

PUBLISHED
EVERY
FRIDAY

THE
CANADIAN GROCER
AND
GENERAL
STOREKEEPER

CIRCULATES
IN EVERY
PROVINCE

**COLMAN'S
MUSTARD**



BEST ON EARTH



**PEEK
FREAN
& C^o's**

Twenty-One Prize Medals.
Twenty-One Royal Appointments.

Something Fine

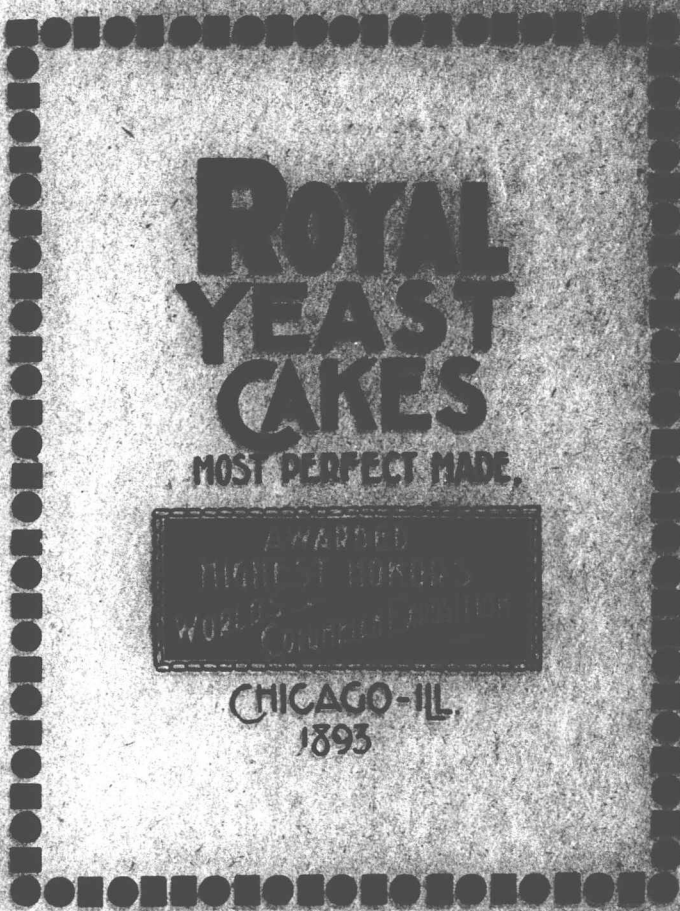
**PEEK FREAN'S
Celebrated**

Zellar Wafers

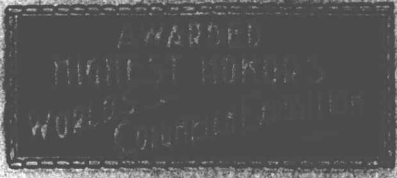
THE CHOICEST DELICACY MADE.

Also a full line of their biscuits in tins and 40-lb. casks.
(Casks free.)

**CHAS. GYDE, 20 and 22 St. Francois MONTREAL,
Xavier Street,**



**ROYAL
YEAST
CAKES**
MOST PERFECT MADE.



CHICAGO-ILL.
1893

**THE LIGHT
EIGHT OIL LAMPS**

COST OF TWO

100 BUNDLE POWER

50 CENTS a month with
gasoline at 40 cents a
gallon.

Satisfaction guaranteed or money
refunded.



THE AUER GASOLINE LAMP

BRIGHTER | THAN | OTHER LIGHTS

Write for Catalogue

AUER LIGHT CO.

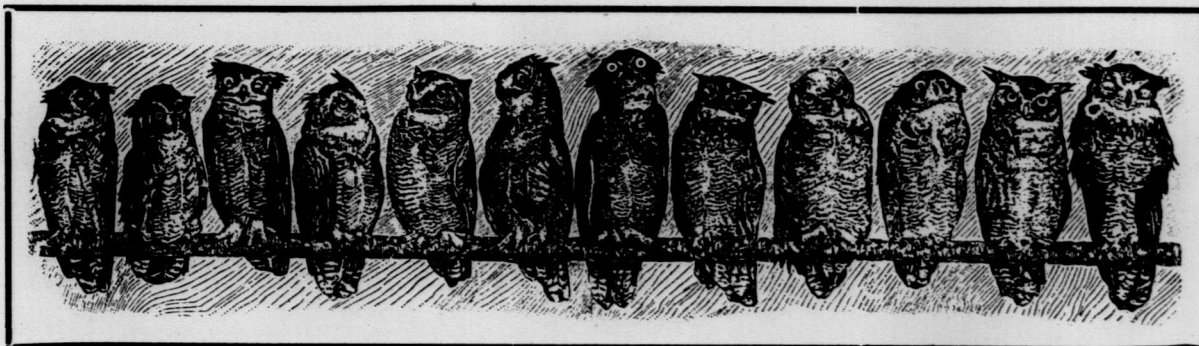
1600 Notre Dame, MONTREAL
E. SIMPSON & CO., 2000 AV. GUY, MONTREAL



People with good taste like
Miller's Paragon Cheese
Hence, Grocers with good taste should always handle
Miller's Paragon Cheese
IT IS ALWAYS IN DEMAND

The T. D. Miller Paragon Cheese Co., Ingersoll, Ont.
Agents—W. H. Dunn & Co., Montreal
Joseph Caron, Windsor

A popular name — **“ROBERTS”**
especially when connected with
KHAKI BUTTER SCOTCH, a delicious delicacy in a convenient
package. Sells well with fair profit.
CANADIAN BUTTER NUTS
Are pure and wholesome. Made from best materials. Attractive package.
Your customers who want THE BEST BUTTER NUTS should get
EBENEZER ROBERTS, Limited, London, Ontario
Canada Agent: [illegible]



Wise Buyers
know that
Quality Counts!

"Hand-in-Hand"
Brand
Bi-Carb. Soda.

You won't find the successful grocer carrying nameless articles of trade in stock, for well he knows the truth of the old saying, "Standard goods are best to handle." Goods with an established reputation always have a fair market value—**goods of established reputation always sell on their recognized merit.** "Wise buyers know that quality counts."

The "Hand-in-Hand" Brand of Bi-Carbonate of Soda is famous everywhere for its great purity, whiteness and unequalled strength. If you want to get 98 50/100 of pure Bi-Carbonate of Soda in every pound you buy, you should ask your wholesaler for the "Hand-in-Hand" Brand. If you want a Soda that does not vary in the purity of the grade ask also for the "Hand-in-Hand" Brand. The trade mark of the Clasped Hands must be on every package of the genuine. "Wise buyers know that quality counts."

Pure,
White,
Strong.

ARTHUR P. TIPPET & CO., Agts.,

8 Place Royale Montreal.

23 Scott Street, Toronto.

Facts are Stubborn Things

and all our advertising would be waste of money, if behind them were not eloquent, convincing facts.

All we say of

JAPAN TEAS

is perfectly true. Too much cannot be said of their truly wonderful

**Flavor, Aroma, Purity,
Cleanliness and Popularity.**

Your customers are fully aware of this, so be prepared for them—always have

Japan Teas

in stock.

Proud!

I suppose that the increase in my business entitles me to throw a few bouquets at myself—to be proud that my efforts have met with such gratifying success. One thing is certain, this advertising space is bringing in lots of "trial orders" from new grocers who never kept my Cigars in stock before.

Don't be afraid that I am going to let my success interfere with my keeping up the well-known high standard of my "Pharaoh," my "Pebble" or my other brands—I am "proud," of course, but only because so many grocers have found out that I was talking on facts and doing no theorizing whatever. I still offer to send a "trial order" at my own expense!



J. BRUCE PAYNE,
Cigar Mfr.,
Granby, Que.

South Africa Relish



"Sterling"
Brand

Just what you want for lunch—it is a tempting appetiser. Makes the dinner a pleasure. All good livers appreciate South Africa Relish.

- Made in Canada's largest and
- most completely equipped
- Pickle Factory.

T. A. LYTLE & CO.

124-128 Richmond St. West,

TORONTO



Your Bank Account

You'll have money in the bank if you pin your faith to quality rather than to price—and when you want it most it will be right there! The class of trade you'll win with "quality" are people who pay their bills and pay them promptly. Standard goods win trade. Standard goods are just about the same thing as money in the bank—you can always sell them for their full face value.

Tillson's Pan-Dried Rolled Oats

are standard goods and as staple as flour, sugar, salt. They are liberally advertised—their name is before the people prominently day after day, week after week and year after year. Their rich, nutty flavor, cleanliness and freedom from hulls distinguishes them at once from all other brands—they are best because no others are quite so good. "You'll have money in the bank if you pin your faith to quality rather than price."

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

A PALATE TICKLER

Orange Marmalade

OF THE FINEST QUALITY.

7-lb. PAILS, 6 in Crate.
7-lb. SEALED TINS, 6 in Crate.
5-lb. SEALED TINS, 6 in Crate.

NOTHING—But the highest grade of Bitter Oranges and Extra Granulated Sugar used in the manufacture of this Marmalade.

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



Rowat's Pickles, and Rowat's Worcester Sauce

The most popular in Canada.



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

Essence of Coffee

You want
the best.

Order



Rose & Laflamme

Agents MONTREAL.

Batty & Co.

ESTABLISHED 1834.

LONDON.



OLIVES
AND
PURE
OLIVE
OILS.



INDIAN
CURRIES
AND
CHUTNIES.

Makers of High-class

PICKLES
OF
ALL KINDS.



SAUCES
OF
ALL KINDS.

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

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CANADIAN GROCER
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CIRCULATES
IN EVERY
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VOL. XV.

TORONTO AND MONTREAL, MARCH 8, 1901

NO. 10

AN UNIQUE GROCERY STORE.

A Marion, Ind., grocer, who allows customers to help themselves, who will not deliver goods, who pays his clerks every night, and will not carry fire insurance.

"I BELIEVE that the average man is to be trusted—that he will not betray a confidence placed in him—and that is why I allow my customers to wait on themselves. I have tried it for years and find that everybody I have trusted has proved worthy of the trust, with but a few exceptions."

This sentiment was expressed by A. F. Norton, a grocery keeper of Marion, Ind., in reply to the query, "Do you not meet with a great many losses by conducting your business as you do?"

There is in the whole United States, perhaps,

NOT JUST SUCH ANOTHER MERCHANT as Mr. Norton. He believes that everyone should be considered honest until he or she proves to be different, and for the past 30 years he has conducted his business along the lines of this belief. It has not been until within the past year, however, that Mr. Norton has made this belief the motto of his store. When he came to Marion a year ago he announced that his grocery and meat market would be conducted on the lines laid down by the Rev. Charles M. Sheldon in his famous book, "In His Steps." In the year he has been here he has built up a trade that in the ordinary course of events would have taken many years to establish. He attributes his success solely to the fact that he has lived up to his belief in the honesty of humankind.

Mr. Norton's store is located near the

business centre of the city of Marion, the leading city of the Indiana gas belt. He employs

A FORCE OF 25 CLERKS.

who are kept busy waiting on his customers. A person visiting the store for the first time would see nothing out of the ordinary, except that the place is extremely clean and well kept. If the visitor should make a purchase, however, he would see that the store is conducted on lines radically different from those followed by other similar establishments. The customer would be told to help himself, and there would be no clerk near to keep a watchful eye on him. The customer would go to the shelves and get the goods he wished, and would go to the desk and pay for them just as if he owned the store. If the clerks are not all at work—a condition that seldom prevails at the Norton store—the customer would be waited on and the goods sold him at a price that many merchants would be glad to get from the wholesalers.

THE COST OF HIS GOODS.

Mr. Norton not only puts the price of everything upon it, but also the price it cost him, showing the exact margin of profit. He only wishes enough profit to support himself and family. He considers it un-Christian to carry on business to make money.

Mr. Norton buys his goods for cash and sells them the same way. He keeps no books, and no matter whether a customer is

a banker or a millhand he is treated in exactly the same manner. Nothing but the best is handled by Mr. Norton, who says:

"I will not sell to others an article that my own family would not eat."

When questioned as to the line of goods carried in stock, Mr. Norton said:

HIS STOCK.

"I think that you will find everything in my stock that should be in a first-class grocery. I have sold everything but drugs and whiskey, and I do not think that I shall ever deal in either. Tobacco I do not sell. I have been asked why, and as it is a reasonable question, I think it deserves a reasonable answer. I have heard men who used tobacco say that it is a filthy, dirty habit, and, as they ought to know, I, who have never used tobacco, take their word for it, and I don't think that it is the proper thing for a Christian to be an aid to a habit that is filthy and dirty—would you?

WILL NOT DELIVER GOODS.

