of the action of the president in resisting the exorbitant tax laid upon commerce by the insurance companies. These three resolutions were identical in terms with those passed by the Merchant Tailors' Association, with whom, on the motion of Mr. J. P. Dixon, seconded by Mr. Storr, the president appointed Messrs. N. Lapointe, O. Champagne, J. O. Ricard, J. P. Dixon, E. W. Farrell, P. Daoust, N. Derepentigny and E. Vienne as a committee to act in the movement against departmental stores.

POPULARITY

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

EMPIRE

SMOKING TOBACCO

In 5, 10 and 15c. Plugs.

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

EMPIRE is well advertised.

EMPIRE is selling well in almost every store from Halifax to Dawson City.

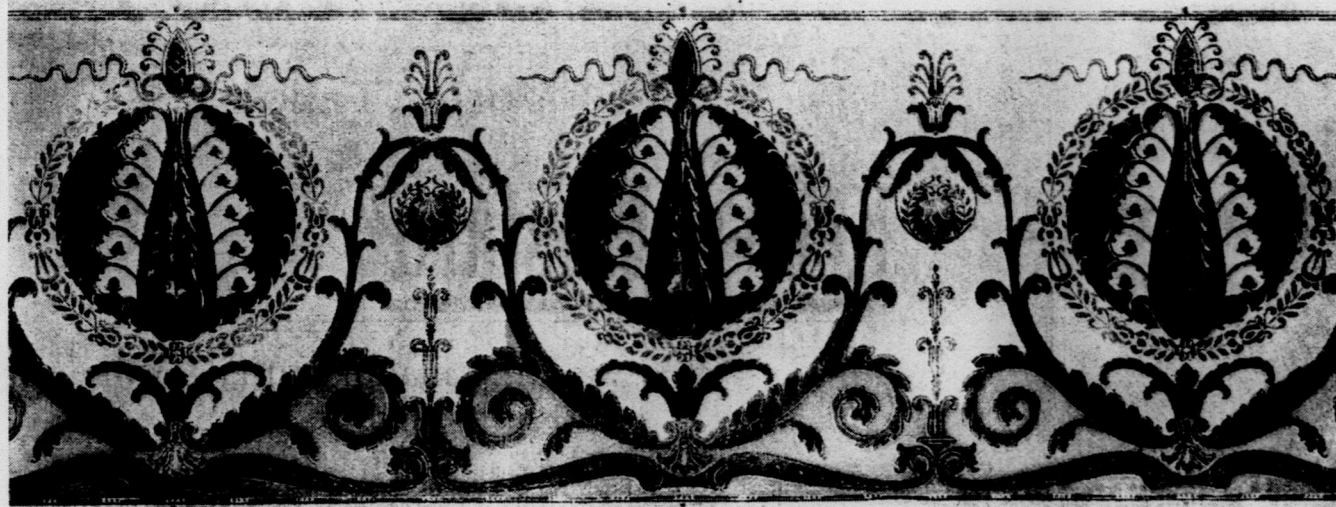
EMPIRE is A BIG PLUG FOR LITTLE MONEY.

Made by

THE EMPIRE TOBACCO CO., LIMITED

MONTREAL, QUE.

EVERYTHING GOOD AND PROFITABLE IN WALL PAPER.



21-inch Ingrain Frieze, No. 2030.



21-inch Ingrain Frieze, No. 2043.

THE ABOVE ARE TWO OF MANY SUCCESSFUL FRIEZES
IN OUR 1901 COLLECTION * * * *
IF OF INTEREST WE WILL MAIL SMALL BOOK OF
INGRAIN SHADES WITH ILLUSTRATED MATCHED
COMBINATIONS, OR SAMPLES OF ABOVE OR OTHERS
IN ANY DESIRED SHADE * * * * *

THE WATSON, FOSTER CO., LIMITED

MONTREAL.

Feb. 1st.



1742 - 1901

Figures Talk.

