

**PAGES
MISSING**

PUBLISHED EVERY
FRIDAY

CIRCULATES IN
EVERY PROVINCE

THE CANADIAN GROCER AND GENERAL STOREKEEPER

COLMAN'S MUSTARD



BEST ON EARTH



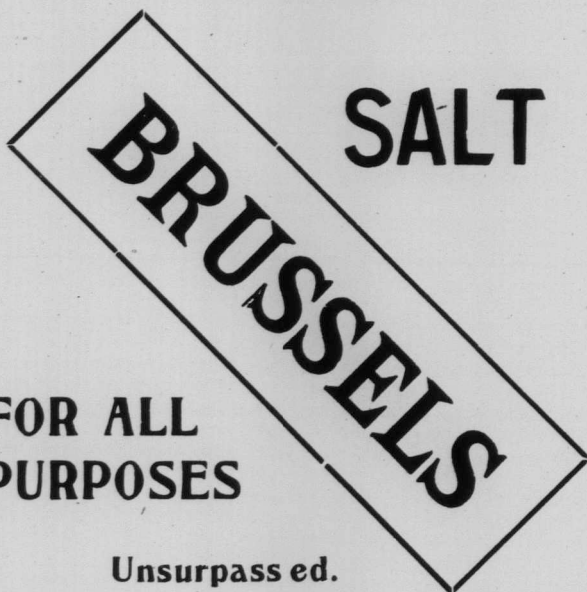
“IMPERIAL” WHITE WINE

Is a perfect vinegar---it has no equal. Ask your grocery traveller to show samples---5 grades---each delightfully clear, sparkling, pleasant smooth flavor and full guaranteed strength.

The name “**Imperial**” is a guarantee of absolute satisfaction to your customers.



The Fittest Survive!



FOR ALL
PURPOSES

Unsurpassed.

R. & J. RANSFORD,

Established
1868

Clinton, Ont.



LICORICE . . .

We manufacture everything in the Licorice line carried by the Grocery, Drug and Confectionery trades. We might mention—Y. & S. Stick Licorice, plain and corrugated; Acme Licorice Pellets; Y. & S. Licorice Lozenges, in cans or glass jars; A B C Blocks; Purity & Dulce Brand one cent sticks; Bundled Licorice Root; Small Cigars, 300 to box, etc. In PLIABLE LICORICE, Triple Tunnel Tubes, Mint Puff-Straps, Navy Plugs and Golf-Sticks 100 to box; Blow Pipes 200 and 300 to box; Manhattan Wafers, 2½ lb. boxes; Curved Stem Pipes, 200 to box. Write for illustrated catalogue.

YOUNG & SMYLYE

Established 1845.

BROOKLYN, N.Y.

Annual Sales
Exceed
33,000,000 lbs.



Grand Prix
Highest Award,
Paris 1900.

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

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

A GOOD MARGIN OF PROFIT FOR THE RETAILERS.

*List of
Wholesale Houses
that sell
The New Quick-Selling
Cereal Food
"Wheat Marrow:"*

MONTREAL.

Birks, Corner & Co.
L. Chaput, Fils & Co.
Carter, Galbraith & Co.
Forbes Bros.
Hudon, Hebert & Co.
Howe, McIntyre & Co.
Lockerby Bros.
Laporte, Martin & Co.
J. A. Mathewson & Co.
D. H. Rennoldson.

QUEBEC.

N. Rioux & Co.

ST. STEPHEN, N.B.

The A. I. Teed Co.,
Limited.

TORONTO.

Royal Dandelion
Coffee Co.
T. Kinnear & Co.
F. W. Humphrey.

LONDON.

Ed. Adams & Co.
A. M. Smith & Co.

OTTAWA.

H. N. Bate & Son.

WINDSOR.

J. F. Smyth & Co.

ST. JOHN.

Bowman & Angevine.

NEW GLASGOW, N.S.

R. McGregor & Sons.

KINGSTON.

Fenwick, Hendry & Co.
Robertson, Nicolle &
Co.
Geo. Robertson & Sons

HALIFAX.

Bauld Bros. & Co.

YARMOUTH.

Parker, Eakins & Co.

HAMILTON.

Lucas, Steele & Bristol

RAT PORTAGE.

Rat Portage Cold
Storage & Produce Co.

SHAWVILLE

W. B. Crawford.

BROCKVILLE.

Gilmour & Co.

ARTHUR P. TIPPET & CO., AGTS.,

8 Place Royale, Montreal.

23 Scott St., Toronto.

TO THE TRADE.

Owing to the enormous demand for Gold Soap, the manufacturers find that the fourteen thousand coins at first advertised will not be nearly sufficient to last out the year. When this number of coins was decided upon it was never expected that the sales of Gold Soap would reach anything like the figures that they have done, so it is not to be wondered at that the appropriation for "money-in-the-soap" will be exhausted much sooner than was at first anticipated. This being the case, they do not feel that it would be fair to the public for them to attempt to make this comparatively small number of coins the only inducement in connection with Gold Soap, so they have decided to supplement it by a mammoth prize competition involving over 5,000 prizes.

This competition will be carried out on such broad lines that everyone who sends in any wrappers at all will receive either a prize or a premium, thus, the small consumer will be dealt with quite as fairly as the one who buys in large quantities.

With this added attraction, we feel sure that the sales of Gold Soap will continue to keep thousands of cases in advance of our facilities, as they have been doing in the past.

Requests for circulars, hangers and further particulars of this competition will receive prompt attention.

GOLD SOAP, TORONTO.



The
Australasian Grocer

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

Subscription \$2.50 per Ann.

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

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

AMERICAN OFFICES:
New York, - - - Park Row Building.

BRITISH OFFICES:
London, - - - 42 Cannon St., E.C.

Specimen Copies Free on Application.

TELEPHONE: MAIN 2927

CABLE ADDRESS: "TIMA"

The International Mercantile

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

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

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

Correspondence Solicited

The
International Mercantile Agency
of Toronto

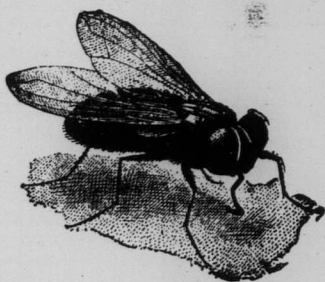


TI

Do
the "or

TI

If so,
custom



Busy?

Do you want more business in your Cigar department? Want a steady, permanent Cigar trade? Want absolute satisfaction and pleased customers? If you want all this, sell Payne's Cigars. You'll be busy enough if you stock up with an assortment of a thousand or more. Send in for pleasing prices on a first or "trial" order.

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

READY FOR SPRING TRADE

You are not ready for the best trade that comes to the best grocers unless you are well stocked with "Sterling" Brand Pickles—the pickle that wins favor with the best customers.

"Sterling" Brand Pickles.

- Made in Canada's largest
- pickle factory from the
- best selected Canadian
- vegetables—by most skill-
- ed methods of manufac-
- ture.

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

TIME TO WAKE UP

Do you still hesitate between the "ordinary" kind and

TILLSON'S PAN-DRIED OATS?

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

THE TILLSON CO., LIMITED, TILLSONBURG, ONT.

London, March 11, 1902.

The Tillson Co., Limited
Tillsonburg.

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

Yours truly,

.....

*JUL 16 1902
to the office*



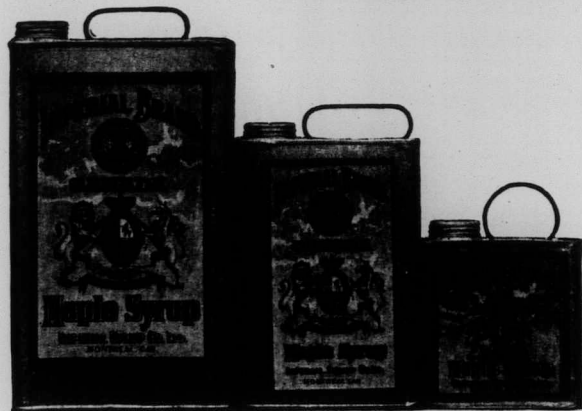
THE VALUE OF

GOOD IMPRESSIONS

spread around of a dealer's stock and store is recognized by every grocer. Selling the best tea on the market can secure for any dealer a good impression of his stock. The exceptionally excellent flavor, purity, invigorating qualities, wholesomeness and cleanliness of

JAPAN TEA

never fail to create a favorable and lasting impression upon the mind of the purchaser. These are a few of the factors to which can be attributed the well-established and permanent popularity of **JAPAN TEA** and which lead people to ask for it again and again. Commendation for any article voluntarily spread around is the most valuable advertisement any article can secure, and the kind of advertising **JAPAN TEA** can always command. Sell **JAPAN TEA** and obtain the free advertising consequential upon its sale.



YOUR MONEY BACK

IF YOU DO NOT LIKE

IMPERIAL MAPLE SYRUP

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

ROSE & LAFLAMME, Agents
Montreal.

**IVORY
GLOSS
STARCH**

**SATISFIES
CAREFUL
AND
PAINSTAKING
HOUSEKEEPERS.**

**HOW
IS
YOUR
SUPPLY?**

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

ENTERPRISE on an article is a
Guarantee of QUALITY

ENTERPRISE

**FOOD
CHOPPERS**

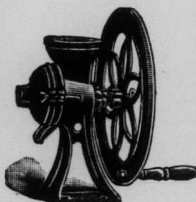
**Four Knives
with each Machine**

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

**Sell every Day in Year
GUARANTEED TO CHOP RAW MEAT**

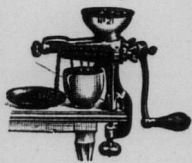
Illustrated Catalogue *FREE* Order through your Jobber

**Bone, Shell &
Corn Mill**



No. 750, \$7.50

**Meat Juice
Extractor**



No. 21, \$2.50

Cherry Stoners
5 Sizes & Styles



No. 1, \$7.50 doz.

**Rapid Grinding &
Pulverizing Mills**

45 Sizes & Styles for Hand
& Power, \$1.25 to 300.00



No. 2½, \$4.75

New York Branch,
10 Warren Street

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

San Francisco Branch,
105 Front Street



DIXON'S CARBURET OF IRON STOVE POLISH

A SURE
MONEY-
MAKER.

Guarantees a good margin of profit to the merchant and complete satisfaction to the housekeeper. The lustrous, lasting polish given by Dixon's is unequalled. Used on the critical American market for over fifty years. Dozen packages, 1/2-gross boxes. It pays to investigate a good thing like this.

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



THE DOMINION BREWERY CO., LIMITED
Brewers and Maltsters
TORONTO

Manufacturers of the Celebrated

WHITE LABEL ALE

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

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

WM. ROSS, Manager.



THE SAUCIEST OF SAUCES.

PATERSON'S

possesses a peculiar liquidity, and is more generally used than other

SAUCES.

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



PREPARED BY—
R. PATERSON & SONS, GLASGOW.

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

Agents—
ROSE & LAFLAMME, MONTREAL.

SOME MERCHANTS' EXPERIENCE.



Solomon said in his haste: "ALL MEN ARE LIARS!" He didn't mean it. He was simply so mad with one man that he included all the rest.

Let us not fall into Solomon's mistake. We should take out of our experience the wisdom there is in it and stop right there!

Otherwise we are as stupid as the cat who sat down on a hot stove lid. She will never sit down on a hot stove lid again, and that shows good judgment. But she will never sit down on a cold one, either.

Now, some merchants have had hard experiences lately with coupon books that were represented to be absolutely correct in count and made up just as good as any other, but they were not, and you won't know what a perfect coupon book is until you have tried either Allison's Coupon Books or Allison's Coupon Pass Books. Both are good; one book suits some, while the other fills the bill with the rest of the merchants.

We are doing a lot of special engraving work now for merchants who use books in large quantities. Our books are carried in stock by jobbers. We will be glad to send you a free sample.

Allison's name on a Coupon Book is itself a guarantee of perfection.

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

ALLISON COUPON CO., Manufacturers,
Indianapolis, Indiana.

By R. I
Bo
N a
Hc
GR
paper
some
also pl
GROCE
inform
and sel
The
liquid
granul
honey.
not gr
granul
which
not gra
to we f
of tryi
thing t
time, d
by givi
convin
opinion
liquid
a bottl
of 10
genera
what h
I an
grocery
conspi
granul
granul
about
pound
Co., J
apiarie
origina
was s
The h
strippe
Then
down,
fowed
This l
attenti
of the
strong
is cut
granul
it can
it sho
the cu

DISPLAYS IN THE GROCERY WINDOW.

Honey—How Best to Sell.

By R. F. Holtermann, manager honey apiaries, Bow Park Co., Limited, Brantford, Ont.

IN an article entitled "Re-liquifying Honey," on page 48 of THE CANADIAN GROCER, taken from the leading bee paper of America, Gleanings, there are some excellent points brought out. It is also pleasing to see that THE CANADIAN GROCER should seek to give its subscribers information of value in judging, handling and selling goods in their line of business.

The method given to liquify and keep liquid honey is good, still, even then it may granulate. There is a great difference in honey. Much of the Southern honey does not granulate readily, but Ontario honey granulates readily. I know no sample which left in an untreated way which will not granulate. In the article above referred to we find the following: "Now, instead of trying to teach people to accept something they do not want, why not spend less time, do less talking and make more money by giving them what they want, for, 'a man convinced against his will is of the same opinion still'; and if he asks for extracted liquid honey, and you talk him into buying a bottle of granulated honey, nine times out of 10 he will hesitate the next time, and generally go where he knows he can get what he wants."

I am sending you a photograph. It is a grocery window in Brantford, and very conspicuous in that window is a barrel of granulated honey, or, rather, a block of granulated honey which once had a barrel about it. The weight of honey was 574 pounds, and it was sold by the Bow Park Co., Limited, I having charge of their apiaries here. The idea, I believe, was original with myself, and the first barrel was sold to Hazell & Son, of Hamilton. The honey and barrel was, when solid, stripped of all the hoops upon one side. Then placed in the window the stripped end down, the remaining hoops removed, followed by the removal of staves and head. This left a solid block of honey to attract attention and sell. In the picture a portion of the barrel has been sold. It cuts with a strong wire without any trouble, and then is cut down as required. The honey is sold granulated like lard. Anyone that wants it can have liquid, but a choice article, as it should be when thus sold, sells well, and the customers do not tire of it.

Mr. Vanstone said when we were putting up the barrel, "Well, I think I have a white elephant on my hands—only one man in the world could have talked me into buying this." In a few days he was in a new frame of mind; the honey sold rapidly and customers came again. More than that, it attracted great attention. It was an unusual sight and was talked about in the city. Another barrel was added in a short time, and Mr. Vanstone said: "I am well pleased with this way of selling honey; customers like it and come again. I never sold so much honey in my life during the same time."

have it before the public in either one way or the other. It seems to me the Toronto Industrial Exhibition Association could in connection with that Exhibition have a place to display and lecture on how to judge honey, at which, or if some other place would be more convenient, if proper arrangements were made, I would be pleased to show how to judge honey, and, although many may know this already, others do not. Many fail to please their customers because they fail to buy a good article. Such information would be of value to many.

Brantford, Ont., March 22.



An attractive window display of honey.

Hazell & Son sold three barrels in a short time and, in writing, said: "We are well pleased with the article and the way in which it sold, it was quite a little ad. for us, and we expect to do more business with The Bow Park Co. in their goods." The great advantages are:

1. It attracts.
2. The customer does not require to buy an expensive package.
3. Is of good quality, it tastes well and can be eaten granulated, etc.
4. There is less trouble to keep it in marketable shape.

Grocers make a mistake to expose and sell honey partially granulated. The honey is then not attractive to the eye or taste,

Is It a Good Investment?

After all, does it pay? The grocer who has not been in the habit of giving much time or attention to his windows, and who has, nevertheless, secured a good trade, may well be excused if he asks this question when he sees a new competitor opening up with his store front built after the most modern fashion and with a new display, which has taken time and money to arrange, in his window each week. He may have seen several attempts to open up a grocery business in this new block, each and every attempt ending in failure, whereas his own business has ever paid its way.

But, while his reason that good window dressing does not pay because these busi-



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.

nesses have not been successful may be natural, it is none the less erroneous. If the truth were known, it would be found that the trouble was high rents, small capital or inexperience.

It is useless to expect that good window dressing will make up for the lack of sufficient capital or proper experience. But it may be expected that shrewd trimming of windows will help to bring new customers into the store. Suppose you have in your store next week an extra fine supply of oranges and lemons, or oysters. If you do not advertise them you will not likely sell any, except to your regular customers. But if you show them in your window you are bound to have several persons, who have not regularly dealt with you, in to get some. In this way you are bound to secure several new customers every year. Therefore, half a dozen regular customers secured by window dressing will more than repay for the time, trouble and money necessary for the arrangement of new displays every week. We must conclude that window dressing is one of the best means a grocer has of investing money, time and energy.

GOOD CLERKS.

Dull seasons come to all stores—seasons when more energy and push and good, hard work is required to make sales and keep up the business. Here is where the trained and permanent clerk shows his value.

Then another thing, a merchant can put his confidence in the doings of a good man, and sleep easy nights. He need not keep his eye continually on the conduct of such a clerk. He need not feel that the customer is being handled improperly. He may rest assured that the sale will be made if honest and capable salesmanship can make it at all.

Every retailer wants to feel that if a customer slips away from his clerk he would slip away from any clerk, or himself.—Good Advertising.

COFFEE CROP OF BRAZIL.

THE Secretary of the United States Legation at Petropolis, Brazil, writes:

"The crop delivered from the interior of Rio from July 1, 1901, to June 30, 1902, is estimated at 5,466,000 bags; at Santos, 10,483,000 bags. This estimate is based on the deliveries made during seven months—July to January inclusive—and on the assumption that deliveries for the ensuing five months will bear the same proportion to the previous months as in past years.

"The best authority on the general situation in Brazil estimates the world's visible supply at 10,813,700 bags on January 1, 1902. Of this New York held 1,924,000 bags; Havre, 2,212,100 bags; Hamburg, 794,000 bags, and Rio and Santos, 1,681,400 bags.

"In this connection, the following statistics may be interesting as showing the relation between the Rio and Santos crops and the world's visible supply:

DELIVERIES OF RIO AND SANTOS CROPS.

| | Bags. |
|--|------------|
| During 12 months to June 30, 1900..... | 9,007,000 |
| July 1 to December 31, 1900..... | 6,852,000 |
| January 1 to June 30, 1901..... | 3,810,000 |
| July 1 to December 31, 1901..... | 10,389,000 |
| Estimated deliveries January 1 to June 30, 1902..... | 5,578,000 |

WORLD'S VISIBLE SUPPLY.

| | Bags. |
|------------------------|------------|
| June 30, 1900..... | 5,715,000 |
| December 31, 1900..... | 7,457,000 |
| June 30, 1901..... | 6,746,000 |
| December 31, 1901..... | 10,817,000 |

"As to the crop which will begin to be gathered in May and shipped in the year following next July, information is yet incomplete. Up to the middle of December, reports were extremely unfavorable, and the opinion was that it would not be much more than 40 per cent. of the current crop—that is to say, 6,500,000 bags. Rains have been abundant of late, however, and the impression is that it will be nearly an average one and will run from 9,000,000 to 11,000,000 bags. The crop is rapidly reaching a stage where an accurate judgment can be formed by experts as to the relative per-

centage of an average crop likely to be produced, but the extent of new territory coming into bearing and the quantity of coffee that is being held in first hands are uncertain and render an exact estimate impossible until the autumn."

APPLES IN CHINA.

UNITED STATES CONSUL MILLER writes from Niuchwang, January 25, 1902, to the editor of an Oregon newspaper in regard to the export of apples from the Pacific Coast to the Orient. The consul instances a shipment of 50 boxes of apples, which were sent from Portland on September 28, 1901, and reached Niuchwang on November 10. They were packed in ordinary, light 10 x 22 in. boxes, cleated on both sides, and the apples were wrapped in paper. The packages held in good shape and every box arrived intact. The percentage of loss was greatest with the Red Russian variety (75 per cent.) and least with the Ben Davis (2 per cent.); the Spitzenberg lost 10 per cent., the Shannon Pippin 25 per cent. and the Jonathan 50 per cent. California ships a quantity of third-grade yellow Newtons to China. Some of these, says Mr. Miller, are consumed by foreigners, but most of them go to the Chinese fruit stands and restaurants and are eaten by natives.

The Chinese appetite for fresh fruit is strong, and apples are in great favor; the only obstacle to the creation of a large market is the inability of the masses to purchase. The average Chinaman does not distinguish the different varieties of apples, and if inferior grades could be sent at low rates an extensive outlet could be created. Northern routes are the best for shipping green fruits. All shipments of apples for the Northern ports of China should be sent by October 1, on account of the danger of freezing if they arrive late in the season. If the fruit reaches North China in good condition, it will keep well on account of the dry, cold climate. The presence of the Russians in Vladivostock, Port Arthur and Dalny will increase the market for our apples, as the Russians like this fruit very much.

L.S. & B. Coffees

We Guarantee Satisfaction

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

3 LONG DISTANCE TELEPHONES

**SEND
FOR
SAMPLES**

I shall be pleased to send Travellers' Sample Outfits for **Wilson's Fly Pads** and **Smith's Fly Squares**, postage prepaid, to all wholesalers upon request.

WILSON'S FLY PADS.

By long odds the most effectual fly-killer.

SMITH'S FLY POISON SQUARES.

The best 5-cent poison.

ARCHDALE WILSON, HAMILTON, ONT.

HOUSEKEEPERS ARE NOW SHORT OF

Home-Made Preserves

YOU REPLACE THESE WITH

Goodwillie's Pure Preserved Fruits

Peaches, Pears, Plums

Strawberries, Raspberries.

Packed in pint glass jars, put up on the gardens in the Niagara Fruit Belt where the goods are grown. Prepared with best granulated sugar and choicest fruit only. Order before our fine assortment is broken.

JAMES TURNER & CO.

Agents for Hamilton.

HAMILTON, ONT.