"Another thing you will probably think peculiar is that I do not deliver goods. Why? Because the expense of the wagons that would be necessary in my business would reach \$2,500 a year, and that would have to come from the profits on the goods, or, in other words, from the pockets of my patrons. There are people who will not take advantage of the cheap prices and carry their goods home, and these people do not trade at the Norton grocery. I think, also, that it shows a trait of laziness that should be suppressed instead of encouraged. The mass of the people are spoiled in this matter, but they are learning, and those who really mean to practice economy do not hesitate to carry home a bag of flour that has been bought for half



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.

the price others charge for it. In fact, you would be surprised to see the number of people that come here and get goods, even when they know they will have to carry their purchases home themselves. These people, I have been informed by my clerks, would not even carry a package as large as a pound of coffee from a store that delivered goods. They will all learn in time. The matter is not crankiness on my part, but an earnest, honest endeavor to help them in their economy. On the face of it one can see that without the additional expense of the wagons, I am able to sell goods at a lower price than my competitors.

BUYS FOR CASH.

"I buy all my goods for spot cash, and I do all my business on the cash basis. I pay my clerks every night, and so you see there is nothing to be carried over to the next day, when we begin all new. I keep no books, for I don't know how, and I find it a profitable ignorance.

PAYMENT OF CLERKS.

"Why do I pay my clerks every night? Simply because I think that they are entitled to it. The money is theirs. They have earned it, and what right have I to hold their money until Saturday night, when in the meantime they may need it for some urgent purpose? On the other hand, I sell them no goods on credit. I pay them cash, and they must pay me cash. If they wish to trade at some other place, that is their right.

"Some of the men used to complain to me, but I gave them to understand that if they did not get their money each night they would not get it at all, and now they are glad to get it each night."

At this point someone came to the desk and asked if a man who had just gone out had paid a small sum, naming the amount. He was told that it had been paid, and he remarked that "the fellow was too long-fingered any how, and—" "Don't say that," interrupted Mr. Norton. "Had he

not paid for it you would have lost less than he would, for you would have forgotten it in two weeks, while he never would unless he repented.

HE ENJOYS COMPETITION.

"I enjoy competition," continued Mr. Norton, "not because I want to drive a man out of business, but the more competition there is the more zest it gives to the business. Just like a boy in school, who tries to outdo his fellow in mathematics—he works hard for no other reward in sight except the satisfaction of knowing that he is the best man."

About a year ago the storeroom occupied by Mr. Norton was burned out, and then the fact that he had carried no insurance on his goods was first made public. He was questioned regarding the matter, and said:

CARRIES NO INSURANCE.

"Yes, it is true that I carry no insurance—and never have. To put it as mildly as I can, I think that to offer a man compensation when his house or store burns down is encouraging that man to be careless with his fires. I don't say that the man will burn himself out, but it does make him careless with his fires, and I do not think that is right. I have never been burned out but once, and I do not regret that I had no insurance, for if it was the will of the Lord that my store be burned, why should I make an attempt to guard against the loss? No, sir; I think that it is putting temptation in the way of the people. I do not draw a pension. I served two enlistments in the War of the Rebellion, and I did my duty, yet why should the Government encourage me to go out and kill by offering me a pension?"

HIS BUSINESS CAREER.

In reply to a question as to where he had been in business before he came to Marion, Mr. Norton said: "For years I ran a store in Fairmount, Ind., called 'Norton's Fair.' This store was in a building which I built after my own notion. There were five rooms, and we used to advertise that we sold

everything, which was hardly true. But we did deal in nearly everything, with the exception of drugs and liquors. In the rear of the store I built a sort of museum, and in it I had every kind of animals known in this part of the country, from deer to rabbits, and people from all over the country came to Fairmount to see that collection of animals. I had the place so arranged that there was no entrance except through the storeroom, and I had men there who would sell them goods when they came out. I did a good business there, but had to give it up on account of bad health. I have been in business in Marion for about one year, and I have been very successful. I have conducted my store on principles that, to me, seem to be right, and I think everyone will agree with me that they are good ones. I have asked my men that they refrain from the use of tobacco while in the store, and they have all done so. I have asked that they use no profanity, and not one word has ever been heard."

A QUEER MAN.

Mr. Norton is known all over the country for his peculiarities, and many are the tales told of his "queerness." He was asked if he would sit for his picture, and he flatly refused to do so. He said that he was reputed to be peculiar, and he said that he "guessed he was," but the only way a picture could be secured was while he was not looking and did not know of it. Heretofore he had consented to have a picture of the inside of the store made, but when the photographer made his appearance he left the room, and could not be induced to come back until the man with the camera had left the store.

Among the country people he has been dubbed the "square dealer," and many stories have been told of his dealings. A woman came into his store during the time green beans were in season, and asked if he wanted to buy some. The woman was poor, and had not been able to sell the beans to any other dealers in the city. Mr. Norton took the whole lot, and gave the

LOOK AHEAD

Don't let your neighbor get ahead of you. Now is the time to buy the best **Green Ceylon Tea** at 20c., and with it you get handsome Tea Canisters **free**. If you pay 25c. and no tin you can't buy better goods. See travellers' sample, it is "Orange Pekoe."

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

Your great grandfather will remember the name

TADDY & CO. MINORIES, LONDON, ENG.

ESTABLISHED 1749.

Are the manufacturers of these Tobaccos, which are the top notch of Excellence—the nearest approach to Perfection ever attained.

Premier Navy, the very best.

$\frac{1}{8}$ tins ; $\frac{1}{4}$ tins ; $\frac{1}{2}$ tins.

Orbit, a little better.

$\frac{1}{8}$ packages ; $\frac{1}{4}$ tins ; $\frac{1}{2}$ tins.

Myrtle Grove, $\frac{1}{4}$ tins for Cigarettes (better than Turkish).

ALL SMOKERS (who know a good thing) say that for SWEETNESS, MILDNESS and FRAGRANCE

there is no Tobacco to-day can beat Taddy's. That is your opinion or you have not tried it. Take hold of a good thing—Send us a trial order—Be convinced. Luxury at the smallest cost is something we are all in quest of, and here you have it.

JAMES TURNER & CO., Sole Agents for Canada, **HAMILTON**



THE DOMINION BREWERY CO., LIMITED

Brewers and Maltsters

TORONTO

Manufacturers of the Celebrated

WHITE LABEL ALE

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

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.



Choice Goods
 Prompt Shipment
 Right Prices
 Clean Packages



- PRUNES**—California, all sizes, - boxes 25 and 50 lbs.
- “ —French, 90/100, - - - - - 56 lbs.
- “ —Austria, Sphinx U., - - - - - 25 and 50 lbs.
- CURRENTS**—Fine Filiatria - Cases and half cases.
- “ —Amalias - “ “
- “ —Crown Vostizza - “ “
- “ —Fine Crown Vostizza “ “

RAISINS—Grustan's Select, Arguimbau's F.O.S

WRITE FOR PRICES AND GET A SURPRISE.

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

woman his selling price for them. The story was told by his head clerk, and he said that at the time the beans were purchased they were overstocked. Late in the day, however, demands for beans began to come in, and before the day was over every bean in the house had been sold.

At another time a woman who had apples to sell came into the store and wanted to dispose of her goods to Mr. Norton. He asked her what she wanted for them and she said she would sell for \$1 a barrel. He purchased all she had, and told her that as they were worth \$1.50 to him he would give her that much.

A CLOSE BUYER.

Yet travelling salesmen say that he is the shrewdest buyer to whom they sell goods. Oftentimes they hear of the man's apparent generosity, and ask a price proportionately high. If it is at all extortionate Mr. Norton will close the interview at once. He says that he buys for the interest of his customers, and that the man who would try to cheat them is dishonest.

Mr. Norton was born in Essex County, England, where his father was a farmer, and came to the United States with his family when he was about six years old. He spent the early part of his life, until after his marriage, on a farm, when one day,

while in the middle of a furrow in a corn field, he unhitched his horses, drove them back to the barn, told his wife that he had quit farming, and from that time to this has done no work on a farm. He went into the grocery business, and has devoted his life to that kind of work. He acquired all his education in the public schools, and while he was a bright pupil he never had a head for mathematics, and admits that to this day he does not like to "juggle figures." In connection with the grocery store which he is conducting he will open a restaurant where the poor people may be fed for almost what it costs. He has said little as to his plans, but says that articles that are purchased in a restaurant for five cents he will sell for two and one half cents. "You know it is said," remarked Mr. Norton in a conversation, "that there is a curse on the rich; I don't want to be one of the accursed."—N.Y. Journal.

A CORRECTION.

An error crept into the advertisement of The Collins Manufacturing Co., Toronto, printed in last week's issue. It should have read: "For a short time we will supply you with an 100-egg hot water incubator and a brooder to match, two machines, for the small sum of \$20." In-

stead of "100" the figures last week read "10."

LONDON MERCHANTS MEET.

THE annual meeting of the London Retail Merchants' Association was held on Thursday last week. Principal interest centred in the discussion of the trading-stamp question. A communication was read from the Brockville Board of Trade asking cooperation in a petition to the Ontario Legislature praying that body to take action to have their use prohibited. The members present were unanimous in support of any move that might be made to place trade on a fair basis, as one member expressed it, "Give a dollar's worth for a dollar, but no so-called premiums or prize schemes."

The president was instructed to reply to the Brockville Board of Trade that the Merchants' Association of London were heartily in sympathy with any movement that would have a tendency to do away with premiums and bonuses intended to be an extra inducement to purchasers.

The following officers for the ensuing year were then elected:

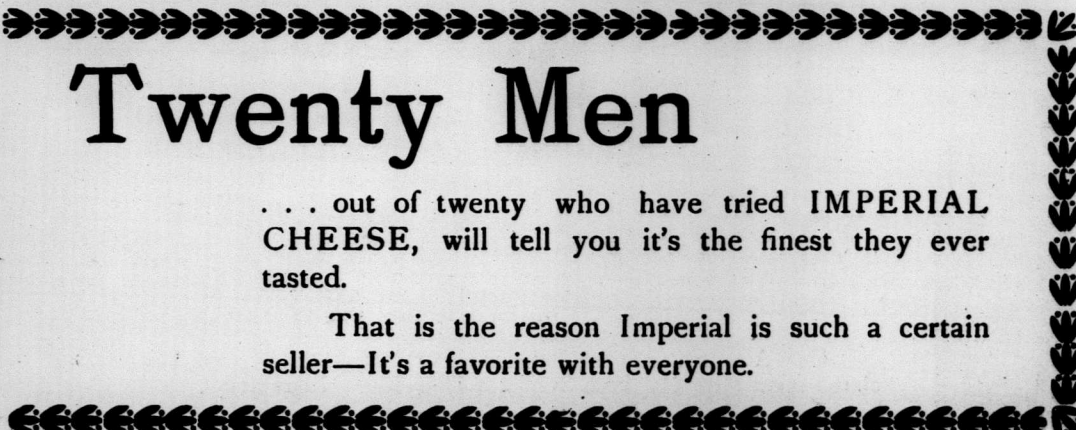
- President—E. N. Hunt, reelected.
- Vice-President—D. Shoebotham.
- Treasurer—John Callard.
- Secretary—E. Sutton.



Twenty Men

... out of twenty who have tried IMPERIAL CHEESE, will tell you it's the finest they ever tasted.

That is the reason Imperial is such a certain seller—It's a favorite with everyone.



EVAPORATED } PEACHES AND APRICOTS

Choice Bright Stock.

IN 25-LB. BOXES.

THE DAVIDSON & HAY, LIMITED

36 Yonge Street, . . . TORONTO.

TRADE CHAT.

REPLYING to a question in the Ontario Provincial Legislature, Hon. E. J. Davis, Minister of Crown Lands, stated that the Government had found it not to be in the public interest to enforce the clauses in the Mines Act which prohibited the exportation of nickel ore.

George Rowe has started as grocer in Ottawa.

Joseph McGrath has started as grocer in Ottawa.

Edmund George has started as confectioner in Ottawa.

The Union Canning Co., Vancouver, has been incorporated.

The Welland canal is to be open for navigation on Monday, April 22.

Archer & Thibaudeau have started as commission dealers in groceries, Quebec.

M. J. Killam is starting as general merchant and sawmiller, Liscomb Mills, N.S.

John Downey, Belleville, Ont., has moved his grocery and coal office to a better stand.

The Industrial Cooperative Association have compromised and are out of the grocery business.

A. C. Buchner, who for eight years and more has been in charge of Perry & Alport's grocery department, Orillia, Ont., has

bought the business of A. L. Current, at Alliston, and has left Orillia to make that town his home.

A. T. Colquhoun, of "The Retail Co.," Morden, Man., intends retiring from business and starting a ranch.

G. W. Whitehead has started a general store at Carghill, Ont. He was formerly in business with his brother at Walkerton.

D. W. Ross, general merchant, Parry Sound, Ont., has sold out to W. Adair & Co., who will continue in the present stand.

Thos. H. Knight, who has been a grocery clerk with J. B. Martyn, Bowmanville, Ont., for 11 years, has opened a grocery store in that place.

Nathan C. Vickery, grocer, and Capt. T. Eldridge, general store, at Ohio, N.S., were destroyed by fire. Capt. Eldridge was partially insured.