Keen's Mustard

was first manufactured in the reign of King George the Second. . . .

It has therefore enjoyed a wonderful run of ever-increasing business during the reigns of three Kings and one Queen, and now it enters on the fifth successive reign. Such a record can only mean one thing

KEEN'S Mustard is always Good Mustard.

Current Market Quotations for Proprietary Articles

February 14, 1901.
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—		
Size 1, in 2 and 4 doz. boxes.....	\$ 2 40	
" 10, in 4 doz. boxes.....	2 10	
" 2, in 6 ".....	30	
" 3, in 4 ".....	70	
" 12, in 6 ".....	45	
" 3, in 4 ".....	45	
Pound tins, 3 doz. in case.....	3 00	
oz. tins, 3 ".....	2 40	
oz. tins, 4 ".....	1 10	
lb. tins, 1/2 ".....	4 00	
Diamond—	W. H. GILLARD & CO.	
1 lb. tins, 3 doz. in case..... per doz	2 00	
1/2 lb. tins, 3 ".....	1 25	
1/4 lb. tins, 4 ".....	0 75	

IMPERIAL BAKING POWDER.

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

MAGIC BAKING POWDER.

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

JERSEY CREAM BAKING POWDER.

1/2 size, 5 doz. in case.....	40
1/4 size, 4 doz. in case.....	75
1/2 " 3 " ".....	1 25
1 " 2 " ".....	2 25

BLACKING.

CARR & SONS.	per gross
No. 2—1/4 gross boxes.....	2 70
No. 4—1/4 gross boxes.....	5 75
No. 5—1/4 gross boxes.....	8 00
Cooney's	
Boxes, each 4 doz.....	\$1 50

SHOE POLISH.

HENRI JONAS & Co.	Per gross.
Jonas'.....	\$9 00
Froments.....	7 50
Military dressing.....	24 00

BLUE.

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
Nixey's "Cervus" in squares, 1 oz., in bags 1/2 and 1 oz. and in pepper boxes 2c. and 10c.	
Cooney's Royal Windsor, per gross.....	4 80
Universal, bag, per gross.....	4 80

BLACK LEAD.

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.	
Nixey's Refined 1d. 2d. and 1a. pkts.	
" Silver Moonlight 5 and 1c. pkts.	
" Nixelene Paste 1d. 2 1/2d. 5d. size.	
Nixey's Jubilee, round in 1 and 2 oz. blocks.	
Cooney's Universal, per gross.....	4 80

CORN BROOMS.

BOECKH BROS & COMPANY	doz. ne
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.

FREE, FRENCH & Co.	40 lb. tins 10c.
Metropolitan mixed.....	8 lb. tins 36c.
Florence Wafers.....	8 lb. tins 36c.
Venice Wafers.....	8 lb. tins 36c.
Florence Wafers.....	Small tins \$3.70 per doz.

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

CANNED GOODS.

MUSHROOMS.	HENRI JONAS & Co.
Mushrooms, Rionel.....	\$14 75
1st choice Dutchell.....	17 50
1st choice Lenoir.....	18 50
extra Lenoir.....	20 00
Per case, 100 tins.....	

FRENCH PEAS—DELOREY.

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.

HENRI JONAS & Co.	
1/2 Trafalvannes.....	\$9 00
1/2 Rolland.....	9 50
1/2 Delory.....	10 50
1/2 Club Alps.....	11 50

CHOCOLATES & COCOAS.

Epps' cocoa, case of 14 lbs., per lb.....	0 35
Smaller quantities.....	0 37 1/2

GADBURY'S.

Frank Magor & Co., Agents.	per doz
Cocoa essence, 3 oz. packages.....	\$1 65
Mexican chocolate, 1/2 and 1/4 lb. pkgs.	0 40
Rock Chocolate, loose.....	0 40
" 1-lb. tins.....	0 42
Nibs, 11-lb. tins.....	0 35 1/2

TODHUNTER, MITCHELL & CO.'S.

