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PUBLISHED EVERY FRIDAY

THE

CIRCULATES IN EVERY PROVINCE

CANADIAN GROCER

AND GENERAL STOREKEEPER

**SELL
ONLY
THE
BEST!**

In Competition with the World
we have received the
**Highest Awards
Made . . .**

These substantiate our claim
that : : : :

Colman's Mustard

IS THE BEST IN THE WORLD



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 Street, MONTREAL

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



The Australasian Grocer

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

Subscription \$2.50 per Ann.

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

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Specimen Copies Free on Application.

Symington's

"Edinburgh" Coffee Essence

Is the Purest and therefore Best and Cheapest!

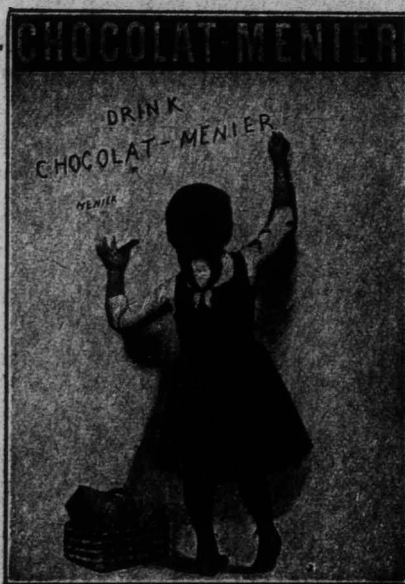
Refuse imitations said to be "just as good" as Symington's, and recollect that the careful process by which Symington's Essence is made eliminates all unpleasant properties.

ANYONE CAN DRINK IT.

THOS. SYMINGTON & CO.
EDINBURGH and LONDON.

Agents, **W. B. Bayley & Co., Toronto**

**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.

All The Year Round.

Wheat Marrow.

That "totally different" Cereal Breakfast Food, Wheat Marrow, sells just as well one month as another. It is an "all the year round" Cereal Food. It doesn't heat the blood, yet it furnishes ideal nutrition. . . .

Sterilized. Made from the choicest Winter Wheat and from the Gluten only. More quickly and easily prepared and in more different ways than any other Cereal on the market to-day. The profit you make from Wheat Marrow will please you much.

Leading wholesalers sell it.

Codou's Macaroni.

The highest standard of Macaroni the world over is "Codou's." White, delicate, tender. Made by particular people *for* particular people. Without it your stock of high grade goods is incomplete.

Made only from Russian Wheat. Made on honor and sold on merit. The Macaroni that holds trade—"Codou's."

Leading wholesalers sell it.


ARTHUR P. TIPPET & CO., Agts.,

8 Place Royale,
Montreal.

23 Scott Street,
Toronto.

GOLD MEDAL, PARIS, 1900.

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



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

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

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

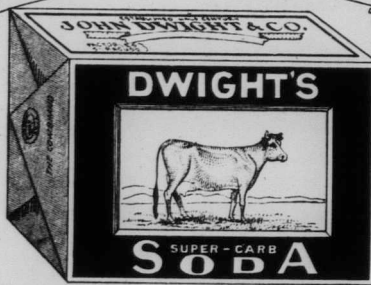
WALTER BAKER & CO. Ltd.
ESTABLISHED 1780.
DORCHESTER, MASS.
BRANCH HOUSE, 12 and 14 St. John St., MONTREAL.

TRADE-MARK ON EVERY PACKAGE.

John MacKay, Bowmanville, Ont.
Manufacturer of Established 1854.
**POT AND PEARL BARLEY,
SPLIT PEAS, AND CHOP FEED**
Send for Prices or Samples. **IN CAR LOTS**
Prompt Business.

DWIGHT'S COW BRAND
SODA

SAL-SODA, SALERATUS



LOW
PRICE.
ESTABLISHED

LARGE
PACKAGE.
50 YEARS.

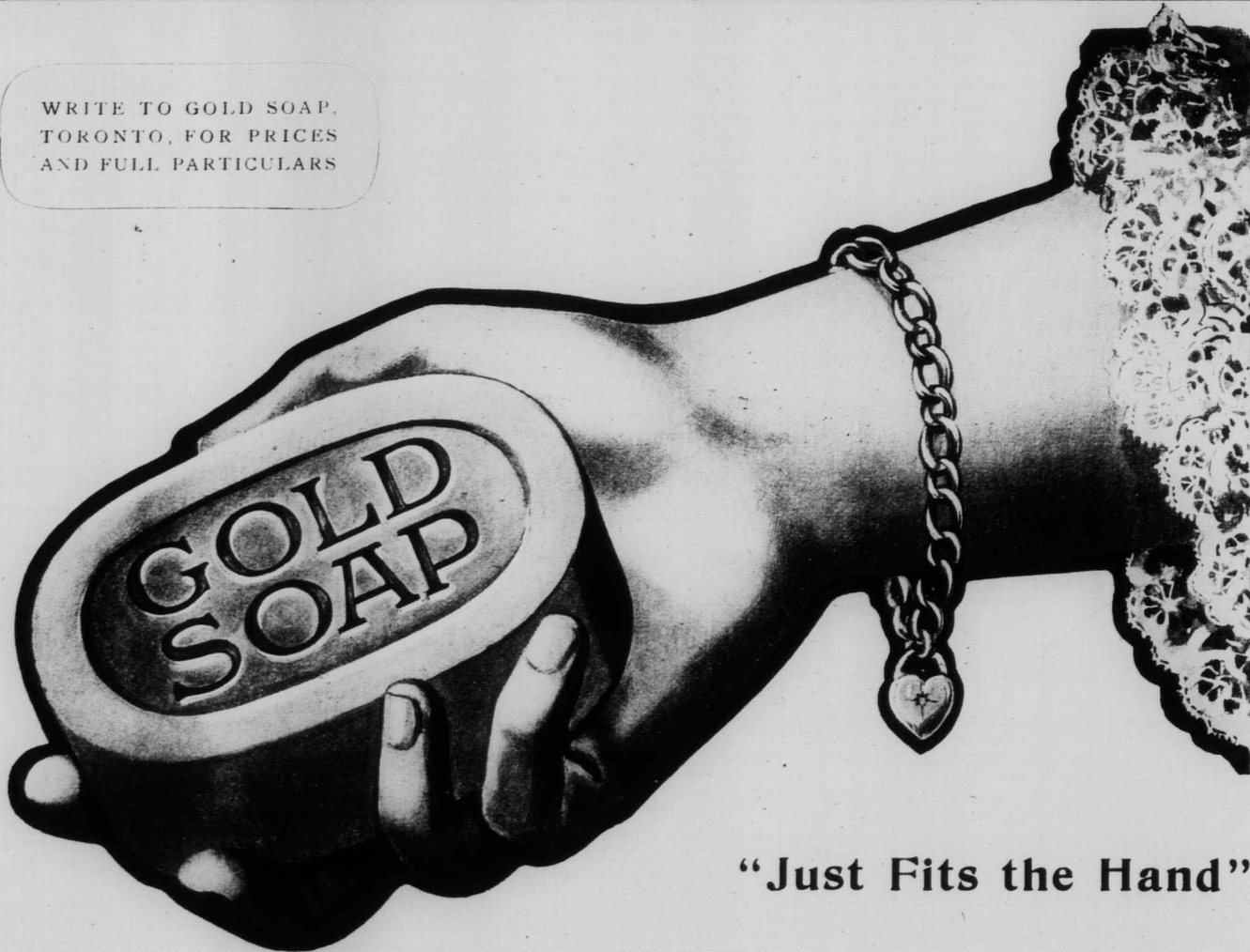
To avoid disappointment, insist upon having COW BRAND in original packages, and don't be put off with cheap, inferior substitutions.

John Dwight & Co., Toronto.

Send address for Cow Brand Cook Book—Free

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

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



"Just Fits the Hand"

Cig
Of
Qu

You
the
Cor
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Cigars Of Quality!

Be sure you satisfy a customer on quality as well as price. Give him Cigars that won't drive the family out on to the front porch.

If you hand him *my* Cigars you may be absolutely sure that the peace of the family circle will remain un-

disturbed. The Cigars I make are "Cigars of Quality"—highest quality *always* for the price.

J. BRUCE PAYNE, M'fr.,
Granby, Que.

The "Pharaoh"
for a 10c.-line.

The "Pebble"
for a 5c.-line.

South Africa Relish.

—A Running
—Favorite
—with the
—Grocer.

If a reason is sought for the popularity of "Sterling" brand pickles and relishes the answer is in the goodness of the articles themselves. The greatest care and skill is exercised in the manufacture of these pickles and relishes. The manufacturers know their business—and their factory is the largest and best equipped in Canada.

—Ask your wholesaler for
—quotations or write us
—direct.

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

YOU WANT IT

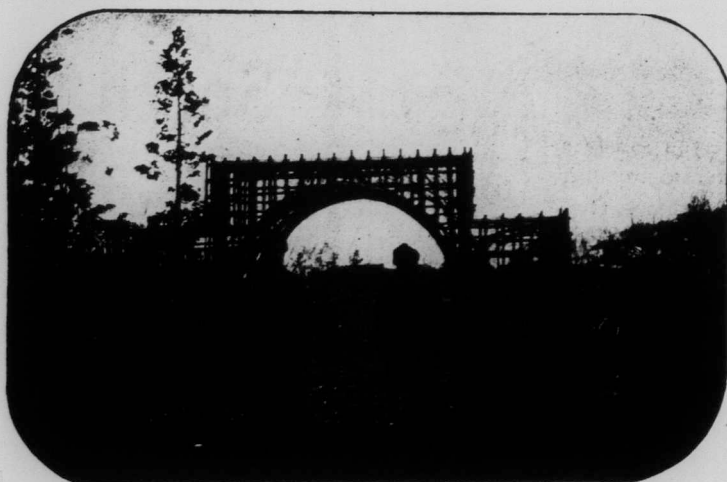
You want the very best Cornmeal — well, we meet you right there. We make it. Make it so that it has no superior any place. We don't whine about you patronizing home industry—we make the right article and

"Gold
Dust"
CORNMEAL

then Canadians don't have to be coaxed into buying. Our Cornmeal trade tells this interesting story. Surely you are not one of those who still believe that it is necessary to bring it across the line? Examine, test and try Tillson's and you will change your mind.

WE MAKE IT

PURE GOLDEN GRANULAR KILN-DRIED
THE TILLSON COMPANY, Limited, TILSONBURG, ONT.



A JAPANESE TEA-HOUSE GARDEN.

FIRST IMPRESSIONS COUNT.

The dealer who is striving as much for the sales of to-morrow as for the sales of to-day is the dealer who has the best chance of doing a successful, profitable business. The demand for pure, healthy, invigorating tea, like

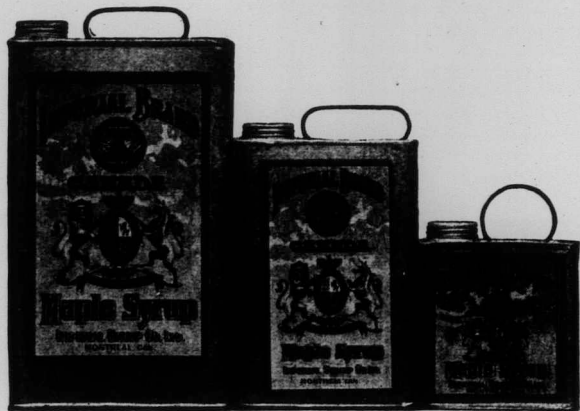
JAPAN TEA

is continuously increasing. And why? Because tea-drinkers know they can rely on its quality. Grocers who value the importance of "first impressions" appreciate the worth of **Japan Tea** as a means to this end.

JAPAN CENTRAL TEA TRADERS'
ASSOCIATION.

Trafalgar Chambers, Sun Life Building
Annex.

Tel. Main 4142. MONTREAL, CANADA.



IMPERIAL BRAND MAPLE SYRUP

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

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

Sole Selling Agents, Rose & Laflamme, Montreal.

LOST

Many a valuable, good-paying customer is lost by dealers who offer starch claimed to be as good as

IVORY GLOSS STARCH

and any number of satisfied customers, who pay their bills promptly, are

FOUND

by grocers who consider the interests of their patrons by recommending and selling the celebrated, ever-pleasing,

Ivory Gloss Starch,

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

“Imperial”

OF THE BEST

IS THE NAME

White Wine Vinegar Manufactured.

Would you risk your vinegar trade by handling vinegars of questionable quality—with nothing to recommend them but low price and uncertain character—when **“IMPERIAL”** can be purchased at just the cost of the ordinary standard article?

Ask your grocery traveller to show samples.

THREE POINTS

See our
travellers'
samples.

We leave
you to
judge.



OF SUPERIORITY
IN "IMPERIAL" WHITE WINE VINEGAR

PURITY STRENGTH FLAVOR

And many others.

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



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.



A QUARTETTE:

ATTRACTIVE Package.
ATTRACTIVE Quality.
ATTRACTIVE Price.
ATTRACTIVE Profit.

PATERSON'S

Camp



Coffee



Cultivating
WEEDS

wouldn't be considered very profitable
by the farmers, yet thousands of mer-
chants are cultivating the weeds of
business by continuing the Old Style
Pass book—errors every day. For-
gotten charges. Hundreds of little
things make a big aggregate amount.
Adopt the modern ALLISON COUPON
SYSTEM and throw away your time-
wasting devices. Look here—



If a Man Wants Credit

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

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

ALLISON COUPON CO., Manufacturers,
Indianapolis, Indiana.

Business and Its Management.

The Motive Power.

HOW few people with businesses of their own, especially if they are of the old-fashioned sort, realize how much a business depends upon its proprietor for its motive power, says Grocery, London. We not infrequently see two businesses in the same growing neighborhood, possessed apparently of equal advantages and conducted on right lines, which show very different results in the course of a few years. If you ask the more prosperous man of the two why he has succeeded so much better than the other, he probably would not be able to tell you the true reason; whilst his rival would probably put down his own comparative lack of success to the bad state of trade, the changing conditions of the times, or to some other factor which must have affected the two shops to an equal extent. The true reason of the difference is that in one case the head of the establishment is possessed of a large stock of personal energy, which he puts into his business; whilst the other is dreamy and easy-going, and, whilst no one would say that he did not attend to his business affairs, yet he takes things easy, and does not put his whole energy into the work. An outsider visiting the two shops would see a marked difference at once. In one there is a smartness and alertness on the part of the assistants, with no slipshod ways. Everything in the shop is in apple-pie order and every assistant knows exactly where to put his hand on the goods he requires. The window-dressing is changed at frequent intervals, new goods and seasonable lines are pushed well to the front, and the influence of the head of the concern makes itself felt in every corner of the establishment. Moreover, he does not rule merely by precept, but by example. He gets to business sharp to time in the morning, so that his assistants would feel ashamed if they were not there too. They feel that their employer has all the details of the business at his fingers' ends and could do the work of any man in the place from the manager or first-hand down to the errand boy, as well or better than the person in question, and they respect their employer accordingly. Another thing is that although their employer is not soft-hearted, he is eminently just and they know it. A man who is incapable or who shirks his work will not be wanted, whilst another who puts his heart into his work will be wanted badly, and will have his position improved.

About accounts again, these will be kept thoroughly up-to-date and no laxness will creep in here, more than in any other part of the business. Long credits will be unknown, and the amount of dead capital in the business will be very small. Consequently the proprietor will be able to buy on the most advantageous terms, and to get his full discounts for everything. On the other hand, the less successful trader will, quite possibly, be a man of far greater capacity and brain-power than his rival, and capable of rising to any position he might aspire to, if, and this is a large "if," he only had the driving energy and force of character. But he has not got it. And his assistants, although they are all thoroughly honest and mean well, copy the slack ways of their employer. He gets to business late, and so do they; he does not worry about details, more do they; he is untidy, so are they. When any disputed point is raised he gives way to save trouble, so do they. He is lax about money matters himself, and consequently feels ashamed to press his customers for money, and they say to themselves, "Oh, he is a comfortable, easy-going man, he won't press us; let him wait," and he does wait. Consequently he always buys at a disadvantage, and is seldom able to secure cash discounts. Moreover, for want of ready money, he frequently misses bargains that are going, which his rival snaps up.

Taking it only from an advertising point of view, look what a different effect the two establishments must produce upon the public! The windows of one are always more attractive and seasonable than the other to start with; one establishment has always an air of smartness about it which the other lacks, and when the customer gets inside, how differently he is treated! He is served smartly, his wants are anticipated, the assistant puts his hand in a moment upon the goods required, instead of having to hunt for them or to ask whether they are in stock, and the waste of the customer's time is reduced to a minimum. It is a pleasure to a customer to deal at such a "live" establishment. At the shop of retailer No. 2, although the customer may receive equal civility, and the goods may be of equal quality, yet everyone seems half asleep, and the customer cannot help noticing it, and carrying away with him a very bad impression. The accumulation of such impressions, combined with an occasional visit to the shop of

retailer No. 1, will result in the customer transferring his orders from one shop to another. If the proprietors of the two shops were to change places, taking their methods with them, in a very short time we should see the stream of success turned in favor of the previously backward business. The motive power of the proprietor's energy would be driving it ahead.

Advantages of the Cash System.

It is an admitted fact, says Stoves and Hardware Reporter, that merchants who sell for cash can establish a lower-selling price for their goods than where the credit system is used. This, in itself, is not only a substantial advantage as applied to the general run of business, but can also be used in competition with the department stores and catalogue houses. Granting that these concerns buy goods in larger quantities than is possible to the average retailer, and therefore obtain lower prices from the manufacturers, it is yet to be demonstrated that they can give this advantage to the consumer when the latter is obliged to pay freight or expressage on each separate article that he buys. In fact, the freight or express charges quite frequently exceed the difference between catalogue and retailer's prices, when the latter are made on a credit basis, and this difference against the retailer could be entirely removed in most cases if all prices were based on cash. Retailers, both in association and as individuals, complain bitterly of the encroachments made on their business by the concerns referred to, but they have not always taken the best methods of opposing them. The adoption of a cash system is one of these methods, and it also has many other advantages which are evident to anyone who has examined the subject in all its bearings. It is also as well to consider that these concerns are not always so formidable as they are made out to be. A department store in St. Louis is now in the bankruptcy court, and a similar fate recently befel a catalogue house in Minneapolis.

James M. Mullen, grocer, Hull, Que., has made an assignment and Thomas Birks is provisional guardian. His liabilities amount to about \$600, his principal creditors being Albert Newcommon, Hull, \$200; Joseph Grant, Ottawa, \$110.26, and J. Castle, Ottawa, \$82.60.

RISING SUN
IN
CAKES
WELL KNOWN AND RELIABLE

SUN PASTE
STOVE POLISH
IN TINS
GUARANTEED TO THE TRADE

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

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

MORSE BROS., Proprietors, Canton, Mass.

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

OTTAWA TOURISTS' ASSOCIATION.

THE Ottawa Valley Tourist Association has been reorganized and is starting again with a new lease of life. This work was perfected at a meeting on February 11 in the Board of Trade rooms, Ottawa. Geo. F. Henderson occupied the chair, and amongst those present were: Lt.-Col. Coutlee, Lt.-Col. Hurdman, Major Brown, R. W. Shannon, John R. Reid, Andrew Holland, A. G. Pittaway, W. Lake Marler, Louis Simpson, N. E. Cormier, J. E. Walsh, King Arnoldi and others.

It was moved by W. Lake Marler and seconded by Louis Simpson that the association be organized with the following officers: Hon. presidents—Thos. Birkett, M.P., L. N. Champagne, M.P., Hon. F. R. Latchford; hon. vice-presidents, N. A. Belcourt, M.P., Charles Magee, Sir James Grant, M.D., K.C.M.G.; president, George F. Henderson; vice-presidents, C. B. Powell, M.P.P., W. E. Smallfield, mayor of Renfrew; N. E. Cormier, Aylmer, Que.; Peter White, jr., mayor of Pembroke; Colin Rankin, Mattawa, Que.; Mayor Cook; hon. treasurer, W. L. Marler, manager Merchants Bank, Ottawa; hon. secretary, A. M. Calderon, Ottawa; assistant secretary, G. A. White, Ottawa.

General Committee — A. E. Riddell, Galetta, Ont.; A. P. Logue, Maniwaki, Que.; R. G. Moles, Arnprior, Ont.; R. W. Shannon, Ottawa; J. R. Reid, Ottawa; W. H. Rowley, Ottawa; J. E. Walsh, Ottawa; C. Ross, Ottawa; Geo. Duncan, Ottawa; McLeod Stewart, Ottawa; H. Morrison, Ottawa; R. H. Haycock, Ottawa; F. W. Carling, Ottawa; F. X. St. Jacques, Ottawa; H. J. Gardiner, Ottawa; S. R. Poulin, Ottawa; A. Holland, Ottawa; Lieut. Col. Hurdman, Ottawa; W. M. Southam, Ottawa; W. D. Morris, Ottawa; Ald. P. D. Ross, Ottawa; Lieut. Col. Sherwood, Ottawa; Major Brown, Ottawa; A. A. Dion, Ottawa; D. E. Johnson, Ottawa; D'Arcy Scott, Ottawa; Louis

Simpson, Ottawa; E. A. Olver, Ottawa; Ald. Payment, Ottawa; A. E. Palmer, Ottawa; W. A. Allan, Ottawa; Cecil Bethune, Ottawa; Lieut. - Col. Coutlee, Ottawa; Warden Cummings; A. G. Pittaway, Ottawa; Major Echlin, Ottawa; Henry C. Monk, Ottawa; C. A. Douglas, Ottawa; Ald. Sanderson, Ottawa; Lieut. Col. Jarvis, Ottawa; Capt. Gorrell, King Arnoldi.

J. E. Walsh spoke of the Fish and Game Association, which met in Burlington recently and will meet in Ottawa next winter. He thought that a committee would have considerable benefit in distributing literature illustrating the beauties of the Ottawa Valley. He mentioned that the Canada Atlantic had spent on such work last year \$9,000 in the United States, and the C.P.R. and other lines had done similar work also.

N. E. Cormier said that he realized that Ottawa was the gateway of the best game and fish district in the country.

R. W. Shannon explained how the Ottawa City Council had failed to donate the \$1,000 asked for last year towards the work of the Association. He pointed out that the St. John Tourist Association had received a grant of \$1,000 from the Provincial Government, and sufficient from the St. John merchants and council to bring up their funds in hand to \$3,000 for the year. They had distributed 25,000 booklets and 25,000 picture postcards.

A committee was appointed to consider the question of a summer carnival of games, sports and tournament at Ottawa for 1902. A committee was also appointed to consider the resolution that was carried to the effect that it would be advisable to have a concentration of troops and a review at Ottawa some time in the year.

A committee will inquire into the suggestion that a characteristic stationery and literature would be of much value.

The following were appointed to the central executive committee: George F.

Henderson, C. B. Powell, E. E. Smallfield, Major Brown, Ald. P. D. Ross, Mayor Cook, A. Holland, A. M. Calderon, Peter White, N. E. Cormier, E. A. Riddle, C. A. Douglas and C. E. E. Usher.

On motion, the executive were instructed to prepare a plan of finance and to draft a constitution and by-laws for the next meeting.

HAMILTON RETAILERS ORGANIZE.

THE Hamilton retail merchants held a large and representative gathering in the Hamilton Board of Trade rooms, on the evening of February 13, and perfected the work already begun of organizing the Hamilton branch of The Retail Merchants' Association of Canada. Joseph Kirkpatrick was chairman, and about 175 were present.

Speeches were made by E. M. Trowern, Toronto, general secretary of the Association; G. J. St. Leger, 2nd vice-president of the Toronto branch, and G. Shoebotham, vice-president of the London branch. Valuable advice was given in the work of organization and the working of the constitution was explained.