J. F. Norton's general store at Cardigan, P.E.I., was destroyed by fire on Thursday last week. The loss is placed at \$12,000; insurance, \$7,000.

Henry Jeffrey, formerly of Seaforth, latterly with John Hannah, tea merchant, Wingham, Ont., has been admitted into partnership by Mr. Hanna.

Robert Benson Wiseman, merchant, Albert E. Sinclair, merchant, George E. Betts, accountant, Lewis H. Bennett,

accountant, of Winnipeg, and Byron Gammell, of Montreal, are applying for incorporation as The Imperial Fruit and Produce Company, Winnipeg, with a capital of \$20,000.

Joseph Slade, grocer, St. Thomas, Ont., writes that the statement published in these columns to the effect that he intends leaving for California is incorrect.

The farmers of Victoria and Lake districts who are interested in the establishment of a creamery have selected a site on the Carey road just beyond the city limits.

H. Poehlman, Hanover, Ont., has bought out R. W. O'Brien & Co., grocers, flour and feed dealers, Collingwood, Ont., to which place he will remove about the middle of March.

Friend—You took your son into your establishment some months ago to teach him the business, I understand. How did it turn out?

Business Man (wearily)—Great success. He's teaching me now.—New York Weekly.

At a meeting held in Bowmanville, Ont., to discuss the advisability of starting a pork factory in that place, a committee, with J. D. Hoar as chairman, was appointed to secure all information possible on the subject. The committee is to report at a meeting to-morrow (Saturday) afternoon.



"Substitution"

is often an effort to get rid of unsalable goods or to sell inferior.

Some **Grocers** attempt to do so by substituting other preserves in place of **UPTON'S MARMALADE, JAMS and JELLIES.** When you buy something "as good as" Upton's you will pretty likely afterwards do your trading somewhere else, or insist on getting what you order,

=Upton's.

TRADE IN COUNTRIES OTHER THAN OUR OWN.

ACCORDING to Coast advices the total shipments of citrus fruits for the season to date number 8,376 carloads compared with 6,500 carloads for the corresponding period last year.

CALIFORNIA DRIED FRUITS.

Referring to dried fruits, The San Francisco Trade Journal says: "The demand is slow, with what orders coming to hand indicating that they are only to meet present requirements. Offers from the East are on the market for choice peaches at 4c. f.o.b. The lower grade of unpeeled are slightly lower, while extra fancy peeled are quoted higher. Sales of fruits are made only when the buyer can get a bargain. The situation is expected to change before the close of March. Prunes continue sick, we might say, very sick. Sales continue to be made by outsiders at from ½ to 1c. a lb. below association prices. We saw a sale of 90s to 100s at less than 1 cent, but they were not Santa Claras. A firm here has quite a consignment of 80s to 100s for which a bid of 1 cent has been tried to be had, but so far without success. The market is worse than demoralized, and until outsiders have cleaned up not much of an improvement is looked for."

THE COFFEE MARKET.

The upward tendency to prices has become more pronounced the past week, values showing a material gain. Sentiment has become more generally bullish and speculation has broadened considerably, due to the fact that increased outside interest is being shown in the market.

As to available supplies, present and prospective, there have been no changes in the situation. The world's visible supply for the season of the year is the largest in the history of the trade. Latest advices received from Brazil indicate no change from the favorable prospects for the growing crop. The Brazilian Review of January 22 says that there is nothing to add to the previous report regarding the future crop, which is now generally estimated at 11,000,000 to 12,000,000 bags, the former being regarded as a decidedly low estimate. From the outset the weather has been extraordinarily favorable, and even a prolonged drouth, of which there seems little chance, would only slightly affect the weight and quality. The Review also adds "that it is, however, well to recollect that so enormous a yield is certain to be followed by a very small crop in 1901 and 1902. It is this factor that must be taken into account, and, were it possible, it would be wise for planters to

hold back as much coffee as possible for next year and not spoil their own market by rushing their produce down. On the large and richer fazendas this, we hear, will be done, but in many cases the want of money will make it impossible."—N. Y. Journal of Commerce, March 2.

THE FUTURE OF NEW CROP CURRANTS.

Private mail advices from Patras under recent date report: "It is a little too early yet to arrive at any correct idea as to damage, if any, to the coming crop of currants as a result of the attack of peronosporos last year. In some sections it is believed there will be a considerable loss of bearing, but how much no one is able to tell since at this writing the buds have not begun to appear on the old stems."

CANNED CORN IN THE UNITED STATES.

It was stated to day that stocks of 1900 pack of Maine corn on the spot are closely cleaned up. Sales are noted on the basis of 90c. in a small way. Considerable business has been done in futures on the basis of 80 to 85c. f.o.b. Portland. State corn shows a little firmness, late business having been done on the basis of 55c. Some futures are offered, but the business done is reported as small.—New York Journal of Commerce, March 4.

THE CURRANT TRADE IN ENGLAND.

The demand for currants for home consumption continues moderate, and prices are unchanged. The export trade goes on steadily, being chiefly confined to the lower qualities which are unsuitable for English consumption, and thereby relieves the London stock of its most undesirable constituent. With the exception of Provincial, which is somewhat short in supply and unsatisfactory in quality, the stock here consists of a moderate quantity, but comprises a good assortment of desirable fruit at a range of prices which, if by no means wide, brings the article within reasonable limits, having regard to the statistical position. There is sufficient evidence that dealers and grocers are proceeding satisfactorily with the liquidation of the small amount of dear stock, which dates back to the wildly speculative period of last autumn, and which, in the natural desire to avoid heavy losses, the holders have been anxious to work off at rates considerably above the level of prices ruling in the market during the past three months. The result of this policy has been to reduce the volume of trade passing at any particular moment, but the actual consumption of dried fruits in this country is very persistent and regular, as may be seen from

the history of the past seven years in spite of fluctuations in price, and it is to be hoped that the experience of the past will be repeated and the deficiency in quantity will, to some extent, be made up.—Produce Markets' Review.

CANNED SALMON IN LONDON.

There has been a much better inquiry for salmon during the past week, and, owing to the late arrival of the San Francisco vessels, considerable inconvenience (on account of the small available supplies on the spot, especially for the better grades of Alaska) is already being experienced. Reports, which unfortunately are liable to do more harm than good to those interested in this trade, have found their way into many of the daily papers that, in consequence of the reported loss of the Ardnamurchan with salmon for Liverpool, prices will advance considerably. Although the loss, if true, of 70,000 cases, coming as it will upon the already small pack of 1900, will be a serious one, yet it would be very unwise to attempt to rush the market, as values are already high in consequence of the failure of last season's pack. It would also affect consumption considerably if prices were artificially forced much higher, and it is to be hoped that supplies will be sufficient to carry the trade through the summer months until the arrival overland of the 1901 pack.—Produce Markets' Review.

THE GUNN-LANGLAIS CO., LIMITED

D. Gunn, Bros. & Co., Toronto, and Chas. Langlois, of Chas. Langlois & Cie, Montreal, have acquired the business, stock-in-trade, premises and good-will of the latter company, who were forced to assign, owing to losses occasioned by the recent cold storage irregularities in Montreal.

The controlling financial interest in the new firm, which is to be incorporated with \$250,000 share capital, will be retained by D. Gunn, Bros. & Co., but Mr. Langlois will act as president and general manager. As, however, the business of the company acquired has for some years been exceptionally large, it is probable that one of the Messrs. Gunn will remove to Montreal to work in conjunction with Mr. Langlois. In the meantime, Fred. M. Moffatt, who has, for over eight years, been in the Toronto office of the firm, will assist in the management of the Montreal business.

TRADING STAMP LEGISLATION.

As we go to press a deputation of merchants from Toronto, Hamilton, London, Kingston, Brockville, and other points in Ontario, is being received by the Ontario Government.

The deputation intend urging the Government to take steps to abolish the use of trading stamps, coupons, etc., throughout Ontario.

Concerning TEAS..

Perhaps you have not done business with us hitherto, but the idea occurs to you that your tea trade might be benefitted by a little change. Send us a post card request for samples of TEAS, any kind, at your limits, and see what we are prepared to offer you.

WE CARRY A STOCK UNEXCELLED IN THE TRADE FOR CAREFUL SELECTION, WIDE RANGE AND A1 VALUE.

THE
EBY, BLAIN CO.,
Wholesale Importing and Manufacturing
Grocers, Tea Importers and Blenders.

LIMITED


TORONTO.

HINTS TO BUYERS.

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

W H. GILLARD & CO. are offering to the trade just now a fine quality of orange marmalade in 7-lb. pails and 7 and 5-lb. sealed tins, 6 to the crate. They state that the best grade of bitter oranges and pure granulated sugar only are used in its manufacture.

French prunes are quoted at low figures by The Eby, Blain Co., Limited.

Perkins, Ince & Co. are in receipt of a couple of nice lines of Ceylon tea.

Corn mats at a reasonable figure may be procured from Lucas, Steele & Bristol.

T. Kinnear & Co. have taken into stock a shipment of Trinidad raw sugar in sacks.

Aylmer catsup, 2-lb. tins, 2 doz. in case, is having a large sale with W. H. Gillard & Co.

Buyers of low-priced Japan teas may secure special value from H. P. Eckardt & Co.

Canned rock bass and spiced sea ciscoes are selling freely with The Eby, Blain Co., Limited.

Just in stock with W. H. Gillard & Co., new shipment of Oregon and Californian

prunes, in 25 and 50-lb. boxes, several sizes.

Lucas, Steele & Bristol offer canned beets, beans, spinach, etc., also Bahama grated pineapple.

Trinidad raw, and dark yellow refined sugars are in stock with The Eby, Blain Co., Limited.

W. H. Gillard & Co. are now able to supply the trade with all kinds of fish suitable for the Lenten season.

Aylmer honey-drop corn, sifted and sweet wrinkled peas, also Aylmer marmalade and jam are for sale by Lucas, Steele & Bristol.

A shipment of "Ruby" prunes and evaporated peaches, in 25 and 50-lb. boxes, arrived this week for H. P. Eckardt & Co.

The tea canisters Lucas, Steele & Bristol give away with their green Ceylon (highest grade) tea are handsome enough for any store.

L. Chaput, Fils & Cie have just received a carload of nice new evaporated apples which they are offering at an interesting price. They have also a fully assorted stock of the different sizes of "Imperial" brand maple syrup.

Notwithstanding higher markets abroad, The Eby, Blain Co., Limited, are still quoting their brands of cleaned and stemless

currants—"Kalamos," "Morea," "Von-itsa" and "Blue Pearls"—at unchanged figures.

What about prunes? L. Chaput, Fils & Cie can answer this query satisfactorily in regard to both Californian and French, in large and small boxes.

"Anchor" salmon, the firm's own brand, is packed from the finest Fraser river sock-eye fish, and every tin is guaranteed as such by The Eby, Blain Co., Limited.

L. Chaput, Fils & Cie are booking spring orders for the various brands of liquors for which they are the Canadian agents. Customers should place their orders right away to have their goods come on the first direct steamer.

PERSONAL MENTION.

Mr. Charles Chaput, of L. Chaput, Fils & Cie, Montreal, is spending a few weeks at St. Augustine, Florida, for the benefit of his health. He is accompanied by his wife. He will not be back before the end of March, when his many friends hope that he will be able to resume his duties with his restored vigor.

Mr. H. Tyndale, of Tyndale Bros., general merchants, Arthur, Ont., was in Toronto on business on Tuesday.

For your Stomach's Sake use no other "Sauce"

BUT—

LEA & PERRINS'

Imitations are dangerous to health.

J. M. DOUGLAS & CO., Canadian Agents,

MONTREAL, QUE.

Sure as Sunrise!

The high, unvarying quality of Windsor Salt is as "sure as sunrise." It is a fixed rule of the Windsor Salt Company that there shall be no deviation in the determination to maintain quality under any and all conditions of trade. The purpose to produce a Salt that should be above competition has been steadily adhered to from the beginning, and nothing shall swerve us from our course. We believe that "confidence" is the foundation stone of success and that is why Windsor Salt to-day stands at the head.

If a grocer wishes to maintain the confidence of his customers, even in so small a thing as Salt, he may be as "sure as sunrise" that any statements he makes about the high quality of Windsor Salt will be backed up to the letter.

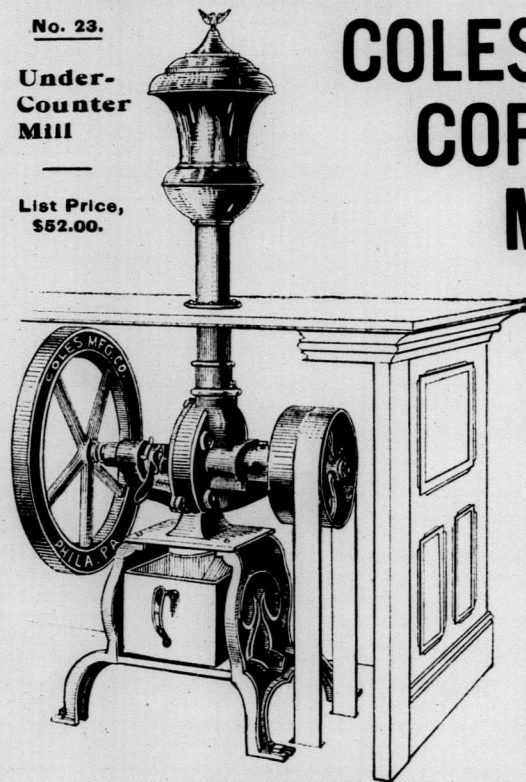
Windsor Salt.