SHIPMENT JUST ARRIVED

Japan Rice Seed Tapioca

Medium Pearl Tapioca

GET OUR PRICES BEFORE BUYING

THOS. KINNEAR & CO.

Wholesale Grocers,

49 Front St. East, TORONTO

BUSINESS MEN'S LEAGUE.

THE Business Men's League, of Montreal, held their annual meeting on March 26, and elected officers. The officers for 1902 are as follows:

President—Henry Miles.

Vice-President—Charles Chaput.

Treasurer—J. C. Holden.

Executive Committee—Henry Miles, F. W. Evans, Charles Chaput, George E. Drummond and J. C. Holden.

The following comprise the ordinary committee: G. T. Bell, general passenger agent Grand Trunk Railway; C. E. E. Usher, general passenger agent Canadian Pacific Railway; H. A. Price, general passenger agent Intercolonial Railway; T. L. Paton; N. E. Hamilton; A. Lalonde, Boston and Maine Railway; Walter Paul; W. Birks, of Henry Birks & Sons; E. H. Botterell, of John Henderson & Co.; Hon. Louis Beaubien; Hon. J. D. Rolland; Ald. Ames; W. D. Lighthall; George Hague and C. S. J. Phillips.

President Miles, in his annual report, referred to the incorporation of the league by the Legislature of Quebec.

This year the efforts of the league towards street improvements had resulted in the making of better provisions for the looking

after the streets, and it is hoped that things will appear much better within a reasonable time.

The committee had also been successful in securing several conventions for Montreal, but, owing to the deficiency of hotel accommodation, it was difficult to arrange for larger gatherings.

It was suggested that an information bureau be established for the benefit of strangers, by way of informing them of the accommodations and attractions of the city and Province. The incoming executive were advised to apply to the Quebec Provincial Government for their annual grant, and the Montreal City Council should also be approached with a similar appeal.

INVENTOR OF THE LUCIFER MATCH.

There have been many claimants to the honor of being the maker of the first lucifer match. But a recent discovery of some old account books at Stockton-on-Tees, Eng., affords, according to an exchange, documentary evidence which proves beyond question that one John Walker, a Durham chemist, was the original inventor and maker of the match. According to a diary in which Walker carefully noted all his business transactions, the first box of

matches was sold for 35c., in April, 1827. It appears that they at once became popular, and people travelled from the adjacent towns to purchase them. Walker employed the poor of Stockton to split the wood, but dipped them in the phosphorus mixture himself, to insure their perfection. The inventor was pressed by his friends to patent the process; he refused, however, affirming that he had ample means to satisfy his simple wants.

WIARTON SUGAR FACTORY.

The Wiarion, Ont., beet-sugar factory is progressing. The recent injunction issued against the Colonial Construction Co. by the Wiarion Sugar Co. to prevent the payment of \$10,000 was only a precaution, as the former was reorganizing, two of its members retiring and two others, S. D. Symon and C. T. Baldwin, United States capitalists, were being admitted to take their places.

Work is being pushed on the foundations, making things ready for the masons. About 200 men will be employed on the building during the summer. Most of the stock of the company has been sold, and the capital secured now amounts to \$375,000 or \$380,000.

We have a few boxes very fine September and October

CHEESE

which we quote at 11 1/2c.

A. F. MacLAREN IMPERIAL CHEESE CO., Limited

51 Colborne St., TORONTO.

JAMS || 7's Pails, 5's Pails, 1's Glass.

ASK FOR THEM.

THE DAVIDSON & HAY, LIMITED

36 Yonge St., Toronto.

A FAILURE WITH NO ASSETS.

GEORGE A. BOOTH appeared before Police Magistrate Flint, of Belleville, on March 28, on a charge of defrauding the creditors of Booth & Co., produce merchants, Trenton, Ont. It came out in the evidence that Booth & Co. was Mrs. Booth. George A. Booth was general manager. Booth had the business transferred over to him last July, and a few days after, on July 17, Mrs. Booth made an assignment. Sheriff Hastings, the assignee, went to look after the assets, and was informed that there was none by Booth himself. Nevertheless, goods had been consigned to Booth & Co. by firms both in Toronto and Montreal up to the day of the assignment.

Last October, to satisfy the consignors of these goods as to what became of them, Booth and his wife were examined before an officer of the court, and the facts as above stated were admitted by Booth. He also gave evidence that on the day of the assignment a considerable quantity of butter belonging to Booth & Co. was stored away in his mother's cellar.

Daniel Jackson, who was employed by Booth as a clerk, testified that a considerable quantity of this butter was brought back to the store by Booth. The balance, amounting to nearly 100 packages, was sent to Ottawa

last November and placed in a store opened by Booth there. The theft of this butter is the charge laid against Booth.

It also came out in the evidence that just before the assignment Booth & Co. put in a stock of furniture, and, without paying for it, sold it almost immediately to a local dealer at a discount of 15 per cent. from the face of the invoices.

Up to the present, the assignee has received no assets.

SIXTY DAYS FOR PLUMB.

On conviction in the General Sessions, on March 31, of having defrauded The Eby, Blain Co., Limited, Toronto, Charles Plumb, a Toronto grocer, was sentenced to 60 days' imprisonment.

Plumb formerly conducted a grocery store at 1146 Yonge street. He bought most of his stock from The Eby, Blain Co., and was given credit on the strength of a statement he sent out saying his business was free of debt. He got behind in his accounts and assigned. When the statement was submitted to the creditors it transpired that Plumb's father had previously advanced \$1,300, and this claim it took nearly all the estate to meet. Plumb was then arrested on a charge of fraud, tried at the General Sessions by a jury and convicted.

POPULATION OF NEWFOUNDLAND.

The following is the population of Newfoundland, according to the last census report :

| Districts. | 1891. | 1901. |
|-------------------------------|---------|---------|
| Twillingate | 16,780 | 18,843 |
| Fogo | 6,700 | 7,666 |
| Bonavista | 17,849 | 20,638 |
| Trinity..... | 18,872 | 20,695 |
| Bay-de-Verde | 9,708 | 9,922 |
| Carbonnear | 5,766 | 6,024 |
| Harbor Grace..... | 13,881 | 12,671 |
| Port-de-Grave..... | 7,986 | 7,445 |
| Harbor Main..... | 9,180 | 9,445 |
| St. John's West..... | 15,251 | 18,483 |
| St. John's East..... | 20,775 | 21,511 |
| Ferryland | 5,853 | 5,697 |
| Placentia and St. Mary's..... | 12,801 | 15,806 |
| Burin | 9,059 | 10,402 |
| Fortune Bay..... | 7,671 | 8,762 |
| Burgeo and LaPoile..... | 6,471 | 7,010 |
| St. George's..... | 6,633 | 9,205 |
| St. Barbe..... | 6,690 | 8,126 |
| Total for Newfoundland..... | 197,934 | 215,616 |
| Labrador..... | 4,106 | 3,634 |
| Grand total | 202,040 | 220,349 |

THANKFUL FOR "TIPS."

Mr. George Bell is retiring from the firm of Geo. Bell & Co., Nelson, B.C., and the style of the firm has become the Bell Trading Co. Writing to the editor of THE CANADIAN GROCER, he says: "I must thank you for the many tips I have received from you during the past 10 years."



PUREST

MADE

Marmalade

BEST

JAMS

VALUE

A. F. MacLaren Imperial Cheese Co.,
Limited, Selling Agents,
51 Colborne St., Toronto.

THE EVIL OF CUTTING PRICES.

AN address on the evils of cutting prices was recently delivered before the Seattle Retail Grocers' Association by J. J. Higgins. In part it was as follows:

It seems to me, in looking over our field of operations and taking into account the multitude of notions that take possession of the average person engaged in the grocery business, that I am justified in paraphrasing the common trade expression, "the longs and the shorts," and in saying that we grocers as a class are long on ideas, but short on thoughts. It is a lamentable fact, well known to the trade, that a very small per cent. of grocers have a proper conception of what profit and expense means. All but a few never count the expense of handling the goods from the time they leave the wholesaler until they reach the consumer as a part of the original cost and as a proper basis on which to figure a profit. The legitimate expenses of business are varied and many and cover the field from the time consumed in their purchase from the wholesaler to their display and delivery, or their loss through being dumped into the waste barrel for lack of a timely purchaser. These, with rent, insurance, taxes, fuel, etc., are very deceptive items of cost that should enter into every calculation as to the possible margin of profit to be obtained from the sale of a certain article at a certain price.

The rule too often employed in figuring a profit is that if an article costs \$1 and is sold for \$1.25 that 25c. profit is made. Yet the sale may have taken half an hour of the salesman's time at 25c. an hour, and possibly two hours of a deliveryman and team's time to place the goods in possession of the purchaser. Subtract other contingent expenses and see your profit vanish into thin air!

Most of us, after figuring ourselves rich in this way, look over our business and find that something is wrong. Our bank account doesn't grow; our expense bills mature regularly and the funds are not always on hand promptly to meet them; we become nervous, dyspeptic and morose. The store don't seem as full of customers as a prosperous store should be and we resolve that something must be done to get the crowd coming our way. We look around and catch sight of some competitor who is an indiscriminate price cutter. We lack thought, we lack originality, and we are

fond of confirming the Darwinian theory that men sprang from a race of monkeys and we imitate by trying to duplicate the low prices of our neighbor.

The expected rush of customers doesn't follow as promptly as our impatience demands it should, and, like the old school doctors, who knew but one remedy for all ailments, we do a little more blood letting. We draw our lance and plunge it more deeply. We are easier after the operation. We have less goods and a smaller surplus of cash. We, perhaps, have succeeded in another way. We have flaunted the red flag in our neighbor's face. He accepts our challenge and prepares for the battle. The extra special cards go out and handbills and newspapers tell the tale of the wonderful bargains to be secured. One buys from one wholesale firm and the other from another. Down each one goes and tells his little tale of woe and wants a snap with which to knock the other fellow out. To please us the wholesalers ask the manufacturer to prepare one, and thus new weapons are secured with which to prolong the fight.

It drags itself out through weeks and months, and what does it all result in? The wholesaler has been encouraged in the bad habit of catering to the cutter at the risk of a loss which, if it occurs, must be borne by the more conservative dealers through a temporary curtailment of special discounts. Both retail businesses engaged in the foolish controversy, have been demoralized. A large proportion of the customers of each have been converted into bargain-purchasers. They kick when prices are restored to their normal level, and go to some other dealer who is engaged in the same interesting business of giving his goods away. They have been taught to think a dealer has no claim on them unless he will sell his goods a little cheaper than anyone else. They deal with him as long as he will do that, and when he shows a disposition to get a fair profit they quit him.

These bargain-hunters are the most annoying pests connected with the business, and every time a grocer cuts the price of a standard article he engages directly in making more of those pests. Don't understand me to say that I am opposed to healthy and fair competition. The old saw that competition is the life of trade is still true.

There can't be too much competition in the sense of rivalry to produce the best goods, to display them to the best advantage, to sell them in the best condition, to deliver them most promptly and to render the most obliging and courteous service to customers. But ordinary price-cutting is not competition. It is suicide. Its only proper use is as a means of removing depreciated goods from a stock and demented grocers from the trade.

ANTI-PRICE-CUTTING IN ENGLAND.

From Grocers' Journal.

ANTI CUTTING is the question of the hour, and, in view of this, we thought an interview with Mr. W. S. Glyn-Jones, secretary of the P.A.T.A., would be interesting. His opinion as to the prospects of the ultimate success of the movement in the grocery trade to secure fixed and reasonable profits upon proprietaries was not a pessimistic one.

Are not the big advertisers independent of the trade? asked The Journal representative. By no means, was the answer. The success of the proprietor depends upon his being able to secure the maximum amount of sales as the result of the minimum amount spent on advertising. The wholesale and retail distributors are the conduit pipe through which the advertisers' goods must reach the public. It is bad business for the proprietor if this channel is not kept clear. The person who has been induced to become a consumer as the result of reading the advertising announcements must be able to get the article without let or hindrance. He ought to be able to purchase it at the first shop where he asks for it. If he has to make several attempts he gives it up.

The most serious factor that a proprietor whose articles show no profit to the trade has to overcome, is that he has thousands of traders actively advertising and pushing rival goods of their own or other people's make. The ideal state is that in which the manufacturers' and distributors' interests are identical, and any departure from this state of things is bad for both—often is worse for the manufacturer than it is for the distributor. It has been suggested that the manufacturer might ignore the trade and distribute to the public direct, said the interviewer. No business could survive such an experiment, said Mr. Glyn-Jones. Direct supply through the post has been tried and has failed. Even if the proprietor is prepared for such an undertaking the public will not take the trouble to write for the article. Advertising is becoming more expensive each year, and successful advertising is becoming more difficult to accomplish, and it,

theref
neces
willing
only v
profits
Mr.
diffic
grocer
prices
initial
coope
tribut
Whol
drug t
The
guard
ealer'
guara
large
a larg
to me
provid
Feder
those
that t
Feder
deadl
and
forlor
result

H.
goods
and
their
with
into
The
Napo
forme
Ham
Ham
acco
appli
the c
apply
busin

17c. FOR 5 CTS.

THE FOOD THAT IS ALL FOOD.

17c. FOR 5 CTS.

THE WHOLE OF
THE WHEAT**“FORCE”**SCIENTIFICALLY
COMBINED WITH
BARLEY MALT.

“FORCE” FLAKES ARE CRISP AND DELICATE, AND THEY HAVE A DELICIOUS MALT FLAVOR.
BEING PARTLY DIGESTED, THEY FURNISH THE MAXIMUM OF NOURISHMENT WITHOUT BURDENING THE DIGESTION.

TO INTRODUCE. FOR A LIMITED TIME WE HAVE A SCHEME BY WHICH YOUR CUSTOMERS
CAN GET A 17-CENT PACKAGE FOR 5 CENTS.

Write For Particulars.

THE **EBY, BLAIN CO.,** LIMITED
WHOLESALE GROCERS, ETC. TORONTO.

therefore, is becoming more and more necessary that advertisers should have the willing cooperation of the trade. Their only way to secure this is by guaranteeing profits by means of fixed prices.

Mr. Glyn-Jones seemed fully aware of the difficulties experienced by those in the grocery trade who are working for fixed prices, and said that in his opinion the initial step should be to secure the active cooperation of the large wholesale distributors, such as Harvest, Travers, etc. Wholesalers and retailers have in the drug trade, he said, made common cause. The interests of both sections are safeguarded by the P.A.T.A., and the wholesaler's profit as well as that of the retailer guaranteed. The support of half a dozen large wholesale firms would, he thinks, leave a large number of proprietors no option but to meet the wishes of such a combination—provided the retail grocers, through the Federation, made common cause with those houses. But, he added, it is essential that those who are acting in the name of the Federation in this matter should be in deadly earnest. It would mean a struggle, and if the leaders regard their task as a forlorn hope the trade must expect no results.

A NEW COMPANY FORMED.

H. and N. E. Hamilton, grocers, dry-goods dealers, etc., corner St. Catherine and Peel streets, Montreal, are to turn their business into a joint stock company, with a capital stock of \$100,000, divided into one thousand shares of \$100 each. The applicants are: Henry Hamilton, Napoleon Edouard Hamilton, the two former proprietors of the business, George Hamilton, clerk, of Montreal, Henry Hamilton, merchant, and Auguste Singer, accountant, of Westmount. Notice of application for letters patent appeared in the official Gazette, and the company are applying to open branches of the Montreal business in other cities.

JOBBER TO BOYCOTT MANUFACTURERS.

From Grocery World, Philadelphia.

THINGS seem to be coming to a climax throughout the country regarding the tight drawing of the lines between the interests of the manufacturer, the jobber and the retailer. The tendency of each class seems at present to be to hold to sharp account the class just above it, if it sells to the class just below it. For instance, the jobber is getting after the manufacturer who sells the retailer, the retailer after the jobber who sells the consumer, and so on.

This tendency is just now having a good illustration in the West, where some of the wholesale grocers are threatening to boycott large manufacturers who sell the retailer direct. Last week the jobbers of two important Western States, Iowa and Nebraska, held a meeting at Council Bluffs to lay plans to protect themselves against such manufacturers as ignore them. All the leading jobbing houses of the two States were present, and the meeting is said by those present to have been quite warm. After much discussion, it was decided to institute a boycott against all manufacturers who sell the retailers over the jobber's head. The meeting was secret, but so much as is above told is known.

When the Western jobbers start their boycott, they will have to include in it some of the biggest manufacturers in the United States. For instance, the Washburn-Crosby Milling Co., the Pillsbury-Washburn Co., W. F. McLaughlin & Co., the Chicago coffee people, and both Swift & Co. and Armour & Co., the packers, sell the retailer direct, and make no secret of it. In some cases, manufacturers, in order to get retailers interested, will make better terms with retailers than they will with jobbers. As a rule, this is done by working a scheme with retailers exclusively, which

brings the net price to a point below the regular price to jobbers.

In many cases it cannot be denied that the jobber has forced the manufacturer to go to the retailer direct by refusing to handle the goods until a demand is created for them. The manufacturer then works the retail trade. Sometimes he turns the order in to the jobber, sometimes not.

EARLY CLOSING IN HALIFAX.

Halifax Chronicle.

The nights named in the Bill for closing are Tuesday, Wednesday and Thursday, and in order to make the Act become effective in any branch of trade, a petition signed by two-thirds of the people in that particular line must be presented to the city council. A meeting of the Retail Merchants' Association will be held on Wednesday evening to arrange for the petition. In the Bill presented to the House the number of nights were left open, as some of the merchants thought three nights would suit their lines of business better than four; and the nights adopted were suggested to the House by merchants. Those, however, who had previously signed an agreement to close four nights will stick to that agreement.

The clause exempting grocery stores assessed for less than \$400 from closing may lead to some of the grocery stores being kept open, as larger stores find they would be placed at a great disadvantage. Many of them, however, will continue to close and some favor four nights instead of three.

The Retail Clerks' Association at a meeting appointed representatives to confer with the merchants and give all the assistance they can to the early-closing movement.

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

AT a meeting of the creditors of Mrs. Z. Poulin, general merchant, Ste. Brigitte des Saults, Que., the estate was ordered to be sold.

Marie Case, grocer, Toronto, is offering to compromise.

V. E. Paradis is curator of Ed. Clark, grocer, Quebec, Que.

E. Belanger, general merchant, St. Gervais, Que., has assigned.

L. B. Fontaine, general merchant, St. Jacques, Que., has assigned.

James E. Orr, grocer, etc., Slocan City, B.C., has assigned to J. Bull.

F. W. Foster, general merchant, Ashcroft, B.C., is asking an extension.

John Lavallo, general merchant, St. Charles, Que., is offering to compromise.

J. B. Turner, general merchant, St. Barnabe, Que., is offering 25c. on the dollar.

C. Collette, general merchant, St. Antoine, Que., is offering 50c. on the dollar.

P. Pommerville, grocer, Ottawa, has effected a compromise, and is retiring from business.

O. Rajotte, general merchant, Shawenegan Falls, Que., has assigned to Chartrand & Turgeon.

Gervais & Lajeunesse, grocers, Montreal, have filed an assignment through Euclide Lajeunesse.

Jesse Lehman, general merchant and dealer in pulp wood, Kagawong, Ont., has assigned to the sheriff.

J. B. Turner, general merchant, St. Barnabe, St. Maurice Co., Que., has assigned to Chartrand & Turgeon.

E. N. Hurtubise & Co., sawmillers and general merchants, West Aylwin, Que., have assigned; F. Labelle is provisional guardian.

Wm. Adair & Co., general merchants, Parry Sound, Ont., have assigned to Geo. Chambers, and there will be a meeting of creditors on April 9.

E. F. Neville & Co., general merchants, Mill Village, N.S., are offering to compromise at 50c. on the dollar, and this offer has been secured.

PARTNERSHIPS FORMED AND DISSOLVED.

Anderson & Brooks, general merchants, Saltoun, N.W.T., have dissolved.

T. J. Galbraith, grocer, etc., Dunnville, Ont., has admitted D. Bell as partner.

Reid Bros., general merchants, Portage du Fort, Que., have dissolved, and G. E. Reid continues.

S. Adams & Sons, general merchants, Harrietsville, Ont., have dissolved; C. B. Adams continues.

H. S. Ferris, general merchant, Springhill, N.S., has admitted James E. Peel into partnership, the change taking effect on April 1.

J. D. Thompson & Co., general merchants, Buckingham, Que., have formed a new copartnership.

Webster & McCutcheon, grocers, London, Ont., have dissolved, and Mr. McCutcheon is continuing under the old style.

Hopkins & McLean, grocers, etc., Kamloops, B.C., have dissolved, and A. McLean is continuing under the style of McLean & Co.

C. J. Moore, general merchant, Cumberland, B.C., has admitted Herbert Moore as partner, under the style of C. J. Moore & Co.

John Beaton, Chas. D. McKillop, Samuel Miller and Alex. McDonald have registered as partners under the style of Beaton & Co., general merchants, Mabou, Nova Scotia.

SALES MADE AND PENDING.

The stock of H. Charbonneau, trader, Montreal, has been sold.

The assets of J. L. Patenaude, grocer, Montreal, have been sold.

The assets of H. Larose, grocer, Montreal, were to be sold on April 2.

A. J. Carson, grocer, Barrie, Ont., is advertising his business for sale.

The stock of J. A. Brunet, general merchant, Moose Creek, Ont., has been sold.

R. Cripps, grocer, Crewson's Corners, Ont., is advertising his business for sale.

The assets of Daniel Johnson, general merchant, Combermere, Ont., are to be sold.

A. Miller, general merchant, Edgar, Ont., is advertising his business for sale.

The stock of Alfred Goulet, general merchant, The Brook, Ont., has been sold.

The stock of Geo. Labonte, departmental store, Montreal, is to be sold in detail.

The stock of Eugene Audet, general merchant, Ste. Anne du Sault, Que., are to be sold.

Lilly & Carter, general merchants, Dauphin, Man., are advertising their stock for sale.

The assets of M. P. Plouffe, general merchant, Ladysmith and Shawville, Que., have been sold.