Chocolate—	per lb.
French, 1/2's—5 and 12 lbs.....	0 30
Caracoon, 1/2's—5 and 12 lbs.....	0 35
Premium, 1/2's—5 and 12 lbs.....	0 30
Saute, 1/2's—5 and 12 lbs.....	0 26
Diamond, 1/2's—5 and 12 lbs.....	0 22
Sticks, gross boxes, each.....	1 00

COCOA—

Homeopathic, 1/2's, 8 and 14 lbs..	0 30
Pearl, " " " " " " " "	0 25
London Pearl 12 and 18 " " "	0 22
Rock " " " " " " " "	0 30
Rock, in boxes.....	0 12
Royal Cocoa Essence, pkgs., per doz.	1 40

FRY'S.

Chocolate—	per lb.
Caracoon, 1/2's, 6-lb. boxes.....	0 42
Vanilla, 1/2's, " " " " " " " "	0 42
" Gold Medal " Sweet, 1/2's, 6 lb. bxs.	0 29
Pure, unsweetened, 1/2's, 6 lb. bxs.	0 40
Fry's "Diamond", 1/2's, 14 lb. bxs.	0 24
Fry's "Monogram", 1/2's, 14 lb. bxs.	0 24

COCOA—

per doz.	
Concentrated, 1/2's, 1 doz. in box..	2 40
" " " " " " " " " " " "	4 50
" " " " " " " " " " " "	8 25
Homeopathic, 1/2's, 14 lb. boxes..
" " " " " " " " " " " "

JOHN F. MOTT & CO.'S.
R. S. Melndoe Agent, Toronto

Mott's Broma.....	per lb. 0 30
Mott's Prepared Cocoa.....	0 28
Mott's Homeopathic Cocoa (1/2's).....	0 22
Mott's Breakfast Cocoa (in tins).....	0 40
Mott's No. 1 Chocolate.....	0 30
Mott's Breakfast Chocolate.....	0 28
Mott's Caracoon Chocolate.....	0 40
Mott's Diamond Chocolate.....	0 28
Mott's French-Can. Chocolate.....	0 18
Mott's Navy or Cooking Chocolate.....	0 22
Mott's Cocoa Nibs.....	0 25
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

COWAN COCOA AND CHOCOLATE CO.

Hygienic Cocoa, 1/2 lb. tins, per doz..	\$3 75
Cocoa Essence, 1/2 lb. tins, per doz..	3 25
Soluble Cocoa, No. 1 bulk, per lb.....	0 70
Diamond Chocolate, 12 lb. boxes.....	0 25
Royal Navy Chocolate, 12 lb. boxes.....	0 30
Mexican Vanilla Chocolate, 12 b. bxs	0 35

OHMENSE.

Imperial—Large size jars, per doz..	\$3 25
Medium size jars.....	4 50
Small size jars.....	2 40
Individual size jars.....	1 00
Imperial Holder—Large size.....	18 00
Medium size.....	15 00
Small size.....	12 00
Paragon—Large size, per doz.....	8 25
Medium size.....	4 50
Small size.....	2 40
Individual size.....	1 00

BAYLE'S POTTED.
Robert Greig & Co., Agents, Toronto.

1-lb.	1-lb.	5-lb.
Jar.	Jar.	Jar.
After Dinner.....	\$2 40	\$4 75
Deville.....	3 65	\$18 60

TANGLEFOOT Sealed
Sticky
FLY PAPER



Stops the fly in his mad career. Also catches the filthy load he is carrying, thus preventing the danger of contagion.

Long Lasting. A Cash Asset.
Order from Jobber.

The O. & W. Thum Co., Mfrs.
Grand Rapids, Mich., U.S.A.

Subscribers wanting goods or special quotations on anything anywhere in Canada at any time, can get them by mail or wire by corresponding with **THE CANADIAN GROCER**, Toronto or Montreal.