The Windsor 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 Cof-
fee.

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

A GREAT
LABOR-SAVER.

Our Grinders
wear longest.

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

COLES MANUFACTURING CO., PHILADELPHIA,
PENN'A.

Purity
Freedom from Acid
Flavor
Strength
Brightness
Freedom from Sediment

are what characterize our vinegar as
different and superior to all others.

Wilson, Lytle, Badgerow
Co., Limited

TORONTO



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JOHN BAYNE MacLEAN.
Montreal.

THE MacLEAN PUBLISHING CO.
Limited.

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

OFFICES

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Telephone 1255.
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WINNIPEG Western Canada Block,
J. J. Roberts.
ST. JOHN, N. B. No. 3 Market Wharf,
I. Hunter White.
NEW YORK 176 E. 88th Street.

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

Published every Friday.

Cable Address { Adscript, London.
 { Adscript, Canada.

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

**A COUNTER ATTRACTION TO
DEPARTMENT STORES.**

MANY of the evils that exist in the retail trade to day would be greatly minimized were merchants to adopt counteracting methods.

There are the department stores, for example, of the large cities. Their influence is felt by nearly all classes of merchants within a radius of 1,500 miles or more. A good many merchants seek relief through Legislative enactments. Whether relief can be obtained in this way is doubtful. But, at any rate, the Legislatures are slow to move, while the department stores, in the meantime, display a sleepless activity.

The most effective method, and the method that can be made to operate the quickest, is for merchants, both individually and collectively, to act for themselves. In other words, they should employ ways and means to attract the people in their respective communities from the department stores to their stores.

Down in Wolfville, N.S., where the influence of the Toronto department stores is felt, the merchants have for three seasons had what they term "a merchants'

day." The day is usually a week before Christmas, and is selected at a meeting of the merchants of the town. But this is not all they do in unison, for, at the meeting in question, it is decided what line of goods each merchant shall put forward as a leader on "merchants' day." Then a large space is taken in the local papers by the combined merchants where each merchant advertises his bargains. Each merchant has, therefore, a bargain to offer separate and distinct from his fellow-merchants.

Such a scheme as this will do more to counteract the influence of the departmental store than all the laws which this country can enact in a century, and the merchants of Wolfville are to be congratulated upon their enterprise.

As will be seen from the letter of Mr. J. D. Chambers, printed on another page, all classes of business men participate in "merchants' day."

FREE TRADE IN RAILWAYS.

IN view of the fact that the application of certain railways for charters privileging them to construct lines in British Columbia is likely to meet with strong opposition from those interested in existing lines, it is advisable to note the view of the matter taken by the merchants and other business men in the district affected.

In another column of this issue is given a report of a meeting of the Associated Boards of Trade of Eastern British Columbia, at which every board of trade in the eastern mining district of that Province was represented. After a warm discussion of the matter, a resolution was almost unanimously passed, declaring as a general principle in favor of "Free trade in railways," that every bona fide railway company desirous of building railways in the Province should be allowed to do so, and petitioning the Dominion Parliament and the Provincial Legislature to grant the charter applied for by the Crow's Nest Pass Coal Company, and those applied for by other companies, who ask for nothing beyond the privilege of constructing railways in that Province.

With such a decided expression of opinion from the business men of British Columbia, the duty of the Parliament of the Dominion is clear.

THE FISHERIES OF ONTARIO.

WHILE the returns of the Department of Fisheries for the Province of Ontario show that during 1900 the aggregate catch of fish was slightly smaller than the total for 1899, there is cause for satisfaction nevertheless.

The catch during two years was as follows:

	1899. Pounds.	1900. Pounds.
Whitefish	3,273,790	2,683,058
Herring	8,155,910	7,971,738
Trout	6,378,520	5,159,993
Bass	390,579	374,712
Pickarel	3,380,126	2,605,618
Pike	1,821,024	1,285,838
Maskinonge	304,599	405,826
Sturgeon	755,932	876,212
Caviare	21,414	90,761
Eels	40,745	43,490
Perch	681,165	1,110,117
Catfish	421,962	570,109
Coarse fish	1,595,517	1,939,719
Total	27,034,283	25,147,191

The decrease in the catch, which is principally in trout, is due to a large number of those who were in former years engaged in fishing leaving that business to engage in lumbering and mining in Northern Ontario. Instead, therefore, of the returns showing a depletion of fish in our great lakes, the short catch this year gives promise of a more abundant supply in the years to come.

One of the pleasing features of the year is the development of the caviare industry. In this Lake Erie and the Grand river led. Lake Nipissing shows a large trade, with 15,144 lb. Lake Erie leads in herring, with six times more than any other body of water. The north channel of Lake Huron is the best place for whitefish, and the main body of Lake Huron leads in trout. Lake Ontario leads in the production of catfish, perch and the coarse fish. The total value of the fish caught was \$1,333,293.

A PENDING SUGAR AGREEMENT.

The sugar business in the Maritime Provinces is in an unsatisfactory condition, as far as the wholesalers are concerned, owing to its unprofitable character. As is usually the case when conditions become acutely irritating, the wholesale merchants are now casting about for a remedy, and the ways and means proposed for securing it is an agreement with the Acadia Sugar Refinery Co., whereby the latter will arrange the matter of price, provided the wholesalers handle none but its sugars. This, of course, means that in order to earn a profit the wholesalers will not sell imported sugars, a scheme already in operation in Quebec, Ontario and Manitoba.

Negotiations are still pending.

THE MARITIME PROVINCES AND INSOLVENCY LEGISLATION.

It has been stated that one of the reasons for an insolvency bill not being introduced at the present session is the opposition of the Maritime Provinces.

With a view to ascertaining what ground there was for this THE CANADIAN GROCER wrote to several leading business men in New Brunswick, Nova Scotia and Prince Edward Island, reciting the charge and asking for their opinions as to its truthfulness. The views these gentlemen held on the question of insolvency were unknown to this paper, so that it cannot be said they were selected because of any opinions, favorable or otherwise, they might be expected to express. From the gentlemen to whom we wrote a number of replies have been received.

Mr. R. Innes, Coldbrook, N.S., president of the Kings County Board of Trade and largely interested in the apple export trade, writes: "I know of no opposition in this section of the country to a Dominion insolvency law, but the reverse. Our local law is incomplete and unsatisfactory. We would welcome a law that would force a man into insolvency at the proper time and give him a discharge."

Mr. J. A. Chipman, Halifax, writes: "I have noticed some opposition to a Bankruptcy Act in our Board of Trade and elsewhere, but I think it proceeds from selfish motives or a fear of working results, in view of past experience. That we should have a simple, equitable bankruptcy law is beyond question. The dignity and honor of our country demands it."

Mr. W. M. Jarvis, St. John, N.B., the well-known insurance man and an ex-president of the Maritime Board of Trade, says: "I believe there is very little, if any, feeling of opposition at St. John to a carefully-prepared Canadian bankruptcy law. We have considered the measures proposed from time to time in committee of the board of trade, and, I think, at meetings of the full board as well. Objections have been made to certain details, but not, as far as I recollect, to the principle itself. It is felt that any such measure should be carefully considered and well guarded to prevent needless delay and expense."

Mr. Frank C. Simson, of the wholesale drug firm of Simson Bros. & Co., Halifax, and an active board of trade man, declares: "I am surprised to note what you say about the people of the Maritime Provinces being opposed to a bankruptcy bill, as we are most decidedly in favor of it. While we have one in force here now, it has many weak points, and I was one of a committee to suggest improvements in the same."

The secretary of the St. John, N. B., Board of Trade, Mr. F. O. Allison, writes: "I am instructed to reply to your letter addressed to Mr. G. Wetmore Merritt, president of the Board of Trade, in reference to a Dominion bankruptcy law. In reply, I can speak for the members of the board of trade that the general feeling expressed at meetings held to consider this matter some little time ago seemed to be that in favor of the principle of the Dominion bankruptcy law. There is a difference of opinion in regard to details, especially those in connection with the delay and expense of winding up estates."

Mr. M. G. DeWolfe, Kentville, N.S., last year's president of the Maritime Board of Trade and a retired retail merchant, writes: "As far as Nova Scotia is concerned I doubt if the people are opposed to it. Personally, I think we should have a Dominion insolvency law, and do not see how any progressive, honest merchant, could be opposed to it."

Mr. Horace Haszard, Charlottetown, P.E.I., a well known business man and an ex-M.P. writes: "I am not aware of any more opposition to such a law in the Maritime Provinces than I think can be found amongst the merchants in the west. After our experience of a bankruptcy law we had in force some years ago, I confess I think we are better off as we are than as we were in the days when the official assignee generally managed to use up nearly all the assets of a moderate estate in commissions and other expenses. The Act, passed some time ago, preventing preferential assignments being made within 60 days of suspension of busi-

ness seems to be fairly satisfactory. But, of course, a satisfactory bankruptcy law, if such could be framed, would be an improvement on the present state of affairs, and would, no doubt, inspire foreign creditors with more confidence in Canadian trade generally. We have not had many failures here of any account for some time past, and deserving men, even if hard pressed at times, can usually depend on the leniency of creditors, whilst the undeserving ones should not be provided with too much machinery for compromising with their creditors at 25 or 50c. on the dollar."

In the light of these letters from business men in different parts of the Maritime Provinces it is evident that the opposition in that part of the Dominion is light indeed. Of the gentlemen above quoted, Mr. Haszard is the only one that at all hesitates about the necessity of a Dominion insolvency law, and he clearly hesitates because of the fear of a repetition of the conditions as they obtained under the law 20 years ago. An efficient law, he emphatically declares, would be an improvement on the present state of affairs and would inspire confidence in us among foreign business men.

It is evident that the responsibility for the non-introduction of an insolvency bill does not lie with the Maritime Provinces. The strongest opponents of such a measure are, without question, the bankers, and their opposition is based on the refusal of business men to allow them to rank for double liability, not on the general principle of an insolvency law.

AN IMPORTANT MEETING.

The regular monthly meeting of the Toronto Retail Grocers' Association, next Monday evening, will be of unusual importance. The early-closing question, which reached an acute crisis during the month because of the recent decision of Judge Macdougall, will be considered. Deputations from the Hamilton Retail Grocers' Association and the Toronto Bakers' Union are expected to be present.

In addition to these, a proposition regarding associational buying will be discussed. As associational buying has not been done for some years, this proposition is likely to arouse considerable interest.

GOOD TREATMENT OF EMPLOYEES.

A FACTOR of no small success in business is good treatment of clerks and other employes.

This rule is well recognized by experienced firms, so that they regard a satisfied staff as one of the essential features in securing a good year's result. Every firm has its own way of accomplishing this. What answers in one case might not answer in another. But as good a plan of rewarding faithful service as any we have recently seen is a departure which Messrs. John Macdonald & Co., Toronto, have made in connection with their oldest employes. We give the plan as of considerable interest to the whole trade. In the case of all employes who have concluded 25 years continuous service with the firm, an insurance policy of \$1,000 is given them. It is made payable, in the event of their demise, to whomsoever they designate, so that they alone or their heirs will benefit.

The firm in question is noted for the length of service which distinguishes many of its trusted employes, so that it will not be long before perhaps a dozen persons are thus insured for their benefit at the expense of the house. It is a very generous and practical reward to faithful workers since the premiums on life insurance are high as a man gets on in life, so high, often, as to deter some who have not taken out policies when they were young. Life insurance is a vital matter to men with families, as essential as fire insurance on business stocks, so that John Macdonald & Co. have hit upon a wise method of acknowledging long service. It is a good policy to start the new century with.

TOO GOOD-NATURED.

I BELIEVE he has more waste stock in his store than any other grocer in the city," said one grocer of another the other day. "He is too good-natured. When a traveller whom he knows well presses him to buy he is too easy. He gets what he doesn't need. He generally gets it at rock-bottom prices, but what good is that to him when the stock will not sell and when he gets more than he will use in three years? He has goods on his shelves that have not been touched for months."

There is an amount of truth expressed in

that opinion that should be heeded by more than the grocer referred to. Good nature is a most excellent quality, but the possessor of it in abundance should exercise eternal vigilance that it does not lead him to become the prey of salesmen who use friendship as means to sell goods which are not readily bought on their merits.

A grocer who realizes that he has bought more heavily than was wise should not make the additional error of leaving the goods on the shelves to deteriorate. Clear them out at once, no matter what reductions in price are necessary. To lose 10 per cent. now is infinitely better than to lock up their price for a year by leaving the goods on a shelf and then lose from 15 to 20 per cent. A few reductions of this nature should also act as an antidote to "easy" buying.