A bailiff's sale of the stock of Nicholas Donatier, cigar merchant and barber, Montreal, has been advertised.

The assets of Duncan McIntyre, general merchant and sawmill proprietor, Clarence, Ont., were to be sold by auction on April 3.

CHANGES.

H. Dufort & Cie., grocers, Montreal, have registered.

Levasseur & Handfield, grocers, Montreal, have registered.

R. C. Parker, grocer, Yarmouth, N.S., is giving up business.

Eli Bailey & Son, grocers, Simcoe, Ont., have removed to London.

Antoine Gravel, grocer, Montreal, is succeeded by Joseph Allard.

J. N. Dodd, grocer, Chesley, Ont., is selling out to John McTavish.

Peter Forbes, grocer, Wallaceburg, Ont., has sold out to George Taylor.

R. B. Scott, general merchant, Cookstown, Ont., has sold out to Harry Fisher.

Foisy, Hilaire & Cie., grocers, St. Johns, Que., have registered.

F. J. Waddell, grocer, St. Thomas, Ont., has sold out to H. L. Pullen.

W. Gillett, grocer, Knee Hill Valley, N. W. T., has sold out to A. H. Begg.

Mrs. E. E. Burnham succeeds Burnham & Houldsworth, grocers, Digby, N.S.

John Gibson, general merchant, Belton, Ont., has sold out to — Wiseman.

J. Smith & Co., general merchants, Baldur, Man., are succeeded by Rollins & Sons.

Mary L. Robinson, general merchant, Warton, Ont., is succeeded by Robinson & McClure.

Newby & Thomas, feed merchants, etc., Vancouver, B.C., are succeeded by Tomlinson & McNabb.

The stock of the estate of Catherine McDonald, grocer, Winnipeg, has been sold at 54c. on the dollar.

John Hoolahan has ceased doing business under the style of A. Hoolahan, commission fruiterer, etc., Montreal.

J. G. Reiner, general merchant, and manufacturer of woollens, etc., Wellesley, Ont., is succeeded by Reiner Bros. & Co.

The J. D. Moore Co., Limited, egg, apple, and lumber merchants, planing mill, etc., St. Marys, Ont., have sold the planing mill to Brown, Teavlin & Barr.

FIRES.

Wm. Gibbons, grocer, Louisburg, N.S., had his stock slightly damaged by fire.

Wm. H. Burrows, general merchant, Sheppardton, Ont., has suffered loss by fire.

DEATHS.

M. J. A. Grenier, fruit merchant, Montreal, is dead.

Archibald Duncan, grocer, St. John, N.B., is dead.

Geo. C. Husband, of Husband, Bros. & Co., fruiterers, Toronto, is dead.

THE BRITISH CHOCOLATE DUTY.

In the British House of Commons the other day a member asked the Chancellor of the Exchequer whether, seeing that although foreign chocolate contained a large proportion of sugar, no extra duty had been charged upon it since the imposition of the sugar tax, which had been made applicable to all other kinds of confectionery, he would consider the question with the view of treating chocolate in the same way as other imported confectionery? Sir Michael Hicks-Beach, in reply, pointed out that chocolate, which is a mixture of cocoa, sugar, and flavoring matter, has for long been liable to a specific duty, independent of the proportions in which its several constituents may be present, and since 1853 the rate of that duty has been 2d. a pound. The sugar duty of 4s. 2d. a hundredweight on the proportion of sugar in the mixture is held to be merged in the higher specific rate on chocolate, and if chocolate were treated like other confectionery it would be admitted at a much lower duty than at present levied.

The following from the advertisement of a prominent wholesale grocer should be read and pondered by every dealer:

“Some grocers succeed where others seem to work just as hard and yet fail to achieve much—it is just as important to know what to push as it is how to push—pushing pure and pleasing products produces prosperity, but pushing poor stuff drives trade away.”

It pays infinitely better to push a baking powder like “Royal,” an article of known merit, whose good qualities are recognized and appreciated by all consumers.

Royal Baking Powder is easy to sell, and when sold there is always a pleased purchaser.

Royal Baking Powder is largely advertised and that helps the dealer; but a pleased purchaser is the best advertiser for your store, because she will recommend to others that dealer who has pleased her.

Royal Baking Powder is the highest class baking powder, made from pure cream of tartar, and absolutely free from alum or other harmful ingredient.

Stop the Leaks!

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

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

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

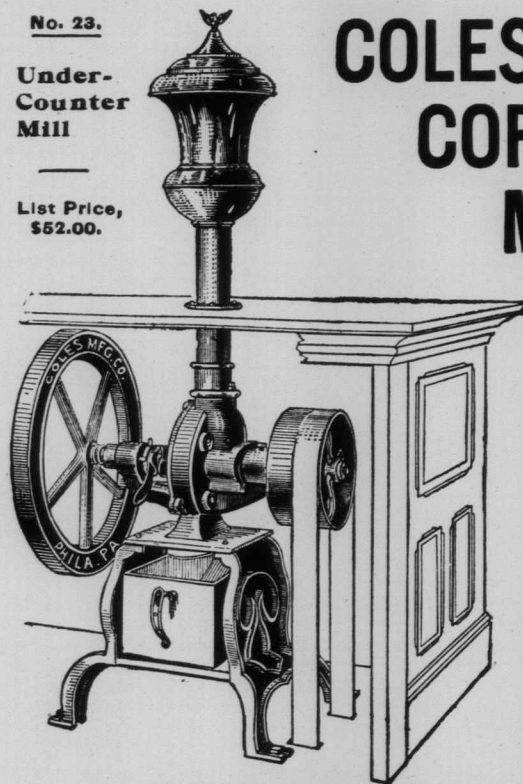
Windsor Salt.

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

No. 23.

Under-
Counter
Mill

List Price,
\$52.00.



COLES COFFEE MILLS

None better for
Granulating or
Pulverizing.

Our mills will
Pulverize with-
out heating Coffee.

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

A GREAT
LABOR-SAVER.

Our Grinders
wear longest.

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

**COLES MANUFACTURING CO., PHILADELPHIA,
PENNA.**

BISCUITS

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

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

**MACKENZIE & MACKENZIE,
EDINBURGH, SCOTLAND. LTD.**

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

THE CANADIAN GROCER

President:
JOHN BAYNE MacLEAN,
Montreal.

The MacLean Publishing Co. Limited

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, North-West Territories, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

OFFICES,

MONTREAL - - - - 232 McGill Street.
Telephone 1255.
TORONTO - - - - 10 Front Street East.
Telephone 2701 and 2702.
LONDON, ENG. - - - 109 Fleet Street, E.C.
W. H. Miln.
MANCHESTER, ENG. - - 18 St. Ann Street.
H. S. Ashburner.
WINNIPEG - - - - Western Canada Block.
J. J. Roberts.
VANCOUVER, B.C. - - - Flack Block.
J. A. Macdonald.
ST. JOHN, N.B. - - - No. 3 Market Wharf.
J. Hunter White.
NEW YORK - Room 442 New York Life Bldg.

Subscription, Canada and United States, \$2.00.
Great Britain and elsewhere 12s.

Published every Friday.

Cable Address { Adscript, London.
Adscript, Canada.

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

OPPORTUNITY TO SHOW CANADIAN GOODS.

AN industrial exhibition is to be held at Osaka, Japan, from March 1 to July 31, 1903. It will be under the authority of the Government of Japan, and one of the features of the exhibition will be a building for the display of samples of foreign goods. The conditions under which exhibits may be made in this building are liberal. Electric power for working machines will, for instance, be supplied free.

Japan is among the world's most progressive countries. In the East, she is easily first in this respect. And it seems to us that Canada should take advantage of the opportunity to bring before the Japanese the products we grow and manufacture.

We do not know whether the Dominion Government has yet interested itself in the matter, or whether it intends to do so; but we think that it should do so. Certainly, this is the only way by which an exhibit

representative of Canada and her industries can be secured.

If anything is to be done it must be done at once, for application for space must be in the Department of Agriculture and Commerce at Tokyo not later than June 30, 1902. The Trade and Commerce Department should at once take the matter up and induce the representative manufacturers of food products, furniture, textiles, machinery, etc., to exhibit, the Government, as a further inducement, agreeing to provide transportation to Osaka. In this way, and in no other way, is an exhibit representative of Canada probable.

At present, our export trade with Japan is small, being last year only \$188,683. This, however, was an increase over 1900, when the figures were \$112,308. The following table gives an abstract of the chief exports to Japan during the two years:

CANADIAN EXPORTS TO JAPAN.

| | 1900. | 1901. |
|--------------------|----------|--------|
| Mine | \$ 9,556 | 8,228 |
| Fisheries | 47,773 | 97,047 |
| Forest | 18,527 | 22,791 |
| Agricultural | 6,545 | 8,410 |
| Manufactures..... | 25,305 | 49,657 |

Although our export trade with Japan is small, the above figures show that it is growing, and growing in nearly every department of industrial activity.

CHEWING GUM LOWER IN THE STATES.

A reduction of 10 per cent. has recently taken place in the United States in the price of chewing gum. To competition is attributed the cause.

The decline appears to have had no effect upon the Canadian market. Prices in this country were reduced about a year ago, when the manufacturers wisely decided to discontinue the premium system.

DROPS FROM THE EDITOR'S PEN.

One can already scent a strong disapproval of the perfumery combination.

With the advent of spring there is usually a jump in trade.

The average politician swallows principle in order that he may the more easily digest the actions of his political friends.

When a miner goes on strike it can scarcely be said that he "struck it rich."

CANNED LOBSTERS.

MANY of our wholesale grocers seem to be under the impression that there will be much lower prices for 1902 pack lobsters than last year, and this impression is based on the fact that there have been so many outside brands of cheap goods offering all through the past fall and winter; in fact, brands that were formerly unknown.

It is true there are and have been many goods offered at large reductions, but this is accounted for in the three following ways:

1. The fish are taken from a sandy, and muddy bottom, and will be small and dark in color, and quite different from rock fish, thus rendering them useless for exporting.
2. They have been packed by small packers who know nothing about the packing or processing, this making the goods most unreliable, as they are carelessly packed and apt to be sour, or discolored from acid stains.
3. They have been packed in the "off-season," when the fish are not in proper packing condition for canning.

Now, during the past season we seem to have had a large supply of goods packed in these three different ways, and, as Canada, and possibly part of the United States, are the only markets for such goods, and, as holders are anxious to get rid of the stock, which decreases in value as time goes on, these reasons can safely be given for such cutting in prices of canned lobsters; but, if the wholesaler looks carefully into quality and takes into consideration the endless trouble these cheap goods give him, besides hurting his reputation, he will find it pays better to handle a lobster which he can thoroughly rely upon.

The prices of new pack are, and will remain, firm, as the demand is good, and we hear of large orders being booked. It is quite certain that the supply of lobsters, such as is used for packing choice goods, is not on the increase. In fact, so far this year, on the Nova Scotian coast, the fish have been exceedingly scarce.

Prices in England and on the Continent are firm at 60s. to 61s. per case for 1/2-lb. flats; 57s. 6d. to 58s. for 1-lb. flats, and 51s. to 51s. 6d. for 1-lb. talls, all choice quality.

FREIGHT RATES ON SUGAR REDUCED TO KEEP OUT THE IMPORTED ARTICLE.

A READJUSTMENT of the equalized freight rates on sugar for Toronto and other points in Western Ontario has been made. The change went into effect on April 1, and is designed to produce important results in the sugar trade.

As our readers are well aware, the competition of foreign refined sugar, particularly in Ontario, has been very keen during the past couple of years, in spite of the fact that nearly all the wholesale grocers in Ontario, Quebec, New Brunswick and Nova Scotia have an agreement with the home refineries not to handle imported sugar. It is estimated that about 15 per cent. of the refined sugar consumed in Canada is of foreign production.

The following table gives the imports of refined sugar during the last three years :

| | 1899, lb. | 1900, lb. | 1901, lb. |
|---------------------------|------------|------------|------------|
| Great Britain | 7,179,229 | 2,849,319 | 8,404,644 |
| Australasia | 3,591,668 | | 70 |
| British Guiana | 72,568 | 1,600 | 216 |
| British West Indies | 75,716 | 63,163 | 949,053 |
| Austria-Hungary | 711,207 | 73,000 | 196,224 |
| Belgium | | 558,692 | 1,933,953 |
| China | 921,194 | 376,202 | 554,983 |
| Germany | 2,281,105 | 1,886,939 | 4,461,701 |
| Holland | 1,371,114 | 2,549,715 | 5,334,575 |
| United States | 17,593,668 | 27,965,493 | 15,013,273 |
| Hong Kong | 1,535 | 709,364 | 409,411 |
| Russia | | | 254,462 |
| Other countries | 10,408 | 1,354 | 2,357 |
| Total lb. | 32,809,412 | 37,036,841 | 37,514,922 |

The latest returns which have been issued for the present fiscal year are only for the seven months, or up to January last, but they show a large gain over the corresponding period of 1901, and compared with the imports for the 12 months of 1899, only about 1,000,000 lb. less than the total for that year. The figures for the seven months of 1901 and 1902 respectively are as follows :

| | 1901 (7 months) lb. | 1902 (7 months) lb. |
|----------------------|------------------------|------------------------|
| Great Britain..... | 6,399,590 | 6,410,738 |
| United States | 6,464,640 | 9,486,071 |
| B. W. Indies | | 700 |
| Germany..... | 1,079,136 | 11,725,732 |
| Holland..... | 1,645,429 | 2,507,783 |
| Other countries..... | 2,523,047 | 1,861,389 |
| Total lb. | 18,111,842 | 31,992,413 |

Several attempts have been made during the last couple of years to induce the Government to increase the duty on refined sugar, but they have all proved abortive. The Customs duty on sugar is based on the polariscope test and begins at \$1.08 per 100 lb. on sugar testing 88 degrees. We learn

from importers that the average duty paid by them on granulated sugar they bring in from the United States is \$1.26 per 100 lb., or, including 2c. duty on the barrel, \$1.28 per 100 lb.

Through the readjustment of the equalization freight rates, which has just been effected, it is expected to accomplish what it was desired to do by increasing the tariff, namely, curtail the importation of refined sugars from the United States, Great Britain, Germany, Holland and all other exporting countries.

The equalization freight rate under the change which went into effect on April 1 in Toronto and other Ontario points shows a reduction of 10c. per 100 lb. This makes the rate on carlots only 8c. advance on the f.o.b. price Montreal for less than carlots, and 3c. per 100 lb. on carlots. The arrangement is, of course, made between the refineries and the railways, with the cooperation of the wholesale trade, and for the present, at any rate, gives the Canadian sugar an advantage over the imported article as far as price is concerned. This appears to be particularly true as far as United States sugar is concerned.

It will be noticed from the above table that the imports from the United States last year were about 40 per cent. of the total imported, while the year before the proportion was still greater. The United States Government, it will be remembered, gives a rebate of 99 per cent. of the import duty on the quantity of foreign raw sugar contained in refined exported. What this duty is it is difficult to ascertain. It is, however, estimated by some authorities to be 2.02c. per lb., allowing for the countervailing duties, and 1.76c. on sugar other than that coming from the bounty-giving countries. We do not, however, pledge our word as to the accuracy of these figures. Besides the advantage of the refund in the duty, the United States refineries have enjoyed lower freight rates to many points in Ontario than the Canadian refineries. The proportion of the freight rate which has fallen to the lot of the Canadian railways on sugar brought from New York and consigned to points in

Ontario averages only about one-third of the total.

On account of the heavy import duty in Germany, which preserves the home market to the native refineries, together with the bounties, refined sugar from that country can be laid down in Canada at about one-half the price that is paid by the dealer in Germany.

Under the new and lower equalization freight rates the chief interest, however, centres around the question as to its ultimate effect on the import trade in United States sugars. During the past two or three years the New York refineries have been making a special effort to get a foothold in the Canadian market, and, although their difficulties have been much increased by the advent of the new freight rates, we may be certain of one fact, and that is that they will still be a competitor for this market to at least some extent.

A STRONG CHEESE MARKET.

THE situation in cheese is still a strong one. Total shipments from Canada and the United States are about 400,000 boxes less than last year, which, at 80 lb. to the box, would mean 32,000,000 lb.

In spite of the falling off in the exports the Canadian market is unusually bare, and choice cheese to the retail trade is being quoted as high as 11½ to 12c.

Supplies also appear to be light in Manitoba and several hundred boxes have been bought in Toronto within the last few days for shipment to that Province, in one transaction, at least, 11¼c. f.o.b. Toronto being paid.

The Grocers' Journal, London, England, in its issue of March 22 said: "After a long period of dullness, during which buyers have been acting with extreme caution and sellers have shown an indifferent front, cheese has become quite active, and prices have consistently advanced, the wake-up being an all-round one, supported by buyers, enforced by sellers, and aided by strong cables from across the Atlantic. The fact of quotations advancing as much as 5s. per cwt. in a fortnight, with every indication of their going still higher, points to a state of things in which holders have the whip hand, and we must admit that, as far as we have been able to gauge it, the statistical position is altogether against the buyer."

Selling Agents for Canada:

SNOWDON & PATERSON,
449 St. Paul St., Montreal.

F. H. TIPPET & CO.,
10 Water St., St. John, N.B.

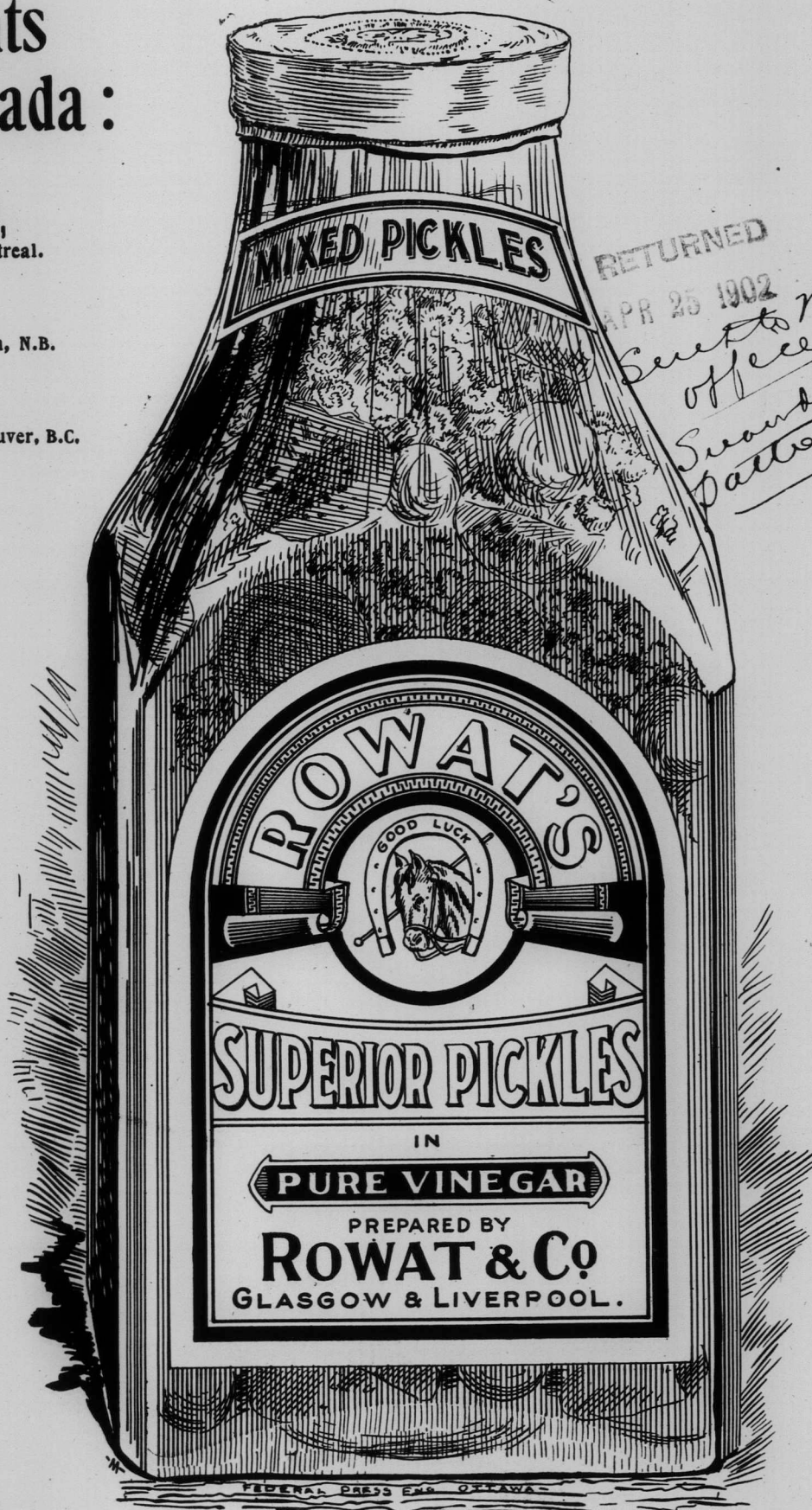
C. E. JARVIS & CO.,
Holland Block, Vancouver, B.C.

Challenge

*For
Quality,
Quantity and
Price,
we claim
Rowat's
Pickles
cannot be
beaten.*

ANY TAKERS

?



"Tone Up Your Business" with standard staples--lines that have successfully stood the test of time. Sort out the "culls" and give them a "wide berth" in future, you will be money in pocket in the long run Take **"SALADA"** Ceylon Tea for example . . . Thousands of grocers will cheerfully testify to the doubling of their tea trade since using this tea as a "Leader." "Give a thought to this subject."

Japan teas are surely losing favor; "Salada" Natural Green is gaining . . . The reason is no conundrum, your "Tea Pot" will readily enlighten you.



We would appreciate an opportunity to correspond with you on this and other matters.

"SALADA," Toronto or Montreal.



LILY WHITE GLOSS STARCH.

The Best Quality.
The Handsomest Appearance.

Put up in 1-lb. Packets and 6-lb. Toy Trunks, and Tins.

The Brantford Starch Works, Limited
BRANTFORD, ONT.