J. O. Carpenter reported for the committee that had been formed to arrange for the organizing work. They had found that everyone was in favor of such an organization.

The following officers were elected:

President—Adam Ballantyne.
1st Vice-President—H. Arland.
2nd Vice-President—R. A. Robertson.
Secretary—G. S. Klein.
Treasurer—John Ronan.

There were 10 sections formed altogether, comprising, amongst other branches, the grocers, butchers, boot and shoe, and hardware merchants. Those various sections were met the following day by Secretary Trowern, and organized on a proper basis.

J. Henry Copp has opened a grocery store in the Hazen Copp new block, Port Elgin, N.B.

A

prompt
5 1/2 c. l.
profits
pay inour cap
bankru
Cakes,

9 Fr

VINEGAR—Nothing Else

Just vinegar, absolutely pure, perfectly clear and sparkling, pleasant, smooth, even flavored, high standard strength, always uniform, ever reliable.

That's **"IMPERIAL"** White Wine

OUR TRAVELLERS WILL BE GLAD TO SHOW SAMPLES—OR SEND YOUR ORDER, MAIL OR 'PHONE.

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

A Word about our Terms.

There still seems to be some misunderstanding as to our terms.
We ourselves and our travellers have not been strict enough in carrying them out.

Our terms are as follows: 10% 10 days, 7% 15 days, 5% 30 days, net cash 35 days.

When goods are sold at a fixed or combined price, we simply add the difference, which makes it no better or no worse for the buyer, providing he pays promptly. For instance—take granulated sugar, at 5c. per lb. The credit wholesale grocer charges you 5c. less 1 per cent., which nets \$4.95; we charge you 5½c. less 10 per cent., which nets \$4.95; but if you do not pay promptly you cannot afford to deal with us. On all lines we manufacture, and on all lines where profits will allow, we try and give you a gain in buying of 7 per cent., which is a nice profit itself, and on these goods you get 5 per cent. 30 days, if you do not pay in 10, which makes terms equal to any in Canada.

We claim it is in the interest of every grocer who pays promptly to deal with us. If he encourages us, we expect when we are able to have the use of our capital to give him such prices that those who buy on credit terms cannot compete with him. The success of our terms means no supply stores, no bankrupt stocks, but straight legitimate competition.

It pays to buy Tea from us, it pays to buy Coffee from us, it pays to buy Baking Powders, Spices, Vinegars, Brooms, Extracts, Jersey Cream Yeast Cakes, etc., from us.

Write to us for a general order of Groceries, then compare prices with your invoices from other houses.

LUMSDEN BROS.

9 Front Street East, TORONTO.

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

"Imperial" Vinegar.

In the history of the vinegar business, no one other year records the enormous output of last year. Never before have the merchants and the consumers of Canada been so well satisfied with this choice condiment. Since the inauguration of the Imperial Vinegar and Pickling Company's works, at Hamilton, the merchants of Ontario, Manitoba, the Northwest Territories and British Columbia are a unit in awarding the palm for excellency of quality and flavour to the "Imperial."

The leading pickle manufacturers of Ontario tell us that, since the inception of "Imperial" Vinegar, the quality of their goods has improved very much, and the demand for them greatly increased.

A bargain is not always what you pay.
It is what you get for what you pay.
"Imperial" Vinegar is always a bargain.

For
sale
by

James Turner & Co.

HAMILTON.

HAVE A LOOK AT

"Imperial" White Wine Vinegar

that our travellers are carrying samples of. Go 'way back in your memory—not so long since either—when you were compelled to handle such questionable mixtures labeled vinegar. There are some on the market yet. Then another look at "IMPERIAL"—it's a revelation—5 grades, every one clear and sparkling, full strength and uniform.

THOS. KINNEAR & CO.

Wholesale Grocers,

49 Front St. East, TORONTO.



THE CANNED GOODS QUESTION.

Editor CANADIAN GROCER,—I have read with interest the letter from "Banker," published in your issue of February 14, on the canned goods question. "Banker" is evidently alive to the situation when he states "that no other manufacturing business is in such a precarious condition as that of the Canadian packers," but the very remedies he proposes, schemes, cooperation and combination, have in the past proved detrimental to the industry, and are largely responsible for present conditions.

The canned goods trade will ever be regulated by the natural law of supply and demand, and the elimination of competition can only be attended by disaster.

The only remedy for the present situation is open prices—resulting in the survival of the fittest—not, as has been the case in the past, the bolstering up of prices, which has enabled persons without capital, brains or experience to compete with those who have all three.

It is true the Dominion syndicate managed

with partial success last year to corner the market. But, in spite of the fortunate circumstances of being able to find a large outlet for tomatoes in the United States (a circumstance which may never occur again) the situation, for the packers at least, is worse to-day than it was a year ago.

If there are factories enough in Canada to supply 25,000,000 of people, and there are only 6,000,000 consumers in the country, then, by natural means, the output of these factories must be reduced to meet the requirements of the population. And this cannot be accomplished by artificial means. The packer who cans the best article, has capital and ability enough to operate his business, will survive. The others must go to the wall.

"Banker" says: "Fully as many canners have failed in business in the last 15 years as there are in business to day." The same can probably be said of the retail grocery business, but how many of those who have failed in either business were adequately equipped with experience and capital?

One of the projects embodied in the present scheme, viz., export, is a delusion. The American market is closed to us by a prohibitory tariff (unless, as has been the

case this year, their own crop is a failure, something which does not occur once in ten years), and as for the English market for canned vegetables there is practically none, from the fact that in England fresh vegetables, home grown, and those grown in the neighboring and more southerly countries of Europe, are for 10 months in the year obtainable in abundance at very low prices.

"Banker" remarks: "Public opinion is generally opposed to anything that savors of cooperation or combination." In this instance the mere fact of compensating by paying interest on the amount invested in three-fourths of the factories in the country while they are idle would, on a cooperative plan, very greatly increase the cost of the product of the other fourth of the factories, which additional cost, it is presumed, would be paid for by the consumer.

No, the misguided consumer is nothing if not selfish. It makes no difference to him what it costs to produce wearing apparel, sugar or canned goods, as long as he can buy them cheap.

The towns and cities which have held out inducements to encourage the starting of canned goods factories without first ascertaining the condition the industry is in



The good treatment of customers is one of the things which has a great influence on the building of trade.

By recommending

MacLaren's Imperial

and

MacLaren's Roquefort Cheese

in white opal jars you will win your customers' confidence.

The A. F. MacLaren Imperial Cheese Co.,

51 Colborne St., TORONTO.

LIMITED.



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YOUR VINEGAR TRADE

It may require just a little more thought than you have been giving it. Vinegar pays better than most retailers think. It pays all the better if you handle an article that cannot fail to give completest satisfaction.

"IMPERIAL" WHITE WINE

is just the vinegar that users who know a good thing are looking for. Has a distinctive and delightful flavor—is delightfully clear and sparkling—a perfect vinegar always.

Our travellers will be only too pleased to show you samples. Just the price of the ordinary standard article.

THE DAVIDSON & HAY, Limited

Wholesale Grocers.

- Toronto.

will eventually be the losers in the transaction, and, without wishing in any way to be personal, so will the bankers who have made advances to those who enter the business with insufficient capital, ability and experience. So long as the supply is greater than the demand for canned goods, prices will be low—often lower than the cost of production. This is an advantage to the consumer; for the sake of the canners a condition much to be deplored, the weakest and least experienced of whom will drop out of the business. The strongest—men of business ability and those who can command an enhanced price for superior quality—it can safely be prophesied will weather the storm.

"A BUYER OF QUALITY."

Toronto, February 17, 1902.

MANITOU CREAMERY CO.

The shareholders of the Manitou Creamery Co., Manitou, Man., held a meeting recently to consider T. T. Gadd's offer for the purchase of their creamery. Mr. Gadd will pay about \$1,050 for the creamery and plant, and will guarantee to run the factory for at least five years or else forfeit his purchase. This was considered satisfactory by a majority vote, and a by-law in accordance with the above terms will be submitted to the shareholders at a meeting on Saturday, February 22, for ratification.

HALIFAX RETAIL MERCHANTS.

ON the evening of February 12 there was a special meeting of the newly-formed Halifax Retail Merchants' Association to consider the reports of its representatives who had been delegated to interview the small shopkeepers, grocers and liquor dealers who had not previously been approached regarding early closing. Nearly all those seen were stated as expressing themselves willing to join in the movement. Some are still holding off to see what the result will be, but it is expected that they will shortly fall into line. Several stores which at present keep open will probably close as soon as they see the others doing so.

A resolution was unanimously adopted calling on the Local Government to grant them legislative powers in the matter of early closing, and the executive committee were instructed to deal with it in the best way possible. They will hold a meeting to consider suggestions, and will report to the Association at its general meeting.

A resolution was also carried calling attention to the fact of a number of merchants refusing to adopt early closing, and urging the citizens to cooperate in the movement by making their purchases before 6.30 p.m.

The offer of the Retail Clerks' Associa-

tion, proffering their assistance in the movement, was accepted.

SUBSCRIPTIONS POURING IN.

The Victoria, B.C., Tourists' Association is being placed on its feet by the support of all classes of citizens. Canvassers have been over about half of the city seeking subscriptions in aid of the Association, and already the sum of \$2,493 has been promised. The collectors will start out in a short time. They are greatly encouraged and helped by the fact that the State of Maine last year secured through summer tourists and sportsmen the sum of \$10,000,000. They are hoping for the same success out there, providing they keep the movement alive for a few years.

RUN DOWN BY AN ENGINE.

The 13-year-old daughter of Alex. Cameron, one of the drivers of The Christie, Brown Co., Limited, was killed on the Esplanade, Toronto, by being run over by a shunting engine while crossing the track. The father of the unfortunate child is much respected by the employes and by the members of The Christie, Brown Co., Limited, and their sympathy with him under the distressing circumstances was exhibited in a practical manner. Mr. Cameron has also the sympathy of the retail grocery trade of Toronto, among whom he is so well known.



A MERCHANT having established a reputation for high-class goods will find little difficulty in getting the price for

UPTON'S Jams, Jellies
and Marmalade

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

Selling Agents,

51 Colborne Street, TORONTO

ANNUAL MEETINGS OF BOARDS OF TRADE.

THE BRANTFORD BOARD.

THE annual meeting of the Brantford Board of Trade on February 12 was well attended. The reports of the president and secretary-treasurer were read and the officers elected for the year 1902.

Mr. Lloyd Harris, the president, commenced his address by alluding to the death of the Queen, and of Mr. Ignatius Cockshutt, the oldest member of the board. Several members also had either removed or resigned, but, nevertheless, by the addition of several new members, there were now 244 on the roll, a substantial increase for the year.

During the year just closed the Bain Wagon Co. had erected new buildings, the Canada Farmers' Cordage Co. had commenced operations and The Bailey Cutlery Co. had acquired new premises and were preparing to increase their output.

The increase in the number of employes was also satisfactory. In 1900 there were 3,896 workmen employed in Brantford, and this number had increased to 4,038 in 1901, an addition of 148, while, at the same time, there was an increase of \$54,419 in the amount of wages paid, the respective figures being \$1,328,017 for 1900, and \$1,377,436 for 1901.

The control of the city parks had been taken over by the parks commission, a body which the Board of Trade had assisted to bring into being. A further responsibility had been added to these commissioners by the gift of the Agricultural Park to the city by the family of the late Ignatius Cockshutt.

The trading-stamp system has also been done away with by the cooperation of the leading retail merchants of the city.

A special committee of the city council had been appointed to cooperate with a special committee of the Board of Trade, and had conferred with the Grand Trunk Railway authorities to obtain the G. T. R. through line via Brantford, besides discussing other matters between that railway and Brantford city. Everything seems to indicate that the G.T.R. will now put its line through Brantford on a reasonable basis.

The treasurer's report showed a balance on hand of \$393.29 for the past year, the total receipts being \$623.88 and the expenditures \$250.59. The total surplus now on hand amounts to nearly \$900, and it was recommended that steps should be taken to provide a new home with this money.

The following were elected by acclamation:

President—Mr. Lloyd Harris.
Vice-President—Mr. John Mann.
Secretary—Mr. Hately.

The following nominations were made for the council and committees. The election will take place next meeting:

Council—J. Ruddy, F. Leeming, T. H. Whitehead, J. Sanderson, J. Muir, C. H. Waterous, J. F. Schultz, D. J. Waterous, C. Cook, H. Yeigh, E. L. Goold, C. Grobb, A. K. Bunnell, J. S. Hamilton, H. Cockshutt, C. Duncan, W. F. Cockshutt.

Transportation—W. G. Elliott, C. F. Hodges, F. Grobb, D. B. Wood, G. C. Schultz, C. H. Waterous, J. Muir, T. Elliott, M. E. Harris, P. Buck, J. M. Shuttleworth, A. J. Olive.

Arbitration—R. W. Robertson, E. M. Shadboit, J. Hale, J. Stanley, A. J. Wilkes, R. Butt, R. S. Schell, T. White, R. M. Fullerton, S. G. Read, W. F. Shannon, J. Nicholl, M. E. Harris, W. F. Patterson, James Sutherland, W. R. Sutherland, W. B. Wood.

City Improvement—Last year's board reelected.
Representative to Southern Fair Board—W. D. Schultz.

Messrs. Bunnell, Yeigh and Duncan were appointed to nominate the retail merchants' committee.

The meeting then adjourned.

THE QU'APPELLE BOARD.

At Qu'Appelle, N.W.T., the Board of Trade has been reorganized. At a recent meeting, the following officers were elected:

President—J. P. Beauchamp.
1st Vice-President—J. P. Creamer.
2nd Vice President—S. H. Caswell.
Secretary-Treasurer—J. C. Starr.

The board is at present making an effort to secure a chartered bank branch for the town.

CANADIAN APPLE TRADE.

According to Mr. Elmer Lick, one of the Dominion fruit inspectors for Ontario, as reported in The Mail and Empire of recent date, a good opportunity is coming for further cultivating the English apple market, and this Canadian exporters should not miss. Every indication seems to point to an exceptionally heavy crop of apples in 1902, after last year's light yield, and by our producers and dealers uniting to place this crop on the British market at a figure that will cover expenses, instead of holding off for high prices, Canadian apples would be within the reach of everybody. Eleven to thirteen shillings per barrel would be about the right selling price, and it would be the best advertisement that could be devised. The market for Canadian fruit would thus

be greatly extended, and in future years a large trade would be insured.

TRADE CHAT.

THE schooner Nellie Thurston has been chartered by the Pacific Fish and Cold Storage Co., and is being fitted up at Nanaimo, B.C., for the halibut fishing trade.

W. A. Matison has purchased D. H. Stevenson's grocery and bakery at Norwich, Ont.

J. Oiser, general merchant, Jarrott's Corners, Ont., has exchanged his store for a farm.

Frederick Hamilton, general merchant, Port Credit, Ont., was united in wedlock one day last week to Miss Andrews, of Milton, Ont.

Frederick Magee, wholesale and retail general merchant, Port Elgin, N.B., has closed the retail branch and will only continue the wholesale business.

Under the direction of Dr. Archibald, Oswego, a glucose expert, the Prescott Starch Works, Brockville, Ont., have commenced manufacturing glucose.

It is stated that a company will locate large rolling mills at London, Ont., and an order has been placed for the purchase of 25 acres of land whereon to commence operations.

By prying open a front door with a chisel, thieves entered John Armstrong's general store at Brigden, Ont., and carried off \$5 in cash and \$150 worth of merchandise, consisting of razors, etc.

The new cigar factory on Sussex street, Ottawa, which has just commenced running, is being conducted as a branch of D. A. Davidson's Kingston factory. Sixty hands are being employed at the outset, and this number will gradually be increased as the business grows.

NEWFOUNDLAND HERRING FISHERY.

The herring fishery is just over at Bay of Islands and was the best for many years. Herring were fairly plentiful, and as much as \$2.25 a basket was given by the Americans for frozen fish. Many fishermen realized \$5 per bbl. on their catches, and 3c. per herring was paid when the schooners were anxious to get away. All the crews did well, but just before the last craft sailed one boat was paid \$75 for what she held. This was a snap not often obtained. A quantity of gear, nets, etc., was lost in the recent gales, but the fishermen do not care now that the voyage is over, and will look forward to make enough next fall to buy another outfit.—Herald, St. John's, Nfld.

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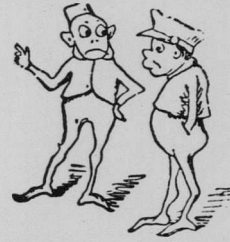
MAKES PICKLES . . .

Look better—taste better—keep better—adds quality and flavor to everything where first-class Vinegar can be used.

“IMPERIAL”

Our traveller will ask but a minute of your time to look at his samples. It will pay you handsomely.

wins the confidence of the housewife and pickle manufacturer. Will increase your Vinegar trade and profits.



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

WHOLESALE GROCERS

TORONTO.

CANADIAN WHEAT AND U. S. FLOUR MILLS.

LAST season's immense crop of wheat in the Canadian Northwest is seriously affecting the milling industry of the United States. On account of the limited capacity of the Canadian mills, this grain has been forced on the market at much lower prices than are paid for wheat on the other side, enabling foreign millers to buy it up, grind it into flour and sell it in competition with the Minneapolis article on the European markets at figures the latter cannot touch.

Another factor in the Canadian wheat's favor is its much better quality. This is evidenced by a recent report from the Chicago Grain Exchange regarding a large sample of Manitoba No. 2 Northern, which was attracting much attention on the market. It was clear, the only blemish being a slight bleaching, and grain men claimed that it looked about as well as wheat that was accepted as No. 1 Northern in Chicago. It was also offered at $6\frac{1}{4}$ to $6\frac{1}{2}$ ¢ cheaper than the Chicago No. 1 Northern.

To protect themselves, the only way that presents itself to the Minneapolis millers is to purchase the wheat in that city, grind it into flour and then reship it to Canada. At present, the only obstacle to this scheme is the import duty of 3¢ per bushel at present imposed, but recent inquiries at the United

States Revenue Department at Washington elicit the fact that there is ample authority in the laws of the Republic for grinding Manitoba wheat in bond in Minneapolis and exporting it when ground into flour. There are two laws covering this point. One was enacted in 1883, and provided for grinding Canadian wheat in the United States which is brought in wagons or other ordinary road vehicles. No duty is to be paid on this wheat, except for such portion as is retained by the miller as toll for grinding. The other law provides for a drawback of the duty paid on raw material imported from Canada or other foreign country manufactured in the United States and exported. One per cent. of this duty is retained by the Department for administration expenses. Regulations prepared by the Department to carry out this law provide that importers shall certify at the port of entry that such wheat is imported for manufacture and export. When the manufacturer of the product certifies to the facts, a rebate of 99 per cent. of the duty is allowed.

As the present state of the milling industry in the Republic is greatly affected, something will have quickly to be done, for there are immense quantities of Manitoba wheat yet to be moved. At Duluth alone there are in storage 4,000,000 to 6,000,000 bushels waiting the opening of navigation for export to Europe. And, if the Minneapolis mills

decide to grind this wheat it will not be the first time that it has been done. It was tried away back in the late seventies, when some wheat grown on the Canadian side was brought into Minnesota and ground into flour. This experiment was successful in the one instance, as it proved that the wheat could be used. It was more a test of quality than anything else. But it was not shown that there were special advantages to be gained, and, indeed, a comparison of the product only served to prove the superiority of the choice Red River Valley wheat over any other. Conditions, of course, in the milling trade and in regard to wheat growing in Manitoba were so different that no comparison with the present time can be of value, but it is interesting to note that with sufficient difference in price it might be possible for the United States millers to go after the Manitoba wheat.

SPICE MILLS BURNED.

The Dominion Spice Mills, owned by Lyman & Sons, 44 Prince street, Montreal, were destroyed by fire, together with their stock and machinery, on February 13, about 2 o'clock in the morning. The total loss will probably reach \$12,000 or \$13,000. This loss is stated to be fully covered by insurance. By the prompt action of the firemen, who were quickly on the scene, the blaze was prevented from spreading to the surrounding structures.

Points of Interest

other breakfast foods. But there is another Point besides that of merit that should interest you. It affords you a better margin of profit.

All along the line, wherever retail grocers have placed our new cereal "Superior Breakfast Cream" in stock, we are receiving renewed assurance of its superiority over

are receiving renewed assurance of its superiority over

North-Western Cereal Co., London, Canada

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

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

JOSEPH CARMAN,
Winnipeg, Man.

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

MENTAL WATERTIGHT COMPARTMENTS.

I THINK I am well within the mark in saying that everyone (including the writer) has his brain built upon the same principle as a modern steamship, namely, in watertight compartments. Every man has his mental limitations, which are frequently very narrow. People often speak of broad-minded men, but as a matter of fact the really broad-minded men are very few and far between. If people would only realize their limitations it would not be so bad, but the majority absolutely refuse to do so, and they are even proud of the watertightness of some of the compartments of their brain, forgetting that, to carry on our metaphor, although the compartment may prevent the water from entering, it equally prevents the water already in that section of the brain from getting away.

THE BUSINESS MAN.

In the case of the business man who has risen from small beginnings and has reached his high position through continual concentration upon his work, the watertightness of the other compartments of the brain is often very apparent. In regard to business matters that man is as keen and as reasonable and as intelligent as anyone could wish for; but get him on any other subject and he is like a child. Far be it from me to suggest that a man should not throw his whole heart and soul into the work that comes before him, but in his own interests he should devote some time to letting a little air into compartments of his brain which are outside business. Even if he has little leisure for really cultivating these compartments, he can at least let the water out and keep them

DRY AND WHOLESOME

and fit for use when the time comes. After all, business is not an end in itself; money is not an end in itself; worldly success is not an end in itself. All these things are only good in so far as they enable a man to make the best of life, and to get the best things out of the world that there are in it. We all know the story of the geocor who made a large fortune, and bought himself a splendid mansion, gave his children the best education money could purchase, and in the end found that he had

NOTHING IN COMMON

with it or them. Reading did not interest him; art and music might as well have only existed on the planet Mars, as far as he was concerned; and in the end he had a small room in that magnificent mansion fitted up like his old shop, and spent the day in weighing out tea and sugar to imaginary customers. That man's hard-won fortune was useless to

him; he would have been as happy—nay, happier—in his shop, struggling with the surrounding competition, and earning £5 to £6 per week. The man who has merely aimed at worldly success will find after a time that, if he attains his object, he can only sit and long, like Alexander, for fresh worlds to conquer. The attainment of the goal for that man is

A TERRIBLE MISFORTUNE.

Afterwards, for him, all real happiness in life has departed.

There is another aspect of the watertight compartment question, which is almost as important as the one I have just been expatiating upon. The man who has succeeded in one particular direction frequently considers that he is an equally good authority on matters of a totally different kind. A man makes money in the grocery trade, for instance, and forgetting that he has neither the knowledge nor the experience, expects to succeed equally well in building speculations or on the stock exchange. Or, he may take up some hobby, such as prints, or pictures, or old china, and forgetting that it is merely a hobby,

MAY TAKE HIMSELF SERIOUSLY

as a connoisseur in such matters; wasting large sums of money in collecting worthless objects, and getting well laughed at by his neighbors.