ST. THOMAS BUSINESS MEN MEET.

The initial steps toward the organization of the St. Thomas Business Men's Association were taken on Monday evening. At a well-attended meeting called for the purpose 22 merchants signed the list of membership. P. L. M. Egan, grocer, occupied the chair. John A. Forsyth, grocer, acted as secretary.

On motion of Hugh MacPherson and Samuel Goodwin, it was decided to appoint a committee to draft a constitution, and the chairman named the following committee: Hugh MacPherson, Geo. T. Hair, J. G. Bennett, W. Worth, E. W. Newcombe and J. Forsyth.

Secretary Forsyth read a card from A. M. Patterson, of Brockville, asking the meeting to send a deputation to Toronto on Thursday to assist the Brockville delegate in securing the desired legislation to wipe out trading stamps.

A discussion ensued on the question, every speaker expressing strongly their disapproval of the trading stamp system.

It was decided to have a committee of three wait on the Government.

The following committee was appointed: Mayor Chant, L. Egan and S. Dubber.

Alternates—G. T. Hair, D. Newcombe, A. M. Hutchison.

A petition had previously been circulated asking the Ontario Government to pass the above legislation. It was signed by 170 merchants of St. Thomas.

A despatch from Cornwall, Ont., says that a deal is well under way for the establishment of a pork packing industry there, with a capacity of 2,000 hogs a week, for which \$20,000 of a bonus is asked.

FROM CASH TO CREDIT.

ON Saturday last, Taylor, Smith & Co., grocers, Nanaimo, B.C., instituted a strictly cash business. The public was first notified of the proposal about a month previous, when the following circular was issued:

We have decided to institute the Cash system entirely in our grocery business, and on and after March 1st all goods leaving our store must be paid for at the counter or on delivery.

There are many people worthy of credit, but we find it impracticable to make "fish of one and flesh of another", and, after all, a "man's best friend is his money."

We propose to have no friends in business, and treat all alike on straightforward business lines.

The saving in bookkeeping, collecting and bad debts will enable us to make substantial reductions in all groceries, as we can work our business on much closer margins than under the credit system.

Big reductions will be made in all prices, and for the present month we shall make a general preparation and reduction.

We propose to keep the best goods obtainable, and feel confident there are enough people in Nanaimo to appreciate the fact that the best is always the cheapest.

We have come to these conclusions after a great deal of careful study, and feel confident it will work to the entire satisfaction of everybody, and we can make it worth while for you to adopt a cash system. Let us have your sympathy and support, and we hope to make you a good customer on the only proper basis—"Cash and Cash Only," and besides it means "Out of debt, out of danger."

Thanking you one and all for past patronage, we hope to be favored with your esteemed orders in future.

A circular was issued, giving a list of many standard lines which had been lowered in consequence of the saving which it was calculated would be effected. The store was closed on Thursday and Friday for stock-taking and the remarking of goods to the new basis. The circular also emphasized the fact that thereafter all goods would be marked at a price, and sold at that one price only.

The firm, to encourage housekeepers to keep the necessary supply of money for cash buying, have procured a number of coupon books (values \$5, \$10 and \$25) with coupons of 5, 10, 25c. and \$1 sizes. They treat these coupons as money value, thus providing the housekeeper with change. The books are sold at a discount of 2½ per cent., making a total reduction, the firm claim, of 12½ per cent. over the former prices of the company.

OFF FOR SOUTH AFRICA.

Mr. Wellington D. Kelly, brother of Kelly Bros., grocers, Queen street east, Toronto, left on Thursday morning for South Africa for three years' service as a member of Baden-Powell's Police. Mr. Kelly served as a member of the Mounted Rifles while they were in South Africa.

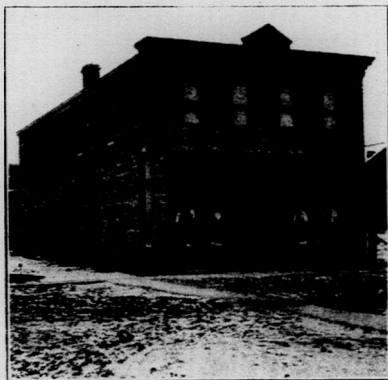
A GOOD STORE IN A GOOD PLACE.

John T. James in New Premises in Bridgeburg.

TO merchants who are thinking of establishing a retail business in a small town or village, or are going to build a new store, it may be of value to learn the plan and disposition of stock, etc., in a large and prosperous store in an Ontario village, whose proprietor has paid special attention to the arrangement of his place, and considers it about the best that can be done.

The store referred to is that of Mr. John T. James, who conducts a general business, with housefurnishings as a specialty, in the building shown in the cut, in the village of Bridgeburg, Ont.

Bridgeburg has a population of 1,400. It is in Welland County, situated on the Niagara River, at the end of the International railway bridge, opposite Buffalo. It is on the main line of the Canadian Division of the Michigan Central Railroad



and the Buffalo Division of the Grand Trunk, 18 miles from Welland.

The building is a corner one, 29 feet by 80 feet deep, built of flintstone, the walls 26 feet above ground. The basement is the full size of the store, the front part, for 50 feet back, being seven feet below the sidewalk. The floor is of cement, as are all door and window sills in the building.

The first floor is of the same plan as the basement, with the elevated floor in the rear. The object of the rise in the cellar and main floor at the rear is to give easy access to the rear cellar, where butter, eggs, syrups, vinegars, etc., are kept. Glass panels between the two floors secure a view of the main floor when in the cellar.

The building, both upstairs and downstairs, is fitted with metallic ceilings. There are no windows in the side of the store, the main floor being lighted by Luxfer Prisms above the plate glass in front, and in a small transom over the back door. In this way plenty of light, well distributed, is obtained, and the fact that the absence of side windows prevents any cold or draft is declared by Mr. James to be

well worth the cost of the prisms. Natural gas is used to heat, and light the store at night, at a cost of about \$6.50 per month.

The ceiling in front is 13 ft. clear, with shelving 11 ft. 6 in. high, reached by bicycle ladders. The main floor is laid with 1 in. diagonal sheathing, covered with building paper overlaid with $\frac{3}{4}$ beech flooring.

On the east side, opposite the side door entrance, against the rise in the floor, there is a hand-power elevator which serves all floors.

The counters have maple tops with birch facings and about 25 feet of glass tops for displaying goods. In the centre of the store are movable display tables.

The office is an open one, situated on the raised part of the main floor, and overlooks all the store.

In the arrangement of goods the aim throughout has been to secure as much shelving and display space as possible within the range of view of one entering the store, and at the same time to bring everything within as easy reach as possible, so as to expedite waiting on customers.

On the east side are crockery, groceries, and hardware; on the raised floor back of them, floor cloths, rugs, matings, wall papers, wool carpets, and boots and shoes.

The west side contains general dry goods and clothing in front, and on the raised floor in front tapestry and brussels carpets, and boots and shoes.

In the basement near the elevator is a self measuring oil tank and pumps.

The front part of the upper storey is divided into six fine rooms for the clerks' residence, the rear part being devoted to storage purposes.

The roof is flat, with a tar and gravel covering.

WILLS OF BUSINESS MEN.

PHILIP JACOBI, LEATHER MERCHANT.

The late Philip Jacobi, wholesale leather dealer, Toronto, who died a month ago, left an estate valued at \$126,922.54. The realty is the land and warehouse at No. 5 Wellington street east, \$15,500, and four houses on Lewis street, \$4,000. The stock-in-trade is put at \$50,590.98; book debts and notes, \$35,401.35; mortgages, \$15,000; life insurance, \$3,000; cash, \$3,430.21.

The widow is given the household effects and an annuity of \$1,000. The business is willed, in equal shares, to the sons, Emil Theodore and Frederick William, not including that carried on under the name of "Jacobi & Co." One thousand dollars is given to the German Lutheran church. An employe, Alfred Lewis, is given \$500. The rest of the estate is to be realized upon, including the "Jacobi & Co." business, and invested for the benefit of the daughters, Minnie and Ida, in equal shares. The daughter, Emma Morse, is also remembered. The National Trust Co. is the executor.

PUMPKIN FLOUR

WHOLESOME ♦ APPETIZING
ABSOLUTELY PURE

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

TO THE GROCERS

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

FOR SALE BY ALL JOBBERS.

THE MORSE PUMPKIN FLOUR MILLS
LEAMINGTON, ONT.

Cooney's Blue.

in SQUARES or BAGS.

Brightest, Bluest and Best.

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

Made in Dublin by

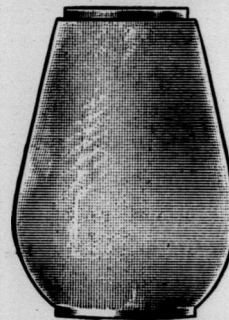
Cooney Manufacturing Co., Limited.

Send for a trial order to

A. Waddell & Co., 6½ Front St. East,
TORONTO

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

Selling Agents for Canada.

ARE YOU USING OUR

Cold Blast
or Jubilee
Globes

Aetna or
Quaker Flint
Chimneys?

Give them a Trial.

THE SYDENHAM GLASS CO.,
of WALLACEBURG, Limited

THE "GLENER"

KINGSTON, JAMAICA, B.W.I.

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

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

Write for scale of charges, etc., to

THE GLENER CO.,
Limited

"Gleaner" Office, . . . KINGSTON, JA



Vinegar Perfection

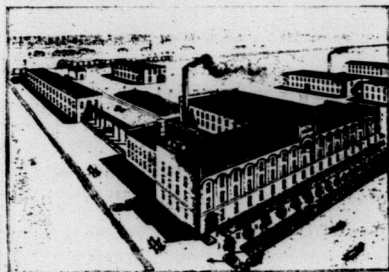
Pure—because of the high grade and healthful ingredients used.

Uniform in strength and quality—because of the scientific principles adopted in the process of manufacture.

Pleasant to the taste—with a smooth, lasting flavor hard to obtain in a vinegar, yet so marked in Imperial White Wine.

For Pickling Purposes—specially adapted, filling every requirement.

Imperial costs no more than any other standard make.



THE WALKERVILLE MATCH CO., LIMITED

Manufacturers of the Celebrated

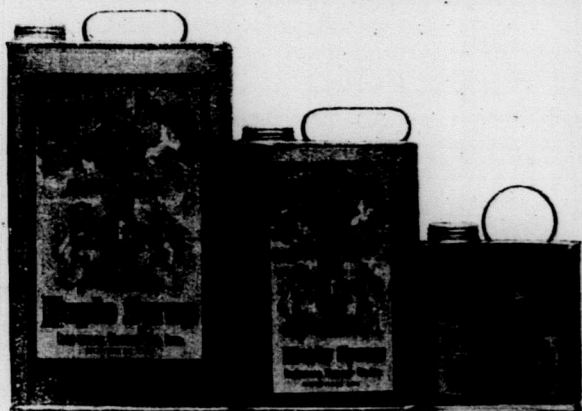
Maple Leaf, Crown,
Knight and Imperial
Parlor Matches



The well and favorably-known
Hero and Jumbo
Sulphur Matches

Our Leaders that give the dealers a big profit: { Imperial Parlor, 1,000 matches, to retail for 5 cents.
Jumbo Sulphur, 1,000 " " " 5 "

Our goods are put up in neat and attractive packages, and are for sale by all first-class grocers.



Imperial Brand

MAPLE SYRUP

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

Imperial Syrup Co., Limited

88 Grey Nun St., MONTREAL.

ROSE & LAFLAMME, Selling Agents, MONTREAL.

"Doubting Misses Opportunity."

The quicker you lay in a supply of

"SALADA"

Natural Leaf **Uncolored Ceylon Green**, the quicker you'll enjoy the fruits of prompt and profitable selling. "If in doubt," give it a chance of showing its character in your Tea Pot. **No guesswork in this Programme.**

Send for Samples.

"SALADA," Toronto or Montreal

CONSUMER OR GROCER?

A RECENT issue of The St. Louis Grocer and General Merchant contains an article which shows how grocers—and presumably other distributing retailers—regard the theory of "creating a demand by advertising to the consumer entirely and exclusively":

"Some manufacturing concerns seem to have gone daffy on the subject of advertising to the consumer. There can be no doubt that much good could be accomplished along this line, but there are extremes to this question as well as to others. And the extreme to which some manufacturers are going is showing itself. Take, for instance, the Baking Powder Trust. It cannot be denied that goods of this corporation are popular with the public and do the work well for which they are intended. But the sole object of this trust seems to be to make their goods so well known by everybody that the grocer will be compelled to handle these goods whether he wants to or not, and they have pretty well accomplished their ends. But this has cost money, lots of it, and the grocer has had to be neglected and the surplus devoted to general advertising. This has not tended to make the merchant exceedingly friendly to the trust product, and he grudgingly sells these goods gener-

ally on demand. As we view it the retail merchant has no grievance against the trust because it is a trust, but because of the arbitrary and arrogant manner of this corporation which goes on the principle that they will create such a demand for the product that the public will have no other, and the grocer is only considered a distributing agent, to whom they allow only a small percentage for his services. The trust finds that its sales are falling off and their advertising expenses increasing. The grocers have not fallen in love with the independent baking powder people, for no special inducements have been held out, but they are not hampered by restrictions and a fair margin of profit can be obtained, consequently they push the non-trust goods.