Jams and Jellies

We have the finest. Merchants who have sold ours invariably repeat orders. This is a good proof of quality.

THE CANADA BISCUIT COMPANY, Limited

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

King and Bathurst Streets, TORONTO

MARKETS AND MARKET NOTES

INFORMATION FOR BUYERS.

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

ONTARIO MARKETS.

Toronto, April 3, 1902.

GROCERIES.

SUGAR has been the feature of the wholesale trade during the past week. After we had gone to press last week an advance of 5c. took place in all refined sugars, and on the 1st inst. a new freight rate on sugar went into force. By a readjustment of the equalized freight rates the f.o.b. price in Toronto is now only 8c. above the f.o.b. price Montreal for less than carlots, and 3c. on carlots. The volume of business in sugar shows some improvement both here and in the United States. In the wholesale grocery trade, generally, business is fairly good, and, if anything, rather better than at this time a year ago. There is no speculative buying, however, in any one line. In canned goods the situation is the same as it has been for the past two or three weeks; although some of the packers are beginning to quote futures we hear of no transactions. There is a good demand for currants and a fair demand for Valencia raisins, prunes, and Californian evaporated fruits. Coffees are in fair request. In syrups and molasses business is scarcely as brisk as it was a week ago. In teas the movement is fair on retail account, but the brokers report that they are doing very little business.

CANNED GOODS.

Some of the packers are offering futures in vegetables at prices slightly below those of the opening figures of last year. We hear, however, of no transactions. In spot goods the situation is much the same as a week ago. Tomatoes continue firm, and with the opening of navigation it is expected by some that there will be further shipments to lake ports in the United States. The price to the retail trade still ranges from 90 to 95c., although some of the houses appear to have nothing below 92½c. The demand for tomatoes is fairly good. Corn and peas are in light demand, the former at 70c. upwards, and the latter at 80c. upwards. A good demand is reported for marmalade, jams and jellies, and the trade in this line is even better than is usual at this time. The demand for

canned salmon is moderate, and the same remarks apply to canned fish generally. We quote as follows: Fraser River sockeye, \$1.42½ for five-case lots and over, and \$1.45 for less quantities. Northern sockeye, \$1.25 to \$1.30; cohoes, \$1.05 to \$1.15, according to quality.

COFFEES.

The outside markets are quiet and uninteresting. Locally, the demand for green Rio coffee is a little better than it was a week ago, and roasted coffees are in fair demand. Quotations are: Green Rio, No. 7, 7½c.; No. 6, 8c.; No. 5, 8½c.; No. 4, 9c.; No. 3, 10 to 12c.

SPICES.

Advices from the outside markets report that there has been more activity from jobbers and grinders of pepper, mace and ginger, and that prices are firmer as a result of cable advices from the British markets. Good grades of mace and white pepper are scarce. Although the crop of pepper at Singapore is slightly larger than last year, this is more than off-set by the shortages in the crops in other producing countries. Lo-

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

cally, there is nothing special to note, the demand being just moderate.

RICE AND TAPIOCA.

A fair trade is reported in rice and the demand for tapioca is good. We quote: Tapioca at 3½c. for round lots up to 4c. for smaller quantities. Sago is quoted at from 3¾ to 4c. B rice is unchanged at 3½, and Japan at 5½ to 6c.

SUGAR.

The most interesting feature of the sugar market is a rearrangement of the equalized freight rates on sugar for Western Ontario points. Heretofore the difference on less than carlots has been 18c. above the f.o.b. price Montreal. By the new arrangement, which went into force on the 1st inst., the difference will be only 8c., making a reduction in the rate of 10c. per 100 lb. On carlots the advance on the f.o.b. price Montreal is 3c. As we note in our editorial columns the object of this is to enable Canadian sugar to compete more successfully with foreign refined. On Friday last there was an advance of 5c. per 100 lb. in the price of all Canadian sugars. Allowing for the reduction in the freight rate the price in Toronto is now 5c. lower than a week ago, granulated being quoted at \$3.98 for St. Lawrence and Redpath, and \$3.93 for Acadia. Yellows run from \$3.23 up. The demand this week shows some improvement over last week. The price is also 5c. higher in the United States on refined sugars and the demand there is

good, with the refiners about three days behind with their orders. Since last week raws have advanced ¼c., 96-test centrifugals being quoted at 3¾c., at which there are buyers but no sellers. Holders there are now asking 3 11-16c. and appearances indicate that the next sales will be made at that figure. Beets in Europe, since our last, have touched 6s. 7½d., but have since receded to 6s. 6d. American refiners are believed to have bought fully 15,000 bags of beet sugars whenever they reached the parity of centrifugals. Receipts of raw sugar at the four United States ports last week were about 3,282 tons less than the meltings. Receipts have also fallen off at Cuban shipping ports, although stocks there continue heavy, being, according to last account, 350,000 tons. Central factories are beginning to cease grinding, two having closed down during the past week.

SYRUPS AND MOLASSES.

Although there is a fair amount of business doing the demand for both syrups and molasses is lighter than it was a week ago. We quote as follows: Corn syrup, 3¼ to 3½c. in bbls. and kegs; sugar syrups, 30 to 32c. for medium, and 35 to 40c. for bright. Molasses, 24 to 26c. for medium, and 45 to 50c. for open kettle.

TEAS.

The wholesale trade report a fairly active demand for teas, but the brokers appear to be doing very little business. Ceylon greens are entirely wanting on this market, while the markets abroad are above importers' ideas, so there is practically nothing doing except for the package tea-trade. There are still no China greens in first hands and very few in second hands. The last shipments of tea from Calcutta for the season have been made, and the market is now closed for two months. Mail advices from London, Eng., under date of March 21, say that at the week's auction no change took place in the condition of Indian teas. The average price received for the week was 7.60d. compared with 6.82d. a year ago. In Ceylon teas the bidding was strong for anything with good liquor, but as the sale included a few invoices, which showed a falling off in quality, some lower quotations were made, although, as a general rule, prices were steady and the market practically unchanged. The average price for the week was 7.04d. against 6.65d. a year ago.

FOREIGN DRIED FRUITS.

CURRENTS.—The demand for currants has been rather better during the past week than it was even before. A cable received in Toronto on Tuesday, from Patras, quoted a slightly lower figure than previous quotations. Locally, the ruling quotations are: Filiatras, 6c. to 6½c.; Patras, 6½c. to 7c.; Vostizzas, 8c. to 8½c. per lb.

VALENCIA RAISINS.—Prices are firm in England and some orders have been placed by local importers during the past

week. The demand, locally, from the retail trade is not large, but prices are firm at 6½ to 6¾c. for selected.

SULTANA RAISINS.—The demand is fair and prices unchanged at 8 to 12½c.

PRUNES.—There is still a fair demand, although the volume of business is not, perhaps, so large as a week ago. Prices are steady and unchanged. We quote: Californian prunes, 100-110's, 5c.; 90-100's, 5½ to 6½c.; 80-90's, 6½ to 7c.; 70-80's, 6¾ to 7½c.; 60-70's, 7½ to 8c.; 50-60's, 8 to 8½c.; 40-50's, 8¾ to 10c.

DATES.—The demand has eased off a little, but stocks are still light. We quote 4½c. as the ruling quotation for both Sairs and Hallowees.

FIGS.—There is a fair demand for top net figs at 3¼ to 3½c.

CALIFORNIAN EVAPORATED FRUITS.—A fair demand is still the feature of trade in this line. Our quotations are as follows, according to quality and package: Apricots, 13 to 17c.; peaches, 11 to 14c. per lb.

GREEN FRUITS.

The demand for oranges and lemons continues heavy, and they still have a tendency to advance. Bananas are freely selling at prices that keep firm. Owing to the higher prices of strawberries in the the Southern markets, they are scarce on the local market this week. Tomatoes are down again to \$5 per case, and at that price meet with fair sales. Californian celery is quiet. We quote: Oranges, marmalade, \$2.75 to \$3 per case; Tangerine or kid glove, \$3 to \$4 per small box; Floridas \$3 to \$3.25 per box; Mexicans, \$2.50 to \$2.75 per box; Californian navels, \$3.75 to \$4.25 per box; Californian ruby blood oranges, \$2.75; Valencias, \$4.50 to \$5.00 per small case, \$5.50 to \$6.00 per large case; apples, \$3.50 to \$5.50 per bbl.; grape fruit, \$3.50 to \$5 per box; Malaga grapes, \$5.50 to \$7 per bbl.; cranberries, Budd's long keepers, \$9 to \$10 per bbl.; late Jerseys, \$8.50 to \$9; bananas, \$1.50 to \$2 for firsts, and \$1.25 for eight hands; pineapples, \$4.50 per case; Southern cucumbers, \$2 to \$2.25 per doz.; Spanish onions, large cases, \$3.50 to \$4.50; small crates, \$1.10; Californian lemons, \$3 to \$3.25 per case; Messina lemons, \$2.25 to \$3; Californian celery, \$4.50 to \$5 per case of 8 doz.; Southern tomatoes, \$5 per case of 6 baskets; strawberries, 45 to 55c. per qt.

VEGETABLES.

The market is in a healthy condition, and trade is improving. Rhubarb is 25c. per dozen bunches lower, and radishes are also a little easier. Potatoes are weaker, owing to the free offerings of this week. The other prices are unchanged. We quote: Green onions, 10 to 15c. per doz.; rhubarb, 75c. to \$1 per doz.; carrots, parsnips and beets, 50c. per bag; turnips, 35c. per bag; lettuce, 20 to 40c. per doz.; radishes, 35 to 45c.; mint and parsley, 20 to 25c.; celery, 40 to 65c.; red cab-

bage, 40 to 50c. per doz.; cabbage, 40 to 60c. per doz.; dry onions, \$1.25 per bag; potatoes, 75 to 80c. per bag; artichokes, 60c. per bush.

COUNTRY PRODUCE.

EGGS.—Free receipts are reported with a fair demand. Eggs this week are quoted at 12 to 12½c. per doz., a decline of ½c.

BEANS.—There is a small trade doing. We quote: Choice hand-picked, \$1.20 to \$1.40, and prime, \$1.10 to \$1.20 per bush.

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

MAPLE SYRUP AND SUGAR.—There is a good demand for the genuine article, and the offerings are fair. We quote: Maple syrup, in 1-gal. cans, 90c. to \$1.10 per gal.; maple sugar, 9 to 10½c. per lb.

DRIED AND EVAPORATED APPLES.—Dried apples are quiet, the principal demand being for evaporated. We quote: Evaporated apples, 9¾ to 10c. in carlots and 10¾c. per lb. in less quantities. Dried apples, 5 to 6c. per lb.

POTATOES.—There have been liberal offerings in carlots, and prices are down to 55 to 60c. per bag on the track. The market is weak.

BUTTER AND CHEESE.

BUTTER.—There has been a good demand for the inferior grades that has helped to clear the market. The receipts of choice dairy butter still continue small. We quote: Choice 1-lb. prints, 18 to 18½c.; large rolls, 17 to 18c.; tubs, best quality, 15 to 16c.; tubs, medium grade, 13 to 14c. per lb.; bakers' lots, 10 to 12c. Creamery prints are worth from 21 to 24c., and creamery solids, 20½ to 21c. per lb.

CHEESE.—The local demand continues brisk at 11 to 11½c., most of the sales being made at the latter figure. The exports are heavy at 10¾ to 11c.

POULTRY.

DRESSED POULTRY.—The offerings are few and prices are unchanged. Good turkeys and chickens are wanted. We quote: Chickens, 60 to 90c. per pair; turkeys, 12 to 14c. per lb.

LIVE POULTRY.—There are some chickens and broilers being received. The Canadian Produce Co., Limited, 36 and 38 Esplanade street east, Toronto will pay, until further notice, for live chickens, 9c., for ducks and turkeys 12c., for geese, 6c. per lb. All must be young birds. For hens and pullets, 5c. per lb.; broilers, 25c. per lb. (must be this year's hatching and under 2 lb. each). Dressed poultry, dry picked (except hens), ½c. lb. higher. These prices are for weight on

arrival. Crates for live poultry supplied free, and express paid up to 50c. per 100 lb. of chickens. No thin birds will be taken.

FISH AND OYSTERS.

The warm weather has resulted in the clearing out of the stocks of frozen fish, and now fresh fish are being offered instead. Shipments of large Lake Erie herring, and perch, pickerel and fresh-caught trout are being received for the spring trade. The demand for oysters is falling off. We quote: Fresh fish—Lake Erie herring, 4 to 5c.; Lake Erie perch, 4 to 5c.; pickerel, 4c.; newly-caught trout, 8½ to 10c.; British Columbian salmon, 20c. Smoked fish—Ciscos, \$1 to \$1.25; finnan haddie, 6½ to 7c.; Digby herring, 50 to 65c. per bundle. Prepared fish—Dried cod, in 112-lb. bundles, \$4.75 per cwt.; flitched cod, \$5.50 to \$6; boneless cod, in bricks, 4½ to 5½c. per lb.; steak cod, 6½c. per lb.; shredded cod (2 doz. in box), \$1.80 per box; boneless fish, loose, in 25-lb. boxes, 4 to 4½c., and in 5-lb. boxes, 5c. per lb.; bloaters, per box of 50, \$1 to \$1.25; kippered herring, 50 in a box, \$1 to \$1.25 per box; smelts, per 15-lb. box, extras, 12c. per lb.; No. 1, 6½ to 7c. per lb. Oysters—Standards, \$6.25 to \$6.75 per large pail, or \$3.75 per small pail; selects, \$4.50 to \$5 per pail.

GRAIN, FLOUR AND BREAKFAST FOODS.

GRAIN.—There has been a limited movement of Western and Northwestern wheat. Prices are unchanged at 86c. for Manitoba No. 1 hard; 82c. for No. 1 Northern, and 78c. for No. 2 Northern. The receipts on the local market are light, only some goose wheat being offered. Goose wheat is down 1c. per bush. We quote what is paid on the street: White and red Ontario wheat, 71 to 79c.; goose, 65 to 66c.; oats, 48c.; rye, 59c.; barley, 54 to 63c.; peas, 80 to 85c.; buckwheat, 60c.

FLOUR.—Trade is quiet and prices are weak. We quote as follows: Ontario patents, in bags, \$3.70 to \$3.80; Hungarian patents, \$4.05; Manitoba bakers', \$3.80; straight roller, \$3.40 to \$3.50 per bbl. in Toronto.

BREAKFAST FOODS.—Trade is slack, and local competition has forced down the price of rolled wheat 10c. per 100-lb. bbl. We quote: Oatmeal, standard and granulated, in carlots on track here, \$4.85; standard rolled oats in carlots on track here, \$4.60; in bbl., 20c. more; broken lots are 20c. per bbl. extra; rolled wheat, \$2.40 in 100-lb. bbl.; cornmeal, \$3.75; split peas, \$4.75; pot barley, \$4.50, in 196-lb. bbls.

HIDES, SKINS AND WOOL.

HIDES.—There is a small trade doing at unchanged prices. We quote: No. 1,

Ostro

BUTTE

POTATO

BUT

EGG

SMI

B

E

Th

Sc

B
Stor
orde
deli
pont

Ru

DA

Cor
Coll

Pr

How

W
on

CLE

Ostrom, McBride & Stronach

Wholesale
Fruit and Commission Merchants.

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

BUTTER Our demand is extra good for
Choice. Your shipment to us
will meet good prices.
EGGS we want in any quantity. Your con-
signments promptly handled. We
buy F.O.B., giving prices a week
ahead. Write us.

SMITH & CARMICHAEL
70 COLBORNE ST., TORONTO.

Butter Cheese
Eggs Poultry

Consignments Solicited.
Highest Prices. Prompt Returns.

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

BUTTER AND EGGS.

Scarce and Wanted. Consignments Solicited.

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

Rutherford, Marshall & Co.
Wholesale Produce Merchants,
68 Front Street East, Toronto.

The
DAWSON Commission
Co., Limited

FRUIT, PRODUCE AND
COMMISSION MERCHANTS.

Cor. Market and
Colborne Streets, TORONTO

Prunes, Prunes

SPECIAL

How many can you use this month?

WRITE US—We have the best values
on the street and are giving bargains.

CLEMES BROS., TORONTO

green, 7c.; No. 2 green, 6c.; No. 1 green,
steers, 8c.; No. 2 green, steers, 7c.; cured,
7½ to 8c.

SKINS—The demand is slow. We
quote: No. 1 calfskins, 9c.; and No. 2,
7c.; deacons (dairies) 55 to 60c. each;
sheepskins, 65 to 80c.

WOOL—There has been no improvement
in the export demand, and the market is
weak. Fleece is quoted at 13c., and un-
washed, 7 to 8c. per lb.

SEEDS.

The crop of timothy, both in Europe and
America last year was a failure, and the
Canadian stock has been exhausted, neces-
sitating the importation of timothy seed from
the Western States. So the prices have
been raised \$1.25 per bush. The prices of
alsike and red clover have widened. We
quote out of store at Toronto: Red clover,
\$7.50 to \$9.50; alsike, \$10 to \$17, and
timothy, \$7.80 to \$8.25.

MARKET NOTES.

Goose wheat is 1c. per bush. lower.

Timothy has advanced \$1.25 per 100 lb.

Eggs have declined ½c. per doz. since
last week.

Rolled wheat has been reduced 10c. per
bbl. of 100 lb.

The prices of Southern tomatoes have
been reduced 50c. to \$1 per box.

There has been a drop of 25c. per 100
lb. in dressed hogs.

MR. SYKES' ENLARGED STORE.

Mr. W. J. Sykes, who has been estab-
lished at 346 College street, Toronto, for 8
or 10 years as family grocer has consider-
ably enlarged his premises by securing
the store next door to him at 344 Col-
lege street, formerly occupied as a but-
cher shop. He has made the two into
one by removing the partition between
them. This gives him double the old
floor space and greatly increases his ac-
commodations for the carrying of an
extensive stock.

Counters are placed along each side,
leaving a space in the centre in which he
is going to place marble-top tables,
which will be used for display purposes.

The store is handsomely fitted up with
a large plate-glass mirror extending along
one side. The store has two entrances
and is lighted by gas.

These alterations give Mr. Sykes greater
facilities for coping with the large trade
he now has to attend to, as his business
has greatly increased within the last
few years. Lately he had to carry a
larger stock of goods than he had room
for in his store. It is Mr. Sykes' inten-
tion to shortly place in a stock of pro-
visions.

The following Brands manufactured by

The AMERICAN TOBACCO CO.
OF CANADA, Limited

Are sold by all the Leading Wholesale Houses:
CUT TOBACCO

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

POTATOES and GRAIN
FOR SALE IN CAR LOTS.

If open to buy let me quote prices.

R. W. HANNAH
Board of Trade, TORONTO

FISH!

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

Orders promptly attended to.

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

Winnipeg Brokers.

M. B. STEELE

Wholesale Commission Merchant
and Broker.

Correspondence and Agencies Solicited.

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

JOSEPH CARMAN . . .

WHOLESALE MERCHANDISE BROKER
AND MANUFACTURERS' AGENT.

Winnipeg, Manitoba, Canada.

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

EASTERN SHIPPERS

I

DISTRIBUTE CARS FROM
WINNIPEG.

TRADERS' RATES OF FREIGHT TO
ALL POINTS WEST.

Write

E. NICHOLSON

Wholesale Commission Merchant
and Broker,

Winnipeg, Man.

Winnipeg Fruit Merchants.

THE RUBLEE FRUIT CO.
LIMITED.

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

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

QUEBEC MARKETS.

Montreal, April 3, 1902.

GROCERIES.

SINCE Easter the business in groceries has been brisk on practically the whole range of goods, though, as was expected, a few articles, like fish, which were in the greatest demand throughout Lent, have dropped off to almost nothing. The early opening of navigation and the consequent reductions in freight charges have also much bettered the trade. Wholesalers had a great many orders on hand for shipment under the new freight tariff, and these goods are now being sent out. A further advance in sugar has added an interesting feature to the market. Pearl barley has been reduced 50c. per half barrel, and is now quoted at \$3.75 to \$3.90 per half barrel of 98 lb. Canadian coal oil is $\frac{1}{2}$ c. higher, making the price for "Silver Star," 16 $\frac{1}{2}$ c., and for "Imperial Acme," 17 $\frac{1}{2}$ c.

SUGAR.

There has been a further advance of 5c. on sugars in this market, which took place on March 27. Granulated sugar is now worth \$3.90 and yellows, \$3.15 to \$3.80. The market has been getting into a better condition, and under the present prices there is much more confidence in the situation of sugars. Buying has shown an increased activity since the last advance, and the demand now is reported good all round.

TEAS.

The market remains quiet, but very firm. The local demand has improved considerably, but buyers from the country are still only occasional visitors. During the fine weather of last week there was evidence of a better country demand, but this has dropped off again this week. The scarcity of green teas continues.

SYRUPS.

The market for corn syrup is quiet and is becoming still quieter as supplies of maple syrup come forward. The latter is apparently in plentiful supply, and corn syrup may take a lengthy rest. Our quotations are as follows: Corn syrups, 3 $\frac{1}{2}$ c. in bbls.; 3 $\frac{3}{4}$ c. in $\frac{1}{2}$ bbls.; 3 $\frac{1}{2}$ c. in $\frac{1}{4}$ bbls.; \$1.60 in 38 $\frac{1}{2}$ -lb. and \$1.20 in 25-lb. pails.

MOLASSES.

The position of Barbados molasses remains practically unchanged. At the reduced price there was some improvement in the demand, but the end of Lent saw a falling off in the consumption and a consequent slackening of the trade between jobber and retailer. Barbados, in any quantity, is worth 24 $\frac{1}{2}$ c.; Antigua, 24c.; finest Porto Rico, 38c.

CANNED GOODS.