An even commoner form of the same malady is, for a prosperous man of business to set out to do work connected with his business which can only be accomplished successfully by an expert. Take the drafting of circulars or advertisements, for example, the writing the description of his business, or designing of show-cards, or the arrangement of the facade of a new shop. All such matters had far better be left to those who have

GIVEN THEIR LIVES.

to such work, although there is no reason why the business man should not use his judgment in selecting the best man to do the work, nor why he should not study the work sufficiently to enable him to select that man. I have frequently seen good advertisements and good show-cards completely spoiled by the "finishing touches" which the proprietor has insisted upon making upon them. It is the business of the advertisement writer or the poster artist to know what is the most successful way of attracting the public, and his success in life depends upon his knowing it. His employer would do far better to leave the matter in the hands of the expert than to meddle with what he really does not understand.

Every man's mind has its watertight compartments. In everything else he may be quite reasonable, and capable of form-

ing a judgment or giving of one, but in these water-tight compartments he is careful to allow no air to enter and none of the water to escape. The

PECULIAR IDEAS

these compartments contain may relate to the particular manner of conducting a business, such as, that it is better to sell proprietary articles without profit, or to work 16 hours out of the 24, when the same amount of business could be done in half the time, or to anything else of a like nature. The water-tight compartments may contain ideas on politics or religion or anything else, but there they are; nothing can get in and nothing can get out, and they are impervious to any argument short of a hatchet.—Grocery.

B.C. FRUITS IN ALBERTA.

(From Our Winnipeg Correspondent.)

AMONG the visitors to Winnipeg for the Chess Tournament is Mr. Morrison, manager of The Macpherson Fruit Co.'s branch at Calgary. He gives some very interesting data as to the experience of his house in handling fruit from the Okanagan district of British Columbia last fall, and, in fact, through the present winter.

To all about 35 to 40 cars of fruit were shipped from that district, and a very large part of it was consumed in Alberta. The kinds handled were peaches, plums, pears, crabs, apples, tomatoes, and onions. The fruit began to arrive at Calgary about the third week of August, and from that on to the close of the season; the cars were well and carefully packed and arrived in first-class condition. The number of peaches received was small, the British Columbia people having a market in the Kootenay for about all they can raise. Of plums, the varieties received were Yellow Egg, Pond's Seedlings, Bradshaws, Grosse and Italian prunes and Columbians. These plums were large, finely formed, of delightful flavor, and thin in the skin with a small pit. They also arrived in perfect condition for reshipment for points north, south and east. The pears were equally satisfactory, the abundant sunshine having ripened them to soft yellow with a bloom and free from russet spots. The varieties received were Bartletts, Flemish Beauties, Clapp's Favorite, and for winter stock, Nelles and Beurre D'Anjou. These pears have kept very well; they are full in flavor and very mellow. The crabapples were mainly of the Transcendent variety, and the coloring of this fruit is exceedingly beautiful. Of apples, the varieties shipped to Calgary were Spies, Baldwins, Greenings, Ben Davis, Spitzbergens, Wagoners, Gravensteins, Duchess and Wealthies. All these apples were good and the flavor quite equal to the apples of Ontario and Nova Scotia, and have shown good keeping qualities. The tomatoes were large, smooth and full flavored, and arrived in fine condition for reshipment.

The market in Alberta is as keen for fruit as Manitoba and Assiniboia, and the dealings this past season with British Columbia have certainly been most satisfactory. I can see no reason why the fruit from this district should not come to Manitoba points in just as good condition as Southern fruit and it is certainly much finer in flavor and much of it superior in appearance. A small amount of plums are being dried in the Okanagan district now, and no doubt this industry will increase.

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THE BEET-SUGAR INDUSTRY.

ONTARIO BEET SUGAR ASSOCIATION.

THE third annual meeting of the Ontario Beet Sugar Association was held at the Walker House, Toronto, on February 13, with a good attendance from Wiarton, Berlin, Lindsay, Dresden and other points where the industry is to be located. Altogether, there were about 75 members present. President John Parry, of Dunnville, Ont., was chairman.

A difficulty that has recently arisen is the unexpected opposition shown by the Farmers' Institute delegates as shown in their addresses throughout the country. Several complaints regarding this were made, and F. H. Annis, of Whitby, thought that popular ignorance on the subject was well represented in the Institute organization.

A deputation was formed to wait on the Local Government to ask for men to be appointed who will cooperate with the Institute speakers in educating the farmers in such districts as were necessary. A liberal grant of money will also be asked for, to help the Association in its educational work. The deputation comprises John Parry, W. K. Snider, N. B. Gash, T. A. Smith, F. H. Annis, Hugh Blain, A. E. Flavelle, William Rickett (Newcastle), J. H. Walsh and D. H. Price.

A number of speeches were made on the prospects of the beet-sugar industry in this Province and much information was given on the cultivation of beets by men who had thoroughly studied the subject. It was stated that a good heavy soil with plenty of moisture, such as exists throughout the Niagara district, was best adapted for sugar beet culture.

The election of officers for the year was as follows:

President—John Parry, Dunnville.
 Vice-Presidents—Hugh Blain, Toronto; A. E. Flavelle, Lindsay; W. K. Snider, Wiarton; J. H. Walsh, Dresden; T. A. Smith, Chatham.
 Secretary-Treasurer—D. H. Price, Aylmer.
 Honorary Solicitor—N. B. Gash, Toronto.
 Executive Committee—J. C. Siemon, Wiarton; J. M. Shuttleworth, Brantford; T. H. G. Denne, Peterboro'; L. J. Breithaupt, M.L.A., Berlin; D. A. Jones, Beeton; H. S. Cane, Newmarket; J. R. McCullum, Welland; S. J. Fox, M.L.A., Lindsay; F. H. Annis, Whitby; J. A. Davidson, Dresden; W. D. Cargill, Cargill; T. A. Auld, Amherstburg; D. A. Gordon, Wallaceburg; T. J. Ramsay, Dunnville; B. B. Freeman, Wiarton; James Fowler, Toronto.

A delegation is to wait on the Dominion Government to urge assistance either by a bounty or else by countervailing duties on bounty-fed sugar from Europe. It seems that at the present time the Michigan farmers are after the United States Congress for

additional protection against bounty-fed sugar.

A MEETING AT THORNBURY.

Mayor Pedwell, of Thornbury, presided over a meeting held in that town recently in the interests of The Wiarton Beet Sugar Co. W. K. Snyder addressed those present on the profits to be derived from sugar beet growing, pointing out that farmers in his experience had realized from \$45 to \$90 per acre for their beets. He minutely explained the methods of planting, growing, pulling and marketing. A number of questions were asked and answered, and a number of farmers were induced to give beet growing a trial. It is said that the indications are that a large acreage may be secured in the locality around Thornbury.

THE CLERKS' NEW PRESIDENT.

Mr. Wm. Bail, the newly elected president of The Grocery Clerks' Association, Toronto, was born in that city about 22



W. BAIL
 President Grocery Clerks' Association, Toronto.

years ago. He began the grocery business with J. Coutts, corner of Gerrard and Parliament streets, with whom he remained several years. He then went to H. F. Barker's, corner of Yonge and Agnes streets, where he is still employed.

Will is very popular, both with the customers of the store and with his fellow clerks. As corresponding secretary of the Clerks' Association last year, he was very faithful to his duties, working hard to advance the interests of the Association, and his associates were glad to honor him with the highest office in their control.

THE SOO CANAL 50 YEARS AGO.

The following is from The Toronto Globe of February 14, 1852: "We observe that the Americans begin to move seriously in the work of building a canal at Sault Ste. Marie, and unless the enterprise is immediately undertaken on this side there

seems every likelihood that they will proceed with it during the coming season. The work can be done infinitely better and cheaper on the Canadian side—and no one who looks at the rapidly increasing traffic of Lake Superior can doubt that it is the duty of our Government to take it up at once as a national undertaking and complete it with the utmost despatch. The highest estimated cost is but £70,000."

P. E. I. FRUIT GROWERS.

THE annual meeting of the Prince Edward Island Fruit Growers' Association was held at Charlottetown, P.E.I., on February 12, with a good attendance. D. P. Irving, vice-president, was in the chair. The president's address, which was read, stated his efforts to secure financial assistance from the Provincial Government. He had so far obtained from the Premier, the Hon Donald Farquharson, enough money to supply their immediate wants that were most pressing, and a sufficient sum had been placed in the estimates to enable them to keep their heads above water. The shortness of last season's apple and general fruit crop was unfortunate, but most gratifying was the increased number of new orchards being laid out and planted.

It was suggested that the Association publish a list of apples proved best for shipment to England. A series of meetings had been held in various sections of the Province last season by the Commissioner of Agriculture to give instruction in farming and the art of horticulture. But it was a pity that the Fruit Growers' Association had not been asked to name some of their members who could have found time to attend the meetings and speak on these subjects.

There was a discussion on the best varieties of apples suitable for growth on the Island, that was participated in by John Robertson, A. Moore, John Johnston and a number of others, from which some valuable information was elicited. For the information of those present, a report was read of J. C. Houghton & Co.'s returns from the consignment of apples sold in Liverpool.

J. Clark also read a paper on cranberry culture.

A number of varieties of apples produced in the Province were placed on exhibition and admired by those present. John Robertson's "Inkerman" and A. A. Moore's "Ben Davis" apples were perhaps the best. There were, however, a number of others almost equally as good. And not only apples, but pears and a number of small fruits can be grown in that insular Province for commercial purposes.

The Government was requested, in a resolution, to provide, or else endeavor to obtain cheaper, better and more direct ways of transportation for their fruit than they at present enjoy.

Rev. Father Burke is the new president of the Association, and Alfred Dewar the new secretary.

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.

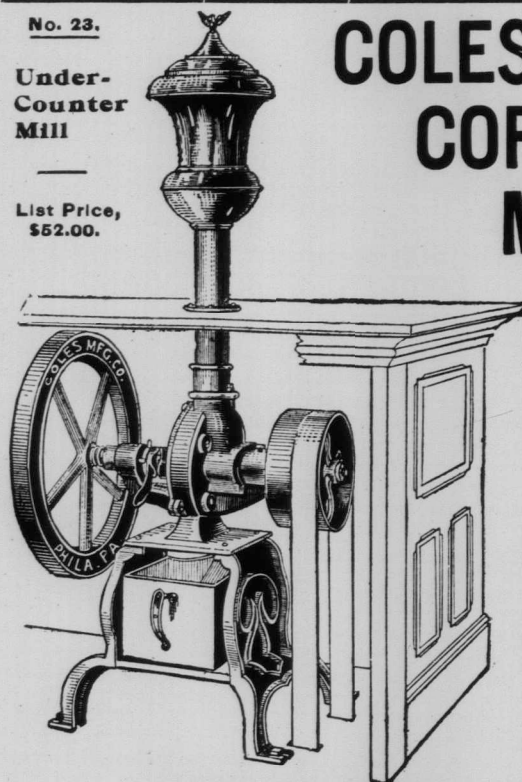
Windsor Salt.

*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 Caf-
fee.

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

**A GREAT
LABOR-SAVER.**

**Our Grinders
wear longest.**

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

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

A CHANCE TO MAKE MONEY

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

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

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

**PICKFORD & BLACK
HALIFAX.**

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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.

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

**UNION WITH NEWFOUNDLAND THE
REMEDY.**

NO scheme for improving the navigation of the St. Lawrence can be complete until Newfoundland is properly guarded by lights and buoys. It would be like fastening the windows of a jeweller's store and leaving the main entrance unlocked.

The Herald, St. John's, Newfoundland, tells us Newfoundland can do nothing on account of her moribund condition financially; and, being outside the Dominion, the Dominion Government cannot spend money on doing what Newfoundland should do, but which she is financially unable to do.

When Avaugour, the new French Governor of Canada, in 1663 wrote home to France, he declared: "The St. Lawrence is the entrance to what may be made the greatest State in the world." While there was, perhaps, some exaggeration in what he said, we to-day have really more solid foundation than he had upon which to

build up hopes of a great future for this country. Of recent years, however, the St. Lawrence route has by no means increased in popularity. Not because its importance is any less recognized. The country is, perhaps, less dependent upon the St. Lawrence route than it was years ago, when the railway facilities to and from Atlantic seaboard ports were not what they are to-day; but it is still the main highway to Canada from Europe, and always will be. What prevents it from enjoying the popularity it should and of attracting the traffic its extent and importance warrants, is that there is not a sufficiency of lights and buoys to properly guard it.

The St. Lawrence is no more dangerous in its natural condition than other similar routes; but the trouble is that the same efforts have not been put forth to put it in as high a state of efficiency as have been made on some river routes in other parts of the world.

We do not for one moment mean to infer that the Canadian authorities have done but little. On the contrary, they have done a great deal; but the trouble is, a great deal more yet remains to be done. And, unfortunately, the difficulty of making the necessary improvements is made all the greater by the matter being in the hands of two countries, for such Canada and Newfoundland really are, instead of one.

This is one among other things that would be facilitated by Newfoundland and Canada becoming one.

LOWER PRICES ON WOODENWARE

A REDUCTION has been made in the prices of woodenware. Pails are down 10c. and tubs 50c. The new and the old prices in Toronto are as follows on the lines of most interest to the grocery trade:

Pails, No. 1, 2-hoop.....	\$1 55	\$1 65
Pails, No. 1, 3-hoop.....	1 70	1 80
Pails, half and covers.....	1 60	1 70
Pails, quarter, jam and covers	1 10	1 20
Pails, candy and covers....	2 40	2 75
Tubs, No. 0.....	8 50	9 00
Tubs, No. 1.....	7 00	7 50
Tubs, No. 2.....	6 00	6 50
Tubs, No. 3.....	5 25	5 75

The cause of the reduction is understood to be the competition of woodenware from the United States.

The imports of tubs and pails into Canada are not large, for, taking all classes, including churns, washboards, pounders,

rolling pins, as well as pails and tubs, the value was only \$60,291 in 1901 and \$43,738 in 1900.

The Customs duty on woodenware is 20 per cent.

THE GROCERY TRADE UNREPRESENTED

IN regard to the recent elections to the council of the Montreal Board of Trade, in which a prominent representative of the grocery trade of the city was defeated, the Wholesale Grocers' Association of Montreal last week submitted the following resolution to the council:

That the members of the Wholesale Grocers' Association hereby express their regret at the result of the recent elections to the council of the Board of Trade, inasmuch as there is now no representative of the wholesale grocery trade on the council; that, considering the importance of the grocery business as a factor in the trade of the city and port of Montreal, it is to be deplored that it is left without a voice in the affairs of the board.

The reply of the council was to the effect that, although they had had nothing to do with the elections, they believed that members should be elected for their "general ability and knowledge of the commercial requirements of the city," and not as representing any particular class of trade.

Of course, there can be nothing further done at present. But the grocery business of Montreal is a very large one—one of the most important branches of trade in the city—and it is generally thought that there should be someone on the council who would be competent to look after its interests. It may be that, as far as other lines of business go, the gentlemen who compose the council of the Board of Trade have a full "knowledge of the commercial requirements of the city," as the council puts it, but they lack a good deal of a complete knowledge of the city's requirements by being ignorant of the grocery business.

The defeated candidate was a business man of the highest standing and ability, and, even apart from his own particular line of business, would have made a valuable member of the council, for it is difficult to find a business man whose interests are more varied or whose work brings him into contact with a greater number of other trades and commercial conditions than the wholesale grocer. The council did certainly not gain anything in prestige by the defeat of this gentleman, and we believe it has lost in actual usefulness in the city's business affairs.

AVOID TOO MANY SUGAR FACTORIES.

WHILE several sections in Ontario, by soil and climate appear to be eminently fitted for the production of beet sugar, it should not be forgotten that it is possible to cripple the industry by creating an excess of factories. Already there are evidences of this possibility, for there are few municipalities in the Province of Ontario in which some effort is not being made to create an agitation in favor of the establishing of a local factory.

It is quite true that Canada imports nearly 337,000,000 lb. of sugar, but it is idle to think that the advent of the domestic-made article is to be followed by an almost immediate departure of the foreign product.

Foreign sugar will for some time, at any rate, prove the main source of our supply. And whatever cane sugars we use we shall, of course, for all time have to import. Last year we imported over 37,000,000 lb. of sugar from the cane-producing countries, not allowing anything for the proportion of cane that might have been in the 17,000,000 lb. of sugar we brought in from the United States. Should Canada successfully negotiate commercial treaties with the British West Indies and the Australian Commonwealth, it would certainly result in an increase in the importation of cane sugar. And then it must not be forgotten that of recent years the efforts of scientists and others have not been concentrated upon devising newer and more economical methods of producing and refining cane sugar. It is upon beet sugars that their efforts in this direction have been centred.

While, as we have already said, we believe the beet-sugar industry can be made profitable in Ontario, the fact has yet to be demonstrated that it will be profitable. Factories are being erected, but the experimental stage, when the sugar is actually being made, has not yet been reached.

There is nothing wrong in the ambition of certain localities to possess a beet-sugar factory. On the contrary, it is commendable. But it is a mistake to allow ambition to override business commonsense, as there seems to be a decided disposition to do.

If all the factories that are now being

floated are actually erected, we feel certain that some of them will prove financial failures. What this would mean is obvious: it would mean not only great loss to the localities which had given them public and private assistance, but, what would undoubtedly be worse, would tend to destroy the faith of capitalists in the possibilities of the industry. At present the possibilities are bright. Do not let us destroy them.

One thing must not be overlooked, and that is that some of those who are actively promoting the beet-sugar industry are men whose chief interest lies in the sale of machinery with which the factories would be equipped.

BETTER TEA MARKET IN LONDON.

Cable advices report a slight improvement at the auction in London on Tuesday, February 18, of Indian and Ceylon teas. No particulars beyond this are to hand.

It will be remembered that, for several weeks prior to this, the London tea market has ruled weak and lower, owing to the heavier auctions. These heavier auctions, in turn, are due to the fact that the arrangement that had existed for several months, whereby the quantity placed on the market was regulated, had been discontinued.

A STRINGENT OLEOMARGARINE BILL.

A BILL to regulate the oleomargarine industry has just been adopted by the United States House of Representatives. It makes oleomargarine or imitation butter or cheese transported into any State or Territory for use, sale or consumption therein subject to the laws of such State or Territory, notwithstanding that it may be introduced in original packages, and imposes a tax of 10c. per lb. on oleomargarine made in imitation of "butter of any shade of yellow." When not made in such imitation the tax is reduced to one-fourth of 1c. per lb.

The second section is intended to prevent dealers, hotel proprietors, restaurant and boarding-house keepers from coloring the uncolored article, by making any person who colors the product and then sells or furnishes it to others a manufacturer within

the meaning of the Act. Penalties for violation of the Act are a fine of not less than \$50 nor more than \$500 and imprisonment for not less than 30 days nor more than six months.

In Canada, the manufacture and sale of oleomargarine is prohibited, and has been for about 20 years. The prohibitive Act reads as follows:

No oleomargarine, butterine or other substitute for butter, manufactured from any animal substance other than milk, shall be manufactured in Canada, or sold therein, and any person who contravenes the provisions of this Act in any manner whatsoever shall incur a penalty not exceeding \$400 and not less than \$200, and in default of payment shall be liable to imprisonment for a term not exceeding 12 months and not less than three months.

DROPS FROM THE EDITOR'S PEN.

Character is essential before credit is procurable.

Poor clerks sometimes drive away good customers.

He who saves his discounts is not likely to lose his business.

A HEAVY FAILURE.

The following are the assets and liabilities of John Lavallee, wholesale general merchant, St. Charles de Bellechasse, Que., who assigned on Thursday, February 13:

ASSETS.	
Stock on hand, about	\$25,000 00
Horses, carriages, etc.	500 00
Fixtures in store	500 00
Bills receivable	37,000 00
Real estate	5,700 00
Total	\$68,700 00
LIABILITIES.	
J. B. Renaud & Cie, Quebec	\$29,120 44
Thibeau, Freres & Cie, Quebec	6,150 37
Drouin, Freres & Cie, Quebec	1,711 57
Renaud & Cie, Quebec	1,520 62
The Rock City Tobacco Co., Quebec	1,148 10
J. Arthur Paquet, Quebec	1,012 83
Whitehead & Turner, Quebec	740 40
The Chinc Hardware Co., Quebec	722 27
A. Joseph & Sons, Quebec	621 35
J. A. Gagnon, Quebec	339 20
B. Houde & Cie, Quebec	284 80
O. L. Richardson & Sons, Quebec	277 43
Parisian Corset Co., Quebec	82 64
Quebec Paper Bag Co., Quebec	39 32
The Gault Bros. Co., Montreal	9,227 52
The Canada Hardware Co. (guaranteed) Montreal	6,450 27
Toe Thos. David-on Mfg. Co., Montreal	822 24
Kearney Bros., Montreal	586 35
J. Finley & Son, Montreal	540 54
James Coristine & Co., Montreal	520 10
The Lang Mfg. Co., Montreal	499 29
The Imperial Oil Co., Montreal	482 83
J. G. McKenzie & Co., Montreal	440 50
P. S. Doyle & Co., Montreal	403 47
Hodgson, Sumner & Co., Montreal	377 77
I. L. Michelson & Sons, Montreal	254 15
Sieyes, Geain & Cie, Montreal	232 00
Wortman & Ward, Montreal	226 68
The Waltham Shoe Co., Montreal	100 63
Lyman, Sons & Co., Montreal	53 75
R. S. Williams, Montreal	23 32
P. Kyle, Montreal	12 02
The Empire Shirt Co., Montreal	9 23
L. Gray I., Montreal	6 28
Wm. Har and & Co., Toronto	247 64
Pugsley, Dingman & Co., Toronto	240 10
Blue Ribbon Tea Co., Toronto	61 00
D. Conboy, Toronto	29 00
Josiah Fowler, St. John, N.B.	506 17
Gananoque Spring Co., Gananoque, Ont.	416 51
J. B. Armstrong Mfg. Co., Guelph, Ont.	394 14
Naz. Turcotte & Cie, Quebec	246 10
The R. H. Smith Co., St. Catharines, Ont.	232 22
The Joliette Tobacco Co., Joliette	219 09
The James Smart Mfg. Co., Brockville, Ont.	223 18
Total	\$67,856 59
INDIRECT CLAIM.	
Peoples Bank of Halifax, Levis	6,425 00
MOR GAGE.	
John T. Ross, Quebec	3,000 00
Total	\$77,281 59

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TRADE IN COUNTRIES OTHER THAN OUR OWN.

PROVINCIAL currants have quite unexpectedly declined 1s. per cwt., and a large business has been done at the reduction. The reduced quotations, however, are by no means general, and cannot be repeated. The statistical position of the article is in no way changed, and the latest reports from Greece would tend to show that holders, although not selling freely, are not at all inclined to accept lower prices, the difference in the market value between the two countries being now about 1s. 6d. per cwt. in favor of London. Such a position will not, of course, exist for any length of time, and the Greek market will either have to give way, or the London market appreciate in value. It would appear to be a desirable time for purchasers, who intend to operate in the near future, to give immediate attention to the matter, as it is evident from the tone of the Greek merchants that they do not intend to give way on their general stocks, or to follow the lead of the sellers of this week, which they claim has been brought about by financial reasons.—Produce Markets' Review, February 1.

CALIFORNIAN FRUIT SHIPMENTS.

Coast advices state: "The railroad company reports a shipment from the Santa Clara Valley for the month of January of 200 carloads of cured fruit, mostly prunes. The crop of 1901 is closely sold up, and with the stocks of 1900 all in the hands of dealers buyers are looking for a firm, steady market. It is estimated that the entire holdings of prunes in the State are not over 550 carloads. There is no doubt that the next crop will find a bare market so far as this Coast is concerned."

CANNED SALMON IN THE UNITED STATES.

Referring to salmon, The Trade Journal says: "There is more inquiry for England. It is stated that English buyers have operated some in the New York market for early wants. Berth room by steamer hence to Liverpool is the same as charged by sail. Steamers leave every two weeks. Some of the local trade has been taking blocks of 500 cases of Alaska medium reds. The Orient has been a fair buyer so far this season. Active preparations are being made for the coming season. There will be an increase in the number of canneries on Puget Sound and also in Alaska, while some of the others will be enlarged."