"It is right and proper for manufacturers to help create a demand for their products, but the whole effort should not be in this line. The distributor, the retail merchant, is entitled to some consideration, and if you gain the friendship and confidence of the latter you have gone a long way toward making a success of your business, Mr. Manufacturer. And you will find that the expense will be much lighter, too. Manufacturers are daily throwing away thousands of dollars in very doubtful advertising schemes, with an object of 'creating a

demand' for their goods, which could profitably be shared with the retail merchant."

ALASKA SALMON FUTURES.

It was stated to-day in canned goods circles that future Alaska salmon is available in some quarters at 92½c. Bids of 90c. on 1901 pack red fish have been submitted to some brokers offering outside packs, but so far as could be learned no business has been done on that basis. It is understood also that a block of future red Alaska is available at 92½c., the holders, it is stated, being willing to consider business on that basis. "The effect of the early naming of prices on future salmon," said a broker to-day, "has been felt in the spot market for red Alaska, and in some quarters there was a disposition to weaken. This, however, seems to have passed now, and the views of most holders appear to have got back to the old basis."—New York Journal of Commerce, March 4.

A window display recently made in the store of Mowat & Wallace, grocers, Victoria, attracted comment from the local dailies, one of which stated that it was one of the prettiest displays of the year. The window was trimmed with soaps, etc., in pyramid style.

MARKETS AND MARKET NOTES

INFORMATION FOR BUYERS.

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

ONTARIO MARKETS.

Toronto, March 7, 1901.

GROCERIES.

THE wholesale grocery trade is still dull, and, generally speaking, cannot be said to have improved during the past week. The recent reduction in yellow sugars seems to have caused less buying than before, and, although the outside markets are dull, they are, as a rule, steady as to price. There has been, perhaps, a little more doing in canned vegetables, partly, no doubt, due to the fact that wholesalers are ready to accept lower prices for some packs. A moderate business is being done in canned fish. Coffees are meeting with a moderate demand, and the outside markets are firmer. Trade is fair in both syrups and molasses. In rice and tapioca there is the usual steady trade being done. Probably the feature of the wholesale grocery trade is the better feeling that obtains in regard to Indian and Ceylon teas, which, according to cable advices, are higher in both London and Colombo. Locally, trade in foreign dried fruits is dull, except in prunes, which are meeting with a fair demand.

CANNED GOODS.

The condition of the market for canned vegetables is unsettled, and except in the case of a few best packs wholesalers are willing to accept lower prices than they were. In fact, as one wholesaler said, "We do not want to refuse an offer if we can possibly avoid it." In consequence of this position on the part of wholesale trade, there is perhaps a little more business being done, at the same time, however, the volume of business is still decidedly light. In consequence of the condition of the market, it is rather difficult to name prices, and as there is a difference in the quality of the packs there is quite a range in prices. For, while lower figures rule on some packs, on others they are without change. Tomatoes rule at 75 to 85c., peas at 75 to 80c., and corn at 70 to 82½c., according to pack. In canned salmon there is a steady but not

a heavy demand and prices rule as follows: White salmon, \$1 per dozen; pink, \$1.25; and sockeye at from \$1.50 to \$1.65 per dozen. In other kinds of canned fish a moderate demand is being experienced. Canned haddie continues scarce, and nothing is obtainable under \$1.10 per dozen. This line is particularly scarce and there will be no new pack on the market until next June, by which time stocks will be exhausted. Kipperred herrings, and herring in tomato sauce continue scarce and firm, at \$1 to \$1.75 for kippered herrings, and \$1 to \$1.70 for herring in tomato sauce, for domestic and foreign respectively.

COFFEES.

The firmness noted in last week's issue in regard to Brazilian coffees continues. In consequence of the higher prices there is less disposition on the part of importers to operate. A few weeks ago they would not buy because they expected the market would go lower, but their expectations have not yet been realized. Stocks locally are in the meantime getting light. The demand for

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

green Rio coffee is moderate at 9 to 9½c., and for Santos, 9½ to 10c.

SUGAR.

The outside markets have ruled steady in price during the past week, but business has been dull, and continues so. The most important feature in the sugar market is probably Mr. Licht's estimate of the beet crop of Europe, which is placed at 5,020,000 tons, or 465,000 tons in excess of last year's crop. Locally, the demand for sugar, both on wholesale and retail account, is dull, but there has been no change in prices since the reduction about two weeks ago on yellows. The receipts of sugar in the United States last week were 42,896 tons, and the meltings, 28,000 tons. There is a fair demand for refined sugar in New York.

SYRUPS AND MOLASSES.

The demand is fairly good for syrups, particularly for the bright table description, in which the trade is almost entirely running. Moderate demand is also being experienced for molasses. The market for

West Indian sugars is easier, but the latest advices from New Orleans state that prices are firmly held there.

SPICES.

On the local market trade continues quiet. The outside markets are fairly steady, and ginger is reported to be firm. There have been some transactions in allspice for importation. The season for this description of spice is now approaching.

RICE AND TAPIOCA.

Trade is moderate in both rice and tapioca, with prices much as before, locally. There have been some transactions in fine Japan rice for importation. The sterling price of Japan rice is less than last year, but this kind of rice is costing the importer more than a year ago, on account of the decision of the Canadian Customs authorities not to allow Japan rice cleaned in Great Britain to enjoy the privileges of the preferential tariff.

TEAS.

The firmness noted last week in Indian and Ceylon teas has further developed, and prices are now higher than they were. In London, fine teas are 1d. dearer than they were ten days ago, and a cable from Ceylon reports an advance of ½ to 1d. per lb. The tendency now appears to be in an upward direction. The direct shipments of tea from Ceylon, from September to January, to Canada were smaller than usual, and stocks here are, in consequence, getting reduced. This applied particularly to good flavory teas at from 7½ to 8½d. per lb., which are scarce, and only to be had in small quantities. Common teas are, however, plenty enough, and still cheap. There is a little inquiry for the teas that are scarce. There has been quite a little demand for Ceylon green teas.

FOREIGN DRIED FRUITS.

CURRENTS—There is a small steady demand for currants at unchanged prices. Advices from Patras state that the market is firm with stocks small, and it is expected, with the least indication of a substantial demand, much higher rates will prevail. These advices also state that there is a small business being done for all parts, but principally for Germany. The ruling quotations on the local market are: Patras, 12 to 12½c.; Filiatras, 10 to 11c.; Vostizzas, 14 to 16c., according to quality.

VALENCIA RAISINS—Trade is still light, as retailers' stocks are still pretty heavy.

We quote fine off-stalk at 7½c., and selected at 8 to 8½c.

CALIFORNIAN RAISINS—These are still dull. We quote: 2-crown, 8¾c.; 3-crown, 9¼c., and 4 crown, 10c.

PRUNES—These are in fairly good demand, with prices ruling much as before.

DATES—The demand is fairly good and the volume of business has, so far this season, been larger than usual. We quote Sairs at 4 to 4½c. and Hallowees at 4½ to 5c.

CALIFORNIAN EVAPORATED FRUITS—The demand is only moderate. We quote: Apricots, 11½ to 12¼c. per lb., in 25 lb. boxes; peaches, 8½ to 10c. per lb. in bags and 10 to 12c. in boxes, according to quality.

GREEN FRUITS,

There is a good demand for fruits. Oranges and lemons are the principal movers, but favorable weather would cause a big sale of bananas. A few cars of sound, clean bananas were received early this week and proved ready sellers. The demand for apples is quietening. Malaga grapes continue to move fairly well. Few sweet potatoes are to be had because of the cold weather. Only a few Cape Cod cranberries are offering. These are firm at \$11.50. Canadian berries are done. Coconuts are in fair demand at \$3.75. A few pineapples are moving at 35c. each. The demand for Florida tomatoes is fair at last week's figures, \$5 to \$5.25 for 6 basket carriers.

COUNTRY PRODUCE.

EGGS—Receipts continue to increase, and prices are slowly declining. Strictly new-laid are now worth from 16 to 17c. Pickled eggs are about done, but are easy at 13 to 13½c. Held range so in quality that quotations are all the way from 10 to 14c. per doz.

BEANS—There is a fair movement at steady prices. We quote hand picked at \$1.65 to \$1.70 and primes at \$1.50 to \$1.60.

HONEY—The market continues steady. We quote 9 to 10c. for extracted clover, and \$2.40 to \$2.60 for No. 1 clover comb.

DRIED APPLES—The local jobbing trade is moderate. Dried apples are steady at 3¾ to 4c. Evaporated apples are scarce, and prices are firm, 5 to 5½c. being the general quotation.

POULTRY—There is a good demand for choice turkeys and chickens. Other lines are steady. Choice fresh-killed turkeys are selling from 11 to 12c., and frozen stock from 10 to 11c.; geese are worth from 7 to 8c.; ducks, 50 to 75c. per pair; chickens, 65 to 80c. for choice, and 35 to 50c. for hens.

CHEESE AND BUTTER.

BUTTER—There is an accumulation of dairy prints and rolls. This has caused a decline of 1c. in these lines. Tubs are still scarce, but are not wanted. Creamery butter is steady. We quote: Dairy prints, 18c.; rolls, 17 to 18c.; tubs, 17 to 18c.; second-grade tubs, 13 to 15c.; creamery prints, 23 to 24c.; boxes, 20 to 22c.

CHEESE—There is a good local movement, the reduction in price having caused a considerable increase in the demand. Prices are firm at 10 to 10½c.

FISH AND OYSTERS.

There is a big movement of trout and whitefish. Other lines are also selling well. Frozen herring and salted whitefish are done. Finnan haddies and boneless fish have advanced ½c. Oysters are 10c. higher. We quote as follows: Fresh fish—Codfish, 6 to 7c.; haddock, 5 to 6c.; British Columbian salmon, 12 to 15c. Frozen fish—Trout, 8c.; whitefish, 7 to 7½c.; perch, 5c.; pike, 6c. Smoked fish—Finnan haddies, 7½ to 8c. per lb.; Digby herrings, 17c. per box; ciscoes, \$1.25 per 100; mild-cured bloaters, 50 in box, \$1.25; No. 1 split herrings, \$5 per bbl. Salted fish—British Columbian salmon, No. 1, \$14 per bbl.; Labrador salmon, \$14 per bbl.; green cod, No. 1, \$4 75 to \$5 per 200 lb.; small, \$3 75 per 200 lb. Prepared fish—Dried cod, in 112 lb. bundles, \$4 75 per cwt.; flitch cod, \$5 to \$5 25; boneless cod, in bricks, 5 to 5½c. per lb.; steak cod, 6½c. per lb.; shredded cod (2 doz. in box), \$1.80 per box; boneless fish, loose, in 25-lb. boxes, 4 to 4½c., and 5-lb. boxes, 5c. per lb. Oysters—Southern mediums, \$1.10 per gal.; Baltimore standards, \$1.25 to \$1.35 per gal.; Baltimore selects, \$1.50 to \$1.60 per gal.; New York mediums, 80c. per 100; New York selects, 60c. per 100.

GRAIN, FLOUR, BREAKFAST FOODS.

GRAIN—Wheat is firm, both in Toronto and at outside points. Ontario wheat is still at 63½ to 64c. on track outside for both red and white. Manitoba No. 2 hard is quoted 91½c. at Toronto, grinding in transit. The deliveries on the local street market are not quite as large as they have been but are still large. We quote as follows: Wheat, white and red, 68½ to 69c.; goose, 65c.; oats, 32½ to 33c.; peas, 65c.; rye, 53½c.; barley, 44 to 46c.

FLOUR—The market keeps firm and the movement steady. We quote on track, Toronto (bags included), as follows: Manitoba patents, \$4.40; Manitoba strong bakers', \$4.15; Ontario patents, \$3.70 to \$3 85; straight roller, \$3.40 to \$3 60.

BREAKFAST FOODS—Prices are unchanged. The demand keeps good. We quote: Stan-

dard oatmeal and rolled oats, \$3.35 in bags, and \$3.45 in bbls.; rolled wheat, \$2.50 in 100-lb. bbls.; cornmeal, \$2.75; split peas, \$4; pot barley, \$3 90.

HIDES, SKINS AND WOOL.

HIDES—The market keeps weak. There is not much doing. We quote: Cow-hides, No. 1, 7¼c.; No. 2, 6¼c.; No. 3, 5¼c. Steer hides are worth 1c. more. Cured hides are quoted at 8c.

SKINS—There is no change. The market is quiet. We quote: No. 1 veal, 8-lb. and up, 9c. per lb.; No. 2, 8c.; dekins, from 40 to 60c.; culls, 20 to 25c. Sheep skins, 95c. to \$1.05.