There is still a good demand for canned goods, and contrary to expectations, the end of Lent did not see the end of the demand. Since Easter all lines have been moving as well as for the past month, and even an increased inquiry is experienced for some lines. Canned fruits are particularly active. Advices from France refuse to quote on French peas. The canners there have been completely sold out, and the season is not far enough advanced to say anything de-

finite about the new crop. Stocks of sardines are also reported to be very low. We quote: Peas, 82 $\frac{1}{2}$ c. to \$1.15; corn (ordinary), 80c.; tomatoes, 90 to 90 $\frac{1}{2}$ c.; gallon apples, \$2.70 to \$2.80; 3-lb. apples, \$1. We quote: Salmon, \$1.00 to \$1.05 for pink; \$1.30 for spring; \$1.32 for Rivers Inlet red sockeye; \$1.45 for Fraser River red sockeye, and \$1.42 $\frac{1}{2}$ to \$1.45 for Clover Leaf talls.

SPICES.

There is a good business doing at unchanged prices. The market remains firm. We quote: Nutmegs, 30 to 55c. per lb., as to size; penang mace, 45 to 50c. per lb.; as to quality; pimento, ground, 12 $\frac{1}{2}$ to 15c.; cloves, 15 to 25c.; pepper, ground, black, 17 to 22c., according to grade; white, 25 to 27c.; ginger, whole, Cochin, 15 to 17c.; Japan, 13 to 14c.; Jamaica, 16 to 20c.; Afghan, 12 to 13c.; ground, Japan, 15c.; Cochin, 16 to 17c.; Jamaica, 20 to 22c., and Afghan, 13 to 14c.

RICE AND TAPIOCA.

An active market continues for both these lines. No quotable change has occurred. Our quotations are in combine district: B rice, in bags, \$3.10; in $\frac{1}{2}$ bags, \$3.15; in $\frac{1}{4}$ bags, \$3.20; in pockets, \$3.25. In 10-lb. lots an allowance of 10c. is made. CC rice, \$3 in bags; \$3.05 in $\frac{1}{2}$ bags; \$3.10 in $\frac{1}{4}$ bags; and \$3.15 in pockets. In the open territory prices are about 10c. less. Patna rice is worth 5 to 5 $\frac{1}{2}$ c. per lb., and tapioca, 3 $\frac{3}{8}$ to 4c.

FOREIGN DRIED FRUITS.

CURRENTS.—The primary market is still firm, though offerings have been made at 6d. less for import from Patras, owing to the better freight facilities following upon the opening of the St. Lawrence route. We quote: Fine Filiatras, in $\frac{1}{2}$ cases, 5 $\frac{3}{4}$ c.; cleaned, 6c.; 1-lb. cartons, 8c.; finest Vostizzas, 7 $\frac{3}{4}$ to 8c.

VALENCIA RAISINS.—The Denia market is completely exhausted of fruit fit to muster for Canadian standard, and orders have been going to London. Locally, prices are firm at 5 $\frac{3}{4}$ c. for finest off-stalk; 6 $\frac{1}{2}$ c. for selected, and 6 $\frac{3}{4}$ c. for layers.

CANDIED PEELS.—The market is steady and unchanged. We quote as follows: Orange peel, 11 $\frac{1}{2}$ c.; lemon, 10 $\frac{1}{2}$ c., and citron, 16 $\frac{1}{2}$ c.

MALAGA RAISINS.—The demand for these has much improved this week, buyers taking the raisins when unable to obtain Valentias. The lower grades are in the more active demand. We quote as follows: London layers, \$1.50 to \$1.60; "Connoisseur Clusters," \$2.15 to \$2.25; $\frac{1}{4}$'s, 65 to 70c.; "Royal Buckingham Clusters," \$3.30 to \$3.35; $\frac{1}{4}$'s, \$1.05 to \$1.10; "Excelsior Windsor Clusters," \$4.50 to \$4.60; $\frac{1}{4}$'s, \$1.30 to \$1.40.

DATES.—Spot stocks are completely exhausted. Some business has gone forward for carload lots to London. Hall-ooews are nominally worth 4 $\frac{1}{4}$ to 4 $\frac{1}{2}$ c.

FIGS.—Trade is fair. We quote: Tap-nets, \$1.20, and layers, \$1.15.

CALIFORNIAN RAISINS.—Trade is rather quiet at unchanged prices. Seeded sell for 9 $\frac{1}{4}$ to 9 $\frac{3}{4}$ c. per lb.

PRUNES.—The market for prunes is firm, and at present quotations is quite active. We quote as follows: 8 $\frac{1}{2}$ c. for 40-50's, 8c. for 50-60's, 7 $\frac{3}{4}$ c. for 60-70's, 7 $\frac{1}{2}$ c. for 70-80's, 6 $\frac{3}{4}$ c. for 80-90's, 6 $\frac{1}{2}$ c. for 90-100's.

CALIFORNIAN EVAPORATED FRUITS.—The demand is very active just now and

the improvement continues. Apricots are worth 14 $\frac{1}{2}$ c.; peaches, 10 $\frac{1}{2}$ c.; pears, 10c.

NUTS.

The local market remains quiet. Advices from the primary market state that business is dull, but that holders are by no means disposed to realize on their stocks of Tarragona almonds until more evidence is forthcoming as to the probability of the new crop, and the local prices are as follows: Walnuts, 9 $\frac{3}{4}$ to 11c.; Tarragona almonds, 12 to 13c.; shelled walnuts, 16 $\frac{1}{2}$ to 17 $\frac{1}{2}$ c.; shelled almonds, 26 to 27c.; Jordan shelled almonds, 42c.; filberts, 8 $\frac{3}{4}$ to 9 $\frac{1}{4}$ c.; pecans, 15 to 16c.

BUTTER AND CHEESE.

BUTTER.—The situation in the butter market has not materially changed. Nearly all the old lots have been cleaned up, and the present demand is for fresh-made stuff. Most of the supplies on this market are coming from the Eastern Townships. Large rolls are offering more freely, but there has not been any quotable change. They sell for 17 to 18c. per lb. Finest fresh-made creamery is worth 23c.; fall-made, 21 to 22c., and under-grades, 18 to 20c.

CHEESE.—The market remains quiet with exporting business reduced to almost nothing at the moment. Locally, there is some demand, but there is great room for improvement. Finest colored is still quoted at 11 to 11 $\frac{1}{2}$ c., and whites at 11c.

COUNTRY PRODUCE.

EGGS.—Since our last report eggs have declined 2 to 3c., and are now quoted at 12 to 12 $\frac{1}{2}$ c. The large Easter trade was done last week, but all buyers are pretty well loaded up, and with the heavy offerings, the trade was more divided. The Easter trade, though good, was disappointing in a way, as all dealers had some eggs to sell and prices were consequently rather irregular. Grocers are buying now for actual wants only. Pickling operations in the country will soon commence, and this will affect the deliveries.

HONEY.—There have been several advances in the price of honey. The market is quiet. We quote: Buckwheat honey in comb, 9 to 10c.; strained, 7 to 8c.; white clover comb, 13 to 14c.; white extracted, 9 to 10c. per lb.; slightly tinged, 10 to 11c.

ASHES.—There is no change in the market for ashes. The demand is steady. We quote per 100 lb.: First pots, \$4.40 to \$4.45; seconds, \$3.90 to \$3.95; pearls, \$6 to \$6.25.

DRESSED POULTRY.—The poultry market is not active this week, but though the demand is light, prices are inclined to be firm. We quote: Turkeys, 12 to 13c.; choice chickens, 12 to 13c.; frozen do., 9 to 10c.; geese, 7 to 8c.; ducks, 9 to 10c.; fowl, 6 to 8c.

MAPLE PRODUCTS.—There have been heavy offerings of maple syrups on this market, but the demand is equal to it, and prices have been well kept up. New maple syrup is worth 65 to 75c., and maple sugar, 8 to 9c.

GREEN FRUITS.

Since Easter the trade in green fruits has fallen off to a certain extent, but it is in a much better condition than two or three weeks ago and shows a gradual improvement. Valencia oranges are now 15 to 25c. per box lower. Other lines have not changed. Our quotations

Millet's "Angelus" is Painted in Oil Colors ; So is Your Front Fence.



Seal Brand

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

The difference is in the painters and their handling. There is an equal difference between different coffees through their handling.

By special machinery the large perfect berries are separated from the rest, and these extra-size beans are imported by Chase & Sanborn.

As the largest distributors of high-grade coffee in the world, they have the preference in the best districts.

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

Christie's Latest :

"Florentine"

A FINE, MELLOW, PLAIN

Biscuit

Something entirely new.

Put up in the usual tins and boxes.

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

CHRISTIE, BROWN & COMPANY,

LIMITED

Makers of Christie's "Zephyr" Cream Sodas.

Toronto and Montreal.

are as follows: Jamaica oranges, in bbls., \$1.50 to \$4.75; in boxes, \$2.75; Florida oranges, \$3.50 to \$3.75; Californian "Sunflowers," \$3.75 per box; other marks, \$3.25 to \$3.50; Valencia oranges, 420's, \$4.00; 420's Jumbo, \$4.75; 711's, \$5; Messina lemons, \$2.50 to \$3 per box; pineapples, 20 to 30c.; Canadian apples, \$4.25 to \$5.50 per bbl.; cocoanuts, \$3.50 per bag of 100; bananas, No. 1, \$1.25 to \$2.00, and eight hands, \$1 to \$1.50; sweet potatoes, Vine-lands, \$6; Malaga grapes, \$5.50 to \$7 per keg; cranberries, \$7.75 to \$10.50; red onions, \$3.50 per barrel; yellow, \$3.25; chestnuts, 10 to 11c.; Italian chestnuts, 12½c.; Florida tangerines, \$3.50 per box; grape fruit, \$4.25 to \$6 per box; Florida tomatoes, \$3.50 to \$4.50 per crate; fine spies, \$5 to \$5.50; radishes, 45c. per dozen; spinach, \$3.50 per bbl.; No. 1 cucumbers, \$2 per dozen; strawberries, 45c. per box.

LIQUORS.

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

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

CHAMPAGNE.

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

| Comite de Castellane— | | Per Case. |
|-----------------------|---------------|------------|
| | | |
| Cuvee Reservee | { Quarts..... | \$12 00 |
| Carte d'Or | { Pints..... | 13 50 |
| Carte d'Or | | 15 00 |
| Champagne Ve Amiot— | | |
| Carte d'Or | | 16 00 |
| " Blanche | | 13 00 |
| " d'Argent | | 10 50 |
| Pommery— | Quarts..... | Pints..... |
| Sec and Extra Sec. | \$28 00 | \$30 00 |
| Mumm's— | | |
| Extra Sec. | 28 00 | 30 00 |
| Moet & Chandon— | | |
| White Seal | 28 00 | 30 00 |
| Brut Imperial | 31 00 | 33 00 |
| Perrier-Jouet— | | |
| Brut | 28 00 | 30 00 |
| Reserve Dry | 28 00 | 30 00 |

GIN.

| | Per Case. |
|--------------------------|-----------|
| Pollen Zoon— | |
| Red, cases of 15 bottles | \$9 75 |
| Green, " 12 " | 4 75 |
| Violette, " 12 " | 2 45 |

| P. Hoppe "Night Cap" Brand— | |
|-----------------------------|-------|
| Red, cases of 15 bottles | 10 50 |
| Green, " 12 " | 5 25 |
| Yellow, " 15 " | 10 75 |
| Blue, " 12 " | 5 40 |
| Poney " 12 " | 2 50 |

| Draught— | | Per Gal. |
|---------------|--|----------|
| Hogsheads | | \$2 95 |
| Quarter casks | | 3 00 |
| Octaves | | 3 05 |

| De Kuyper— | | |
|----------------------|--|-------|
| Violet, 2 doz. cases | | 5 10 |
| Green, " " | | 5 80 |
| Red, " " | | 11 25 |
| White, " " | | 3 50 |

Terms, net 30 days, 1 per cent. off 10 days. In five-case lots, freight may be prepaid.

| Key Brand— | | |
|------------|--|-------|
| Red cases | | 10 25 |
| Green " " | | 4 85 |
| Poney " " | | 2 60 |

| Melcher's— | | |
|--------------------|--|-------|
| Infantes (4 doz) | | 4 75 |
| Picnic | | 7 75 |
| Poney | | 2 60 |
| Blue cases | | 4 75 |
| Green " " | | 5 50 |
| Red " " | | 10 25 |
| Honeysuckle, small | | 7 90 |
| " large | | 15 25 |

FISH.

The demand for fish is over, and prices are easy on all lines. A number of reductions will be noticed, especially on fresh fish. Holders of any large stocks of these must take what they can get. Tom cods are 10c. lower per barrel. No. 2 green cod is selling at 50c. lower. Our quotations are as follows: Haddies, 6c.; bloaters, 95c. per box; kippers, 90c. per box; fresh haddock and cod, 3½c. per lb.; whitefish, 6½c.; dore, 5½c.; pike, 4½c.; halibut, 9 to 10c.; salmon, 12½c.; trout, large and medium, 7c.; No. 1 herrings, Nova Scotia, \$4.75 to \$5.25 per bbl.; No. 1 herrings, Nova Scotia, \$2.80 per ½ bbl.; No. 1 Holland herrings, \$6.50 per ½ bbl.; No. 1 Scotch herrings, \$6.50 per ½ bbl.; No. 1 Scotch herrings, 98c. per keg; Holland herrings, 72c. per keg; salted eels, 6½c. per lb.; No. 1 green codfish, \$6.75 per bbl.; No. 2, \$4.50; large, \$6.50; No. 1 green haddock, \$4.25 per bbl.; No. 1 pickled sardines, \$5.50 per bbl.; No. 2 mackerel, \$12.50 per bbl.; No. 3 mackerel, \$9 per bbl.; cod, 1 and 2-lb. blocks, 6c. per lb.; loose boneless cod, 5c. per lb. in 40-lb. boxes; dressed codfish, \$4.80 per case; dry codfish, \$4.65 per 112-lb. bundle; No. 1 Labrador salmon, \$17.50 in tierces; No. 1 Labrador salmon, \$10 to \$11 per bbl.; No. 1 B.C. salmon, \$5 per ½ bbl. and \$9 per bbl.; standard bulk oysters, \$1.30 per gal.; select bulk oysters, \$1.50 per gal.; Malpeque, Blue Point and other shelled oysters, \$6 per bbl.; clams, in shell, \$4.50 per bbl.; Marshall's kippered herrings, and same with tomato sauce, \$1.45 per doz.; Canadian kippered, \$1 per doz.; Canadian ¼ sardines, \$3.75 per 100; canned Cove oysters, No. 1 size, \$1.30 per doz.; canned Cove oysters, No. 2 size, \$2.20 per doz.

FLOUR AND GRAIN.

FLOUR.—There is a moderate demand for flour from both local and country buyers. Our quotations are as follows: Manitoba spring wheat patents, \$3.90 to \$4.10; winter wheat patents, \$3.75 to \$4.; strong bakers', \$3.50 to \$3.80; straight rollers, \$3.45 to \$3.55.

GRAIN.—The market has continued quiet with very few changes in quotations to report. Ontario spring wheat is 1c. lower, and peas have slightly declined. We quote: Ontario No. 1 spring wheat, afloat May, 76c.; No. 2 spring wheat, 75c.; peas, 90c.; rye, 63½c.; oats, 46½c. to 47c. ex-store; corn, 66 to 67c.; buck-

wheat, 55½c.; middle freights, feed barley, 53 to 54c.

OATMEAL.—Wholesale houses are now quoting rolled oats to the trade at \$4.90 to \$5 per bbl., a decline of 30 to 40c. over their former prices. In bags, the price is \$2.40 to \$2.50.

FEED.—All lines of feed are selling well and prices are somewhat firmer. There has, as yet, however, been no quotable change. Our quotations are as follows: Ontario bran, in carlots, \$18.50 per ton; shorts, \$22.50; Manitoba bran, \$19; shorts, \$22 per ton, including bags.

BALED HAY.—The demand for baled hay has much improved, and this week an active market prevails at steady prices, and our quotations are as follows: No. 1 timothy, \$9.50 to \$10; No. 2, \$8.50 to \$9.25; clover, mixed, \$7.50 to \$8; clover, \$7 to \$7.50 per ton, in carlots.

MONTREAL NOTES.

Sugars are 5c. higher. Eggs are 2 to 3c. lower. Canadian coal oil is up ½c. Pearl barley is 50c. lower per ½ bbl. of 98 lb. The prices of all kinds of honey have advanced. Valencia oranges have declined 15 to 25c. per box.

NEW BRUNSWICK MARKETS.

OFFICE OF THE CANADIAN GROCER.

St. John, N.B., March 29, 1902.

WITH the close of March the three quiet months of the year are past. Navigation is now fully open. The river has opened the earliest for many years. There was more than the usual damage done, though some of the larger bridges, which were at one time in much danger, were not particularly damaged. The country market has been a place of interest. Some splendid displays of Easter meats were made, and prices ruled high. In other lines, except fresh fish, which are very scarce, and which, of course, are largely in demand, prices were easy. Molasses continues a matter of interest, and prices are low. Beans continue to be quoted rather lower. In cream of tartar the market is rather firmer. Rice is quite low, particularly for late arrivals.

OILS.—There is a steady business in burning oils. While the price shows no change, the market seems rather firmer. The active competition here tends to lower prices. In lubricating oils the competition is particularly strong. Because of the great variety of grades, however, there is, as a rule, a better chance for profit. Shipments are becoming quite general. Paint oils have a good demand. The high prices are firmly held. Seal oil, which has been so firm, is now in even a stronger position, because of reports of a small catch. Cod oil is also high.

SALT.—In Liverpool coarse salt the firm prices are fully maintained. The regular boats will make but a few more trips. The tendency will then be to higher figures. In Liverpool fine salt the receipts are light. In Canadian fine there is an improved sale. Prices are unchanged since our last report. Quotations are as follows: Liverpool coarse, 50 to 60c.; English factory-filled, 95c. to \$1;

son of
Truema
C. I
Armsby
week,
Hunter
" Th
gratula
Col. S
leading

The la
this in
its du
trade
amount
early
a goo
points
broke

The
also s
ers' b
found
the pr
sider
Other
doing
stimul
and ei
by Prov

Pric
there
to no
prices
shade
the fo
Hay I
sine c
gallon
50c.;
advan
Thoug
no m
prices

Dur
hand
Easte
was i
is not
this
price
for tl
is no
vance

Egg
uphel
form
whol
Mont
Easte
10 to
ful; 1
tion,
Best-
main
is gr

The
mark
quote
impr

son of Mr. Huntley, late with E. D. Trueman.

C. K. Fletcher, representing J. K. Armsby Co., called on the trade this week, with the local representative, J. Hunter White.

"The Canadian Grocer" extends congratulations to Mr. E. T. Sturdee, now Col. Sturdee. Mr. Sturdee is one of the leading mercantile brokers of our city.

NOVA SCOTIA MARKETS.

Halifax, N.S., March 31, 1902.

THE first three months of the new year end with to-day, and both imports and exports at this point are largely in excess of last year. Of this increase the grocery trade has had its due share. At present the wholesale trade is in a healthy condition, and the trade generally are well satisfied with the amount of business doing. No doubt, the early opening of spring business has had a good effect all round, and everything points to 1902 as likely to be a record breaker in all lines of trade.

The activity in the wholesale line has also stimulated the jobbers' and retailers' business, and there are few to be found who are not entirely satisfied with the present business, or who do not consider the outlook as entirely promising. Other lines as well as the grocery are doing a good business, and each one stimulates the other. The same healthy and encouraging state of affairs is reported by the travellers in all parts of the Province.

Prices are being well maintained, and there are very few changes of importance to note. In comparison with other years prices run about the same, or only a shade higher, except in sugar and flour—the former now being at the low record. Hay has dropped 50c. to \$1 a ton; kerosine oil, American, has advanced 4c. per gallon; American mess pork has gone up 50c.; peas, both split and round, have advanced 10c. on the barrel of 196 lb. Though some other lines are very firm, no material change has been made in prices.

During the last week the dealers handled a large quantity of very fine Easter beef, some of the best of which was imported from the west. Good beef is not coming in as plentifully as usual at this season, no doubt due to the high price of feeds during the winter. Pork, for the same reason, is also scarce, and is now on the upward turn and may advance considerably.

Eggs are comparatively scarce and have upheld the price much better than in former seasons. Last week the price, wholesale, was 15c., or higher than the Montreal price. The next week, with the Easter demand over, they should drop to 10 to 15c. Butter is a little more plentiful; not, however, from our own production, but through western importations. Best-made home or dairy creamery still maintains a high price and the demand is greater than the supply.

There is no material change in the fish market, except that shore cod are now quoted 50c. a quintal higher. There is no improvement of any importance noted in

Anybody Could Sell Them

A man doesn't need to be a fluent talker to sell

Clark's Pork and Beans in Chili Sauce

Put them on the counter with a 10c. ticket and they'll sell themselves.

That's Why they're so closely imitated by unscrupulous people—
Don't be taken in with inferior lightweight imitations—

Get the Genuine—Clark's.

EPPS'S

GRATEFUL.
COMFORTING.

IN ¼-LB. LABELLED TINS. 14-LB. BOXES.

Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal.
In Nova Scotia, E. D. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg.

THE MOST
NUTRITIOUS.

COCOA


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

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

HUGH WALKER & SON

Wholesale Fruit and Commission Merchants GUELPH, ONT.

CAPSTAN BRAND **English Worcestershire Sauce**



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

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

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

"Sarnia" OIL
LAMP
Equal to best American Oil. **GROGERS ALL SELL IT.**
THE QUEEN CITY OIL COMPANY, Limited, - TORONTO, ONT.
SAMUEL ROGERS, President.

the West-Indian market, except in Cuba, but as old stock must be cleared out the usual shipments are going regularly forward. The arrivals of fresh fish from the local fisheries are practically nil, while extremely good reports come in from other points, especially from the Bay of Fundy.

The export business of Halifax last week amounted to \$146,972, being largely over double what it was for the corresponding week last year. Over one-third of this amount, \$57,775, was sent to the West Indies, indicating a good increase in our business there. The principal of these exports were in the grocery line and included fish, hay, potatoes, butter, cheese, and flour, while a smaller quantity of other lines was also exported. The exports to England were also large, amounting to \$72,136, which was also largely in the grocery line—apples, butter, cheese, canned fish—and a quantity of lumber. The shipments of apples aggregate 15,000 barrels, one steamer, the Wyandotte, taking 11,030.