CANNED SALMON IN LONDON.

There has again been a good country demand for salmon, and prices for the lower grades show an advance of 3 to 4d. per case for the week. It is anticipated that, with the low prices now ruling for this article, a considerable increase in the consumption will take place, and there is every probability of retailers once more making this their leading line.—Produce Markets' Review.

CANNED TOMATOES IN BALTIMORE.

Standard tomatoes have taken a slight advance on lowest quotations in this market and are now \$1.22½ to \$1.25. Aside from the slight interest shown in future tomatoes, there is nothing to report, but a dull market. Buyers are placing small orders for absolute necessity, and buying dozen case lots.—The Trade, Baltimore, Md.

THE OTTAWA ASSOCIATION.

Editor CANADIAN GROCER,—I am glad that my few remarks which you inserted in last week's issue of THE CANADIAN GROCER have moved "Grocer" to reply. In this respect my letter fulfilled its mission as "Grocer" "put up" exactly what was desired, and since my "words, words" and "orotical fireworks" (?) have drawn from "Grocer" an almost specific charge, I will promise to discharge no more, neither will we try to eat up "Grocer," who it would appear is an aged game seriously. "Grocer's" opinions in regard to the case he cites coincide exactly with mine, while some, at least, in our Association differ from us. Strictly speaking, I adhere to my implied impression in my last letter—that the case cited should be characterized a huge inconsistency, and I have so expressed myself to the gentleman indicated by "Grocer." I think it is safe to say that a majority of our members deprecate his price-cutting system of drawing trade, yet "great bodies move slowly," and while it is true that majorities rule, it is not always wise in such cases for even the Ottawa Grocers' Association to be severe in discipline in its infancy. "Moral suasion"—that is the remedy we are experimenting with—dealing gently with the erring one—but, if moral suasion fail, when we grow older and stronger, then, in such cases!!!

I am glad "Grocer" "put up" this case as he has, and now I would again, as one of those who assisted in starting the Association, invite him to "put up" again—this time his name as a member, together with the necessary fee and his assistance, and try, as he says, he would like to "Do us some good." Such men as that all wish to have in our ranks.

One inconsistent critic and one inconsistent member are bad for our Association. So come along friend "Grocer", and of the two wrongs we may make a right.

As this discussion prolonged cannot be of much profit to THE CANADIAN GROCER, I will close my part of it by asking that this final invitation to friend "Grocer" be inserted in your columns.

LESSER LIGHT.

A PROGRESSIVE GROCER.

One of Montreal's best known retail grocers, Mr. John Robertson, of John Robertson & Son, 12 Phillips Square, has been compelled on account of a growing business to take up new premises at 2257 St. Catherine street, where a store is being remodelled and fitted up in the most modern

manner. Mr. Robertson, though not an old man, has been doing business for thirty-two years at his place on Phillips Square, and is known as one of the most successful business men of the city.

ILLEGALLY PACKED APPLES.

W. A. McKinnon, chief fruit inspector for the Dominion, had Eben James, an apple exporter, in the Toronto Police Court on February 17 on a charge of falsely facing 18 barrels of apples. The big ones were packed on top, the little ones below.

Evidence was submitted to prove that the apples in question had been packed in Western Ontario by farmers last October and Mr. James was simply an intermediary. The Government officer whose duty it was to enforce the Fruit Act came across eight barrels which Mr. James had sold and 10 barrels more were found in storage at White & Co.'s.

Considerable argument and evidence was put in, but the magistrate imposed the minimum fine of 25c. per barrel on 18 barrels. No costs were added.

MR. FULLER MARRIED.

At St. Paul's Church, Montreal, on Wednesday, February 19, Mr. Henry J. Fuller, manager of The Fairbank Company, was married to Miss Nancy Archibald, daughter of the Hon. Mr. Justice Archibald, the Rev. James Barclay, D.D., performing the ceremony. After the wedding, which was a very pretty one, a reception was held at the residence of the bride's parents on Mackay street.

Mr. and Mrs. Fuller left in the evening for an extended tour through the Southern States and California.

WORKING NIGHT AND DAY.

Messrs. S. H. Ewing & Son, Montreal, report that their cork factory is working night and day in order to catch up with orders. The demand for corks, Messrs. Ewing state, is exceptionally brisk this season, and they therefore would ask their customers to bear with them for a time, and assure the trade that they are doing their utmost to fill orders as promptly as possible.

Mr. A. B. McDougall, general merchant, of Omagh, Ont., was in Toronto last week, and called on THE GROCER.

Felix Eugene Turcotte and Jos. Eugene Phillippe Bazin, who have been conducting a wholesale grocery and liquor business at Quebec, under the style of Nazaire Turcotte & Cie since January 1, 1902, have registered partnership. In a former issue we erroneously said their place of business was Montreal.

"Don't Be An Ostrich"

By closing your eyes to the dangerous belief that Japan Teas are here to stay.

We could show you volumes of "conclusive" evidence to the contrary, and in direct favor of **"SALADA"** Ceylon Green Tea, that would prove "An Eye Opener."

It's "Purity" against "Impurity." You know what the outcome of this "must" mean.

But of course you know all about such a subject.

You aren't an "Ostrich" are you?

Black or Uncolored Ceylon Green—Both "Salada" brand—Both Lead Packets only.

Wholesale Depots—**Toronto, Montreal.**

Have you seen our new THREE-POUND CANISTER of First Quality Laundry Starch?

IT IS A GILT-EDGED BEAUTY.

And the quality of the goods inside is even superior to the package.

THE BRANTFORD STARCH WORKS, Limited
BRANTFORD, ONT.

ENGLISH TEA

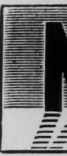
This is a very high-class Biscuit, suitable for the best trade, and worthy a place on the King's table.

We are just putting it on the market. It is not a cheap Biscuit by any means. If you are doing a nice trade you will have a ready sale for it. If not, —

THE CANADA BISCUIT COMPANY, Limited

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

King and Bathurst Streets, TORONTO



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MARKETS AND MARKET NOTES

INFORMATION FOR BUYERS.

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

ONTARIO MARKETS.

Toronto, February 20, 1902.

GROCERIES.

IN staples, business is fair for this time of the year, but there is very little demand for specialities, and generally speaking the wholesale trade is rather dull. The past week has been unmarked by any particularly striking feature, either in regard to any actual business or to prices. The canned-goods situation remains much about the same as a week ago, the movement being fair in both vegetables and fish. Coffees are quiet with the primary markets still irregular and weak. In spices, the strength of pepper is still the feature. In teas a fair trade is being done, but the weakness of the outside markets causes buyers to hold off to some extent. Syrups and molasses are meeting with a fair demand. Sugar is dull, although the tone of the market is a little firmer, but without actual changes in prices as far as the local market is concerned. Currants are rather easier in the primary market, but locally, there is no change. Prunes continue in good demand, and there is a moderate business being done in evaporated apricots and peaches. The shipment of Valencia raisins, due to arrive a week ago, has not, up to the time of writing, yet reached this market, and in the meantime, wholesalers are buying from each other in order to fill orders.

CANNED GOODS.

While buying is only of a hand-to-mouth character in tomatoes, there is a fair business being done. Stocks, in both retailers' and wholesalers' hands are light and prices are firm. The ruling quotations are 90 to 95c., but these are being shaded occasionally in order to meet competition. Peas are getting scarce, particularly extra sifted, which are practically cleaned up. Ordinary quality is quoted at 80 to 85c., and extra sifted at \$1.25. There is a fair demand for peas at 75 to 80c., for ordinary brands. There is, perhaps, a little more demand for canned fruits, but business in this line is still very light. There is a fair demand for sardines, canned haddies, and herrings, and there is a little movement in lobsters. A further slight improvement is to be noted in the demand for canned salmon, and trade in this line is fairly good for this time of the year. We quote: Fraser river sockeye, \$1.42½ for 5-case lots and over, and \$1.45 for less

quantities; Northern sockeye, \$1.25 to \$1.30; cohoes, \$1.05 to \$1.15.

COFFEES.

The outside coffee markets are still weak and unsettled, owing to the heavy receipts of Brazilian coffee at Rio and Santos. Locally, there is, perhaps, a little more doing in Rio coffee, but the volume of business is still small. Roasted coffees are still meeting with a fair demand. The ruling prices on green Rio are as follows: No. 7, 7½c.; No. 6, 8c.; No. 5, 8½c.; No. 4, 8¾c.; No. 3, 10 to 12c.

SPICES.

Pepper is holding very firm. Ginger is a little easier, but advices from the primary markets express the opinion that prices for the coming summer will rule higher than at present. Cloves are without change. Nutmegs are firm and ¼ to 1c. higher in the primary market. Locally, the spice trade is fair, for this time of the year.

RICE AND TAPIOCA.

Business in rice, tapioca, and sago is fairly good. Mail advices from the primary markets report Patna and Japan rice firm, and in the expectation of higher prices urge their customers to

See pages 35 and 36 for
Toronto, Montreal, and St.
John prices current.

place their orders now. Locally, we quote: B rice, 3¼c.; Japan, 5½c. to 6c.; sago, 1c.; tapioca, 4c.

SUGAR.

While both wholesalers and retailers are buying sparingly, there is a firmer tone in the market than there was a week ago. The raw sugar market in Europe is steady. In New York last week there was a slight decline in raw sugar, and at present the market there is at a standstill, and neither brokers or importers are testing the market by offering sugar. They have no supplies on hand which they are anxious to market. It is understood, however, that refiners are still buyers on the basis of 3½c., 3¾c. and 27-8c. for the three standard grades of raw sugar. The receipts of raw sugar in the United States last week were larger than for some time, being 31,177 tons, while the meltings were 27,000 tons. The total stock, last week, in the four United States ports was 85,232 tons against 128,143 tons the same time last year. The total stocks at the close of last week in Europe and America were 3,502,232 tons against 2,562,393 tons a year ago. In New York, on Monday, all the refiners raised their list-price 5 points, making the basis for granulated \$4.80. In Canada no change has been made in prices, but the tone of the market is naturally a little healthier than it was, although no one appears to have any great confidence in the situation.

SYRUPS AND MOLASSES.

There is a fairly good trade being done in both syrups and molasses. Advices from New Orleans say that receipts there are light, and that the market continues firm as to price. Our quotations are now as follows: Corn syrup, 3½ to 3¾c. in bbls. and kegs; sugar syrups, 30 to 32c. for medium, and 35 to 37c. for bright; molasses, 24 to 26c. for medium, and 45 to 50c. for open kettle.

TEAS.

Some of the brokers on the local market have been doing a fairly good business this week in Ceylon teas, particularly in good medium pekoes on importation account. At the present time, importers appear to be able to buy at better advantage in the London market, and the chief business being done is chiefly on that account. These transactions, however, are largely confined to the package tea houses. There has been a little done in Japan teas on spot, but business in this line is quiet on the whole. In Ceylon greens, sales of fine grades are improving. The demand for the cheaper leaf is good, but this description is practically unobtainable. No China green teas are now in first hands, and there are very few in second hands. Mail advices from London, Eng., under date of February 7, say that the sales of Indian teas were rather heavy at the auction and a further decline took place in all grades. Common teas were ¼d. lower and medium descriptions about ½d. The average price at the sales for the week was 72-3d. against 67½d. last year. There was also an easier tone in regard to Ceylon teas, medium grades falling ¼ to ½d. per lb., and common grades were also weaker. The average price was 6.59d. against 7.31d. the same week a year ago.

FOREIGN DRIED FRUITS.

CURRANTS.—Advices from Greece still indicate an easy market. During the week some business has been done on importation account, and there is a good demand from the retail trade. Prices rule as before: Filiatras, 6 to 6¼c.; Patras, 6½ to 7c.; Vostizzas, 8 to 8½c.

VALENCIA RAISINS.—The shipment of Valencia raisins for this market, due to arrive last week, has not, up to the time of writing, come to hand. The steamship Ontanada, with the fruit on board, arrived in New York about two weeks ago, but, as we have already pointed out, it has not yet arrived here. In the meantime, a scarcity is being experienced, and the local wholesalers are buying from one another in order to fill orders. Advices from W. Rogers & Co., Denia, say that there are only about 200 tons of raisins left in Spain, and that these were held at too high a price to allow business to be done on Canadian account. Prices, locally, are steady at 6½ to 7c. for standard brands of selected.

SULTANA RAISINS.—There is not much being done. Prices rule at from 8½ to 12c. Advices from the primary market confirm what has already been said

as to the exhaustion of the supply of fine fruit.

PRUNES.—These are still selling freely, and the tone of the market continues firm. Our quotations are as follows: Californian prunes, 100-110's, 5c.; 90-100's, 5½ to 6½c.; 80-90's, 6½ to 7c.; 70-80's, 6¾ to 7¼c.; 60-70's, 7½ to 8c.; 50-60's, 8 to 8½c.; 40-50's, 8¾ to 10c.

DATES.—Very little is being done. We quote: Hallowees at 4¼ to 4¾c., and Sairs at 4 to 4½c., according to quality.

CALIFORNIAN EVAPORATED FRUITS.—The demand for apricots and peaches continues fairly good. We quote as follows: Apricots, in 25-lb. boxes, 13 to 16c., according to quality, and peaches, 11 to 13c.

GREEN FRUITS.

The cold weather makes trade quiet. The bulk of the movement is in Californian and Valencia oranges, while Mexicans are scarce. Apples are moving slowly and the prices for them are weaker. Cranberries are scarce, but there is a poor demand for them, so the prices remain unchanged. Marmalade or Malaga oranges are now more plentiful, and are down to \$3 by the case, a fall of from 25 to 50c. Pineapples are quiet, and there is a small trade being done in Southern cucumbers and Spanish onions. We quote: Oranges, marmalade, \$3 per case; Tangerine or kid glove, \$8 to \$9 per strip, or \$4 to \$4.50 per half strip; Floridas, \$3 to \$3.25 per box; Mexicans, \$2.25 per box; Californian navels, \$3.25 to \$3.75 per box; Valencias, \$3.75 to \$5.50 per case; apples, \$3.50 to \$5 per bbl.; grape fruit, \$3.50 to \$5 per box; Malaga grapes, \$5.50 to \$7 per bbl.; cranberries, Budd's long keepers, \$9 to \$10 per bbl.; bananas, \$1.50 to \$2 for firsts, and 80c. to \$1 for first eight hands; pineapples, 25 to 35c. each by the case; Southern cucumbers, \$2.25 to \$2.50 per doz.; Spanish onions, large cases, \$3.50; small crates, \$1.10.

VEGETABLES.

Increased quantities of hothouse stuff are being placed on the market, and prices are being correspondingly reduced. Rhubarb is 50c. per dozen, radishes 10c. and lettuce 10 to 15c. per bunch lower. Potatoes are scarcer, and the prices are firmer. We quote: Green onions, 10 to 15c. per doz.; rhubarb, 75c. to \$1 per doz.; carrots, parsnips and beets, 20c. per peck; turnips, 15c. per peck and 35c. per bag; lettuce, 25 to 40c. per doz.; radishes, 40 to 50c.; mint and parsley, 20 to 25c.; celery, 50 to 60c.; red cabbage, No. 1, 5 to 10c.; cabbage, 40 to 60c. per doz.; dry onions, \$1 to \$1.25 per bag; potatoes, 75 to 80c. per bag; artichokes, 60c. per bush.

COUNTRY PRODUCE.

EGGS.—More fresh eggs are now coming in, and the price has declined another 1c. Greater receipts of eggs are looked for from this out. We quote: Strictly fresh, 24 to

25c.; held fresh, 20 to 22c.; cold-stored, 19 to 20c., and limed, 17 to 19c. per doz.

BEANS.—The trade still continues good, and prices are firm. We quote: Choice hand-picked, \$1.70 to \$1.85; prime, \$1.40 to \$1.60 per bush.

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

DRIED AND EVAPORATED APPLES.—The quietness in dried apples is very pronounced, but evaporated are in good demand and the prices for the latter are firm. We quote: Evaporated apples, 9¾ to 10c. in carlots and 10¾c. in less quantities. Dried apples 5 to 6c. per lb.

POTATOES.—Prices have gone up 2 to 3c. per bag in carlots, owing to a slight slackening in the receipts. We now quote potatoes at 63 to 65c. per bag on the track, and 75 to 80c. in less quantities.

BUTTER AND CHEESE.

BUTTER.—The better loads and more favorable weather have had the effect of increasing the arrivals of butter, but the prices still keep steady. The demand for choice lots is brisk. Medium-grade tubs are lower. We quote: Choice 1-lb. prints, 17 to 18c.; large rolls, 16 to 17c.; tubs, best quality, 15 to 16c.; tubs, medium grade, 13 to 14c. per lb.; bakers' lots, 10 to 12c. Creamery prints are worth from 21 to 22c., and creamery solids, 20½ to 21c. per lb.

CHEESE.—The market still continues strong and prices are unchanged. The local trade is good and the demand for export shows indications of being brisk, making cheese men confident of a big season's business. We quote cheese at 10½ to 10¾c., and twins at 11c. in small lots, while greater quantities are worth 10 to 10½c.

POULTRY.

DRESSED POULTRY.—Turkeys are more numerous, but the prices are firmer, having advanced 1c. A number of frozen birds are being offered at 9 to 10c. Very few chickens have been received, while the receipts of ducks and geese are practically nothing and prices quoted for them are only nominal. We quote: Chickens, 50 to 90c. per pair; ducks, 90c. to \$1.20 per pair; geese, 8 to 9c. per lb.; turkeys, 11 to 13c.

LIVE POULTRY.—Business in live poultry is practically at a standstill, partly owing to the severe weather and partly because the surplus of chicken and fowl has been practically drained out of the country before this. The Canadian Produce Co. Limited, 36 and 38 Esplanade street east, Toronto, will pay, until further notice for live chickens, 8c., for ducks and turkeys 10c., for geese, 6c. per lb. All must be

young birds. For hens, 5c. per lb. Dressed poultry, dry picked (except hens), ½c. lb. higher. These prices are for weight on arrival. Crates for live poultry supplied free, and express paid up to 50c. per 100 lb. of chickens. No thin birds will be taken.

FISH AND OYSTERS.

Recent frosts in Baltimore, Md., have affected the oyster catch to such an extent that exporters have only been able to half fill their orders lately, causing them to advance here 25 to 50c. per pail. They are now worth in Baltimore \$1.25 per wine gal., which is equivalent to about \$1.50 imperial. The stocks of some lines of fish are growing quite low, and so trout have advanced ½c.; halibut, 4 to 5c.; perch, 1c., and B. C. frozen salmon, 2c. per lb. We quote: Fresh and frozen fish—Codfish, 6 to 8c.; whitefish, 6½ to 7½c.; herring, 4 to 5c.; trout, 7½c.; halibut, 10 to 15c.; haddock, 5c. per lb.; perch, 5c.; British Columbian salmon, fresh, 20c., frozen, 11c.; Labrador herrings, \$3 to \$3.25 per 100-lb. bbl. 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, \$7.25 to \$7.50 per large pail, or \$4.50 per small pail; selects, \$4.75 to \$5 per pail.

GRAIN, FLOUR AND BREAKFAST FOODS.

GRAIN.—The movement of Manitoba and Northwestern wheat is small, owing to the limited supply of cars. The prices are unchanged at 87c. per bush. for No. 1 Manitoba hard wheat, 83c. for No. 1 Northern and 80c. for No. 2 Northern grinding in transit Sarnia, or 1c. less than these prices for Toronto and west. On the local market the receipts have been light, and white and red Ontario wheat is 1c., goose ½c., oats 1c. and buckwheat 2c. higher. We quote prices paid by buyers on the street: White and red Ontario wheat, 71 to 77c.; goose, 66½ to 67c.; oats, 46 to 47c.; rye, 59c.; barley, 54 to 63c.; peas, 80 to 85c.; buckwheat, 60c.

FLOUR.—Trade continues to improve, and the market is steady. We quote: Ontario patents, in bags, \$3.70 to \$3.80; Hungarian patents, \$4.05; Manitoba bakers', \$3.80;

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BUTTER AND EGGS. POULTRY AND GAME.
FRUITS OF ALL KINDS IN SEASON.
EARLY VEGETABLES.
POTATOES IN CAR LOTS. Consignments Solicited.
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56-lb. Boxes with 2 Wire Fasteners. F.O.B. Toronto.
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We will quote you CLOSE PRICES.

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

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FRUIT, PRODUCE AND COMMISSION MERCHANTS.

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DRIED FRUITS

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

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

Get our prices before buying.

CLEMES BROS., TORONTO

straight roller, \$3.40 to \$3.50 per bbl. in Toronto.

BREAKFAST FOODS—There are indications that the demand for rolled oats and oatmeal, which has been slack during the past two months, will shortly improve, as the stocks which dealers bought up in anticipation of a rise are becoming lighter. Prices are firm. We quote: Oatmeal, standard and granulated, in carlots on track here, \$5.05; standard rolled oats in carlots on track here, \$4.80; in bbls., 15c. more; broken lots are 20c. per bbl. extra; rolled wheat, \$2.50 in 100 lb. bbls.; cornmeal, \$3.75; split peas, \$4.75; pot barley, \$4.50, in 196 lb. bbls.

HIDES, SKINS AND WOOL.

The market is steady and prices are about the same as last week. The trade still continues moderate. We quote what buyers pay on arrival:

HIDES—We quote: No. 1, green, 7c.; No. 2 green, 6c.; No. 1 green, steers, 8c.; No. 2 green, steers, 7c.; cured, 7 3/4 to 8c.

SKINS—We quote: No. 1 calfskins, 9c.; and No. 2, 7c.; deacons (dairies) 55 to 60c. each; sheepskins, 65 to 80c.; deerskins, 12 1/2 to 14c. per lb.

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

SEEDS.

The close of the export season for red clover has resulted in a slight decline of 20c. per bushel in that article. Alsike, on the other hand, is quite brisk, and prices have been advanced 50c. per bushel. Timothy is quiet. As usual, a little more will be paid for extra fine lots. We quote buying price at outside points: Red clover, \$4.50 to \$4.60; alsike, \$7 to \$8, and timothy, \$2.50 to \$3.25 per bush.

MARKET NOTES.

Oysters have advanced 25 to 50 cents per pail.

Malaga or marmalade oranges are down 25 to 50 cents per box.

Fresh eggs are 1c. per dozen lower. Dressed turkeys are 1 to 2c. per lb. higher.

Red clover has fallen 20c. per bushel, while alsike has been advanced 50c.

Red and white Ontario wheat is 1c., goose wheat, 1/2c.; oats, 1c., and buck wheat, 2c. higher.

The price of fresh trout has been advanced 1/2c., halibut, 4 to 5c.; perch 1c., and B. C. frozen salmon, 2c. per lb.

PERSONAL MENTION.

Mr. John T. James, general merchant, Bridgeburg, Ont., was in Toronto on Wednesday.

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

QUEBEC MARKETS.

Montreal, February 20, 1902.

GROCERIES.

THE only feature of this week's market that is causing wholesale grocers any uneasiness is the scarcity of green cod. There are practically none of the larger or medium sizes, and as the demand for this fish is always great during Lent, jobbers are missing a good thing. Buyers have to fall back on the small sizes, and at the rate these are going out there may be a scarcity of them also before long. Prime white pea beans have weakened somewhat. They are quoted now at \$1.40 to \$1.50 per bushel. Better prices can be obtained by retailers on wooden ware, the United Factories, which manufacture these goods, having decided to grant a special trade discount to all buyers of carload lots. The market is practically bare of small cheese. Sisal rope is $\frac{1}{2}$ c. higher, and buckwheat, for which there is a good demand, is rather scarce.