WOOL—A decided weakness continues. We quote: Combing fleece, 14 to 15c., and unwashed, 8½ to 9½c.

MARKET NOTES.

Dairy butter and eggs are 1c. per lb. lower.

Oats and barley have declined 1c. per bushel.

FIRE INSURANCE FOR GROCERS.

Editor CANADIAN GROCER,—“Mutual Fire Insurance for Grocers,” an item of February 8, should surely interest every retailer in Canada, and why not enjoy the same here, as our neighbors over the line? If every retailer would take a lively part and interest, such a much-to-be desired state of affairs could surely be brought to perfection here, as elsewhere. As the article said merchants have given the matter apparently but little thought. But, “never too late to mend.” A little agitation is all that is needed. I am sure the majority of retailers would be glad of a chance to curtail expenses and share the profits if any. Certainly if this article were widely distributed and read and understood, the advantages it holds out would be sought after and quickly realized. I for one have been waiting for a “Township Insurance,” but it seems no nearer and I am still uninsured (very unbusinesslike certainly), but have been running but short time, and never scarcely have fires in our district. Surely there is no reason for retailers (preferred business) paying more in ratio than wholesalers and huge concerns and dangerous as instanced by the great fire in Montreal. Please Mr. Editor stir the matter up in every way possible, and win the everlasting gratitude of the numberless retailers and general stores throughout our fair Dominion. “Why tax the many to very much enrich the few?”

WM. DINSDALE.

Lang, Ont., February 28.

Toronto Commission Houses.

We Are Leaders

of the California Orange trade in Canada.
This position we maintain by handling only Select Goods—brands that are known to be A No. 1. In Grape Fruit we have something Extra Fancy in large sizes.
Two cars of Lemons have just arrived in splendid condition.
This week's Price List will interest you.
We make a specialty of filling Mail Orders.

McWilliam & Everist,

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

Butter Cheese
Eggs Poultry

Consignments Solicited.
Highest Prices. Prompt Returns.

The Wm. Ryan Co.,

... Limited.
70 and 72 Front St. E., Toronto.

**SMOKED MEATS
PURE LARD**

Our "MAPLE LEAF" brand is unexcelled.

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

D. GUNN, BROTHERS & CO.

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

Save Money

by placing your orders at once for first quality

SPRUCE BUTTER TUBS

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

Rutherford, Marshall & Co.

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

The

DAWSON Commission Co., Limited

FRUIT, PRODUCE AND COMMISSION MERCHANTS.

Cor. Market and Colborne Streets.

TORONTO

...EVERY...

COMMISSION MERCHANT

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

QUEBEC MARKETS.

Montreal, March 7, 1901.

GROCERIES.

THE reports of the condition of business vary widely; on the whole, trade seems to be only fair. Some houses, however, assert that their February business totalled a good deal above that of last year, and that the demand is being well maintained. All are unanimous in the opinion that payments are unusually good. The market continues to sag in spots, and the evil effects of an inflation of prices are now being severely felt. Molasses has dropped 4c. a gallon in sympathy with lower cables from the Barbadoes. Dried fruits are in poor shape. Now, that the season is over, dealers are quoting lower values on dates, figs, prunes, evaporated fruits, nuts and fancy raisins. We hear that travellers are making some startling offers this week. Of course, this ought not to affect the general market, as the cutting is being made to unload some heavy stocks. Once they are lightened values will resume their normal level. In the primary markets, walnuts, almonds and filberts are lower, almonds showing a drop of 10c. per lb. from the highest point. Canned goods, particularly tomatoes, are moving freely. Salmon is firm, although we hear of low speculative quotations on the coming season's pack. Teas are in fair demand.

SUGARS.

There has been no important change in the condition of the sugar market this week. The decline in prices of yellows has been little inducement to buyers, for the demand from all sources continues to be slow. At the refinery granulated is selling at \$4 65. and yellows at \$3 80 to \$4.45 per 100 lb., as to quality. In the New York market business in refined has also been quiet, owing to the downward tendency of prices for the raw article, which has declined 1 16c. per lb. The demand, however, from refiners has been steady, and the continental raw beet market shows some improvement.

SYRUPS.

Business in syrups continues to be fairly brisk, some good lots being shipped again this week. Prices are steady at 1 1/2 to 2c. for cane syrup and 2 3/4 to 3c., according to quantity, for corn syrup. Maple syrup is in better demand at former quotations.

MOLASSES.

Since our last report, cables from the Barbadoes quote a decline in the market of 1c. per gallon, the prime cost now being 12c. At a recent meeting of The Wholesale Grocers' Guild it was decided to reduce jobbing prices 4c. per gallon in sympathy with the weakness in new goods.

The following Brands manufactured by

The AMERICAN TOBACCO CO.

OF CANADA, Limited.

Are sold by all the Leading Wholesale Houses

CUT TOBACCO

OLD CHUM.

SEAL OF NORTH CAROLINA

OLD GOLD

CIGARETTES

RICHMOND STRAIGHT CUT.

SWEET CAPORAL.

ATHLETE.

DERBY

Winnipeg Brokers.

M. B. STEELE

Wholesale Commission Merchant and Broker.

Correspondence and Agencies Solicited.

Sanford Block, - WINNIPEG, CANADA.

P.O. Box 731.

JOSEPH CARMAN . . .

WHOLESALE MERCHANDISE BROKER AND MANUFACTURERS' AGENT.

Winnipeg, Manitoba, Canada.

Secretary Winnipeg Fruit and Produce Exchange. Correspondence and Agencies Solicited.

W. R. ROWAN

Manufacturers' Agent and Commission Merchant.

Correspondence Solicited.

OFFICE: 132 Princess St., Winnipeg, Man.

STORAGE

Eastern firms desiring Storage in WINNIPEG will find it to their advantage to communicate with me. Track facilities. Lowest rate of insurance in the city.

E. NICHOLSON

Wholesale Commission Merchant and Broker.

115 Bannatyne Street East, Winnipeg, Man.

Winnipeg Fruit Merchants.

THE RUBLEE FRUIT CO.

LIMITED.

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

151 Bannatyne St.,

WINNIPEG, MAN.

12th St.,

BRANDON, MAN

Winnipeg Advertising Agents.

ADVERTISING in WESTERN CANADA

will be Carefully, Efficiently, and Promptly attended to by

The Roberts Advertising Agency,
WINNIPEG, CANADA.

Car lots are now offering at 34c. and smaller quantities at 35c. per gallon. Owing to this weakness, the demand for molasses is very slow and the number of orders being sent to the Barbadoes is small. When the demand comes on an advance is likely. We believe that new molasses has been offered on this market at 33c. but the offer was refused.

CANNED GOODS.

The demand for canned goods is fairly brisk this week, particularly for tomatoes. Prices are held firmly at 80 to 87½c. for tomatoes, 75 to 80c. for corn and 75 to 95c. for peas. Speculative offers are being made on the prospective 1901 pack. As this is the fourth year since the last heavy pack, a good run is, according to the four-year rule, expected again this summer. Consequently, the offers are rather lower; one firm taking contracts at \$4.50 f.o.b. Coast for Fraser river red sockeye, talls, and \$5 for flats. We have not heard that many transactions have been entered into here. The demand from England is reported to be brisk. The opening prices for Alaskan salmon in the United States are 97½c., 87½c. and 72½c. for Alaskan red, medium red and pink. Locally, salmon is in fair request at \$1.50 to \$1.60 for talls, and at \$1.70 to \$1.80 for flats. Fruits are improving in sales. We quote: Blueberries, 1's, 60c.; 2's, 80 to 90c.; raspberries, \$1.40 to \$1.50; strawberries, \$1.60 to \$1.70; cherries, \$1.75 to \$2.25; peaches, 2's, \$1.60 to \$1.80; 3's, \$2.25 to \$2.60; pie peaches, 3's, \$1 to \$1.10; in gallons, \$3.50; pears, 2's, \$1.40 to \$1.60; 3's, \$2 to \$2.25; plums, blue, \$1 to \$1.10; lombard, \$1 to \$1.10; greengage, \$1.10 to \$1.25; pineapples, 1's, \$1.40; 1½'s, \$1.80; 3's, \$2.40; apricots, 3's, \$2.40.

SPICES.

The spice market is quiet but firm. We quote as follows: Nutmegs, 35 to 65c. per lb., as to size; Penang mace, 45 to 50c. per lb., as to quality; pimento, ground, 12½ to 15c.; cloves, 15 to 25c.; pepper, ground, black, 17 to 20c., according to grade; white, 25 to 27c.; ginger, whole Cochin, 15c.; Japan 10c.; Jamaica, 20c.; ground, Japan, 15c.; Cochin, 20c.; Jamaica, 25c.

RICE.

In rice a firm feeling is maintained despite the small movement. Cables note a strong market and good demand with prices higher for Patna sorts. Stocks are reported light at distributing centres, which will be further depleted before the new season opens in April. The new Patna crop is reported good quality. The famine in India is not yet over, and the consequent demand is still influencing the market. We

understand that the Mount Royal Milling Company are offering a special rebate this coming season to Canadian wholesale firms who refuse to handle any English rice and confine their purchases to the Canadian company. We quote: CC rice, \$2.90 to \$3; B rice, \$3 to \$3 15, according to quantity; Japan, imported, 4½ to 5½c.; Canadian Patnas, 3¾ to 4c., imported Patnas, 4¼ to 4½c., according to quality; best Carolina Leads, 9 to 9½c.

DRIED FRUITS.

CURRENTS—There seems to be quite a small demand for currants, and dealers whose stocks are low are in no hurry to replenish. The foreign markets are firm and likely to remain so. The English quotation now is 31s. 6d. c.i.f. for fine Filiatras which means 8½c. laid down here, duty paid. The general price to the retail trade is 9½ to 10c.

RAISINS—Some would call the market "demoralized" while others affirm that they are experiencing a steady demand for sound standard fruit at 7c. for fine off-stalk. There is no doubt that the country dealers are heartily sick of poor goods and they will have no more of them. They will hardly take them as a gift. We believe that some Valencias have been offered as low as 5½c., without buyers. On the other hand there are holders of good fruit who believe there will be a good summer demand and who will not make any concessions. There is some cutting going on in Malaga raisins. Connoisseur clusters are worth about \$2 75. Dealers are clearing their fancy raisins.

EVAPORATED FRUITS—Apples are holding their own, but other lines are not. Pears are worth 11 to 11½c.; peaches, 9½c.; apricots, 11c. Apples are worth from 5½ to 6c., according to quality.

DATES—As the season for dates is over, wholesalers are clearing stock. Halloween dates are worth 4c., and Sairs, 3½c.

PRUNES—Here also values are being cut. We have heard that French prunes in 55-lb. boxes have been offered at 3c., but, of course, this decline is not general as these very goods cannot be laid down under 3½c. Meanwhile the low quotations are demoralizing the market. We quote: 90-100's, 5½c.; 60-70's, 7c.; 40-50's, 10½c.; French prunes, 4 to 5c. and Bosnia prunes, 5½c.

FIGS—This is another line in which there is cutting going on. Tapnet figs are worth 3¾c., and layer figs 8 to 12c. per lb., according to size.

NUTS.

The nut market is hardly satisfactory. Shelled walnuts are a little easier, being quoted 5 francs per 100 kilos lower this week. Shelled almonds are offered by cable

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Toronto Fruit Merchants.

FANCY NAVEL ORANGES
FANCY MESSINA LEMONS

Also Fine Assortment
EVAPORATED FRUITS.

Strained Honey and Maple Syrup

Your Orders receive prompt and careful attention

CLEMES BROS.,
51 Front East, TORONTO.

NAVEL ORANGES

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

LEMONS—Car fancy Messinas.

DATES, FIGS, APRICOTS,
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From the Atlantic to the Pacific,

OKELL & MORRIS'

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Messina Orange Marmalade, Tomato Ketchup,
Sauces, Pickles and Vinegars

are acknowledged the purest and best. Trade-Builders
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Diplomas for purity and excellence. Write for prices to
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PATTON & SONS

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Operating B. C. Cold Storage and Ice
Works. Bonded and Free Storage.

Consignments Solicited.
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AGENCIES ACCEPTED.

New Brunswick Lobster Cannery.

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

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

108s. per cwt. c.i.f. Montreal, which means a drop of about 10c. per lb. from the highest point. Sicily filberts are easier with no demand. Quotations of F. Ballah & Co., Sicily, quote 57s. 6d. per bale c.i.f., meaning about 8½c. per lb., which is about ½c. below what the jobbers are selling to one another to-day. Dealers in the city are trying to clear out their stocks. We quote: Shelled walnuts and Bordeaux, 20c.; pure Mayette, 21c.; unshelled walnuts, Marbots, 10c.; pure Mayette, 11½ to 12½c.; Sicily filberts, 10½c.; Valencia almonds, 33 to 35c.; Tarragona almonds, 13½ to 14½c.; peanuts, 6½ to 7½c.

TEAS.