Among the exports to the West Indies may be noted 150 pkgs. cheese, 350 pkgs. butter, 1,716 bbls. of potatoes, 985 bales of hay. The greater part of the butter and cheese came from Upper Canada and the West. The hay and potatoes went, for the most part, to Demerara and Trinidad. The imports for the week of West-Indian produce were also large, and included 1,355 bags sugar, 50 bbls. sugar, 82 puncheons molasses, from Antigua; 283 bags sugar, 17 hhd. sugar, 25 hhd. and 300 puncheons molasses, from Barbados; 870 bags sugar from Demerara; 154 bags sugar from Dominica; 121 bags, 172 bbls. sugar, Montserrat; 3,847 bags, 150 bbls. sugar, from St. Kitts.

The prices of sugar and molasses remain unchanged, except for changes noted last week. Porto Rico, new crop molasses, is selling here the same as old crop, the first importation being made as noted last week.

R. C. H.

CALIFORNIA ORANGES STRONG.

The Fruit World, under date of March 22, has the following on oranges: "The orange market is strong. Some shippers have all the orders they can fill and are refusing further orders. The indications are for higher prices, if the oranges carry fairly well, although the auction markets are not yet quite up to the free on board prices. Cars have arrived East which have shown considerable decay, and it develops that most of the cars that have reached destination in bad condition have gone over the Southern route instead of the Northern. Most shippers are now refusing to accept further orders for points at all distant unless navels are iced or the buyer assumes the risk of decay himself if ventilated. The trade are calling more for the medium sizes in oranges. Nearly all those markets that heretofore were eagerly asking for large sizes with no discount are now strongly objecting to these sizes unless the regular discounts are made; consequently it is likely that discounts will have to be allowed again on the large off sizes."

THE LATE MR. FRANK J. HART.

A DEATH that had an unusually depressing effect upon Montreal business and public men was that of Mr. Frank J. Hart, of the well-known wholesale fruit firm of Hart & Tuckwell, which occurred on Thursday, March 27, at Colorado Springs, where he had gone with some companions partly on business and partly on pleasure.

The firm of which Mr. Hart was the head is perhaps the largest fruit firm in Canada. The late gentleman succeeded his father in it, and, on the death of Mr. Tuckwell, continued the business under the same name. To Mr. Hart belongs the credit of bringing the first fruit vessel direct to Montreal. It took years for him to attain this object, but its result was to make Montreal the greatest distributing point for oranges, lemons and other fruits from the East. The firm are also large exporters of Canadian and United States fruit to Great Britain. Mr. Hart was a member of the Montreal Board of Trade for a great many years, representing the fruit dealers of the city in a manner that gave satisfaction to all.

Although very often offered nominations for public posts, Mr. Hart steadily refused all up to the time he was elected to the city council in 1900, by acclamation. In this office he distinguished himself. His business training had fitted him for any duty in the municipal government, and as chairman of the fire committee all parties acknowledged his ability and the benefits that had resulted from his efforts to improve the fire department. In the councils of the city Mr. Hart won the confidence of all for the straightforward, manly way in which he pronounced his views, and the disinterestedness he displayed on all occasions. No one connected with the municipal affairs of Montreal but feels that the city has suffered a very great loss.

Mr. Hart was a comparatively young man, having been born in Montreal in 1852, and his death came as a surprise to most of those who knew him, for he was generally regarded to be in the best of health.

Deceased leaves a wife, a daughter and three sons. Two of the sons, Charles and Frank, were associated with their father in business.

COLOMBO TEA AUCTION.

Dodwell & Co., Limited, Colombo, under date of February 26, 1902, write: "Today's auction of about 900,000 lb. passed off with a firmer tone for all good leaf teas selling over 36c., more especially for the better liquoring sorts. Common to medium kinds keep firm. Good to finest broken

were in demand, and prices were fully maintained. Common to medium sorts, no change. Quality all around is about the same as last week."

AGENTS WANTED FOR BISCUITS.

Mackenzie & Mackenzie, Limited, manufacturers of high-class biscuits, Edinburgh, Scotland, are desirous of doing business with Canada. And to look after their business in this country they want a few good agents. As will be noticed by the firm's advertisement on page 16, all applicants are asked to address their letters to the Editor of THE CANADIAN GROCER, 10 Front street east, Toronto.

MR. W. BREMNER GOES WEST.

Mr. W. Bremner, who has been with the Davidson & Hay, Limited, Toronto, during the past 15 years, left last week for Winnipeg. He has been appointed manager of the Calgary branch of the wholesale grocery business of G. F. & J. Galt, and after a short stay in Winnipeg will assume his new duties.

Before leaving for Winnipeg Mr. Bremner was presented with a good watch by the employes of the Davidson & Hay, Limited, while the firm gave him a cheque for a substantial amount.

FELT FOR FLY PAPER PADS.

Mr. Archdale Wilson has purchased a carload (20 tons) of specially made felt for the manufacture of Wilson's fly pads, and Smith's fly poison squares.

PERSONAL MENTION.

Mr. Chas. Zwicker, general merchant, Crediton, Ont., was in Toronto last week.

Mr. and Mrs. P. C. Larkin and family are spending a few days in New York and Boston.

ROWAT & CO.'S REPRESENTATIVE.

Mr. John Fullerton, a partner of the firm of Rowat & Co., pickle manufacturers, Glasgow, Scotland, arrived in New York a few days ago. He is visiting his different agencies in the United States and Canada, and is in Montreal this week, where Snowdon & Paterson, 449 St. Paul street, represent his firm.

A HIGH OPINION.

Pearce, Maret & Hubell, general merchants, Marmora, Ont., in renewing their subscription for THE CANADIAN GROCER say: "We think considerable of your paper and would not like to be without it."

H. P. Eckardt & Co. still have some Malaga table raisins to offer.

Seeded muscatel raisins in packages are being sold by H. P. Eckardt & Co. at low prices.

Graham's Jams, Jellies and Marmalade

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

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

Canada Preserving Company,
HAMILTON.



The **THISTLE** Brand

ARE
HIGH-GRADE

TOMATOES - CORN - PEAS - Etc.

GUARANTEED
SECOND TO NONE.

BRIGHTON CANNING CO.

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

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

Delhi Epicure Pork and Beans IN TOMATO SAUCE

Delhi Tomato Catsup IS A HOME PRODUCT

AND GUARANTEED EQUAL TO THE BEST IMPORTED BRAND.

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

Delhi Canning Co., - Delhi, Ont.

The Successful Merchant

is the one who sees to it that the goods he sells please his customers.

We have received many very complimentary remarks regarding "KENT" CORN this season. One of our customers remarked: "It has the delicious flavor of corn off the cob."

You can increase your sales by introducing "KENT" CORN with your customers.

THE KENT CANNING CO., Limited, CHATHAM, Ont.



MANITOBA MARKETS.

WINNIPEG, March 31, 1902.

THE business of the week has been very much broken, owing to the unsettled state of the weather. Floods in some districts and bad roads everywhere, and finally the holiday, have all tended to disturb the usual flow of business. Nevertheless, a considerable amount of trade has been done, more especially in the line of mail orders. Saturday being fine, business in the city was active, and the buying for Easter heavy in nearly all lines. Grocers have been considerably delayed by the destruction of orders and bills of lading in the recent fire at the C.P.R. freight sheds.

SUGARS—Prices remain unchanged for the week, quotations being \$4.80 for granulated and \$4.10 for bright yellow.

SYRUPS—An advance is reported in syrups. Present quotations are 3½¢ to 3¾¢ in barrels and 3¼¢ to 2¾¢ in half-barrels.

CANNED GOODS—Tomatoes continue firm, and the demand is good at \$2.40 per case. Gallon apples have advanced from being \$1.65 to \$1.75 per case to \$1.85 to \$2. The anticipated drop in corn has not yet been declared. Other lines of canned goods are without change.

COFFEE—The tone of the market is not quite so firm as it has been, although no decline is yet quoted.

EVAPORATED AND DRIED FRUITS—The demand is nominal, and no change of price has been noted for the week. There is considerable inquiry for dried apples.

FLOUR—Very great interest has been created in milling circles by the announcement of the Ogilvie Milling Company with Mr. Hosmer as president and F. W. Thompson, of Winnipeg, as vice-president and managing-director. During the week there has been considerable export movement in flour, and millers report prices rather better. Shipments have left the city this week for South Africa, Australia and the West Indies. Locally, trade has been merely nominal and prices are without change.

GROUND FEED—The demand has increased during the week and trade is now active. Prices, however, are without change. We quote: Oat and barley chop, \$24.50; oat chop, \$26; barley chop, \$22; rolled feed, the same prices as ground; oil cake, \$27 per ton.

MILL FEED—There has been more inquiry for both bran and shorts this week, and trade in both is fair. Prices are without change. Bran, \$14.50; shorts, \$16.50.

CEREALS—The week has produced more inquiry in almost all lines, but more par-

ticularly in rolled oats. Prices are the same as last week. We quote: 80's, \$2.30; 40's, \$1.20; 20's, 50c.; split peas, demand limited, and price \$2.85; pot barley, \$2.45; pearl barley, \$3.65; white beans, \$1.80.

BUTTER—There has been practically no market all week, for the simple reason that there has been no supply. Probably Winnipeg has not been as bare of fresh butter at any time in the past 10 years. There have been no receipts of strictly-fresh dairy reported this week.

CHEESE—The demand is good and the supply of choice Ontario cheese very fair.

EGGS—The market has remained glutted all week, and prices are very low for Easter, fresh case eggs selling freely at 13c. per doz. The state of the country and the roads at present prevents the receipt of additional supplies for some days, at least, and dealers are hoping to clear up present stocks and advance prices a little.

VEGETABLES—Many lines have advanced with the season. Carrots, \$1.20 per bush.; parsnips, 90c.; beets, 50c.; cabbage, 3 to 3½¢ per lb. Potatoes, on the contrary, are lower in tone and with light demand. Quotations are 25 to 30c. per bush. on the track for carlots. In celery, the market is supplied almost entirely with Californian, which is worth from 70 to 90c. per dozen, according to size. There is a liberal supply of lettuce, radishes and parsley, all of which are quoted at 40c. per doz. Onions are firm at 4 to 5c. per lb.

GREEN FRUITS—Oranges have advanced 25 to 50c. per case in sympathy with the Californian market. No other change is to be noted.

NOTES.

A general meeting of the shareholders of the new fruit company mentioned last week is called for this week, when, it is understood, that organization will be completed.

Hilton, Dingman & Co., manufacturers' agents, have dissolved partnership, and in future the business will be carried on under the title of Hilton, Gibson & Co. The chief line of this house is "Sunlight" soap.

Many travellers reaching the city complain of the difficulty of getting sample-rooms. Some have to wait as long as four and five days before getting an opportunity of displaying the lines carried.

A WAREHOUSE SOLD.

The warehouse at 90 Grey Nun street, Montreal, occupied by Mr. A. W. Grant, has been sold by Mr. Hugh Watson to The Gould Cold Storage Co. It adjoins their premises at the corner of William and Grey Nun streets, and will make an important addition to their storage-room. The price paid was \$16,500.

LAWSUIT OVER FISH.

THERE was a lawsuit in the Division Court, Toronto, on April 1, over four casks of fish. Cleghorn, Smith & Co., Toronto, sold Ostrom, McBride & Co., also of Toronto, five casks of salt sea herring. One cask was taken away and the other four were left in the car. The weather was warm, the fish began to spoil and had to be destroyed, on the orders of the Government inspector, who said the public health was endangered. The goods thus destroyed were valued at \$38.07, and the Cleghorns sued the purchasers for that amount. The defendants claim the contract stated that the plaintiffs were to keep the fish in their warehouse until wanted. If this had been done, the goods would not have spoiled. It is further claimed that the fish in the cask over which there was no dispute were "rusty." Sea herrings would be "bright" if they were in good condition. The greater portion of this cask had to be dumped by the defendants.

Mr. Cleghorn produced books to show that consignments of the same shipment had been sold to other dealers, and these had turned out satisfactorily.

Judgment was reserved by Judge Morson on technical grounds. The lawyers will put in authorities.

ARRIVALS OF SALMON IN ENGLAND.

London mail advices report the arrival of salmon of the 1901 pack as follows: Blythewood, from New Westminster, B.C., 65,488 cases into Liverpool; the Glenfarg, with 14,834 cases from Tacoma into London, the remaining portion of the cargo—22,484 cases—having been discharged in the northern entrepot on March 1, and the Glenshiel, with 20,000, in transit. Importers, however, do not seem inclined to place these supplies unreservedly on the market.

DEATH OF GEORGE C. HUSBAND.

One of the best-known fruit merchants of Toronto, Mr. Geo. C. Husband, of Husband, Bros. & Co., wholesale fruiterers, died on Saturday, March 29, at the age of 39 years. He was carried off with pneumonia, which he developed from a severe cold.

A native of Halton county, deceased came to Toronto when young to take a position with Rice & Davis, fruit merchants. He left their employ in 1890 to go into partnership with his brother, Cameron Husband, and later H. M. Mulholland was taken into the firm.

The deceased leaves a widow and two sons. His funeral took place at Oakville, last Tuesday.

A

Senator

real of

For

connect

ry, wh

in exte

assista

up The

vern th

real, S

and ele

West.

concern

their

preside

Co., vi

surance

The Mo

vice-pre

and G

chairm

tors of

Co., ar

Cemete

James

Ogilvie

He to

this co

sonal

made

politic

belong

by his

was a

the Se

when I

Alexa

of St.

7, 1822

under

from \$

in 180

river,

Charle

was ec

1852

uncle,

busine

retired

formed

mercha

Mills

took i

brothe

vic, a

the fir

in the

membe

from

period

afterw

The

who i

Laney,

Ottaw

far, c

Ottaw

Montr

DEATH OF EX-SENATOR OGILVIE.

A MAN who took no mean part in the development of Canada has passed away in the person of ex-Senator A. W. Ogilvie, who died at Montreal on March 31, with pneumonia.

For over half a century his life was connected with the history of this country, which owes him much for his services in extending its commerce. He, with the assistance of his younger brothers, built up The Ogilvie Milling Company, a concern that has now huge mills in Montreal, Seaforth, Goderich and Winnipeg, and elevators in every part of the great West. Several of the largest financial concerns of Montreal number him among their organizers and directors. He was president of The Western Loan and Trust Co., vice-president of The Sun Life Assurance Co. of Canada, vice-president of The Montreal Loan and Mortgage Co., vice-president of The Dominion Burglary and Guarantee Co., vice-president and chairman of The Montreal Board of Directors of The London (Eng.) Guarantee Co., and a trustee of the Mount Royal Cemetery. He was also a member of St. James Club, and manager of the John Ogilvie estate.

He took part in the political affairs of this country for many years and his personal popularity and genial qualities made him a man hard to beat in the political field. The party to which he belonged was rendered valuable assistance by his great administrative powers. He was a Conservative and was a member of the Senate from 1881 until last year, when he resigned.

Alexander Walker Ogilvie was a native of St. Michel, Que., being born on May 7, 1829. His father was the late Alexander Ogilvie, who came with his parents from Stirlingshire, Scotland, to Canada in 1800, settling on the Chateauguay river, and afterwards at Point St. Charles, in the Province of Quebec. He was educated at the local schools and in 1852 formed a partnership with his uncle, the late James Goudie, in the flour business. Two years later Mr. Goudie retired and A. W. Ogilvie & Co. was formed to engage in business as grain merchants and proprietors of the Glenora Mills at the Lachine canal. He later on took in with him as partners his younger brothers John and the late Wm. W. Ogilvie, and retired from the firm in 1874. He first entered public life as alderman in the Montreal City Council and was a member of the Provincial Legislature from 1867 to 1878, excepting for the period between 1871 and 1875. He was afterwards appointed a Senator in 1881.

The deceased is survived by a widow, who is a daughter of the late William Lency, one son, Mr. Shirley Ogilvie, of Ottawa, and three daughters, Mrs. Playfair, of Midland, Ont.; Mrs. Gemmell, of Ottawa, and Mrs. S. A. McMurtry, of Montreal.

CANADIAN AGENCIES WANTED
BY AN ENGLISH HOUSE.

A reliable London Importer and Commission Agent desires to get in touch with Canadian exporters of lines suitable to the general grocery trades, with a view of becoming English representative of Canadian houses, canned goods, jams, jellies, etc., being amongst the lines especially desired. Highest references and guarantees.

E. W. Hughes, 24 Bartlett's Buildings,
Holdborn Circus, E.C., London.

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

The Purest Flour Made—makes
Delicious Bread, Cakes and Pastry.

Prices For Cash Unequaled.

JOHN MAGOR & CO., MONTREAL

Persons addressing advertisers will
kindly mention having seen their ad-
vertisement in The Canadian Grocer.

BUY

Star Brand

COTTON
CLOTHES
LINES

— AND —

COTTON
TWINE

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

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

YOUR SPECIAL ATTENTION

For one moment if you please. We have something interesting to tell you about **VINEGAR**. We have just closed a heavy contract for our requirements for this season at considerably reduced prices and are going to give our customers the benefit. We will guarantee the quality to be equal to anything on the market. It is a clear, sparkling, full-flavored, high-grade Vinegar. Ask for our prices in 5-barrel lots. They will interest you.

We would also be glad to have an inquiry from you for anything in the grocery line. Samples sent when requested.

The R. & J. H. Simpson Co.

Wholesale Grocers and Tea Importers, GUELPH, ONT.



Canadians

are prompt in appreciat-
ing a first-class article, as
we can verify by the in-
creasing sale of the best
of all Baking Soda—

Dwight's Cow Brand Baking Soda

Sold in packages only---by all
wholesale grocers.

CURIOUS INDUSTRIES THAT YIELD INCOMES.

(From Answers.)

TWO thousand eight hundred live frogs were recently sent by one steamer from Hull to Cleveland, Ohio. They were packed in grass, and most of them arrived at their destination safe and well. They were collected in the Fen district, where about a dozen families live for some months in the year by frogs. Although the large bullfrogs are not native to England, yet the smaller varieties are found to be perfectly eatable; and a number are also sold for fish-bait. They are shipped to France as well as to America; and a family of five persons

EMPLOYED IN FROG-COLLECTING

can add from 15 to 25s. a week to their income in this fashion.

Around Nottingham some 300 people live on worms. The soil is particularly suitable for these creatures, which are sent all over the country for fishing purposes. The yearly income from Nottingham worms is about £12,000. The work is not difficult, but entails very early rising during the summer months, in order to gather the worms when they come to the surface at early dawn. They must also be protected from hungry birds.

Norwich and its neighborhood sends 50,000 canaries away yearly to all parts of the world, and receives back from £10,000 to £11,000 in payment. Very few families depend entirely upon canary-breeding as a means of livelihood. The women look after the birds, while the men pursue other employments. But, as Sir S. Hoare said recently, when opening the All-England Cagebird Show at Norwich, "canaries pay the rent of some hundreds of small homes in and around the city."

Many acres in the West of England and the Midlands are devoted to ash-beds, planted for the growth of walking-sticks. For this purpose the young plants are set not vertically,

AS THEY ARE IN

plantations for hop and pea sticks, but are laid horizontally. Many of these plantations belong to small farmers, or are leased by men employed in other work. The only work necessary is to keep the ground well hoed, and clean from weeds; and in four years the sticks are ready for cutting. An acre will then yield from £30 to £50 worth of sticks, which are cut, tied in faggots, and sent to a stick-factory. The rent of land suitable for stick-growing is about 30 shillings an acre; the outlay is small, as there is no need of enriching the soil; and the work is done by the lessee or his children. A large number of families add £10 to £120 a year to their incomes in this fashion.

Ladies who have a taste for cooking are finding that sweet-making is a most profitable occupation for spare hours at home. Some are clever enough to work out recipes unaided; but, as a rule, a course of training at about £5 is necessary. The necessary implements will cost

A COUPLE OF POUNDS

and for cooking a gas or ordinary kitchen stove is sufficient. A thermometer, a marble slab, a copper saucepan, moulds and a caramel-cutter are all the implements needed. As a rule, home-working

sweetmakers get up a private connection, and find no difficulty in getting eighteen-pence a pound for their wares. Many make as much as a sovereign a week profit in this way.

Amateur photography is all very well if the amateur is a first-class worker, and sells his or her pictures to the illustrated papers. But an enterprising girl in Leeds has lately discovered photographic work which pays her far better. This is cleaning old photographs. Almost everyone has old and valued photographs yellowed by age. These, this young woman collects, and renovates. It is quicker and cleaner work than photography, pure and simple, and, according to her experience, pays far better. In one month recently her accounts show that she cleaned 187 photographs, and got £7 10s. for the work. Material cost only five shillings, so her profits were some 35 shillings a week.

Women, indeed, seem far more clever than men at finding new and paying industries at which they are able to employ themselves at home. There is a London lady who spends every morning of her life scanning the advertisement columns of the daily papers. Any of her friends who want a house, a servant, rooms in town, old oak furniture—anything, indeed, that can be chosen by a third person—have only to let her know,

AND SHE WILL EITHER

choose the article for them, or send them such advertisements as she may deem suitable. Of course, she charges a small commission; but, small as it is, it is a bad year that she clears less than £200.

Another lady, who also lives in London, makes a specialty of disposing of, by sale or exchange, duplicate wedding presents. She will also choose wedding presents for those who reside at a distance. This enterprising woman also makes a sufficient income in this manner.

Brass—the soft kind known as French metal—costs about 1s. 3d. a pound. Ladies with artistic tastes can get a few months' teaching in repousse work, and then, by the aid of a few punches and hammers, convert these plain sheets of metal into trays or platters, worth five to ten times the cost of the material. A Bournemouth lady has prospered so greatly at this brasswork that she has always more work on hand than she can do unaided, and has been forced to obtain help. She has, therefore, trained several others to assist her, and all find this a most

PAYING HOME INDUSTRY.