SUGAR.

Local quotations on sugar remain unchanged. Granulated is worth \$3.90 and yellows, \$3.15 to \$3.80. An advance of 5c. has taken place on the New York market, but this has not affected the market here, nor will it. Another advance of 5c., however, would likely send up prices here also. Business is still rather quiet.

TEAS.

There is a fair demand for teas, for the season, and prices are firm all around. Japans and gunpowders are moving out fairly well. There are almost no low-grade Japans on the market. Ceylon green teas have advanced 1c. per lb. all round. Shipments of the new crop are now on the way to this market, and their arrival will likely make a change in prices. Reports from the London market state that The Indian Tea Association has taken up the subject of restricting the output during 1902. A yield equal to that of the current season could be handled at a similar level of prices, and might possibly tend to an improvement, while a large increase in the production would bring about very low prices, which are not satisfactory to any section of the trade. The quality of Ceylon teas offered in January, was, in many cases, inferior to that offered in the same period last year, and though there were 31,000 packages less offered, the quotations were lower. High prices were obtained for choice qualities of broken pekoes. Eleven thousand packages of Java teas were offered, and quotations on the lower grades showed some weakness. China teas, in the common grades, were in poor demand. Green teas continued firm.

SYRUPS.

The Lenten season has stimulated the demand for syrups, and jobbers report an active demand. There is nothing new in prices, which continue firm. We quote corn syrups as follows: $3\frac{1}{2}$ c. in bbls;

$3\frac{1}{2}$ c. in $\frac{1}{2}$ bbls.; $3\frac{3}{4}$ c. in $\frac{1}{4}$ bbls.; \$1.60 in 38 $\frac{1}{2}$ -lb. and \$1.20 in 25-lb. pails.

MOLASSES.

The demand for molasses has also much improved. The market remains firm. Barbados is worth 29c.; Antigua, in single puncheons, 24c.

CANNED GOODS.

There is a good demand generally. Canadian "Fine French" peas appear to be scarce on this market. What stock is held here is bringing \$1.10 to \$1.15. Ordinary peas run as low as 82 $\frac{1}{2}$ c. Tomatoes remain at the same price. Canned salmon, has, of course, increased in demand owing to Lent, but there are no changes in prices. We quote as follows: Peas, 82 $\frac{1}{2}$ c. to \$1.15, according to quality; corn (ordinary stock), 80c.; tomatoes, 92 $\frac{1}{2}$ to 95c.; gallon apples, \$2.70 to \$2.80; 3-lb. apples, \$1. Salmon, \$1 to \$1.05 for pink; \$1.30 for spring; \$1.32 for Rivers Inlet red sockeye; \$1.45 for Fraser River red sockeye, and \$1.42 $\frac{1}{2}$ to \$1.45 for Clover Leaf talls.

SPICES.

Trade is quiet, and there is nothing new to report. Prices are 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.

Tapioca is in good demand now, and will continue so throughout Lent. There are no prices on Patna rice made here; imported Patna rice remains firm. We quote in combine district as follows: 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 $\frac{1}{2}$ to 4c.

FOREIGN DRIED FRUITS.

CURRENTS.—There is a moderate demand. We quote: Fine Filiatras, in $\frac{1}{2}$ cases, 5 $\frac{1}{2}$ c.; cleaned, 6c.; 1-lb. cartons, 8c.; finest Vostizzas, 7 $\frac{3}{4}$ to 8c.

VALENCIA RAISINS.—Prices are very firm. Finest off-stalk, 5 $\frac{1}{2}$ c.; selected, 6 $\frac{1}{2}$ c.; layers, 6 $\frac{1}{2}$ c.

CANDIED PEELS.—Trade is fairly good. Orange peel is worth 11 $\frac{1}{2}$ c.; lemon peel, 10 $\frac{1}{2}$ c.; citron, 16 $\frac{1}{2}$ c.

MALAGA RAISINS.—There is a small movement at steady prices. We quote as follows: London layers, \$1.50 to \$1.60; "Connoisseur Clusters," \$2.15 to \$2.25; 1's, 65 to 70c.; "Royal Buckingham Clusters," \$3.30 to \$3.35; 1's, \$1.05 to \$1.10; "Excelsior Windsor Clusters," \$1.50 to \$1.60; 1's, \$1.30 to \$1.40.

DATES.—Trade has improved. Hall-owee dates are worth 4 $\frac{1}{2}$ to 4 $\frac{1}{4}$ c.

FIGS.—There is nothing new to report. A small but steady demand is experienced. Layer and tapnet are worth \$1.15.

CALIFORNIAN RAISINS.—There are practically none to be had from the primary markets, and the price is firm. Seeded sell for 9 $\frac{1}{2}$ to 9 $\frac{1}{4}$ c. per lb.

PRUNES.—Business in prunes is active. Prices are steady. We quote: 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.

NUTS.

There is not much doing. Quotations are now 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.

CALIFORNIAN EVAPORATED FRUITS.—Trade is quite active. Apricots sell for 11 $\frac{1}{2}$ c.; peaches, 10 $\frac{1}{2}$ c.; pears, 10c.

BUTTER AND CHEESE.

BUTTER.—The butter market is still firm, and there is a good demand. Finest creamery stays at 22 to 23c. There are a few grades of No. 2 creamery on the market, and they sell for 20 to 21c., but the demand is for the better class of goods. Large rolls are worth 17 $\frac{1}{2}$ to 18c.

CHEESE.—There is an improvement in the market this week. There is an increased demand from English buyers, who are coming to the end of their stocks and must have the goods. They are, at present, feeling their way on the local market, and higher prices are bound to come before long. There is no quotable change in the cables, still the Canadian holders' price of 51 to 52s., is being obtained for the finest goods. White is quoted at 49 to 50s., and colored at 52s. The local market is firm at 10 to 10 $\frac{1}{2}$ c.

COUNTRY PRODUCE.

EGGS.—Stocks of cold storage and pickled eggs are practically exhausted, and what is still left is in the hands of one or two dealers. As high as 30c. has been obtained for pickled and held-stock this week. New-laid eggs are arriving more freely. Consumers must use this class of eggs for all purposes, and sales range from 32 to 35c., according to quality. This price is, however, not expected to last more than a few days, and country shippers are being advised to use great care in buying now, or a big loss may result. The trade has no confidence in the market, and they are likely to be only too willing to break the price when the least occasion warrants it.

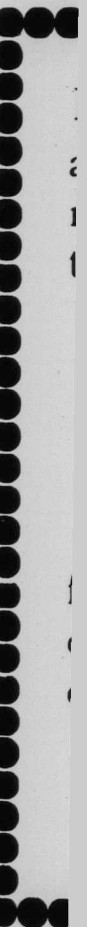
HONEY.—There is a steady demand. The market is quiet and prices remain unchanged. We quote: Buckwheat, in comb, 8 to 9c.; strained, 6 $\frac{1}{2}$ to 7c.; white clover comb, 12c.; white extracted, 9 to 10c. per lb.

ASHES.—There is nothing new. A good demand continues. We quote as follows: First pots, \$4.40 to \$4.45; seconds, \$3.95 to \$4; pearls, \$6.75 to \$7 per 100 lb.

DRESSED POULTRY.—Receipts of poultry are very light in all lines, and prices are firm. We quote as follows: Choice turkeys (frozen), 11 $\frac{1}{2}$ to 12c.; ordinary, 10 $\frac{1}{2}$ to 11c.; choice chickens, 10 to 11c.; choice geese, 7 to 8c.; fowl, 5 to 7c. per lb.

GREEN FRUITS.

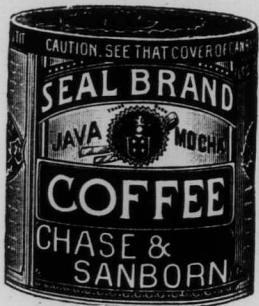
There is a fair trade doing. Canadian apples are 25c. lower per barrel for the lower grades, the present shipments not being of as good quality, and the price now ranges from \$4.25 to \$5.50 per barrel. Californian navels have all advanced 25c. per box, in sympathy with the recent rise on the primary market. Messina lemons are still firm at \$2.75 to \$3 per box. We quote: Jamaica oranges, in bbls., \$1.50 to \$4.75; in boxes, \$2.75; Florida oranges, \$3.50 to \$3.75; Cali-

grow
From

“Manufacturing” Coffee.

A spoon, you say, is a manufactured article. But coffee--well, it just grows! Coffee is really a manufactured article. Nature quits at the tree! From the tree to the cup, coffee passes through a great variety of processes.

The market value of coffee depends upon what man does after nature has finished. It is in this respect that our coffees have made their great reputation.



Quality inspires CONFIDENCE -- which is the foundation of a staple and prosperous business. Our coffees furnish the FOUNDATION. Why not build on them?

CHASE & SANBORN, Montreal

Every grocer appreciates the fact that there is no other article about which it is necessary to be so particular as extracts. So much depends upon their strength, their purity and their richness to make a cooking just right. See that your customers can obtain

Jonas' Flavoring Extracts

from you, and you need never fear as to the result. Experienced cooks and housekeepers who have tried them will corroborate our claim that they are the most reliable.

SEND FOR PRICE LISTS.

HENRI JONAS & CO., MONTREAL.

formian sunflowers, \$3.50 to \$3.75; Valencia oranges, 420's, \$3.25 to \$3.50; 420's, Jumbo, \$1.75; 714's, \$4.50; Messina lemons, \$2.75 to \$3 per box; pineapples, 20 to 30c.; Canadian apples, \$4.25 to \$5.50 per bbl.; coconuts, \$3.50 per bag of 100; bananas, No. 1, \$1.75 to \$2.25, and eight hands, \$1 to \$1.50; Spanish onions, \$1.10; sweet potatoes, Vineland's, \$4.75 to \$5.50; Malaga grapes, \$5.50 to \$7 per keg; cranberries, \$7.75 to \$10.50; barrel onions, \$3.25; red onions, \$3.50; yellow, \$3.25; chestnuts, 10 to 11c.; Italian chestnuts, 12½c.; Florida tangerines, \$3.25 per box; Californian tangerines, \$1.75 per box; grape fruit, \$4.25 per box; Florida tomatoes, \$4.50 to \$5.00 per crate; fine Spies, \$5 to \$5.50.

LIQUORS.

SCOTCH WHISKIES.

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

CANADIAN WHISKIES.

	In barrels per gal.
Gooderham & Worts, 65 O. P.	\$4 50
Hiram Walker & Sons	4 50
J. P. Wiser & Son	4 49
J. E. Seagram	4 49
H. Corby	4 49
Gooderham & Worts, 50 O. P.	4 10
Hiram Walker & Sons	4 10
J. P. Wiser & Son	4 09
J. E. Seagram	4 09
H. Corby	4 09
Rye, Gooderham & Worts	2 20
" Hiram Walker & Sons	2 20
" J. P. Wiser & Son	2 19
" J. E. Seagram	2 19
" H. Corby	2 19
Imperial, Walker & Sons	2 90
Canadian Club, Walker & Sons	3 60
	Less than one bbl per gallon.
65 O. P.	\$4 55
50 O. P.	4 15
Rye	2 25

CHAMPAGNE.

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

	Per Case.
Comte de Castellane—	
Cuve Reservee... { Quarts.....	\$12 00
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—	
Sec and Extra Sec.....	\$28 00
Mumm's—	
Extra Sec.....	28 00
Pints.....	30 00
Moet & Chandon—	
White Seal.....	28 00
Brut Imperial.....	31 00
Pints.....	33 00
Perrier-Jouet—	
Brut.....	28 00
Reserve Dry.....	28 00
Pints.....	30 00

GIN.

	Per Case.
Pollen Zoon—	
Red, cases of 12 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, " 12 ".....	10 75
Blue, " 12 ".....	5 40
Poney " 12 ".....	2 50

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

FISH.

There is a brisk inquiry for fish, and prices, on some lines, are firmer. No. 1 green cod is scarce; only the small sizes are in supply. Labrador salmon, of the best quality, is also hard to get, though there is enough of poorer grades. There are no quotable changes. We quote: Haddies, 6c.; bloaters, 90c. per box; kippers, 90c. per box; smoked, medium herrings, 11c. per box; fresh haddock and cod, 3½c. per lb.; whitefish, 6½c.; dore, 5½c.; pike, 4½c.; halibut, 12½ to 13½c.; salmon, 12½c.; trout, large and medium, 7c.; No. 1 herrings, Nova Scotia, \$5.25 per bbl.; No. 1 herrings, Nova Scotia, \$2.80 per ½ bbl.; No. 1 Holland herrings, \$6.50 per ½ bbl.; No. 1 Scotch herrings, \$6.50 per ½ bbl.; No. 1 Scotch herrings, 98c. per keg; Holland herrings, 72c. per keg; salted eels, 6½c. per lb.; No. 1 green codfish, \$5.75 per bbl.; No. 2, \$4.50; large, \$6.50; No. 1 green haddock, \$4.25 per bbl.; No. 1 pickled sardines, \$5.50 per bbl.; No. 2 mackerel, \$12.50 per bbl.; No. 3 mackerel, \$9 per bbl.; cod, 1 and 2-lb. blocks, 6c. per lb.; loose boneless cod, 5c. per lb. in 40-lb. boxes; dressed codfish, \$4.80 per case; dry codfish, \$4.65 per 112-lb. bundle; No. 1 Labrador salmon, \$17.50 in tierces; No. 1 Labrador salmon, \$12 per bbl.; No. 1 Labrador salmon, \$6.25 per ½ bbl.; No. 1 B.C. salmon, \$6 per ½ bbl. and \$11 per bbl.; standard bulk oysters, \$1.30 per gal.; select bulk oysters, \$1.50 per gal.; Malpeque, Blue Point and other shelled oysters, \$6 per bbl.; clams, in shell, \$4.50 per bbl.; Marshall's kippered herrings, and same with tomato sauce, \$1.45 per doz.; Canadian kippered, \$1 per doz.; Canadian ¼ sardines, \$3.75 per 100; canned Cove oysters, No. 1 size, \$1.30 per doz.; canned Cove oysters, No. 2 size, \$2.20 per doz.

FLOUR AND GRAIN.

FLOUR.—There is a moderate trade doing in flour. Small lots are being taken by buyers in the country, and also by local buyers. Prices are steady. We quote as follows: Spring wheat patents, \$1.05 to \$1.30; winter wheat patents, \$3.85 to \$3.95; straight roller, \$3.60 to \$3.70; strong bakers', \$3.80 to \$4.

GRAIN.—The grain market is quiet. Oats are in good demand, and prices are firm at 47½c. Peas are quiet at 80c. We quote as follows: Manitoba, No. 1 hard, 73c.; peas, 80c.; rye, 63 to 64c. (carlots in store); feed barley, 54c. in store; oats, 47½c.; buckwheat, 53½ to 54c., east; corn, 65 to 66c.

OATMEAL.—There is a small movement, with a marked decline in rolled oats. Prices are \$5 to \$5.30, in barrels, and \$2.45 to \$2.47½ in bags. Other oat-meals, granulated, standard and fine oat-meal, have also weakened. Pot barley is

also affected, and it is now quoted at \$2.25 per bag.

FEED.—There is a good demand for feed at steady and unchanged prices. We quote as follows: Ontario bran, \$20; mouille, \$28; Manitoba bran, \$20 to \$21; shorts, \$22 to \$23 per ton, including bags.

BALED HAY.—Trade is still quiet and prices are easy. No. 1 timothy is worth \$10 to \$10.50; No. 2, \$9 to \$9.75; clover, mixed, \$8 to \$8.50; clover, \$7 to \$7.50 per ton, in carlots.

MONTREAL NOTES.

Ceylon green teas are 1c. higher. Rolled oats are 20c. per barrel lower. All Californian navel oranges have advanced 25c. per box.

Canadian apples are arriving in poor quality, and the price has dropped 25c. per barrel.

No. 1 green cod is very scarce, and buyers have to fall back on the small sizes. When these have been exhausted, it is doubtful if more can be obtained.

NEW BRUNSWICK MARKETS.

OFFICE OF THE CANADIAN GROCER.

St. John, N.B., February 15, 1902.

BUSINESS is still rather quiet, except as it relates to winter export shipments. The business this winter is particularly satisfactory. The Canadian Pacific Railway find that even with their largely increased facilities they are with difficulty handling the very large amount of freight seeking shipment from here. This means much work to be done the coming summer, that we may have everything ready for what is sure to be increased business another year. In the markets there is little of particular interest. Beans and oatmeal continue to tend easier in price. Sugar is still very low, and easy. Cream of tartar is low. New rice, which is now offered, is much better in quality than for some years, and the price is low with the market easy.

OILS.—In burning oils the low price is still held. While shipments are large the influence of increased daylight is felt. In paint oils, linseed has been advanced, but in the local market is still lower than would be possible if imported at present prices. Turpentine is also higher. The season of demand is about here. Benzine is unchanged. In lubricating oils, the market is firm. There is a large business being done for later shipment.

SALT.—In Liverpool coarse salt there is a continued good demand. Regular shipments are received weekly. Prices are firm. In fine, there is less English factory-filled imported than in any previous season, the Canadian having the demand. We quote: Liverpool coarse, 50 to 60c.; English factory-filled, 95c. to \$1; Canadian fine, \$1 per bag; cheese and butter salt bulk, \$2.40 per bbl.; 5-lb. bags, \$2.85 to \$2.90 per bbl.; 10-lb. bags, \$2.70 to \$2.75 per bbl.; 20-lb. wood boxes, 22c. each; 10-lb. wood boxes, 14c. each; cartons, \$2 per case of 2 doz.;

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SUGAR Present \$4.85; br sible adv

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COFFEE and stanc 9½c. per l

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Hungari \$1.85; A Imperial Lake of Roses, \$ \$1.65; 2 garian

few changes of prices during the week and the market, in most lines, is steady and without prospect of immediate change, the only article that is showing much variation being sugars, which, on Saturday morning we reported as having again advanced 10c., but this report was not confirmed and for the moment prices stand at last week's decline.

SUGARS.—The market is unsteady. Present quotations are: Granulated, \$1.85; bright yellows, \$1.20, with a possible advance by Monday morning of 10c.

SYRUPS.—Corn syrups are very firm and prices have advanced in other markets. The quotations here are still 3½c. for barrels, but higher figures are looked for soon.

COFFEE.—There is a very fair demand and standard Rio No. 5 is worth 9¼ to 9½c. per lb.

RICE.—China rice is in fair demand and with prices unchanged. Japan rice is rather peculiar. The crop is reported very large, but sellers are asking good figures and it is not expected that No. 1 Crystal Japan will drop below a selling price of \$1.75 per cwt.

CANNED GOODS.—The situation is without change. Tomatoes are still held at \$2.25 to \$2.30 per case, though if any new purchases were made the price would certainly have to be higher, as they could hardly be laid down here for those figures. The merchants here state that should the packers again advance the price, as they are talking of doing, it would mean a greatly restricted sale, as the general consumer will not buy tomatoes when they are 15c. the individual tin. All lines of canned vegetables are in fair demand. Fruits are going slowly, and there is no change of price recorded.

DRIED FRUITS.—Valencia raisins are scarce and hard to obtain at reasonable figures and spot stocks are almost exhausted, but further stocks are expected to arrive very shortly. Four-crown layer Valencias are worth 7½ to 8c.; fine-off stalk, 6½ to 7c.; Californian 4 crown muscates, 7-1-3c. Currants are firm with no indication of lower prices. Fine Filiatras are quoted at 7c., and cleaned at 8c.

FLOUR.—The market, both locally and for export, is a very dull one, and this applies not only to Manitoba but all the Western States. The low prices now being offered in Great Britain coupled with the increased ocean freights make it impossible to export with profit to that market, and the movement for the past week has fallen off materially. In connection with flour it is interesting to note the discussion now going on in Old-Country milling journals with reference to the possibility of a tax being imposed on wheat and flour. These journals claim that should such a tax be imposed that the old ratios in vogue before the repeal of the corn laws would not be fair now (viz., threepence on wheat and fourpence halfpenny on flour), as with the new process of refining flour they can only get 66-2-3 lb. of flour from 100 lb. of wheat. Canadian and American millers, however, deny this and state that the average percentage from 100 lb. of wheat is a fraction over 77 lb. of flour. No changes in price are to be noted this week in flour circles. We quote as follows: Ogilvie's Hungarian Patent, \$2; Glenora Patent, \$1.85; Alberta, \$1.65; Manitoba, \$1.45; Imperial XXXX, \$1.25; Nestor, \$1.15; Lake of the Woods Milling Co., Five Roses, \$2.00; Red Patent, \$1.85; Medora, \$1.65; XXXX, \$1.25; Hudson Bay Hungarian Patent, \$2.00; Strong Bakers',

They're Selling!

Every dealer who has bought

Clark's Pork and Beans in Chili Sauce

has given repeat orders. They please everybody.

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

\$1.85; Leader, \$1.50; XXXX, \$1.25; Gladstone Sweet Home Hungarian, \$2.00; Home Rule, \$1.85; Headingly Hungarian Patent, \$2.00; Favorite Family Patent, \$1.70; Strong Bakers', \$1.60; Pansy, \$1.25.

CEREALS.—The market is normal and with few changes. Rolled oats look a little firmer and as if they might advance within the next few weeks. Quotations are unchanged. Rolled oats, in 80's, \$2.20; 40's, \$1.10; 20's, 60c.; granulated and standard oatmeal, \$2.75 per 98 lb. Cornmeal is unchanged at \$1.90. Split peas are firmer, and, in fact, show an advance of 10c. on last week's figures, being now quoted at \$2.85 per sack. Pot barley is quoted at \$2.15, and pearl at \$3.65. White beans have declined 10c. per sack. For this decline no reason is assigned. Present quotations, \$1.80.

BUTTER.—The supply is shorter than that of last week; in fact, practically no fresh butter is coming on the market, except in small quantities, and in a retail way. Jobbers are at their wits' end to meet the demand of their customers for strictly fresh made, and prices are very firm. Any lots received this week have jobbed at from 21 to 25c.; tub dairy butter and fresh rolls, of good quality, job at 20c. Held goods run down the scale to as low as 8c. The demand is almost exclusively for fresh-made, and this is so much the case that even where the butter has little or no flavor, it is being taken in preference to held-goods of fine quality. No creamery butter is coming on the market at present.

CHEESE.—Some 450 boxes of very fine Ontario cheese came in this week. This cheese is an excellent sample of careful making, packing, and strict attention to detail, and came forward in splendid condition. This cheese jobs at 10c. Manitoba cheese is practically cleared up.

EGGS.—If present conditions continue eggs will be out of fashion by Easter.

The supplies arriving from all sections of the country are most abundant and of excellent quality. The increase of supply has had a corresponding effect on the price, and eggs that last week jobbed at 25 and 27c. are this week selling at 20 to 22c. It is so unusual to have such an abundant supply at this season that jobbers hardly know where they are at. Guaranteed new-laid eggs are retailing at 30 to 35c.

POULTRY.—The demand for fresh killed is increasing and there is practically none to meet it; on the other hand frozen stock is moving very slowly. Prices are merely nominal.

GREEN FRUITS.—This market shows some features of interest this week. The latest advices from California indicate that the damage from frost and high winds was greater than at first supposed and the amount of strictly fancy stock is therefore limited. Prunes have advanced in consequence in the primary market, and owing to the greatly increased consumption of this fruit (estimated to be 50 per cent.), prices are likely to further advance. Sizes 126, 150 and 176 have advanced 25c. per case on this market this week. A further supply of unfrozen cranberries has been received, but the price has advanced \$1 per barrel, the present quotation being \$11. A further ear of Northern Spies will reach this market to-day and it is expected they will job at \$6.50 per barrel. Stocks of apples in the city at present are small.