ASK FOR
MOTT'S
Refrigerators



BUY
EUREKA
It is the best.

WHY?

- 1st. Because it is built on scientific principles, having insulated walls it is easy on the ice.
- 2nd. Because the system of circulation of air is perfect.
- 3rd. Because it is well built.

Further information can be obtained in catalogue which is free.

Address,
Eureka Refrigerator Co.

This cut represents No. 12, 54 Noble St., Toronto

==ASK US FOR==
Brooms, Brushes, Baskets
Wooden Ware, Willow Ware
Butter Tubs, Butter Ware
Wrapping Paper, Paper Bags
Clothes Pins, Washboards
Butter Dishes, Butter Paper
Clothes Lines, Cotton Twines

Walter Woods & Co.
HAMILTON.

BRITISH BUSINESS CHANGES.

Firms desirous of getting into communication with British manufacturers or merchants, or who wish to buy British goods on the best possible terms, or who are willing to become agents for British manufacturers, are invited to send particulars of their requirements for

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

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10 Front St. East, Toronto. Telephone 4144.

DON'T PAY FREIGHT ON WATER

CONCENTRATED GRAPE WINE VINEGAR, best and most economical Vinegar made. One gallon Concentrated makes 25/27 gallons Standard Vinegar—Great saving in weight and freight. Write for sample.

Agents—
SEYLER, SANDBERSON & CO.
at Wellington St. West, TORONTO
Agents for **HEINRICH FRANCK SOHNE & CO.**
German Chicory, Coffee, Extracts and Essences
LEWISBURG, GERMANY. FLORENCE, N.Y.

GRIMBLE'S English Malt
Six GOLD Medals **VINEGAR**
GRIMBLE & CO., Limited, London, N.W., Eng.

WHEAT MARROW

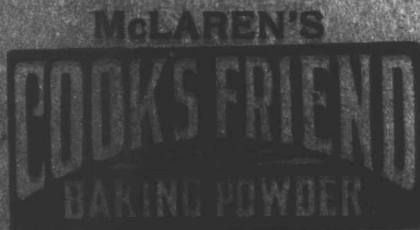
SATISFYING FULLY, RECUPERATING QUICKLY, DIGESTING EASILY.

The best properties of Choice Winter Wheat are given in this article. Every grocer should keep it. You can recommend it to your customers and the first package will insure their buying it from you regularly.

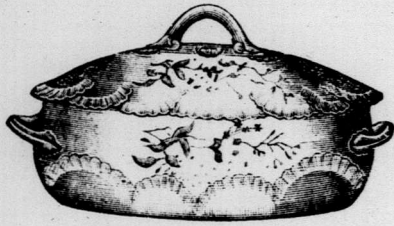
Manufactured by
THE EXPRESS ROLLER MILLS

WM. HACE, Proprietor **CORNWALL, ONT.**

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.



WE HAVE SOME EXTRA GOOD LINES IN

Dinner Sets
Toilet Sets
Printed Ware

in assorted crates and open stock.

Write for prices, illustrations and contents of our assorted packages.

GOWANS, KENT & CO.,
 TORONTO AND WINNIPEG.

IT'S SO GOOD

You cannot afford to be without a good supply of

**WETHEY'S
 CONDENSED
 MINCE
 MEAT**

Because Your Customers are sure to be Pleased with it.

ORDER FROM YOUR WHOLESALER.

SOLE MANUFACTURER . . .

J. H. WETHEY,
 ST. CATHARINES.

Crosse & Blackwell, Limited
JELLY TABLETS and SOUP TABLETS

LATELY ADDED TO OUR LIST. HAVE YOU ORDERED?

C. E. COLSON & SON, MONTREAL.

CHAS. F. CLARK, President.

JARED CHITTENDEN, Treasurer.

...ESTABLISHED 1849...

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

Offices Throughout the Civilized World.

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

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

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

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

Oakey's

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

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