Copying medals or casts is found profitable by a family of Irish ladies ruined by the land agitation. The prime cost of the necessary materials for this work is very small, being simply oil, card-board, sealing-wax, and fine plaster-of-paris. Paraffin, too, and some sulphur, may be found useful.

Many collectors, unable to afford rare originals, are yet glad to have copies for their collections; and the ladies in question have a large private connection who take their wares. One of the sisters also makes brackets of plaster, taking castings from real fruit and flowers. There are four sisters, and between them they make some £250 a year, all out of easy, pleasant homework.

Include with first order from wholesale grocer a trial lot of

H AND H
TRADE MARK

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



C. P. FABIEN

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

3169 Notre Dame St., MONTREAL.

Easter Fruits

FOR HOLIDAY TRADE

**Strawberries, Pineapples,
Tomatoes, Bananas,
Oranges, Lemons.**

We hope to have your orders, which will have our best attention.

Eggs wanted — Big demand for Easter.

WHITE & CO., TORONTO.

Toronto Fruit Merchants.

ORANGES!

**FANCY CAMELLIA NAVELS,
VALENCIA ORANGES,
MEXICAN ORANGES.**

These lines are fancy and at lowest market price.

HUSBAND Bros. & Co.

82 Colborne St., TORONTO.

McWilliam & Everist

Commission Merchants.

Fruit Importers and Exporters.

Canadian Apples a Specialty.

CORRESPONDENCE SOLICITED

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

25 and 27 Church St., TORONTO, Can.

Long Distance Phone Main 645. Warehouse Phone Main 3394.

Custom House Figures.

£9,720 9s. 7d.)
£4,826 11s. 6d.) } or \$70,795.67

The **first** figures represent my imports for **one month** of the present year.

The **second** figures are additional imports received later in **one week**.

These are probably **record figures** for any Canadian importer.

The sterling, uniform quality of **Red Rose Tea** is the chief advertising that has made such imports possible.

Good goods advertise themselves.

Red Rose Tea has **advertised itself** more than any tea in Canada.

You are doubtless anxious to have the best tea on the market. Give your customers a chance to tell you what they think of **Red Rose**.

It is put up in lead packets, either black, mixed, or green Ceylon. Each kind is packed in six grades, to retail at 25, 30, 35, 40, 50 and 60c.; cases, 60 or 100-lbs. each.

T. H. Estabrooks

Tea Importer and Blender,

St. John, N.B., and Toronto, Ont.

Enterprise

RENOVATOR.

The perfect carpet and clothes cleaner.

Grocers: Send for our special offer.

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

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

LABELS

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

LEVY & CO., 19 Leader Lane. TORONTO.

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

Wanted

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

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

Wrapping Papers from these Mills

Count 480 sheets to the ream—turn the scale at full weight always—quality that can be recommended.

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

SLEE, SLEE & CO.

Limited

Tower Bridge Brewery,
LONDON, ENG.

FOR
English Malt
Vinegars.

Ontario Agents—

John W. Bickle & Greening,
HAMILTON and TORONTO

From whom Samples and Prices can be obtained.

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

SILVER DUST SOAP POWDER

MADE IN CANADA BY . . .

SILVER DUST MFG. CO., - HAMILTON.

Eggs and Butter

IN GOOD DEMAND.

Egg Cases Supplied.
Correspondence and Consignments solicited.

Write us for prices on

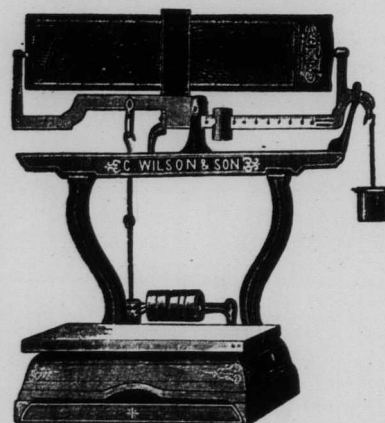
Lard, Cheese,
Jam, and Cooked
Prepared Ham

The J. A. McLean Produce Co., Limited

75-77 Colborne Street

Telephone Main 2491.

Toronto.



False Economy

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

C. Wilson & Son

69 Esplanade Street East,

TORONTO, ONT.

This li
the cities
solicited f
ordered b
report an
Goods
All qu
who call d

BUTT
AI

Dairy, ch

" tu

" tu

Bakers' li

Creamery

Cheese, n

Eggs, nev

CAN!

Apples, 3

Asparagu

Beets, . . .

Blackber

Blueberri

Beans, 2'

Corn, 2's.

Cherries,

"

Peas, 2's.

" silt

" ext

Pears, B

Pineappl

Peaches,

"

Plums, g

" l

" E

Pumpki

"

Rasperi

Strawbei

Succotas

Tomatoe

lobster,

"

Macker

salmon,

"

"

Sardine

"

"

"

"

"

"

"

"

"

"

"

"

"

"

"

"

"

"

"

"

"

"

"

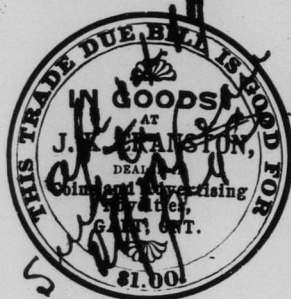
"

"

"

CEYLON TEA DIRECT.

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



PRICE LIST.

In Aluminum, Brass or German Silver WITH RAISED LETTERS.

Made in any desired shape—round, oblong, octagon, oval, scalloped edged or square. Odd shapes are the best as they are distinctive.

| Price per 1st 100 | Each additional 100 | In 500 Lots | In 1,000 Lots | In 2,000 Lots | In 5,000 Lots |
|--------------------------------------|---------------------|-------------|---------------|---------------|---------------|
| No. 1 Size } \$2.00..... | \$1.50 | \$8.00 | \$14.00 | \$25.00 | \$60.00 |
| No. 5 Size } | | | | | |
| No. 10 Size—oblong shape—\$2.50..... | 2.00 | 9.00 | 16.00 | 30.00 | 65.00 |
| No. 25 Size—3.00..... | 2.50 | 12.00 | 20.00 | 36.00 | 80.00 |
| No. 50 Size—3.50..... | 3.00 | 15.00 | 25.00 | 45.00 | 90.00 |
| No. 100 Size—4.00..... | 3.50 | 17.00 | 30.00 | 54.00 | 100.00 |

As Due Bills we make 1,000 lots, assorted, consisting of 200 each 1c, 5c, 10c. and 25c. sizes, and 100 each of 50c. and \$1.00 sizes stamped as required—1,000, \$20.00; 2,000, \$38.00; 3,000, \$55.00.

Ask for Prices on Larger Quantities. We cannot make less than 100 of any one size coin.

TERMS:—Cash with order, or half with order and C.O.D. for balance. When cash accompanies order we prepay Express charges to any address in Canada or United States. Approved accounts, sight draft and exchange after 10th of following month.

J. K. CRANSTON, Dealer in Coins and Advertising Novelties, GALT.

SOUTH AFRICAN MARKETS.

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

GENERAL IMPORTING AND EXPORTING MERCHANTS.

HAVE THEIR OWN OFFICES ESTABLISHED AT

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

CORRESPONDENCE AND CONSIGNMENTS SOLICITED.

LIVERPOOL, } England.
LONDON, }

OFFICES ALSO AT NEW YORK, } U.S.A.
CHICAGO, }



The "Toledo" is the ONLY Automatic Springless Computing Scale Extant and the ONLY scale in the world that Absolutely Stops Giving Down Weight.

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

DEAN & McLEOD, Canadian Agents, HAMILTON, ONT.

Has proved by its 62 years' use on Stoves, Grates, etc., that there is nothing to equal it for polishing.

JAMES' "DOME" BLACKLEAD

stands the test of time.

Two Sizes--5 and 15 cts.

"SUPERIOR BREAKFAST CREAM"

is a Canadian-grown, natural food product—the richest and most nourishing of all Breakfast Foods,

for the development of bone, brain and muscle in youth, and the retaining of strength and vigor in old age.

But you know all this if you have been selling it. If not, you are the one we are looking for.

ORDER THROUGH YOUR WHOLESALER.

North-Western Cereal Co., London, Canada

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

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

JOSEPH CARMAN, Winnipeg, Man.

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

THE PROVISION TRADE.

The Markets—Adulterated Lard—Miscellaneous Notes.

ADULTERATED LARD.

AT Durham County, England, Petty Sessions, Ralph Harrison, of Kelloe, was charged with selling lard which was adulterated with beef or mutton fat.

Mr. Scott Elder stated that on January 3 his assistant, George Wilson, purchased 12 ozs. of lard from the defendant, for which he paid 5d. The public analyst had certified it to contain 7 per cent. of beef or mutton fat. When the case came before the bench a month ago, a portion was ordered to be sent to Somerset House, whose analysts certified it to contain approximately 3 per cent. of beef or mutton stearin. Mr. Elder pointed out that although the percentages differed slightly, the adulterant itself had been found.

Mr. Mawson, for the defence, said that unfortunately the defendant had not a written warranty, but had taken a verbal statement from the wholesale people, who had purchased the lard from another firm with a written warranty. The wholesale people themselves had been deceived. They had actually had a sample analyzed by an eminent analyst, who had found it genuine, and, with the difference between the analysts, he thought there was considerable doubt in the case.

Mr. Elder objected to the last-named certificate, as it was not from a public analyst, and, therefore, inadmissible.

The chairman (Rev. Dr. Greenwell) said although the defendant probably was an honest man, he would inflict the full penalty of £20 and costs, and allow £1 is. for the Somerset House certificate.

COLD STORAGE RECOMMENDED.

On March 27 a report was presented to the Nova Scotia House of Assembly by a special committee in regard to the transportation question. The following is an extract from that report, and explains itself:

"The establishment of bait freezers has helped to develop the fishing industry, and, in order that the people of Central Canada and the Central United States may be reached with our fish products, we require certain advance steps to be taken. From the facts before us we are of the opinion that the following improvements are required:

1. The establishment of refrigerators at the different railway terminals, to which fish could be sent for shipment at all times.

2. The adoption of improved cold storage cars, and better attention paid to icing cars in transit.

3. Government assistance for experimental carlots of fresh fish to be sent direct to Chicago or other western points, under the supervision of an expert.

4. The establishment of a large freezer or freezers at different points to provide bait for bankers.

A BIG MEAT BILL.

In the British House of Commons the other day, in reply to a question, Mr. Brodrick said that the amount paid to the Cold Storage Co. for supplying meat to the army in South Africa from April 1, 1899, to December 31, 1901, was about £4,773 000.

PORTABLE REFRIGERATOR.

A portable refrigerator is the new invention of a New York man, who recommends his peculiar icebox as a receptacle for milk and butter delivered daily at residences. There is a compartment for ice, a second for milk and a third for butter. The box is watertight, lined with zinc, and with an escape provided for water from the melted ice. Such boxes are designed to be supplied with ice when the milk and butter are put into them at the dairy, and the quantity of ice will be sufficient to last at least 24 hours—i.e., until the boxes are taken up by the driver when leaving a fresh supply of butter and milk.

THE PROVISION MARKETS.

TORONTO.

No Western hogs are being received. Northern hogs are quoted at \$7.50 to \$7.75 per 100 lb., a drop of 25c. from last week. Their receipts have been moderate. Beef is still high, and the demand for it is good. Lamb continues high, while live hogs and export cattle are unchanged. We quote as follows: Dressed hogs, \$7.50 to \$7.75; beef carcasses, \$7.50 to \$8.00 per 100 lb.; hind quarters, \$8.00 to \$9.50 per 100 lb.; front quarters, \$5.50 to \$6.00 per 100 lb. Veal, 8 to 10c. per lb.; lambs, 9½ to 10c. Live hogs: Selects, \$6.00, lights, \$5.75 per 100 lb., and thick fats, \$5.50 to \$5.75; choice export cattle bring \$4.75 to \$5.50 per 100 lb.; lights sell at \$4.00 to \$4.50.

There is a brisk demand for barrel pork. The sales of all the other lines continue good. The prices are unchanged, and the market is steady. We quote as fol-

lows: Long clear bacon, 10 to 10½c.; smoked breakfast bacon, 14 to 15c.; rolls, 10½ to 11c.; medium hams, 13½c.; large hams, 12½ to 13c.; shoulder hams, 10½ to 11c., and backs, 13½ to 14c.; Canadian heavy mess pork, \$20.50 to \$21; short cut, \$22; lard, in tierces, 11 to 11¼c. per lb.; tubs, 11¼ to 11½c., and pails, 11½ to 11¾c.

MONTREAL.

The demand in general for provisions is reported good by all dealers. The best trade is still for smoked meats, and the price is steady. Lard is also selling well. Another advance has taken place in Chicago pork, and an advance is also noted in Canadian pork. Live hogs are firmer, and higher prices have been obtained this week. We quote as follows: Heavy Canadian short cut mess pork, \$22.00 to \$22.50; Chicago clear pork, \$23.50 for heavy and \$22.25 for medium; selected heavy short cut mess pork, boneless, \$22.50 to \$23.00; hams, 13c.; bacon, 15c.; lard, pure Canadian, \$2.30 to \$2.35 per pail; refined lard compound (Fairbank's), \$2.05 for 1 to 24 pails; \$2.03 for 25 to 49 pails; \$2.02 for 50 pails and over. Snow White and Globe compound, \$1.75 per pail; Cottolene, 10½c. for 20 lb. pails, and 10½c. for 60-lb. tubs, for Quebec and Ontario.

WINNIPEG.

BEEF—The demand has been keen all week and the supply rather scanty. Prices are firm. Best city dressed, 8 to 8½c.; country dressed 7½ to 7¾c.

VEAL—A few odd carcasses are offering. The quality is poor and the price high, being 8½ to 9c.

DRESSED HOGS—Receipts are very small and prices firm at 7½ to 8c.

POULTRY—There has been a lively demand all week for freshly-killed chickens and a very limited supply. Prices are firm at 11 to 12½c. The only turkeys and geese offering are frozen stock. Turkeys, 12½ to 14c.; ducks and geese, 10c.

CURED MEATS—The market is reported very slow and unsatisfactory, with prices unchanged but weaker in tone. Sugar-cured hams, 13¼c.; shoulders, 10¼c.; picnic hams, 8¾c.; breakfast bellies, 14c.; backs, 13½c.; spiced rolls, 11c.; dry salt long clear, 11½c.; shoulders, 9½c.; smoked long clear, 12c.; backs, 12c.

LARD—Very little doing and prices unchanged since the drop of last week. Tierces, 12½c.; 50 lb. pails, \$5.85; 20-lb. pails, \$2.40; American ditto, \$2.50; 10-lb. tins in cases, \$7.35; 5 and 3 lb. tins, \$7.50.

Established 1873.

CONSIGN YOUR
EGGS, BUTTER
—and—
General Produce

—to—
D. GUNN, BROTHERS & CO.

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

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

Satisfy your customers with



AND



A POST CARD WILL BRING YOU PRICE LIST.

The Brantford Packing Co.
BRANTFORD, ONT. LIMITED

HON. W. S. FIELDING

says:

"Let each citizen do something to show his loyalty
to the factories of his country, and purchase Can-
adian Goods." This means,

When you buy Pickles and Cheese

Buy **Canada's Best**



"Made in Canada."

PREPARED BY

SHUTTLEWORTH & HARRIS, BRANTFORD, CAN.

TORONTO AGENTS:

THE WM. RYAN CO., LIMITED, FRONT ST. EAST.

FOR EASTER

there are no finer

HAMS

than the

"STAR" Brand

Put up by

F. W. FEARMAN CO.,
Limited

Hamilton, Canada.

ASK FOR OUR FAMOUS
HAMS. ***

**Sugar Cured Hams and
Breakfast Bacon.**

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

TRY SAMPLE SHIPMENT.

The Park, Blackwell Co.,
LIMITED.

TORONTO, ONT.

ST. JOHN, N. B.

In barrelled goods higher prices rule. Pork shows the advance rather more than beef. Boston prices are rather under western figures. Smoked meats are still high, and there is but a limited business. Lard is unchanged, and sales are not large. This market sells pure lard very largely. In fresh meat, the market has been particularly well supplied. The veal offered has been very fine. Spring lambs are small. Beef is good. The Easter display is always a feature of the year. We quote: American mess pork, \$22.50 to \$23.50; domestic mess pork, \$21.50; plate beef, Canadian, \$14 to \$14.50; clear pork, American, \$22.50; plate beef, American, \$15 to \$15.50; fresh beef, 6 to 7½c.; round hogs, 7½ to 8½c.; pure lard, tubs, 12½c.; pure lard, pails, 12¾c.; compound lard, tubs, 10c.; compound lard, pails, 10¼c.; refined lard compound, Fairbank's, tubs, 10¾c.; pails, 10½c.; Ontario fresh beef, 7½ to 8c.

A. Saunders, of Calais, representing Armour & Co., was in the city this week.

Perhaps the finest display of Easter meats was made by S. Z. Dickson.

PROVISION NOTES.

Thompson & Duffy, butchers, Cornwall, Ont., have dissolved.

John Nichols, grocer and butcher, Fordwich, Ont., has removed to Paisley.

Wm. Phillips, butcher, Belgrave, Ont., has sold out to George W. Coulter.

Wm. A. Baldwin, butcher, Port Rowan, Ont., is advertising his business for sale.

Arthur Bros., produce and provision merchants, Knowlton, Ont., have registered.

The Westmount Provision Co., Westmount, Que., has sold out to C. Boissoneault.

R. W. Clark & Co., produce and provision merchants, Victoria, B.C., have dissolved partnership.

LUSCIOUS CANADIAN BACON.

The London, England, correspondent of the Toronto Telegram says:—"The remark of the Lord Mayor when referring to the exhibit of Canadian bacon at the Colonial Exhibition now being held at the Royal Exchange, "Luscious as best English," is just as applicable to Canadian ham, but though it is so it is a fraud in this country to represent a Canadian ham as English. At the Oxford Police Court on Friday last Edward Radbone, grocer, and an assistant named Souche, were summoned for a breach of the Merchandise Marks Act by selling a Canadian ham and representing it to be English. A fine of £25 was the penalty for so doing. The prosecution was directed by the Treasury."

Every grocer who desires to have the finest goods for his customers, will see that he is never without a full stock of:

COWAN'S Hygienic and Perfection Cocoa.
Queen's Dessert, Royal Navy and Perfection Chocolate.

COWAN'S Cake Icings—Chocolate, Pink, Lemon Color and White.

COWAN'S Chocolate Cream Bars, Chocolate Ginger, Chocolate Wafers, etc.

ALL ABSOLUTELY PURE GOODS.

THE COWAN CO., Limited, - TORONTO.



IRISH PROCESS CANADIAN BACON

"There is nothing too good for the Irish" has heretofore literally applied to the product of their packing houses, but with the firm conviction that what is good enough for the Irish is not too good for Canadians, we have succeeded in producing a line of

Hams and Bacon Unexcelled in the World.

The fine flavor is preserved, and the nutritive qualities enhanced.

Do you handle it? If not, write

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

All first-class Grocers and Provision dealers should handle the

"L. & S." and "Imperial"

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

The best and most favorably known brands on the market. They are delicious and appetizing. Once used, always used.

Fowler's Canadian Company, Limited,

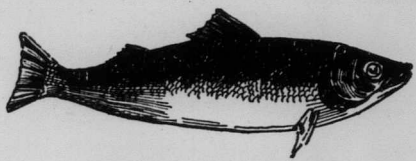
Pork Packers and Exporters, HAMILTON, CANADA.

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

— ALSO —

The L. & S. Rosemary Company, Limited,

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



FRESH EVERY DAY.

All kinds. Prompt shipment. Write or wire orders.

THE M. DOYLE FISH CO.

The Market. Established 1852. TORONTO.

SEASON 1902.

**Butter
Tubs**

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

WALTER WOODS & CO.
HAMILTON.

Established 1862.

E. THOMPSON & CO.
LIVERPOOL,

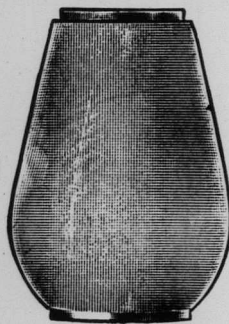
Offices—11 Victoria St. . . . ENG.
Warehouses—48-52 Thomas St.

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

REFERENCE—Canadian Bank of Commerce.

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

ARE YOU USING OUR



Cold Blast
or Jubilee
Globes

Aetna or
Quaker Flint
Chimneys?

Give them a Trial.
THE SYDENHAM GLASS CO.,
of WALLACEBURG, Limited.

ESTABLISHED 1869

Geo. Stanway & Co.

Brokers and
General Commission Merchants

Teas, Sugars, Molasses, | 46 Front St. East,
Canned Goods. | **TORONTO**

Correspondence Solicited.

Cucuta

Maracaibo Coffee

Extra choice roaster at
a low price.

WARREN BROS. & CO.
TORONTO.

COX'S GELATINE Always
Trustworthy
ESTABLISHED 1725.

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

Pure Gold Baking Powder

is the one good all-Canadian thing which has stood the test of time against all fast and furious outside competition. It is here to stay. It has undoubted merit. It has hosts of friends. It is a pure thing. It has a reasonable price for its purity. It has a good profit for you. Why not stand by your own Canadian goods?

HONOR TO AN OLD GROCERY TRAVELLER.

LAST NIGHT, Mr. James Dickson Stewart, J.P., Russeldale, Ont., who acted as superintendent of the food products section in the exhibit from Canada at the Glasgow International Exhibition, 1901, was entertained at dinner in Messrs. White & Smith's and presented with an illuminated address. The address, which was signed by the Lord Provost (Mr. Samuel Chisholm, LL D) and over 30 other leading merchants, referred to their indebtedness to Mr. Stewart for the courtesy and the kindness with which he had discharged his duties. The enthusiasm he had displayed and the interesting explanations he had given regarding the exhibits in his section convinced the signatories that in Mr. Stewart Canada had found a staunch, a loyal and a true subject. The address was presented by Mr. John MacLeish, and Mr. Stewart suitably acknowledged the compliment.—Glasgow Herald, February 4, 1902.