TRADE NOTES.

It will be a matter of very sincere regret throughout the Province of Manitoba that The Rublee Fruit Co.'s business is being closed out by the Bank of Hamilton, who held warehouse receipts on the stock. Mr. Rublee has been in business in Winnipeg for over 20 years and was looked upon as being very cap-

able in his particular line. It has been known in business circles for some time that the company was having difficulty to weather the winter, but all hoped that matters would be adjusted without the business being closed.

HINTS TO BUYERS.

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

Salmon trout in kegs may be had from H. P. Eckardt & Co.

W. H. Gillard & Co. have a complete stock of fish for the Lenten season, comprising: Boneless fish, loose, 25 and 40 lb. boxes, and 1 and 2 lb. bricks; boneless codfish, 1 and 2-lb. bricks; boned and skinned cod, 100-lb. cases; quintal cod; Beardsley's shredded cod, 2 doz. in a case; scaled herrings, Labrador herrings, Labrador salmon; No. 1 split herrings, freshwater herrings, trout and whitefish.

H. P. Eckardt & Co. are selling Spanish onions at a low price.

T. A. Lytle & Co., pickle manufacturers, report that they look for a good trade in their "Sterling" brand goods this season.

The "Salada" Tea Co. are so rushed that they have to work three or four nights a week, and they will have to continue this until their new premises are ready, when they will be able to handle double the business with more convenience.

NEW TRAIL TO HORSEFLY COUNTRY.

At a meeting of the Inland Board of Trade, Kamloops, B. C., held recently, the report of the committee that had been appointed to report on the proposed route to the Horsefly Country and to frame a resolution and send it to the Local Government was received. President N. J. Hopkins was chairman.

The report states that the Inland Board of Trade, in view of recent discoveries, took upon themselves the duty of examining into the route, and report the results of their investigations. They explain how much shorter and more profitable it is to prospectors to reach the unexplored gold fields from Kamloops via North Thompson river, and thence up the Clearwater river, than from any other given point from railway communication. All that now is necessary is the blazing of a trail up the Clearwater river leading into the heart of the country, where the greatest prospecting activity is likely to be. This route would be some 45 miles in length.

The report states the disadvantages of several other routes, and ends up by giving a minute description of the trail recommended. This would open up a vast section of mineral and agricultural lands lying between the North Thompson and the

Clearwater, including great and promising sections of territory lying east of the Mahood lake and river.

The resolution strongly urged the British Columbian Government to make a special appropriation of \$2,500, which is the amount considered sufficient for the cutting of a trail from the mouth of the Clearwater River to the newly-discovered deposits.

Mayor Gordon, J. Gill and J. Vair were appointed delegates to interview the Government at Victoria and support the requirements.

"EMPIRE" SODA SUCCESS.

A meritorious article judiciously advertised is invariably successful. For this reason it is not surprising to hear of the success "Empire" soda has met with since it was placed on the market last November.

Winn & Holland at first found it hard to keep up with orders, especially in the case of the 10-oz. packet, but quantities are now arriving on every steamer and orders will, in future, be filled without delay.

The retailers all through Canada are putting "Empire" soda in stock, and repeat orders are coming in quickly. The newspaper advertising is being further extended and an increased demand is looked for. A handsome store hanger has been issued which every grocer should have.

A Good Offer! Don't Miss It!

ONLY 100 CASES

"DELHI," "LOG CABIN" AND "SIMCOE"

Boneless Chicken and Turkey

It can be retailed at 20c., leaving the retailer a profit of from 20 to 25 per cent.

Let us send you a few cases with your next order.

L. Chaput, Fils & Cie.

Wholesale Importers.

MONTREAL.

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**

YOUR STOCK

is not
complete
without



Graham's Marmalade

EQUAL TO ANY IMPORTED.

Canada Preserving Co'y,
HAMILTON.

Agents,
GEO. J. CLANCY & CO.,
59-61 Front St. East, TORONTO.

IT IS A GREAT MISTAKE

to imagine that consumers do not notice differences in the quality of Canned Goods. The trade that is worth going after is the trade that looks *inside the Can.*

The label is not as satisfying as the contents.

Kent Baked Beans stand the test. They always please.

Cost you 90c. dozen (delivered in 5-case lots). Retail at 10c.

The Kent Canning Co.
LIMITED.
CHATHAM - ONT.

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.

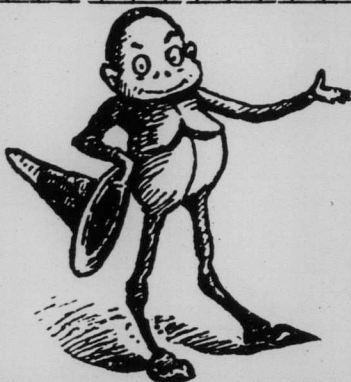
Delhi Epicure Pork and Beans IN TOMATO SAUCE

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 THISTLE Brand

ARE

HIGH-GRADE

TOMATOES - CORN - PEAS - Etc.

GUARANTEED
SECOND TO NONE.

BRIGHTON CANNING CO.

GROCCRS' SECTION.

A MEETING of the grocers' section of the Toronto branch of the Retail Merchants' Association of Canada was held in their rooms on Bay street on the evening of February 17. Chairman F. C. Higgins presided.

The committee that was appointed to wait on the wholesale merchants regarding a number of matters of some importance made their report. There is to be another joint meeting at some future date between this committee and the wholesale merchants at the Board of Trade building, Toronto.

The special committee delegated to wait on the biscuit manufacturers to adjust the prices and decide to what extent biscuits should be retailed to the consumers by the manufacturers, were to meet a number of biscuit men who will be in town this week. An amicable arrangement is expected to be made.

The Dominion Government will be petitioned to alter the present Weights and Measures' Act. They want the Act amended so that the Government will bear the cost of the inspection of weights and scales, and not the merchant who at present foots the bill. The question of having the usual May 24 celebration postponed till May 26, this year, will also be presented to the Government at the same time. This season, May 24 comes on Saturday, a very busy day for grocers, and they think that by postponing its observance till Monday that their business interests will be best preserved.

E. A. Biggar will address the section at its next meeting on the Metric System. The workings and advantages of the system will be explained.

CATALOGUES, BOOKLETS, ETC.

WOODENWARE AND BRUSH CATALOGUE.

The United Factories, Limited, of Toronto, have issued their new illustrated catalogue for season of 1902, which consists of 298 pages devoted to brushes, brooms, woodenware and grocers' sundries.

134 of the pages are used for displaying Boeckh's brushes, 8 pages for Boeckh's brooms and whisks, 81 pages for Bryan's brushes, 18 pages for Cane's Newmarket woodenware. The remainder is devoted to the large range of grocers' sundries and adjustable display tables.

In the combined list there are nearly 10,000 different kinds and sizes of brushes for every known purpose for which a brush is required; 100 varieties of corn brooms and whisks; 500 different kinds of woodenware, baskets, screen doors and windows and other sundries for the grocery trade.

This is, without doubt, the finest and best displayed and illustrated catalogue ever issued to the Canadian trade in these particular lines. The design of the cover originated from their own advertising department.

The enormous growth of the business has brought them into prominence all over the British possessions, the company being well known as the leading brush and broom manufacturers of Canada. Their reputation for turning out first-class goods for the past 56 years is a record worth having, and the Canadians should be proud to know they have a factory of this nature to compete with the world on high-class brushes.

A copy will be sent to all their regular customers, or to any who may have been overlooked a copy will be cheerfully sent upon his applying to the head office or to any of the company's branches.

KENTVILLE BOARD OF TRADE REPORT.

The Kentville Board of Trade have issued their ninth annual report in a neatly printed booklet of eight pages, containing their president's address and their resolution regarding the holding of a Provincial winter fair of fat and dairy stock in Kentville, N.S. The annual meeting of this board was held on January 20, the proceedings of which were reported in THE GROCER of a subsequent date.

BREAKFAST FOOD LABELS.

The North-Western Cereal Co., of London, are manufacturers of breakfast foods and flours. They have recently placed on the market two new cereal foods, "Superior Breakfast Cream," and "Superior Gluten Flour." These are enclosed in wrappers bearing the registered trade mark of the firm, a side view of a well-fed cow standing within the pasture field, and tinted in various harmonious colorings, red and yellow and green and blue. Surrounding the trade mark are stalks of Western wheat twined in a sort of a wreath. Above and concluding below runs the legend: "Superior Breakfast Cream," or "Superior Gluten Flour" as the case may be. On the back of this package are neatly printed various recipes telling how the contents may be used by the busy housewife.

GOOD DEMAND FOR POTATOES.

There has been a good demand for potatoes in carlots this past week. Bad roads and blockades on the railways have made deliveries very light. R. W. Hannah, Board of Trade, Toronto, who ships extensively to points east and north, reports inquiries also from Bermuda.

ORDERS FOR SHELF-BOXES.

J. S. Bennett, 15 Marion street, Toronto, is the manufacturer of Bennett's patent shelf-box and nests of drawers and cabinets fitted with same. He also makes the Klondike sample-holder. These may be had in any size. He has recently received orders for his well-known shelf-boxes from the following: Two from Nelson Mitchell & Co., Granby, Que.; one from W. S. Piper & Son, Fort William, Ont.; two from The Laurentide Pulp Co., Grand Mere, Que.; one from W. Emery, Toronto; one from W. Gurd & Co., London; one from J. & T. N. Piper, Fort William; one from Bryson, Graham & Co., Ottawa; one from G. Sylvester, Elkhorn, Man.; one from G. W. Wallace, Toronto, Ont.; one from J. W. Peacock, Toronto, Ont.; one from N. A. Grandbois, St. Casimir, Que., and one from A. Fisher, Lindsay, Ont.

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.

What Do They Cost?

Practically Nothing.

Taking into consideration the saving of time in making charges, saving of time in posting books and making out accounts and monthly statements, and many other advantages, also the saving that is made by avoiding forgetfulness in making charges many times overpays the cost of a supply in the course of the year.

"They are a boon to both merchant and customer."—Baker & McColl, Ayr.

John H. Laird, one of Galt's leading grocers, says the Due Bills are a decided advantage. They greatly simplify the credit produce and Due Bill trade. Much time, annoyance and labor is saved. Customers like them and trade increases by their use. Your Due Bill system is an excellent one. I would not go back to written due bills again.—Galt, Sept. 12th, 1901.

"We have used coin Trade Due Bills for the past six years and find them very convenient. We would not under any consideration, go back to the old way in doing business in this line (giving written due bills or credits) as we feel satisfied they have more than paid for themselves each year, not only by the convenience they afford, but also by the extra advertising they give our business and the increase we feel satisfied they make in our trade."—Hager & Hall, Beamsville, Ont.

"They have become popular with our customers. They are like cash, and can be used by the farmers as such in many deals, and they thus advertise our business and help us to get many new customers. It means that we practically issue Due Bills for the local goods we buy. They are up-to-date."—Bricker & Diebel, Waterloo, Ont.

Send for samples and price list.

J. K. CRANSTON, - - Galt, Ont.



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COMPARE Red Rose Tea with any other tea at the same price and you will see

A BUSINESS INCREASER why so many people say "It is good tea." Just the kind of GOOD TEA that helps make new customers.

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



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 & SMYLLIE

Established 1845.

BROOKLYN, N.Y.

PURE GOLD REGAL

Mocha and Java Coffee

28c. per lb.

the best 40c. Coffee sold in Canada. Worth

a fair trial and always the same. Try a 10-lb. sample lot and be convinced.

Pure Gold Co., Toronto

Reception Wafers

Packed in one lb. labelled tins and in bulk.

Manufactured only by . . .

Christie, Brown & Company, Limited

TORONTO AND MONTREAL.

TO RETAIL AT 5c. PER PACKAGE.

James' "Dome" Lead

is now put up in this size. Very attractive. Have you stocked it yet? If not you are losing business.

	Montreal.		Toronto.		St. John, Halifax.	
COFFEE						
Green—						
Mocha.....	24		23	28	25	30
Old Government Java.....	27		22	30	25	30
Rio.....	10		7½	9½	12	13
Santos.....			9½	10½		
Plantation Ceylon.....	29		26	30	29	31
Porto Rico.....			22	25	24	28
Gautemala.....			22	25	24	26
Jamalca.....	18		15	20	18	22
Maracaibo.....	18		18	18	12	13
NUTS						
Brazil.....			15	16		15
Valencia shelled almonds.....	22	23	30	35	30	35
Tarragona almonds.....	10			11½	12	13
Formegetta almonds.....			40	10½		
Jordan shelled almonds.....	30	40	40	43		
Peanuts (roasted).....	7½	8	8	10	9	10
" (green).....	6½	7	7	9		
Cocoanuts, per sack.....	3 00			3 75	3 50	4 00
" per doz.....				60	60	70
Grenoble walnuts.....	10	10½		10½	11	12
Marbot walnuts.....	10		9½	10½		
Bordeaux walnuts.....	9		9	8	8½	9
Sicily filberts.....	8	8½	9½	10½	8½	9
Naples filberts.....					10	11
Pecans.....	13½	14	13	15	13	14
Shelled Walnuts.....	16	17	16	23		25
SODA						
Bl-carb, standard, 112-lb. keg.....	1 65	1 80	2 00	2 25	1 70	1 75
Sal soda, per bbl.....	70	75	80	90	85	90
Sal Soda, per keg.....	95	1 00		1 00	95	1 00
SPICES						
Pepper, black, ground, in kegs.....						
palls, boxes.....	16	18		18	14	15
" in 5-lb. cans.....	14	17		19	15	16
" whole.....	15	17		19	12	13
Pepper, white, ground, in kegs.....						
palls, boxes.....	26	27	26	27	24	26
" 5-lb. cans.....	25	26	25	26	20	22
" whole.....	23	25	23	25	20	22
Ginger, Jamalca.....	19	25	22	25	20	25
Cloves, whole.....	12	30	14	35	18	20
Pure mixed spice.....	25	30	25	30	25	30
Cassia.....	13	15	20	40	16	20
Cream tartar, French.....		25	24	25	20	22
" best.....		28	25	30	25	30
Allspice.....	10	15	13	16	16	18
WOODENWARE						
Palls No. 1, 2-hoop.....	1 75		1 65		1 90	
" 3-hoop.....	1 90		1 80		2 05	
" half, and covers.....	1 75		1 70		1 75	
" quarter, jam and covers.....	1 25		1 20		1 45	
" candy, and covers.....	2 50	3 00	2 35	2 75	3 20	
Fubs No. 0.....	10 00	10 25		9 00	11 00	
" 1.....	8 00	8 25		7 50	9 00	
" 2.....	7 00	7 25		6 50	8 00	
" 3.....	6 00	6 25		5 75	7 00	
PETROLEUM						
Canadian water white.....	14½	15½		16	16	16½
Sarnia water white.....	16	17		16	16	16½
Sarnia prime white.....		18		15		15½
American water white.....		19		17½		17½
Pratt's Astral (barrels extra).....	18½	19		17		18½
Black— TEAS						
Congou—Half-chests Kalsow, Morning Paking.....	13	60	12	60	11	40
Caddis Paking, Kalsow.....	17	40	18	50	15	40
Indian—Darjeelings.....	35	55	35	55	30	50
Assam Pekoes.....	20	40	20	40	18	40
Pekoe Souchong.....	18	25	18	25	17	24
Ceylon—Broken Pekoes.....	35	42	35	42	34	40
Pekoes.....	20	30	20	30	20	30
Pekoe Souchong.....	17½	40	17	35	17	35
China Greens—						
Gunpowder—Cases, extra first.....	42	50	42	50		
Half-chests, ordinary firsts.....	22	28	22	28		
Young Hyson—Cases, sifted extra firsts.....	42	50	42	50		
Cases, small leaf, firsts.....	35	40	35	40		
Half-chests, ordinary firsts.....	22	28	22	28		
Half-chests, seconds.....	17	19		23		
" thirds.....	15	17		18		
" common.....	13	14		14		
Pingsueys—						
Young Hyson, ½-chests, firsts.....	28	32	38	32	30	40
" " seconds.....	16	19	16	19		
" Half-boxes, firsts.....	28	32	28	32		
" " seconds.....	16	19	16	19		
Japans—						
½-chests, finest Maypickings.....	38	40	38	40		
Choice.....	32	36	33	37		
Finest.....	28	30	30	32		
Fine.....	25	27	27	30		
Good medium.....	22	24	25	28		
Medium.....	19	20	21	23		
Good common.....	16	18	18	20		
Common.....	13	15	15	17		
Nagasaki, ½-chests, Pekoe.....	16	22		17		
" " Oolong.....	14	15				
" " Gunpowder.....	16	19				
" " Siftings.....	7½	11				
RICE, MACARONI, SAGO, TAPIOCA.						
Rice—Standard B.....	3 00	3 10		3½	3 25	3 40
Patna, per lb.....	4 25	4 50		5	5	6
Japan.....	4 40	4 90		5½	5	6
Imperial Seeta.....	4 60	4 90		4½	5½	6
Extra Burmah.....				4½	4	5
Java, extra.....		5½		6	6	7
Macaroni, dom'ic, per lb., bulk.....	5	6		7½		
" imp'd, 1-lb. pkg., French.....	8	12		9	10	
" " Italian.....	8	10		11	12½	
Sago.....	3½	4		4	4½	5
Tapioca.....	8½	4		4	4½	5

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BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

J. SKITCH, grocer and dry goods merchant, Gravenhurst, Ont., is offering to compromise.

H. A. Madden, Sault Ste. Marie, Ont., is offering to compromise.

The Rublee Fruit Co., Limited, Winnipeg, are in financial difficulties.

F. X. Compagna, confectioner, Quebec, has assigned to V. E. Paradis.

The creditors of J. D. Ostigny, grocer, Montreal, held a meeting on February 13.

J. A. Pinard, grocer, Ottawa, is offering to compromise at 10c. on the dollar.

Thomas Steele, general merchant, Ridgetown, Ont., is asking an extension.

The creditors of Binns & Thompson, Uxuelet, B.C., held a meeting on February 14.

John Lavallee, wholesale general merchant, St. Charles, Bellechasse, Que., has assigned.

A. T. Lafortune, grocer and liquor merchant, Montreal, has compromised at 30c. on the dollar.

P. Langis, general merchant, Shawenegan Falls, Que., has compromised at 50c. on the dollar.

Desire Ricard, general merchant, Batiscan, Que., is offering to compromise at 15c. on the dollar.

Hill & Mallory, late general merchants, Carman, Man., have assigned to C. H. Newton, Winnipeg.

A. Goulet, general merchant, The Brook, Ont., is offering to compromise at 33 1/3c. on the dollar.

H. M. Dinning & Co., wholesale tea and coffee merchants, Montreal, have assigned and are out of business.

The creditors of T. J. Metheral, general merchant, Singhampton, Ont., held a meeting on February 18.

A demand of assignment has been made on Arthur Lajoie, general merchant, Shawenegan Falls, Que.

The assignment of P. Plouffe, general merchant, Shawville and Ladysmith, Que., has been demanded.

The creditors of Vipond, McBride & Co., wholesale fruiterers, Montreal, held a meeting on February 19.

The creditors of J. N. A. Carriere, general merchant, St. Philippe, D'Argenteuil, Que., have held a meeting.

Kent & Turcotte are the curators of Lacourse & Lefrancois, general merchants, Shawenegan Falls, Que.

T. J. Bonner, grocer and provision merchant, Aotigonish, N.S., is offering to compromise at 15c. on the dollar.

W. McLeod Darge, grocer, St. John, N.B., has assigned to H. H. Pickett. His creditors held a meeting on February 19. Carpenter Bros., general merchants, Mille Roches, Ont., have assigned to G. J. Gage, Cornwall. Their creditors met on February 19.

O. E. Leger has filed an assignment for O. E. Leger & Frere, general merchants, Coteau Station, Que., and their creditors met on February 19.

The Mason Tea Co., grocers and tea merchants, Windsor, Ont., have assigned to James F. Smyth, and their creditors met on February 20.

The compromise offer of Merritt Bros. & Co., wholesale grocers, St. John, N.B., of 10c. on the dollar has been recommended for acceptance.

The creditors of Joseph Loranger & Co., grocers, Three Rivers, Que., held a

meeting on February 13. The firm is offering 25c. on the dollar.

PARTNERSHIPS FORMED AND DISSOLVED.

J. E. Ross, general merchant, Cobden, Ont., is admitting a partner.

John Mitchell, miller, River John, N.S., has admitted Wm. Blair as partner.

R. D. McNaughton & Co., general merchants, Moosomin, N.W.T., have dissolved.

Fox & Allan, general merchants, Hawkshaw, N.B., have admitted George Ingraham as partner.

Shediac & Shediac, general merchants, Saulnierville, N.S., have dissolved. Geo. A. Shediac continues under the same style.

Geo. I. Anderson, commission flour merchant, St. John's, Nfld., has admitted Robert Coleman as partner under the style of G. I. Anderson & Co.

The partnership between Alex. Asher and H. Leeson has been renewed, and they will continue to conduct a general jobbing business at Toronto, Arnprior, Galt, Napanee, Owen Sound, Picton, and Port Hope, Ont., under the style of Asher & Leeson.

SALES MADE AND PENDING.

James E. Durnin, grocer, Hespeler, Ont., has sold out.

The assets of Jos. Beauchamp, grocer, Montreal, have been sold.

The assets of J. D. Ostigny, grocer, Montreal, are to be sold on February 21.

The stock of C. R. Gordon & Co., general merchants, Manitou, Man., has been sold.

F. X. E. Gauthier, general merchant, L'Original, Ont., is offering his business for sale.

S. O. Bailey, general merchant, Stone-wall, Man., is advertising his business for sale.

The assets of H. A. Lalonde, general merchant, River Beaudette, Que., have been sold.

John Fumerton & Son, general merchants, Holland, Man., are advertising their business for sale.

The stock of the estate of R. Malcolm Gillespie, Balmoral, Man., has been sold at 60c. on the dollar.

The assets of J. E. McAdam, grocer, etc., Renfrew and Castleford, Ont., are to be sold on February 24.

The stock of H. A. Smiley & Co., general merchants, Bates, Man., has been sold at 53c. on the dollar.

The stock of M. S. Houle, general merchant, St. Boniface, Man., is advertised for sale by auction on February 22.

Adams & Burns, wholesale wine and liquor merchants, Toronto, are advertising their business for sale by tender.

CHANGES.

George Cholette, grocer, Montreal, has started business.

S. Pilon, grocer, Rockland, Ont., is adding dry goods.

J. A. Moore, grocer, Souris, Man., is adding boots and shoes.

Victor and Arthur Poitras, grocers, Montreal, have registered.

John Hogan, confectioner, Edrans, N.W.T., has sold out to W. Moore.

Frank Shea, baker, Prince Albert, N.W.T., has sold out to H. McColl.

Wm. Thompson, grocer, Caron, N.W.T., is succeeded by Wm. Thompson & Co.

The Canada Preserved Butter Co., Limited, Montreal, has obtained a charter.

Thibault & Fils, general merchants, Walker's Cutting, Que., have registered.

R. Cunningham & Son, general merchants, etc., Port Essington, B.C., have purchased the Claxton sawmill.

The Ontario Fruit Package Co., Limited, Ingersoll, Ont., has obtained a charter.

St. Francois & Bourbeau, butter and cheese makers, Eastman, Que., have registered.

Otto Schultz, general merchant, Altona, Man., has sold out to W. and J. Coblenz.

The Shepody Navigation Co., Limited, Moncton, N.B., is applying for incorporation.

J. P. Landry, general merchant, Chichester, Que., is reported to be giving up business.

Townsend & Co., grocers and crockery, Woodstock, N.B., have sold out to R. E. Holyoke.

Mrs. Kate Balayti, general merchant, Fernie, B.C., has sold out to Richards & Thompson.

Fred. Vezina, grocer and liquor merchant, Montreal, has sold out to Eusebe Desrochers.

Lindsay & Co., general merchants, Shelburne, Ont., have been succeeded by T. A. Neilly.

The Peoples' Line Steamship Co., Limited, Rothesay, N.B., is applying for incorporation.

J. Horne & Co., general merchants, Weyburn, N.W.T., are succeeded by Wood, Horne & Co.

Jacob Chapo succeeds Mrs. Thomas Keating, liquor merchant, St. John's, Newfoundland.

The Horsely Trading and Transportation Co., Limited, Victoria, B.C., has been incorporated.

The stock of Thomas Earle, wholesale grocer, Victoria, B.C., has been sold to A. McDonald & Co.

Brown & McGregor, wholesale fruiterers, Vancouver, B.C., are succeeded by Oscar Brown & Co.

Mrs. George Vipond has registered for Vipond & Co., fruiterers and commission merchants, Montreal.

J. G. Cote is continuing the business of P. A. Mallette, grocer and liquor merchant, in his own name.

Weeks Bros., grocers and crockery merchants, Carleton Place, Ont., are succeeded by Echlin, Ferguson & Co.

McGinn & Abbott, general merchants and hotel proprietors, Kazabazua, Que., have disposed of their general stock there.

The Lacombe Cooperative Association, Limited, general merchants, Lacombe, N.W.T., have sold out to H. R. Foulger & Co.

FIRES.

A. A. Anderson, grocer, etc., Sundridge, Ont., has been burned out.

A. R. Laing, grocer, London, Ont., has been burned out. His stock was partially insured.

A. Luckovich, general merchant, Hesquiat, B.C., has had his loss by fire adjusted at \$2,100.

M. Fickler & Co.'s departmental store at Fredericton, N.B., was burned recently. The insurance amounts to \$17,000.

DEATHS.

John McMurty, grocer, St. John, N.B., is dead.

M. F. Eagar, millers' agent, Halifax, is dead.

Peter McAuley, general merchant, Glace Bay, N.S., is dead.

Wm. Reid, general merchant, Prince Edward Island, is dead.

Duncan Gillespie, general merchant, Stayner, Ont., is dead.

A. B. Gray, manager of The Express Clear Co., Nelson, B.C., is dead.

Michael Thorburn, commission produce merchant, St. John's, Nfld., is dead.

THE PROVISION TRADE.

The Markets—Eggs in Cold Storage—Miscellaneous Notes.

EGGS IN COLD STORAGE.

Can you give me any information about the cold storage of eggs? What temperature is required and in what way should they be packed?

THE majority of houses where eggs are stored are kept at a temperature of 30 to 31. When packing for storage only a poplar or whitewood case should be used, with the sides not more than 11½ inches wide. This gives a small open space at the bottom and top layers, admitting of quick and free circulation. A small amount of clean, white excelsior should be placed in the bottom, and then a flat, or divider, on which the first filler or frame is placed. When the case is full a flat should be laid on the top layer, then sufficient excelsior before placing the top lid, in order to form somewhat of a cushion, three short nails at each end of the lid, but no nails in the middle. Nothing but full-sized, clean, fresh eggs should go into storage (not washed eggs, for they will surely rot in a short time). Nothing else should be placed in the room with the eggs, unless it is lime, which is always admissible. The use of strawboard fillers for eggs is not advisable.—Butchers' Advocate.

THE PROVISION MARKETS.

TORONTO.

In carlots, Western hogs are worth \$7.40 for thick fats and \$7.60 for lights per 100 lb., and Northern pea-fed hogs stand at \$7.75 to \$8. The receipts have been moderate, both locally and in carlots from outside points, owing to the high prices and the small visible supply of live hogs. On the local market, the prices are strong and unchanged, and the arrivals have been fair. Lightweight live hogs are 12½c. higher. We quote as follows: Dressed hogs, \$8.00 to \$8.25; beef carcasses, \$5.75 to \$7 per 100 lb.; hind quarters, \$6.50 to \$7.50 per 100 lb.; front quarters, \$4.75 to \$5.50 per 100 lb. Veal, 7 to 8½c. per lb.; lambs, 8 to 8½c. Live hogs: Selects, \$6.12½, lights, \$6 per 100 lb., and thick fats, \$5.87½; choice export cattle bring \$5 to \$5.40 per 100 lb.; lights sell at \$4 to \$4.50.

The market for cured and smoked meats is strong, and the prices are unchanged. The local trade is brisk. We quote as follows: Long clear bacon, 10½ to 11c.; smoked breakfast bacon, 14 to 15c.; rolls, 11 to 11½c.; 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, 11¼c. per lb.; tubs, 11½c., and pails, 11¼c.

MONTREAL.

There is only a light demand for most lines of provisions, and prices are steady. The demand is chiefly for small lots for immediate requirements. Smoked meats are in poor demand. Receipts of dressed hogs are very light. We quote as follows: Heavy Canadian short cut mess pork, \$22; Chicago clear pork, \$22.50 for heavy and \$22.25 for medium; selected heavy short cut mess pork, boneless, \$22.00 to \$22.50; hams, 13c.; bacon, 15c.; lard, pure Canadian, \$2.35 to \$2.40 per pail; refined lard compound (Fairbank's), \$2.05 for 1 to 24 pails; \$2.03 for 25 to 49 pails; \$2.02 for 50 pails and over. Snow White and Globe compound, \$1.75 per pail; Cottolene, 10¾c. for 20 lb. pails, and 10¾c. for 60-lb. tubs, for Quebec and Ontario.

ST. JOHN, N. B.

In barrelled pork, the sale is limited. Prices are still very high. A little very fine domestic clear and mess is being offered. In beef, the market is dull. Prices are reasonable. Fresh beef shows no change. Round hogs are still high, but are offered rather more freely; or, perhaps I should say, are not so scarce. Lard is not quite so firmly held. Compound unchanged. We quote: American mess pork, \$21; domestic mess pork, \$20; American, clear pork, \$24; domestic clear pork, \$22 to \$23; American plate beef, \$16; domestic plate beef, \$14.50 to \$15; pure lard, tubs, 12½ to 12¾c.; pure lard, pails, 12¾ to 13c.; compound lard, tubs, 10c.; compound lard, pails, 10¼c.; Fairbank's refined lard, tubs, 10½c.; Fairbank's refined lard, pails, 10¾c.

WINNIPEG.

CURED MEATS—An item of interest in connection with this trade, and one that points out the difference in feeding due to the high price of corn is the fact that, although 1,000,000 more hogs have come on the Chicago market this season, the actual weight of meat is considerably under that of last season. It was noted in these columns some time ago that the American farmer was marketing his hogs in a less satisfactory condition rather than continue feeding at the high price of corn and other grains. In this market there has been a steady consumptive demand all week, with no change in prices to record and no new features of any kind.

HAMS—We quote: Sugar-cured and smoked, 13¾c.; shoulders, 10¼c.; picnic hams, 8½c.; breakfast bellies and backs,

14c.; spiced rolls, 12¼c.; dry salt long clear, 11¼c.

LARD—There is a very active demand for lard put up by the local houses, and, in fact, they are finding difficulty in meeting it. Prices are therefore firm. We quote: 20-lb. pails, \$2.50; American, \$2.60; 50-lb. pails, \$5.85; 3 and 5-lb. tins, in 60-lb. crates, \$7.55.

SAUSAGES—Market is without change. The demand has been good all winter, especially for straight pork sausages. Pork sausages, 8c.; bologna, 7c.; liver sausages, 6c.; Vienna, 10c.; blood sausages, 6c.; head cheese, 6c.

BEEF—Market is firm, with good demand and limited supplies in sight. Best city dressed is worth 7½c.; country dressed ranges from 6 to 6½c.

VEAL—A limited number of carcasses of young veal have come in, but the price is high, being 7½ to 8c. per lb., and this includes hide, head and feet. The quality is not all that could be desired, the calves not being fat enough.

MUTTON—None but frozen mutton is offering. The demand is very limited.

HOGS—In sympathy with live hogs, dressed have fallen in price, and 7½c. is now the highest figure offered, and a number of sales have been effected at prices shading ½ to ¾c. lower.

PROVISION NOTES.

Treavor & Lee, butchers, Carberry, Man., have sold out.

J. C. Haugh, fruiterer and provision merchant, Stratford, Ont, is out of business.

John W. Chase, meat merchant, St. Mary's Ferry, N.B., is opening a branch store at Fredericton, N.B.

The premises and stock of John Gibson & Son, provision merchants, Fredericton, N.B., were damaged by fire. The insurance amounts to \$3 000.

The senior partner of R. Rutham & Son, pork-packers, etc., Quebec, has retired, and the business is being continued by the remaining partners under the same style.

We will require large quantities of

EGGS AND POULTRY

during the next two weeks to fill orders at good prices. Ship to us immediately. We assure you profitable returns.

The J. A. McLean Produce Co., Limited

75-77 Colborne St., Toronto.

Established 1873.

EGGS—Very scarce.

BUTTER—Of good quality, wanted.

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

D. GUNN, BROTHERS & CO.

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

Have your customers asked you for



OR



If so they know their good qualities. Why don't you keep them? They will bring you increased sales and pleased customers.

WRITE US FOR PRICE LIST.

The Brantford Packing Co.
BRANTFORD, ONT. LIMITED

CREAM



CHEESE

Delicious Flavor!
Fast Seller!

Attractive Package!
Retails at 10 cents!

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



There are
no finer

HAMS

made than the

"STAR" Brand

Put up by

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

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.,
TORONTO, ONT. LIMITED.

HOGS AND THE LARD SITUATION.

The Montreal branch of The N. K. Fairbank Company is circulating the following among the trade :

February 10, 1902.

At the Bedford District dairymen's meeting at Cowansville, Que., Prof. Hodgson, Government expert on hog products, in an address, pointed out that the trade on hog products had increased from \$600,000 in 1890 to \$12,600,000 in 1900. He particularly called attention to the fact that 10 years ago Canadian bacon and hams only realized 6 to 8s. less than other sorts, and that at present 6 to 8s. per cwt. more is received than for any other kinds, except Irish and Danish. He showed, by means of charts and photographs, that the big fat hog was a false principle. They cost ½ to 2c. per lb. more to produce, and were suitable neither to the home nor foreign market. The better price for lean meat has thoroughly encouraged hog-raisers to market their hogs at an average of over 50 lb. less in the United States. In Canada, the incentive to bring lean hogs on the market is still greater, owing to the foreign demand that Canadians have not, as yet, been able to meet for lean meat, the export business having increased 24 times in 10 years.

With no encouragement to produce hogs to make lard, with the high price of feed, with a demand far in excess of the Canadian lard supply and a premium upon lean hogs, there is little possibility of enough Canadian lard being produced to affect prices unfavorably at any time in the near future. It would be necessary for the price of lard in the United States to decline 2½c. before it would have a depreciating influence on the Canadian market, and, while there is less activity in the lard market, due to lack of confidence, it is believed that retailers' and jobbers' stocks are being reduced to a low ebb, and must soon be replenished at possibly higher prices.

MEAT IN RHYME.

We have tender steak and juicy roasts
That will please the most fastidious host,
Our home-cured ham and bacon lean,
You can't imagine unless you've seen.
Our pure, white lard, the very best,
Will stand the most rigid housewife's test.
When you want a good, square meal,
Try our sausage, mutton, pork or veal.
If you have chicken on the brain,
Come to us and we'll explain
How we dress poultry every day
For foreign markets far away.
But for the home trade we select the best,
The finest spring, the fattest hens
That ever graced our poultry pens.
And now, kind friends, we invite you all,
When out shopping, on us to call.
Our terms are cash, our prices right,
And all our goods are "out of sight."

—Griffith Bros., Wellman, Ia.

WANT 50c. ON THE DOLLAR.

At a meeting of the creditors of Mathew K. Richardson, M.P., grocer, etc., Flesherton, Ont., at the Walker House, Toronto, last week, a statement was submitted showing liabilities of about \$18,300. The assets amount to about \$11,000, and consist principally of real estate and book debts. Mr. Richardson made an offer of 35c. on the dollar. It was not however accepted, as the creditors considered the estate would realize more than this. They want him to offer 50c., part cash and part on time, secured, and Mr. Richardson was given a few days to consider this proposition.

FOUR C'S ON WHICH YOU TAKE NO CHANCES.

COWAN'S
COCOA

Hygienic and
Perfection.

COWAN'S
CHOCOLATE

Queen's
Dessert,
Royal
Navy and
Perfection.

COWAN'S
CAKE ICINGS

Chocolate, Pink,
Lemon Color
and White.

COWAN'S
CONFECTIONS

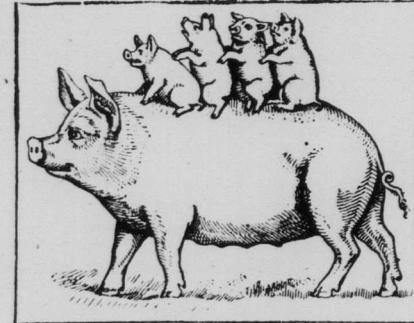
Chocolate
Cream Bars,
Chocolate
Ginger,
Chocolate
Wafers, etc.

ALL ARE GUARANTEED ABSOLUTELY PURE GOODS.

THE COWAN CO., Limited, - TORONTO.



LARD Guaranteed
PURE.



**BACON and
HAMS**

of the Best Quality.

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

The L. & S. Rosemary Company, Limited,

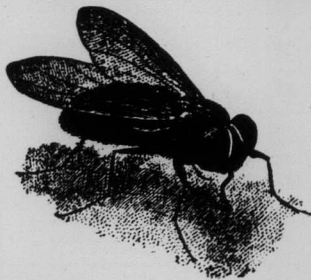
Manufacturers of Jams, Jellies, Cocoanut, Extracts, Baking Powder, Vinegars, Pickles, etc.
22 McNAB STREET SOUTH, HAMILTON, CAN.

FISH FOR LENT

In Lent you will require a larger supply of fish for your customers. We are headquarters for all kinds and all sizes of fresh fish. Orders promptly attended to. Prices the lowest.

The M. DOYLE FISH CO., Toronto
The Market. Established 1852.

TANGLEFOOT SEALED STICKY FLY PAPER



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

Long Lasting. A Cash Asset.
Order from Jobber.

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

Established 1862.

E. THOMPSON & CO. LIVERPOOL,

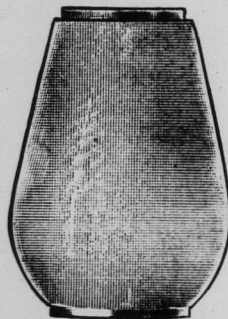
Offices—11 Victoria St. . . . ENG.
Warehouses—48-52 Thomas St.

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.

BUTTERFLY

JAPAN TEA

SOLE IMPORTERS

WARREN BROS. & CO.
TORONTO.

COX'S GELATINE Always Trustworthy
ESTABLISHED 1726.

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

JUST WHAT YOU WANT

TIME AND LABOR SAVER

The "ENTERPRISE" ELECTRIC

RAPID GRINDING
AND PULVERIZING **Mill**

Will be furnished for Direct or Alternating Current to suit all conditions

25 to 50 lbs. of Coffee

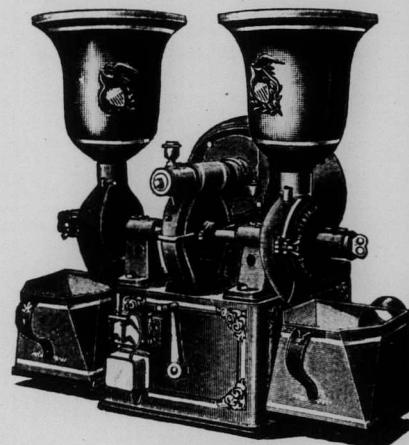
CAN BE GROUND FOR ONE CENT

One Grocer says: It has almost doubled our Coffee Trade,
I consider it a Good Investment and Advertisement.

DESCRIPTIVE CATALOGUE ALSO TESTIMONIAL PAMPHLET MAILED FREE

The Enterprise Mfg. Co. of Pa., PHILADELPHIA, PA.
U. S. A.

GRANULATOR PULVERIZER



No. 08712

Height 31 inches; Width 32 inches;
Length 25 inches; Weight 320 pounds

PRICE ON APPLICATION

Grinding Capacity
Granulating, 2 pounds per minute
Pulverizing, 1/2 pound per minute

Capacity of Iron Hoppers, 6 lbs. of Coffee
Capacity of Nickel-Plated Hoppers, 7 1/2 lbs. "

WILL OF THE LATE MR. PHILP.

THE will of the late Mr. Richard Philp, of the wholesale grocery firm of H. P. Eckardt & Co., Toronto, has been entered for probate.

The total value of the estate is put at \$197,812.22. The realty is \$35,445, and consists of No. 14 Wilcox street, \$20,000; three houses on Huron street, \$13,100; vacant land on Portland street, \$2,345.

Of the personalty, there is \$47,280.45 in life insurance; \$16,100 in mortgages; \$9,400 in mining stocks; \$1,027.55 in household effects; debt due by A. J. H. Eckardt, \$12,115.71; loan to H. P. Eckardt & Co., \$50,000; capital invested with this firm, \$25,000, subject to adjustment; notes, \$1,400; cash, \$43.51.

The widow is given the use of the home and all its contents; the latter she may dispose of as she pleases. The entire estate is to be converted into cash and invested securely. During her life she is to have \$16,000 a year. Each daughter is to have \$5,000. When Mrs. Philp dies, one seventh of the remainder of the estate is to be set apart for the children of each of the daughters. Upon the death of Mrs. Philp prior to 1905, each married daughter is to get \$1,000 yearly until July, 1920, and each one unmarried \$1,200 yearly. If the mother dies after 1904, these amounts are to be increased to \$1,200 and \$1,400, respectively. July 1, 1920, or on the subsequent death of Mrs. Philp, the estate is to be divided among the daughters in equal one-seventh shares.

The executive company may allow Mr. Philp's capital in the firm to remain there, should it deem that proper, and upon such terms as it can arrange with the surviving partner, H. P. Eckardt, a son-in-law. It may also allow the loan to the son-in-law, A. J. H. Eckardt, to remain in the business, if it be thought wise to do so.

ELECTRIC TEA-WEIGHING MACHINE.

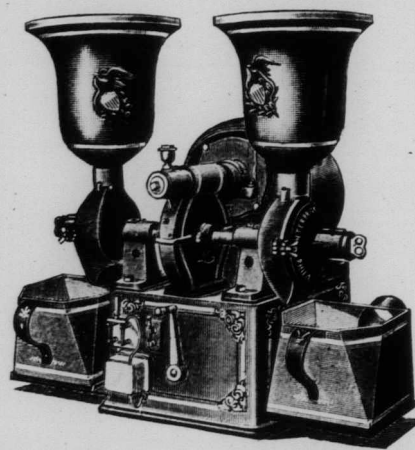
A novel and intricate apparatus has been installed in the tea warehouse of T. H. Estabrooks, St. John, N.B. This is nothing less than an automatic weighing machine capable of weighing out 16 separate pounds of tea per minute. It is an ingenious contrivance. From a hopper in the floor above, the tea is conveyed to the machine by a funnel fitted with automatic jaws which close the moment 1 lb. of tea is deposited on the pair of scales. In the meantime, a bag is being pressed up beneath the pan, which revolves, and into this package the tea is dumped, while another pan takes the place of the first (there are two pans). The whole con-

trivance is run by a small electric motor, and it can be adjusted to any weight and regulated. It is said to be the first machine of its kind in Canada, and was made by Driver, London, Eng.

ELECTRICITY AND COFFEE.

BELOW is illustrated a new device that all large grocers and coffee dealers will be glad to see. It is the "Enterprise" electrically-driven coffee grinder and pulverizer, made by The Enterprise Manufacturing Co. of Pennsylvania, Philadelphia.

In these progressive days, when nearly every large store has installed electricity for lights and for running fans, it will add but little to expense for another wire to the motor driving this mill. This is a twin mill—one granulates, the other pulverizes. Every grocer knows what hard and slow



work it is to pulverize coffee—what trouble it is to get clerks to do it properly. The mill on the left granulates 2 or 3 lb. a minute; the one on the right pulverizes ½ lb. a minute. Not only does it do the work quickly and perfectly, but it is a beautiful store fixture and permanent advertisement. One cent is the cost of grinding 25 to 50 lb. of coffee, according to the price of the current.

The combined machine is up to date in every way, compact and ornamental. The workmanship is very fine and all parts are interchangeable. The motors are built by the General Electric Co., the largest manufacturers of motors in the world, and, as this combined machine is, therefore, the product of two reliable manufacturing companies, the grocer runs no risk in purchasing.

The manufacturers have spent large sums of money in experimenting on grinders, for which patents have lately been issued, with other patents still pending on the general construction of the machine.

It will pay our readers to send for catalogue to the Enterprise Manufacturing Co. of Pennsylvania, Philadelphia. Advertisement in another column in this issue.

MANIFEST OF THE FIRST DIRECT STEAMER.

THE following is the manifest of the first direct steamer in the St. John, N.B., and Jamaica service:

EXPORTS.

Per steamer Ask, for Kingston, Jamaica, by Canada Jamaica S.S. Co., 100 bbls. flour, 200 bbls. cornmeal, 20,000 shingles, 20 tons hay, 100 tons ice, 100 bags oats, 20 bags bran, 20 bags middlings, 20 bags shorts, 3,813 ft. pine boards, 150 bbls. flour; T. Collins & Co., 100 bbls. potatoes; Dearborn & Co., 1 box herring; Lake of the Woods Milling Co., 1 bbl. flour; Canada Jamaica S.S. Co., 50 boxes peas, 25 boxes salmon; Maritime Casket and W. M. Co., 5 packages coffins and caskets; McCavour & Co., 20 bbls. potatoes, 300 boxes smoked herring, 5 bbls. pickled herring; McClary Manufacturing Co., 1 box stamped ware; Jas. Patterson, 200 cases smoked herring, 10 bbls. herrings; John Sealy, 300 boxes smoked herring, 30 bbls. pickled alewives, 2 cases canned fish, 2 ½-boxes cheese, 3 bbls. and 3 ½-bbls. pickled salmon, 65 bbls. pickled alewives; Welcome Soap Co., 1 box soap samples; F. E. Williams Co., 520 boxes smoked fish, 38 boxes bloaters, 10 bbls. potatoes, 2 bbls. pork, ½-bbl. salt beef tongues.

For Montego Bay, Jamaica—T. Collins & Co., 5 bbls. potatoes; McCavour & Co., 100 bbls. potatoes, 200 boxes smoked herring; John Sealy, 10 bbls. pickled alewives, 150 boxes smoked herring, 1 bbl., ½-bbl. pickled salmon, 3 ½-bbls. pickled herring, 2 ½-boxes cheese, 2 cases canned fish, 1 case butter; F. E. Williams Co., 1 box butter, 1 box cheese, 100 boxes smoked fish, 10 boxes bloaters, 1 box smoked meats, 4 bbls. pork.

Black River, Jamaica—McCavour & Co., 10 bbls. potatoes, 200 boxes smoked fish; John Sealy, 10 bbls. pickled alewives, 10 boxes smoked herring, 2 ½-boxes cheese, 2 cases canned fish, 1 bbl., 1 ½-bbl. pickled salmon, 3 bbls. pickled herring, 1 box butter.