Mr. J. D. Stewart is one of the oldest grocery travellers in Canada, and was for several years with The Eby, Blain Co., Limited.

The address, a copy of which has been forwarded to THE CANADIAN GROCER, reads as follows:

To James Dickson Stewart, Esq., J.P.,
Russeldale, Ontario, Canada.

Honored Sir,—Recognizing your worth, the alacrity you displayed, the attention you paid and the gentlemanly manner in which you performed your duties while acting as superintendent of the food products in the Canadian section of Glasgow's 1901 International Exhibition, we, the undersigned, representing many merchants and friends of Canada, desire to express to you our indebtedness for your courtesy, your kindness and your unswerving attention.

The enthusiasm you displayed and the interesting explanations you gave convince us that in you Canada has found a staunch, a loyal, and a true subject, and that your life is devoted to her interests.

Knowing you to be a Glasgow man, and one who knows—and, in fact, is in himself a link between—the past and the present, we rejoice to see you again amongst us, and take pleasure in hereby placing on record our highest appreciation of your worth as a Scotchman, a Canadian and a lover of the Mother Country.

Our best wishes go with you to the home of your adoption; our fondest hopes follow you, and may the blessing of God, which is above the treasures of earth, abide with you and yours for ever and ever.

Samuel Chisholm, Lord Provost of Glasgow; Henry Steven, J.P.; John Davis; John MacLeish, J.P.; Robert Stewart; Walter Macfeat; Robert Williamson, J.P.; John Horn; John Richmond & Co.; A. W. Jeffrey, H.M. Board of Trade; Geo. Gilmour, Capt. R.R.; Robt. Wilson, T.C. & P.C.; Andrew Clement & Sons; John Myles; Walter Shearer; Thomas Reid; J. & R. Ramsay; Bruce & Wilson; Wm. Gilchrist & Co.; Ninian Johnston;

T. P. Bolden; Alex. Osborne & Sons; Simons, Jacobs & Co.; John Allan & Co.; J. & J. Pollock; Stevenson & Pae; Thomas Russell; Fulton & Weir; James Lang & Sons; Moses Forsyth; D. & J. Parker; Alexander Fraser; Thomas Clement, Pres. Prov. Ass. of Glasgow.

INQUIRIES ABOUT CANADIAN GOODS.

THE following were among the recent inquiries relating to Canadian trade received at the Canadian Government Office in London:

1. The agent in London for French colored roans (sheepskins colored in various shades) and bends (stout sole leather) asks to be referred to Canadian importers of such goods.
2. A Lancashire firm manufacturing cotton main driving ropes, cotton bandings, cotton twines, etc., desire to get into communication with Canadian users and dealers in these goods.
3. Inquiry is made by an Irish house for all classes of timber, spruce sheetings, floorings, mouldings, etc.
4. A first-class house in Leith, Scotland, is desirous of getting in touch with a reliable firm in Canada exporting grain, pease, wheat, barley, etc.
5. A London agent has a demand for birch, maple, oak and pitch pine wood blocks for flooring, c.i.f. any port in the United Kingdom; also for furniture wood and coffins and caskets in shook.
6. A correspondent at Castellanza, Italy, inquires for Canadian manufacturers and exporters of acetate of lime.
7. A Glasgow firm asks to be referred to makers of casein or lactarine in Canada.
8. Inquiry is made by a wholesale stationery firm for Canadian mills turning out large quantities of manila folding box boards.
9. A Birmingham firm of carriage-lamp makers are desirous of doing a business with Canada in this line, and request to be placed in communication with suitable firms.

10. The names of Canadian fishing-rod makers are asked for by an English importer.

11. A firm in the Midlands is desirous of arranging for direct consignments of Canadian apples, either on commission or at so much per bbl, advanced against bill of lading.

12. A London firm of wholesale and export cabinetmakers ask to be referred to Canadian shippers of chair stock, seats, backs, legs, etc.

13. Inquiry is made for the names of one or two parties in Canada open to represent an exporter of groceries—jams, pickles, sauces, etc.

14. An Irish exporter of sponge cloths which can be woven to any pattern and used where cotton waste is employed, at less cost, and of Irish moss, is desirous of finding a market for these goods in Canada and of being referred to buyers in the Dominion.

15. A commission agent at Newcastle, with good connection, wishes to hear from Canadian manufacturers desiring representation in that quarter.

16. The manufacturers of certain table dainties are desirous of doing a business in Canada in these goods.

17. A North of England house manufacturing quilts and towels make inquiry respecting the opening that exists for their goods in the Dominion.

18. The agency for a Canadian exporter of wood pulp is desired by a Brussels firm who could take up the representation for Belgium and Holland.

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

HORSERADISH.

Horseradish has nothing to do with the quadruped so called. The word is really the Welsh "gures," meaning hot, fierce, or pungent. So, too, the phrase horseplay is derived.

POPULARITY

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

"BOBS"

CHEWING TOBACCO

In 5 and 10c. Plugs.

BOBS costs you only 36 cents, and pays a good profit.

BOBS is well advertised.

BOBS is selling well in almost every store from the Atlantic to the Pacific.

BOBS is A BIG PLUG FOR LITTLE MONEY

Made by

THE EMPIRE TOBACCO CO., LIMITED
MONTREAL, QUE.

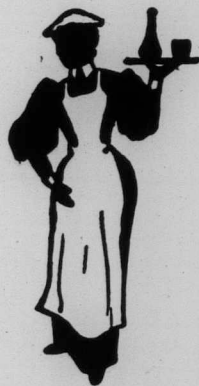
CEYLON TEAS

BLACK AND GREEN

The Blacks are now used
everywhere in Canada.

The Greens are displacing
Japans

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



GROCCERS

should think of this before
ordering stocks for coming
season.

WHY ARE
Southwell's
Jams



superior to all other
Imported Lines ?

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

Many imported Jams taste all alike.

Southwell's Don't.

WRITE FOR PRICE LIST, ETC.

FRANK MAGOR & CO.

16 St. John St., MONTREAL.

DOMINION AGENTS

The best grocers keep the best Imported Biscuits.

Try an assorted case of

CARR'S



They will
bring you
additional
trade, and
mark you
as

One of the
live
grocers
of Canada.

FRANK MAGOR & CO.,

Agents for the Dominion.

16 St. John St., MONTREAL

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

Current Market Quotations for Proprietary Articles

April 3, 1902.
Quotations for proprietary articles, brands, etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy. The editors do not supervise them. If a change is made, either an advance or decline, it is referred to in the market reports, as a matter of news whether manufacturers request it or not.

BAKING POWDER.

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

Diamond— W. H. GILLARD & CO.

| | |
|---------------------------------|---------------|
| 1 lb. tins, 2 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. | 10c. | \$0 85 |
| 3 " " | 6-oz. | 1 75 |
| 2 and 3 doz. | 12-oz. | 3 40 |
| 2 and 1 3 doz. | 16-oz. | 4 35 |
| 1 doz. | 2 1/2-lb. | 10 40 |
| 1/2 and 1 doz. | 5-lb. | 19 50 |

MAGIC BAKING POWDER.

| | | |
|----------------|----------------|----------|
| Cases Contain. | Sizes of Cans. | Per Doz. |
| 4 doz. | 4-oz. | \$0 85 |
| 4 " " | 6-oz. | 1 00 |
| 4 " " | 8-oz. | 1 50 |
| 4 " " | 12-oz. | 1 80 |
| 4 " " | 16-oz. | 1 50 |
| 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.

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 |

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. | |

CORN BROOMS

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

BISCUITS.

CARR & CO. LIMITED.

Frank Magor & Co., Agents

| | |
|-------------------------|----------|
| Cafe Noir..... | 0 15 |
| Esclair..... | 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..... | \$15 50 |
| " 1st choice Duthell..... | 18 50 |
| " 1st choice Lenoir..... | 19 50 |
| extra Lenoir..... | 22 00 |
| Per case, 100 tins..... | |

FRENCH PEAS—DELORY'S

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 Trefavennes..... | \$9 50 |
| 1/2 Holland..... | 9 50 |
| 1/2 Delory..... | 10 50 |
| 1/2 Club Alpines..... | 12 50 |

CHOCOLATES & COCOAS.

| | |
|--|----------|
| Epps's cocoa, case of 14 lbs., per lb..... | 0 35 |
| smaller quantities..... | 0 37 1/2 |

CADBURY'S.

Frank Magor & Co., Agents. per doz.

| | |
|--|----------|
| Cocoa essence, 3 oz. packages..... | \$1 65 |
| Mexican chocolate, 1/2 and 1/4 lb. pkgs..... | 0 40 |
| Rock Chocolate, loose..... | 0 40 |
| " 1-lb. tins..... | 0 42 |
| Nibs, 11-lb. tins..... | 0 35 1/2 |

JOHN P. MOTT & CO.'S

R. S. McIndoe, 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 ns)..... | 0 40 |
| Mott's No. 1 Chocolate..... | 0 30 |
| Mott's Breakfast Chocolate..... | 0 28 |
| Mott's Caracac Chocolate..... | 0 40 |
| Mott's Diamond Chocolate..... | 0 28 |
| Mott's French-Can. Chocolate..... | 0 18 |
| Mott's Navy or Cooking Chocolate..... | 0 28 |
| Mott's Cocoa Nibs..... | 0 35 |
| Mott's Cocoa Shells..... | 0 05 |
| Vanilla Sticks, per gross..... | 0 90 |
| Mott's Confectionery Chocolate..... | 0 21 |
| Mott's Sweet Chocolate Liquors..... | 0 19 |

CHOCOLATE-MENIER.

CHOCOLATE-MENIER.

Chocolate-Menier 1/2 and 1/4 lbs. 36c. per lb. of 108 doz. 20c. per case

Menier Breakfast Cocoa 1/2-lb. tins 13c. 1-lb. " 25c. 1-lb. " 50c.

Chocolate— FRY'S

| | |
|---|--------------|
| Caracac, 1/2's, 6-lb. boxes..... | per lb. 0 42 |
| Vanilla, 1/2's..... | 0 42 |
| "Gold Medal" Sweet, 1/2's, 6 lb. bxs..... | 0 28 |
| Pure, unsweetened, 1/2's, 6 lb. bxs..... | 0 42 |
| 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 |
| " 1/2's..... | 4 50 |
| " 1 lb..... | 8 25 |
| Homeopathic, 1/2's 14 lb. boxes..... | |
| " 1/2 lbs. 12 lb. boxes..... | |

THE COWAN CO. LIMITED.

Cocoa—

| | |
|------------------------------------|--------|
| Hygienic, 1-lb. tins, per doz..... | \$7 25 |
| " 1/2-lb. tins..... | 3 75 |
| " 1/4-lb. tins..... | 2 25 |
| " fancy tins..... | 0 90 |

Hygienic, 5-lb. tins, for soda water fountains, restaurants, etc. per lb..... 0 55

Perfection, 1/2-lb. tins, per doz..... 3 00

Cocoa Essence, sweet, 1/2-lb. tins, per doz..... 2 25

Chocolate— per lb.

| | |
|---|--------|
| Queen's Dessert, 1/2's and 1/4's..... | \$0 40 |
| Caracac sweet chocolate, 6-lb. boxes..... | 0 42 |
| Mexican Vanilla, 1/2's and 1/4's..... | 0 35 |
| Royal Navy Rock..... | 0 30 |
| Diamond..... | 0 25 |
| " 8's..... | 0 28 |

WALTER BAKER & CO., LIMITED.

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

CHEESE.

| | |
|--|-------|
| Imperial—Large size jars, per doz..... | \$ 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 |
| Roquefort—Large size, per doz..... | 2 40 |
| Small size..... | 40 |

Meca...
Damasc...
Cairo...
Sirdar...
d Du...
Gold Cr...
Condo...
15 year...
han...
48 t...
Madam...
lb. e...
her...
4 doz. p...
6 doz. p...
COU...
For sal...
Litr...
Fil...
\$1...
a lot...
100 to!...
50 to!...
\$ 1 00...
2 00...
3 00...
5 00...
10 00...
15 00...
20 00...
25 00...
50 00

"THE EDWARDSBURG BRANDS"

Starch

... and Syrup

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

EDWARDSBURG STARCH CO'Y, Limited
Established 1858.

164 St. James St.,
MONTREAL.

Works:
CARDINAL, ONT.

53 Front St. East,
TORONTO.

COFFEE.

| | |
|---|-------|
| JAMES TURNER & CO. per lb. | |
| Mocca | 0 32 |
| Damasco | 0 28 |
| Calro | 0 20 |
| Sirdar | 0 17 |
| Old Dutch Rio | 0 12½ |
| E. D. MARCEAU, Montreal. per lb. | |
| "Old Crow" Java | 0 25 |
| "Mocha" | 0 25 |
| "Condor" Java | 0 30 |
| "Mocha" | 0 30 |
| 15-year-old Mandheling Java and hand-picked Mocha | 0 50 |
| 1 lb. Fancy tins choice pure coffee, 48 tins per case | 0 20 |
| Madam Huot's Coffee, 1-lb. tins | 0 31 |
| " " 2-lb. tins | 0 30 |
| lb. delivered in Ontario and Quebec. | |

CLOTHES PINS.

| | |
|---|------|
| UNITED FACTORIES, LIMITED. | |
| Best Pins (full count), 5 gross in case, per case | 0 55 |
| 4 doz. packages 12 to a case | 0 70 |
| 6 doz. packages (12 to a case) | 0 90 |

COUPON BOOKS—ALLISON'S.

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

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

Allison's Coupon Pass Book

| | |
|---------------------|---------------|
| \$ 1.00 books | 3 cents each |
| 2.00 books | 3 cents each |
| 3.00 books | 3 cents each |
| 5.00 books | 4 cents each |
| 10.00 books | 5½ cents each |
| 15.00 books | 6½ cents each |
| 20.00 books | 7½ cents each |
| 25.00 books | 8 cents each |
| 50.00 books | 12 cents each |

EXTRACTS.

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

FOOD.

| | |
|---|------|
| NORTH-WESTERN CEREAL CO., London. | |
| "Superior" Gluten Flour and Breakfast Cream | |
| Price—Toronto, Montreal and East | 5 10 |
| " " Winnipeg | 5 40 |
| " " Vancouver | 6 50 |
| Per doz. | |
| Robinson's Patent Barley ½ lb. tins | 1 25 |
| " " 1 lb. tins | 2 25 |
| " " Groats, ½ lb. tins | 1 25 |
| " " 1 lb. tins | 2 25 |

GILLETT'S POWDERED LYE.

| | |
|----------------------|--------|
| 1 doz. in case | \$3 60 |
|----------------------|--------|

JAMS AND JELLIES.

| | |
|---------------------------------------|------|
| SOUTHWELL'S GOODS. per doz. | |
| Frank Magor & Co., Agents. | |
| Orange Marmalade | 1 50 |
| Clear Jelly Marmalade | 1 80 |
| Strawberry W. F. Jam | 2 00 |
| Raspberry " | 2 00 |
| Apricot " | 1 75 |
| Black Currant | 1 85 |
| Other Jams, W. F. | 1 55 |
| Red Currant Jelly | 2 75 |

Jams— T. UPTON & CO.

| | |
|--|--------|
| 1-lb. glass jars 2 doz. in case, per doz | \$1 00 |
| 2½-lb. tin pail, 2 doz. in crate, per lb. | 0 07 |
| 5-lb. tin pails, 8 pails in crate, per lb. | 0 07 |
| 7-lb. wood pails, 6 " | 0 07 |
| 14-lb. wood pails, per lb. | 0 07 |
| 30-lb. " " | 0 06½ |
| Jellies— | |
| 1-lb. glass jars, per doz | \$1 00 |
| 7-lb. wood pails, per lb. | 0 07 |
| 14-lb. " " | 0 07 |
| 30-lb. " " | 0 06½ |

LIQORICE.

| | |
|--|--------|
| YOUNG & SMYLYE'S LIST. | |
| 5-lb. boxes, wood or paper, per lb. | \$0 40 |
| Fancy boxes (36 or 50 sticks) per box | 1 15 |
| "Blinged" 5 lb. boxes, per lb. | 0 40 |
| "Aome" Pellets, 5 lb. cans, per can | 2 00 |
| "Aome" Pellets, fancy boxes (40) per box | 1 50 |
| Tar, Licorice and Tolu Wafers, 5 lb. cans, per can | 2 00 |
| Licorice Lozenges, 5 lb. glass jars | 1 75 |
| " " 40 5 lb. cans | 1 50 |
| "Purity" Licorice 10 sticks | 1 45 |
| " " 100 sticks | 0 73 |
| Dulce large cent sticks, 100 in box | |

MINCE MEAT.

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

MUSTARD.

| | |
|-------------------------------------|--------|
| COOLMAN'S OR KEEN'S | |
| D. S. F., ¼ lb. tins, per doz | \$1 40 |
| " " ½ lb. tins, " | 2 50 |
| " " 1 lb. tins, " | 5 00 |
| Durham 4 lb. jar, per jar | 0 75 |
| " " 1 lb. " | 0 25 |
| F. D., ¼ lb. tins, per doz | 0 85 |
| " " ½ lb. tins | 1 45 |

HENRI JONAS & Co. Per gross

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

E. D. MARCEAU, Montreal.

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

ORANGE MARMALADE.

| | |
|---|--------|
| T. UPTON & CO. | |
| 1-lb. glass 2 doz. case, per doz. | \$1 00 |
| 7-lb. pails and 5 and 7 lb. tins | 0 07 |

PICKLES.

| | |
|--|------|
| STEPHENS'. | |
| A. P. Tippet & Co., Agents | |
| Patent stoppers (pints), per doz. | 2 30 |
| Corked (pints), " | 1 90 |

SODA—COW BRAND.

| | |
|--|---------|
| DWIGHT'S | |
| Case of 1 lb. containing 60 pgs per box | \$3.00 |
| Case of ½ lb. (containing 120 pgs.) per box | \$3.00. |
| Case of 1 lb. and ½ lb. (containing 30 packages) per box | \$3.00. |
| Case of 50. pgs (containing 96 pgs) per box | \$3.00. |



EMPIRE BRAND.

| | |
|--|--------|
| Case 120 ½-lb. pkts. (60 lb.) per case | \$3.00 |
| Case 96 10-oz. pkts. (60 lb.) per case | \$3.00 |

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.

"Gleaner" Office, KINGSTON, J.A.

THE GLEANER CO.,
Limited

Write for some of charges, etc., to Canadian manufacturers, merchants, etc., desiring to do business with this country and introduce their goods in this market, should put an advertisement in "THE GLEANER".
The Newspaper with the Largest Circulation in America and the West Indies.

KINGSTON, JAMAICA, B.W.I.

THE "GLEANER"

WINNIPEG, CANADA
The Roberts Advertising Agency,
attended to by
will be Carefully, Promptly, and Promptly
ADVERTISING IN WESTERN CANADA

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

Long Lasting, A Cash Asset,
Order from Jobber,
load he is carrying, thus preventing the danger of contagion.
Stops the fly in his mad career. Also catches the filthy



TANGLEFOOT SEALED
FLY PAPER

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

CANADIAN PRESS CLIPPING BUREAU,

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. Write us, giving us particulars of what you want and where you want it from, and we will quote you prices by return.
"Clippings from any Canadian paper on any subject."

225 McGill Street, MONTREAL, QUE.
Telephone Main 1266.
18 Front St. E., Toronto, Telephone Main 2701.

BUSINESS
NEWS

WINN & HOLLAND
MONTREAL
SOLE AGENTS FOR CANADA

is what your customers want. The makers' name—Brunner, Mond & Co.—is sufficient guarantee to the trade. Its never varying excellence is what satisfies the public.

"Empire" Soda
BEST FOR BAKING

The dealer who looks only for present profits may be pretty certain of future failure. He can fool most of his customers once, some of them twice, but soon all his customers will be going across the street to his enterprising competitor who gives them what they ask for.

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

IT GIVES a light of a 100 candle power and is a fine lamp to show goods with. ARE NOT PERFECT. YOUR MONEY RE-
IT IS FITTED with an up and down adjuster so that the burner can be lowered two feet. You can hang it on a hook or screw it up—we supply a hook and a screw plate with it.
IT IS FITTED with an up and down adjuster so that the burner can be lowered two feet. You can hang it on a hook or screw it up—we supply a hook and a screw plate with it.
IT GIVES a light of a 100 candle power and is a fine lamp to show goods with. ARE NOT PERFECT. YOUR MONEY RE-
WRITE FOR OUR CATALOG.



The Auer Gas Lamp
Money-Back Style.
Makes its own Gas.

OUR No. 8 is the best all around lamp on the market for either the store or home. IT IS FITTED with an up and down adjuster so that the burner can be lowered two feet. You can hang it on a hook or screw it up—we supply a hook and a screw plate with it.

Coronation Turquoise Assortment.

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

We have a full line of all kinds of

Crockery Glassware

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

GOWANS, KENT & CO.

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

Increasing
Increasing
Increasing

IS THE DEMAND FOR

WETHEY'S Condensed Mince Meat

for the simple, but candid reason, that the purchaser of this delicious article obtains more for her money than by buying any other brand. How is your stock?

YOUR WHOLESALE CAN SUPPLY YOU.

Sole Manufacturer

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

Crosse & Blackwell, Limited

WHOLE PINEAPPLES IN JUICE

CASES of 2-doz. tins.

C. E. COLSON & SON,

MONTREAL

CHAS. F. CLARK, President.

JARED CHITTENDEN, Treasurer.

...ESTABLISHED 1849...

BRADSTREET'S

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

Offices Throughout the Civilized World.

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

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

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

— OFFICES IN CANADA —

HALIFAX, N.S.
OTTAWA, ONT.
VANCOUVER, B.C.

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

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

MONTREAL, QUE.
TORONTO, ONT.

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

OAKEY'S

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

'WELLINGTON'
KNIFE POLISH

JOHN OAKEY & SONS, LIMITED

MANUFACTURERS OF

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

Wellington Mills, London, England.

Agent:

JOHN FORMAN, 644 Craig Street
MONTREAL