Savanna-la-Mar—John Sealy, 100 boxes smoked herring, 10 bbls. pickled alewives, 1 bbl., 1 ½-bbl. pickled salmon, 3 bbls. pickled herring, 2 ½-boxes cheese, 2 cases canned fish, 1 box butter.

Lucia, Jamaica—John Sealy, 10 bbls. pickled alewives, 100 boxes smoked herring, 2 ½-boxes cheese, 2 cases canned fish, 1 bbl., 1 ½-bbl. pickled salmon, 3 bbls. pickled herring.

The Belleville City Council has passed a by-law abolishing the use of trading stamps in that place after April 1.

Ceylon Teas

BLACK
GREEN



The Blacks now used everywhere
in Canada.

The Greens are displacing Japans.

Grocers should think of this be-
fore ordering stocks for coming
season.

THE MAIL-ORDER DEPARTMENT.

TO a man keenly alive to the possibilities of the mail-order trade, remarks Printers' Ink, the lack of interest shown by most retailers in this department of their business is discouraging.

Business men, accounted bright and brainy, pursue the beaten path of retailing and refuse to open their eyes to the splendid opportunities of the mail-order field in plain view before them.

Without a mail-order department a store's circle of trade is confined within the territory of easy distance. It is limited to the people who find it more convenient to trade there than elsewhere. Add a mail-order department and the scope of trade is limited only by the limits of the postal system.

The great stores of our large cities gather orders through their mail-order departments from all parts of the country. While it is true that the prestige of location carries some weight, the retailers of the smaller cities may develop a mail trade by the same means.

Selling goods by mail is accomplished by the same process that is involved in selling over the counter. The difference is in the application of the process. Correspondence must take the place of conversation, and a sample or picture of the article must be substituted for an actual view of it. The arguments of the salesman must go into the catalogue and other forms of printed matter. As catalogues, booklets, letters, circulars and other printed things sent out are salesmen for the house, they must be neat and presentable, just as the salesmen in well-ordered stores are required to be careful of their personal appearance.

The difference between a successful salesman and one who is not will be found to exist in like manner between the successful and the unsuccessful mail-order literature. It is altogether a question of salemanship, for advertising is, manifestly, an effort to sell something. It follows, therefore, that the more closely the methods of a successful retail salesman are followed, in mail-order work, the better are the chances for success.

In the smaller cities and towns the merchants make strong efforts to get the country trade. The patronage of the farming community within a radius of 15 or 20 miles is usually an immense item and well worth cultivating. With the aid of the rural free-delivery system and a well-arranged mail-order department, the wide-awake merchant may place his whole store, virtually, at the elbow of the farmer and his family. They will buy more and buy

oftener, because they can do so with little effort.

The greatest use of the mail-order department to merchants in small cities is in extending trade beyond the usual limits of easy distance. By intelligent, systematic, persistent work, he may build up a patronage, in the surrounding counties alone, worth thousands of dollars. There is no limit to the possible growth.

CANADIAN TRADE WITH SOUTH AFRICA.

In another column of this paper will be found the announcement of Robert Crooks & Co., of Montreal, who have already established four offices of their own in The Cape for the distribution of Canadian manufactured goods.

Their firms at Cape Town, Port Elizabeth, Durban and Johannesburg, each of which, they state, is under competent and experienced management, are prepared to handle consignments, and manufacturers desirous of introducing and establishing their products in South-African markets should correspond with Messrs. Crooks' office in Montreal.

A NEW ROUTE FOR TEA.

Our St. John, N.B., correspondent writes: "The largest importation of tea coming to our port for one importer during one month was received during the past month by Theo. H. Estabrooks, packer of "Red Rose." The invoice value was £9,720 9s. 7d. A large part of this was imported from Calcutta via Glasgow. This is something new. The importer claims it shows a saving in freight of upwards of 30 per cent."

HALIFAX RETAILERS ORGANIZE.

ALTHOUGH only a few days have elapsed since the early-closing movement in Halifax began, considerable progress has already been made, and the result has been the formation of a retail merchants' association to complete the work. On February 5, a representative meeting was held, at which a number were present, to complete work of the organization, adopt a constitution and receive reports as to the workings of this movement. Different phases of the movement were discussed by a number of merchants, who all were in the fullest sympathy with the early-closing idea. A. W. Redden occupied the chair, and W. E. Webb was secretary.

When the meeting was finally called to order, William Crowe reported on behalf of a committee appointed to prepare a constitution and by-laws. The constitution states that the organization is to be known as the Halifax Retail Merchants' Association, which has for its object early closing and the discussion of all matters of interest to the various branches of trade represented in its members. Rules were adopted for the enrolment of members, election of officers, annual fees, duties of officers, date of regular meetings and other necessary matters.

The officers elected for the present year are as follows:

President—A. W. Redden.
Vice-Presidents—J. F. Colwell and H. L. Hart.
Secretary—W. E. Hebb.
Treasurer—F. P. Hayden.
Executive Committee—J. H. Emmett, W. J. Power, James Farquhar, J. J. Skerry, J. L. Archibald, W. E. Crowe, James Halliday, John Connolly, W. H. Merlin and Charles S. Lane.

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.

Manufactur
awarded at
Over 50 pa
Patent Gro
Dominion,
all hardwoo
3189

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Annual

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Hon. Geo. A

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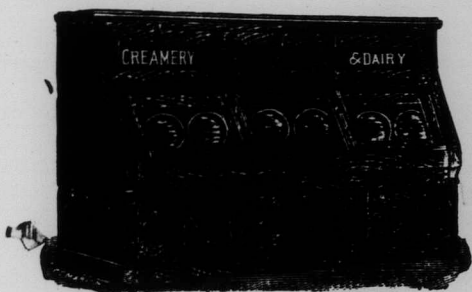
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C. P. FABIEN

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.

WESTERN Incorporated 1881.
ASSURANCE COMPANY

Fire and Marine

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

Head Office: TORONTO, ONT.

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

CANE'S
Wooden Packages
Suitable for
PAINTS, SYRUPS,
OYSTERS, LARD, ETC.
UNITED FACTORIES, Limited
Head Office, TORONTO.

Mention again, for it means profit to you, that the
Wrapping Papers
of these mills will be the kind to give you satisfaction. We are careful in the manufacture of our wrapping papers, and in all cases they run full weight and full count—480 sheets to the ream.
CANADA PAPER CO., Limited
TORONTO and MONTREAL

CANADA AND SOUTH AFRICA.
ROBERT CROOKS & CO., Stock Exchange Building, MONTREAL.
GENERAL IMPORTING AND EXPORTING MERCHANTS.

AND AT
CAPE TOWN, PORT ELIZABETH, DURBAN, JOHANNESBURG, } **SOUTH AFRICA.**
INVITE CORRESPONDENCE WITH LARGE CANADIAN MANUFACTURERS, TO ACT AS AGENTS IN SOUTH AFRICA.

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

Just Arrived

One Car Extra Fancy Messina Lemons, from cargo "Citti di Messina." New York Fruit Trade Journals say: "Finest cargo Lemons that has reached New York for years."

One Car Extra Fancy Valencia Oranges, all sizes.
One Car California Navels, Extra Fancy "Golden Orange" and "Squirrel" Brands. Also Fancy Tangerines in half-boxes.

Above are all elegant fruit and at rock-bottom prices. Send us your orders and same will have our prompt and careful attention.

HUGH WALKER & SON,

Wholesale Fruit Importers.

Guelph, Ont.

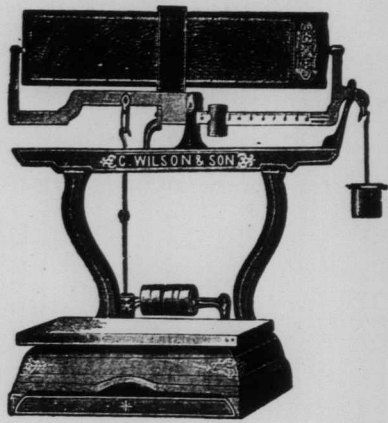
CAPSTAN BRAND **English Worcestershire Sauce**
For Fish, Soups, Meats and Game. Equal to any Manufactured.
BOTTLED BY
THE CAPSTAN MFG. CO., - Toronto

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

We have been found guilty
of getting more patronage than we anticipated, which we attribute to the extraordinary good values we are giving in all lines of Groceries.

Write for our prices, or telephone for goods at our expense if in a hurry.
We have a large range of **Indian and Ceylon Teas**, in chests of 80 to 90 lbs., which we are offering at 12½ to 15c. per lb., usual price 17 to 18c.
For the balance of this month we will offer a large quantity of half chests, of a beautiful, first **Young Hyson Ceylon Green Tea**, at 18c. per lb., in 53 to 55-lb. chests, which is considered good value at 23 to 25c.
Try a sample order of our Celebrated **FERNDALE** Package Teas, to retail at 25, 30, 40 and 50c. per lb., which shows the retailer a good profit.

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



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.

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

Current Market Quotations for Proprietary Articles

February 20, 1902.

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

BAKING POWDER.

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

Diamond—	W. H. GILLARD & CO.
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 65
4 "	6-oz.	0 80
4 "	8-oz.	1 00
4 "	12-oz.	1 50
4 "	16-oz.	1 80
1 "	2 1/2-lb.	4 50
1 "	5-lb.	7 75

JERSEY CREAM BAKING POWDER.

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

BLACKING.

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

BOECKH 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
Ensign.....	0 12 1/2
Metropolitan mixed.....	0 09
Special price list of Fancy Tins for Xmas trade and other lines on application.	

CANNED GOODS.

MUSHROOMS.

HENRI JONAS & Co.	
Mushrooms, Rionel.....	\$15 50
" 1st choice Duthell.....	18 50
" 1st choice Lenoir.....	19 50
" extra Lenoir.....	22 00
Per case, 100 tins.	

FRENCH PEAS—DELORY'S

Moyen's No. 2.....	\$9 00
No. 1.....	10 50
1/2 Pins.....	12 50
Fins.....	14 00
Tres fins.....	15 00
Extra fins.....	16 50
Sur extra fins.....	18 00

FRENCH SARDINES.

HENRI JONAS & Co.	
1/4 Trefavennes.....	\$9 50
1/4 Rolland.....	9 50
1/4 Delory.....	10 50
1/4 Club Alpins.....	12 50

CHOCOLATES & COCOAS.

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

JOHN P. MOTT & CO.'S.

R. S. McIndoe, Agent, Toronto.	
Mott's Broma..... per lb	0 30
Mott's Prepared Cocoa.....	0 28
Mott's Homeopathic Cocoa (1/4's)....	0 22
Mott's Breakfast Cocoa (in 1 ns)....	0 40
Mott's No. 1 Chocolate.....	0 30
Mott's Breakfast Chocolate.....	0 28
Mott's Caracocas Chocolate.....	0 40
Mott's Diamond Chocolate.....	0 35
Mott's French-Can. Chocolate.....	0 18
Mott's Navy or Cooking Chocolate....	0 28
Mott's Cocoa Nibs.....	0 35
Mott's Cocoa Shells.....	0 05
Vanilla Sticks, per gross.....	0 90
Mott's Confectionery Chocolate 0 21	0 43
Mott's Sweet Chocolate Liquors 0 19	0 30

CHOCOLATE-MENIER.



Chocolate-Menier 1/4 and 1/2 lbs. per lb. of 108 \$20. Croquettes and Pattisoles 20c. or per case Member Breakfast Cocoa 1/2-lb. tins 13c. 1-lb. " 25c. 50c.

Chocolate—	FRY'S.	per lb.
Caracocas, 1/4's, 6-lb. boxes.....		0 42
Vanilla, 1/4's.....		0 42
"Gold Medal" Sweet, 1/4's, 6 lb. bxs		0 29
Pure, unsweetened, 1/4's, 6 lb. bxs		0 25
Fry's "Diamond," 1/4's, 14 lb. bxs		0 24
Fry's "Monogram," 1/4's, 14 lb. bxs		0 24
Cocoa—		
Concentrated 1/4's 1 doz. in box..		2 40
" 1/2's.....		4 50
" 1 lb.		8 25
Homeopathic, 1/4's 14 lb. boxes..		0 24
" 1/2's 12 lb. boxes.....		0 24

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
Hygienic, 1/2-lb. tins, per doz....		0 25
Chocolate—		
Queen's Dessert, 1/4's and 1/2's... 6's.....		\$0 40
Mexican Vanilla, 1/4's and 1/2's... 6's.....		0 42
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'fast cocoa, 1/2-lb. tins, plain; 6-lb. boxes.....	51
Cracked cocoa, 1/2-lb. pkgs., 12-lb. bxs	35
Caracocas 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..	\$8 25
Medium size jars.....	4 50
Small size jars.....	2 40
Individual size jars.....	1 00
Imperial Holder—Large size.....	15 00
Medium size.....	15 00
Small size.....	12 00
Roquefort—Large size, per doz.....	2 40
Small size.....	40

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Clothes Pin
case, pe
4 doz. packa
6 doz. packa

COUPOI

For sale in C
Limited.
File, Mo
\$1, \$2,

In lots of 1
books, 1 k
100 to 500 bc
50 to 1,000 l

Allis
\$ 1 00 books
2 00 books
3 00 books
5 00 books
10 00 books
15 00 books
20 00 books
25 00 books
50 00 books

"THE EDWARDSBURG BRANDS"

Starch

.. and Syrup

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

EDWARDSBURG STARCH CO'Y, Limited
Established 1858.

164 St. James St.,
MONTREAL.

Works:
CARDINAL, ONT.

53 Front St. East,
TORONTO.

DUNN'S PURE MUSTARDS

GIVE UNBOUNDED SATISFACTION.

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

COFFEE.

JAMES TURNER & CO. per lb.	
Mecca	0 32
Damascus	0 28
Calfo	0 20
Sirdar	0 17
Old DutobRio	0 12½

CLOTHES PINS.

UNITED FACTORIES, LIMITED.	
Clothes Pins (full count), 5 gross in case, per case.....	0 55
4 doz. packages (12 to a case).....	0 70
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-Covers and num-bered.	Coupons numbered.
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books.....	3½c.	4c.
500 to 1,000 books.....	3c.	3½c.

Allison's Coupon Pass Book.

\$ 1 00 books.....	3 cents each
2 00 books.....	3 cents each
3 00 books.....	3 cents each
5 00 books.....	3 cents each
10 00 books.....	4 cents each
15 00 books.....	5½ cents each
20 00 books.....	6 cents each
25 00 books.....	7 cents each
50 00 books.....	12 cents each

EXTRACTS.

HENRI JONAS & Co. Per gross.	
8 oz. London Extracts	\$6 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 oz. "	36 00
1 lb. "	70 00
1 oz. Flat	18 00
2 oz. Flat bottle extracts	19 00
2 oz. Square	21 00
4 oz. "	36 00
8 oz. " (corked).....	72 00
8 oz. " glass stop extracts	3 50
8 oz. "	7 00
2½ oz. Round quintessence extracts	2 00
4 oz. Jockey decanters	3 50

FOOD.

NORTH-WESTERN CEREAL CO., London.	
"Superior" Gluten Flour and Breakfast Cream.	
Price—Toronto, Montreal and East.	5 10
" Winnipeg	5 40
" Vancouver	6 50
Per doz.	
Robinson' Patent Barley ½ lb. tins 1 25	1 lb. tins 2 25
" " " " 1 lb. tins 1 25	1 lb. tins 2 25
" " " " 1 lb. tins 2 25	1 lb. tins 2 25
GILLETT'S POWDERED LYE.	
4 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 20
5-lb. tin pails, 8 pails in crate, per lb	0 07
7-lb. wood pails, 6	0 07
14-lb. wood pails, per lb	0 07
30-lb. " " "	0 06½
Jellies—	
1-lb. glass jars, per doz.....	\$1 00
7-lb. wood pails, per lb.....	0 06½
14-lb. " " "	0 06½
30-lb. " " "	0 06½

LICORICE.

YOUNG & SMYLLIE'S LIST.	
5-lb. boxes, wood or paper, per lb.	\$0 40
Fancy boxes (36 or 50 sticks) per box	1 15
" Ringed" 5 lb. boxes, per lb.....	0 40
"Acme" Pellets, 5 lb. cans, per can.	2 00
"Acme" Pellets, fancy boxes (40) per box	1 50
Tar, Licorice and Tolu Wafers, 5 lb. cans, per can	2 00
Licorice Lozenges, 5 lb. glass jars.....	1 75
" " " " 20 5 lb. cans	1 50
"Purity" Licorice 10 sticks	1 45
" " " " 100 sticks	0 73
Dulce large cent sticks, 100 in box.	

MINCE MEAT.

Wetthey's Condensed, per gross net	\$12 60
per case of doz. net.....	3 00

MUSTARD.

COLMAN'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


ORANGE MARMALADE.

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

PICKLES.

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


SODA.—COW BRAND.



DWIGHT'S SODA

Case of 1 lbs. containing 60 pkgs., per box, \$3.00
 Case of 1/2 lbs. (containing 120 pkgs.) per box, \$3.00
 Case of 1 lb. and 1/2 lb. (containing 30 packages) per box, \$3.00
 Case of 50. pkgs (containing 96 pkgs) per box \$3.00.

EMPIRE BRAND.



Case 120 1/2-lb. pkts. (60 lb.) per case \$3.00
 Case 96 10-oz. pkts. (60 lb.) per case \$3.00

SOAP



MAYPOLE SOAP

A. P. RIPPET & CO., AGENTS
 Maypole Soap, colors per gr., \$10.30
 Maypole Soap, black per gr., \$15.30
 Oricle Soap, per gross \$10.20

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

GOLD SOAP



GOOD AS GOLD SOAP

Write for prices.

STARCH.

EDWARDSBURG STARCH CO., LTD.

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

Culinary Starch—

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

Rice Starch—

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

BEE STARCH.

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

BRANTFORD STARCH WORKS LIMITED
 Ontario and Quebec.

Laundry Starches—

Canada Laundry, boxes of 40 lbs. \$0 05 1/2
 Acme Gloss Starch
 1-lb. cartons, boxes of 40 lbs.... 0 05 1/2

Finest Quality White Laundry—

3-lb. Canisters, cases of 48 lbs... 0 06 1/2
 4-lb. " " " " " " " " " " " " " " 0 06 1/2
 Barrels, 175 lbs..... 0 05 1/2
 Kegs, 100 lbs..... 0 05 1/2

Lily White Gloss—

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

Brantford Gloss—

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

Canadian Electric Starch—

Boxes of 40 fancy pkgs, per case 3 25

Celluloid Starch—

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

Culinary Starches—

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

STOVE POLISH.



ENAMELINE

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



RISING SUN STOVE POLISH

DUSTLESS, LABOR SAVING.
 BEST IN THE WORLD.



RISING SUN STOVE POLISH

For durability and for cheapness this preparation is truly unrivalled.

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



SALADA CEYLON TEA

TEAS.

SALADA CEYLON.

Wholesale Retail

Brown Label, 1's	0 20	0 25
" " 1/2's	0 21	0 26
Green Label, 1's and 1/2's	0 22	0 30
Blue Label, 1's, 1/2's and 1/4's	0 30	0 40
Red Label, 1's and 1/2's	0 38	0 50
Gold Label 1/4's	0 44	0 60



KOLONA PURE CEYLON TEA

BLACK

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

Black Label, 1-lb., retail at 25c....	19
" " 1/2-lb., " " " " " "	0 20
Blue Label, retail at 30c.....	0 22
Green Label " 40c.....	0 28
Red Label " 50c.....	0 35
Orange Label, retail at 60c.....	0 42
Gold Label, " 80c.....	0 55

CROWN BRAND

Wholesale Retail.

Red Label, 1-lb. and 1/2's.....	0 35	0 50
Blue Label, 1-lb. and 1/2's.....	0 28	0 40
Green Label, 1-lb.....	0 19	0 25
Green Label, 1/2's.....	0 20	0 25
Japan, 1's.....	0 19	0 25



RAM LAL'S PURE INDIAN TEA

GUARANTEED ABSOLUTELY PURE
 AS MANUFACTURED ON THE
 GARDENS OF INDIA.

Cases each 60 1-lb..... 0 35
 " " 60 1/2-lb..... } 0 35
 " " 80 1-lb..... }
 " " 12 (1/4-lb..... } 0 38



LUDELLA CEYLON TEA

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

Blue Label, 1's	0 18 1/2	0 25
Blue Label, 1/2's	0 19	0 25
Orange Label, 1's and 1/2's	0 21	0 30
Brown Label, 1's and 1/2's	0 28	0 40
Brown Label, 1/4's	0 30	0 40
Green Label, 1's and 1/2's	0 35	0 50
Red Label, 1/2's	0 40	0 60

TOBACCO.

THE EMPIRE TOBACCO CO. LIMITED.

Smoking—Empire, 3 1/2's, 5s and 10s..	0 89
Royal Oak, 2 x 3, Solace, 8s	0 52
Something Good, 7s.....	0 45
Chewing—Boys, 5s and 10s.....	0 36
Currency, 13 1/2 oz. bars, spaced 9s..	0 39
Currency, 6s and 10s.....	0 39
Old Fox, Narrow 10s.....	0 39
Snowshoe, pound bars, spaced 6s..	0 43
Pay roll, 6s	0 44

WOODENWARE

UNITED FACTORIES, LIMITED.

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

F.o.b. Toronto.

YEAST.

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

FLOUR

MAGOR'S DELICIOUS PATENT FLOUR.

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

JOHN MAGOR & CO., MONTREAL

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.

Soap

"IMPERIAL" and "SNOW"

Twin Cakes.
 NOW IN STORE.

Perkins, Ince & Co., - Toronto.



MOTT'S DIAMOND CHOCOLATE


JOHN P. MOTT & CO. HALIFAX, N.S. ESTD. 1877

IS THE BEST.

ASK FOR

MOTT'S

ROCK SALT FOR HORSES and CATTLE



TORONTO SALT WORKS, Toronto, Ont.

BASKETS

We make them in all shapes and sizes. We have

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

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

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

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The Auer Gas Lamp

Money-Back Style.

No. 9

EVERY store-keeper who wants a brightly lighted store should use this lamp—it is the only one giving 200 candle power.

IT makes its own gas automatically and is cheaper to run than a center-draft oil lamp.

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

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



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

WRITE FOR OUR CATALOG AND DISCOUNTS.

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

A Business Boost

Were you ever boosted over a fence? Do you remember how that boost helped? You couldn't get over without it. There's a way of boosting your business that counts the same way.

If you carry in stock

"Empire" Soda

BEST FOR BAKING,

it will give your business a decided boost ahead, because we are advertising it in all the leading papers of Canada, and its quality is so good that when once used cooks won't use any other kind.

"Empire" Soda buyers buy other groceries too. Better put in a stock and get this trade.

WINN & HOLLAND,
MONTREAL,

SOLE AGENTS FOR CANADA.

ADVERTISING in WESTERN CANADA

will be Carefully, Efficiently, and Promptly attended to by

The Roberts Advertising Agency,
WINNIPEG, CANADA

THE "GLENER"

KINGSTON, JAMAICA, B.W.I.

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

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

Write for scale of charges, etc., to

THE GLENER CO.,
Limited

"Gleaner" Office, . . . KINGSTON, JA.

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

SEASON 1902.

Butter Tubs

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

WALTER WOODS & CO.
HAMILTON.

BUSINESS NEWS

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

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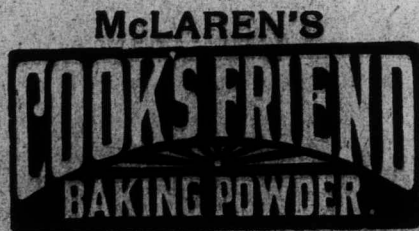
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