The demand for teas is only fair and hardly as brisk as had been hoped for. The chief call is for Japans, and as these are about 4,000,000 lb. short in importations as compared with last season, the feeling is quite firm. The call is principally for grades worth 16 to 18c. Some China greens are selling to replace the Japans. The higher grades of Japan teas are wanted in the United States, and we believe that some transactions have been entered into for export.

GREEN FRUITS.

Trade is fairly good this week in oranges, lemons, sweet potatoes and bananas. Lemons are about 50 to 75c. dearer than they were last week and further advances are expected. We quote as follows: Jamaica oranges, bbls., \$4 to \$4.50; Californian navels, first grade, \$3.35; second grade, \$2.50 to \$3; Valencia oranges, 420's, \$4 to \$4.25; Jumbos, \$5.25 to \$6.00; 714's, \$5.00 to \$5.25; Florida, bright and russet, \$4; bitter marmalade, \$3.25 to \$3.50 per box; Messina lemons, 300's, \$2.50 to \$3.00; 360's, \$2.75 per box; bananas, \$1.50 to \$2 per bunch for freight bananas, and \$2.50 to \$3.50 for express bananas. Apples, No. 2, \$3; No. 1, \$3.50 to \$4.50; fancy spies, \$5 per bbl.; cranberries, \$12 to \$13 per bbl., soft, \$5.50 to \$6.50; Spanish onions, \$2.25 per case and \$1.20 per small crate; chestnuts, 10c. per lb.; sweet potatoes, Vinelands, \$4.25 to \$4.50 per bbl.; figs, 8 to 12c.; Malaga grapes, \$5.50 to \$8.50 per keg; Californian fancy pears, \$4 to \$5; pineapples, 15 to 25c.; Californian celery, \$4.75 to \$5 per case; Californian cauliflower, \$3.00 to \$3.25 per crate; Florida tomatoes, \$4.50 per crate; radishes, 35 to 40c. per dozen bunches.

COUNTRY PRODUCE.

EGGS—The tone of the market is easier, and prices have declined 1c. per doz. The demand for fresh has been fair, and sales of lots were made at 19c. and single cases at 20c. The prospects are that receipts will

No wide-awake Grocer

can afford to buy Meats without hearing what his Wholesale House has to say about . . .

Clark's 55 VARIETIES 55

New Molasses

100 Puncheons Grocery Barbados.

First of the season, just received, and for sale low in car lots.

Write or wire for Quotations.

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

SPECIAL CARE

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BOECKH'S CARPET

see Mar 22 1922

BROOMS



and they are so well made as to insure satisfaction to your customers. They are the best trade-winners on the market.

Boeckh Bros. & Company,

80 York St., TORONTO.

CONCERNING COFFEES

We are now offering some splendid values in RIO, MOCHA, JAVA, CEYLON, COSTA RICA, MARACAIBO, SANTOS, etc. Their flavor we guarantee to be pure and smooth. There is always a good demand for them.

CONCERNING CORKS

We manufacture and import all kinds of corks of the highest quality. Intending buyers should consult us before placing their orders.

CONCERNING TEAS

The wholesale trade cannot do better than to let us send them quotations and samples of our JAPAN, INDIAN, CEYLON or CHINA Teas.

You are sure to be well pleased with both our prices and the quality of our goods.

S. H. EWING & SONS, 96 King Street

MONTREAL.

continue to increase and that lower prices will rule. Lined goods are in limited demand at 13 to 15c. per doz.

MAPLE PRODUCT—There has been no change in maple product and business has been slow. We quote: Syrup at 70 to 75c. per large tin and 50 to 60c. per small tin, and at 6½ to 7c. per lb. in wood; sugar, 8c.

HONEY—Business in honey is quiet and prices unchanged. White clover comb is worth 13½ to 14½c.; white extracted, 8½ to 10c.; buckwheat in comb, 10 to 12c.; and extracted, 7 to 8c.

POTATOES—There is a fair demand for potatoes, and sales of carlots were made at 42½ to 45c. per bag.

ASHES—There is nothing new to note in ashes. Prices are steady. We quote: First pots, \$5 to \$5.10, and seconds, \$4.70 to \$4.75 per 100 lb.

BEANS—The demand is fair at \$1.60 to \$1.65 for primes.

FLOUR AND GRAIN.

FLOUR—Prices and general conditions are unchanged. We quote as follows: Manitoba spring wheat patents, \$4.25 to \$4.50; winter wheat patents, \$3.75 to \$4; straight roller, \$3.00 to \$3.40; in bags, \$1.60 to \$1.70, and Manitoba strong bakers', \$4.00 to \$4.20.

GRAIN—We quote: No. 1 spring wheat, 77c. afloat; peas, 73c.; rye, 55 to 56c.; No. 2 barley, 49c.; oats, 33c.; buckwheat, 56c.; corn, 47 to 48c.; barley, 48 to 52c.

FEED—The trade in feed continues active, and prices are maintained. We quote as follows: Manitoba bran, in bags, \$17; shorts, \$18; mouille, \$20 to \$24; Ontario bran in bulk, \$17 and shorts, \$18 per ton.

OATMEAL—The demand is small. We quote: \$3.35 to \$3.40 per bbl. and at \$1.65 to \$1.70 per bag.

HAY—Receipts are small and demand good, so prices are firm. We quote as follows: No. 1, \$10.50 to \$11; No. 2, \$9.50 to \$10, and clover \$8 to \$8.25 per ton in carlots on track.

FISH AND GAME.

A brisk trade is doing in fish. Herring is so scarce that large sizes cannot now be secured, and the supply is limited to the small fish. The supply of dried cod is exhausted, and green cod are much higher.

We quote: Fresh fish—British Columbian salmon, 10 to 11c. per lb.; haddock, 3½ to 4c.; codfish, 3½c.; halibut, 10c.; whitefish, 6c.; pike, 4 to 4½c.; dore, 5½ to 6c.; fresh frozen herring, \$1.20 to \$1.25 per 100 fish; small, \$1.20 to \$1.25 per 100, quantity limited; smelts, 3 to 5c.; steak-cod, 4½c.; tommy cods, \$1.75 per bbl. Salt fish—British Columbian salmon No. 1, \$13.00 per bbl.; Labrador salmon, \$12.50 to \$13 per bbl.; green cod, No. 1, \$6.50 to \$7.00 per 200 lb.; small, \$5.00 per 200 lb.; Loch Fyne herrings, \$1.05 per keg; Dutch herrings, 75 to 80c. per keg; No. 1 Nova Scotia herring, \$4.75 to \$5 per bbl.; No. 2 mackerel, \$10 per bbl.; ½'s, \$5.50 to \$6. Smoked fish—Finnan haddies, 6½ to 7½c. per lb.; smoked herrings, 15c. per box. Prepared fish—Skinless cod, in 100 lb. cases, \$4.50; dried cod, in 112 lb. bundles, \$4.75 to \$5.00 per cwt.; boneless cod, in bricks, 5 to 5½c. per lb.; boneless fish, loose, in 25-lb. boxes, 4c., and 5-lb. boxes, 5c. per lb.; bloaters, \$1.75 per box. Shell oysters—Choice malpecques, \$7 to \$8 per bbl.; Miramichi, \$5 per bbl. Bulk oysters, \$1.30 for Standard, and \$1.50 for selects.

PROVISIONS.

The demand for pork and smoked meats is limited, but a fair trade continues to be done in lard. The tone is steady for all lines. We quote: Heavy Canadian short cut mess pork, \$20 to \$20.50; selected heavy short cut mess pork, boneless, \$21 to \$21.50; family short cut back pork, \$20 to \$20.50; heavy short cut clear pork, \$19.50 to \$20.50; hams, 13 to 14c.; bacon, 14 to 15c.; lard, pure Canadian, \$2.40 per pail; refined lard compound, \$1.72½ per pail; Snow White and Globe compound, \$1.62½ per pail; Cottolene, 8¾c. per lb. in tierces and 9½c. in pails.

LIQUORS.

A good trade continues to be done in liquors. Dealers are taking spring orders for import by early steamers.

SCOTCH WHISKIES.

	Per case of quarts.
Roderick Dhu	\$9 50 less 3 p.c. 30 days
Usher's O.V.G. Special Reserve	9 75 " " "
Usher's G O H.	12 25 " " "
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. Br. wn & Co—	
Duke of Cambridge	12 00
Mitchell's—	
Heather Dew	7 00
Special Reserve	9 00
Mullmore	6 50
W. Teaches & Sons—	
Highland Cream, qts	\$9.50 less 3 p.c. 30 days.

CANADIAN WHISKIES.

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

Less than one bbl. per gallon.

65 O. P.	\$4 55
50 O. P.	4 15
Rye	2 25

CHAMPAGNE.

	Per Case.
Comte de Castellane—	
Cuvee Reservee { Quarts	\$12 50
" { 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.	Quarts. Pints.
	\$28 00 \$30 00
Mumm's—	
Extra Sec.	28 00 30 00
Moet & Chandon—	
White Seal	28 00 30 00
Brut Imperial	31 00 33 00

Perrier-Jouet—		
Fruit	28 00	30 00
Reserve Dry	28 00	30 00
	GIN.	
Pollen Zoon—		Per Case.
Red, c.ases of 15 bottles.....		\$9 75
Green, " 12 "		4 75
Violette, " 12 "		2 45
P. Hoppe "Night Cap" Brand—		
Red, cases of 15 bottles.....		10 50
Green, " 12 "		5 25
Yellow, " 15 "		10 75
Blue, " 12 "		5 40
Poney, " 12 "		2 50
Draught—		Per Gal.
Hogsheads		\$2 95
Quarter casks		3 00
Octaves		3 00
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	

CHEESE AND BUTTER.

CHEESE—The same divergency in regard to values continues, the figures quoted ranging all the way from 9¼ to 10¼c.

BUTTER—Receipts of butter continue to be barely sufficient for the demand. Finest creamery is worth 22½ to 23c.; seconds, 21 to 21½c.; Western dairy, 17½ to 18½c.

MONTREAL NOTES.

The trade in canned vegetables has been considerably upset by some 70 cent per dozen offers sent out on tomatoes, corn and peas by a Toronto house.

Reports from France state that stocks of sardines on hand are small and are quickly working down. Orders are now more plentiful and the market is steady. New fishing will not commence till May, and it is probable that no old stock will be left on hand by that time.

S. H. Ewing & Sons are authorized, as agents of Robert Ward & Co., Limited, the well-known packers of "Lyon," "Crown," "Imperial" and "Red Rose" brands of canned salmon, to offer quotations on the pack of the coming season. The demand has set in from England and is reported brisk at 21s. 6d. to 22s. for talls, 23s. 6d. to 24s. for flats, and 28s. 6d. to 29s. for ½ lb. flats ex ship London or Liverpool. These prices are a little lower than last year's opening figures.

NEW BRUNSWICK MARKETS.

OFFICE OF THE CANADIAN GROCER.

St. John, N.B., March 6, 1901.

BUSINESS is still quiet, but begins to show improvement. It needs, however, the opening of navigation to make any great change. The fact that local importations of Barbadoes and Porto Rico molasses are near to hand is a matter

of interest, meaning a drop in price. The matter of an understanding on sugar is still a subject of great interest. The conditions that have ruled are such that dealers feel they cannot be continued, and still the individual dealer does not seem able to independently help the situation. In confectionery there is a good business reported by the manufacturers, but prices are low. In cream of tartar rather lower values rule. In spices, ginger and cloves are firm. Pepper is casting a little lower. Nutmegs are low.

OIL—In burning oil business has become somewhat quiet, but values are unchanged. Other branches of the business are coming to the front. In lubricating oil dealers are active booking orders, but little shipping will be done till the opening of navigation. Values are unchanged. In paint oils there is some business, but the easy values tend to cause the putting off of buying and to cause orders to be small. Cod oil is a light stock, and held firm at full figures.

SALT—In Liverpool coarse salt the sales this winter have not been as large as usual. Buyers are inclined to wait till they need supplies. Prices are ruling high and the feeling is that they will be able to buy as well later. This has left a large stock on hand, though quantity imported is not as large as last season. Very little is now being received. In fine there is steady business, chiefly in Canadian. Canadian bag salt is being more largely used. We quote as follows: Liverpool coarse, 50 to 55c.; English factory-filled, 95c. to \$1; Canadian fine, \$1 per bag; cheese and butter salt, bulk, \$2.40 per bbl.; 5 lb. bags, \$2.85 to \$2.90 per bbl.; 10 lb. bags, \$2.70 to \$2.75 per bbl.; 20-lb. wood boxes, 22c. each; 10-lb. wood boxes, 14c. each; cartons, \$2 per case of 2 doz.; English bottled salt, \$1.25 to \$1.30 per doz.; mineral rock salt, 60c. per 100 lb.

CANNED GOODS—There is little new in vegetables, but even prices rule. Market is well supplied. Fish is high. Few lobsters are seen, and, owing to the price, there has been little demand. Sardines are fair sellers. Kipper herring are scarce. There is a steady sale for clams and scallops. These should have a large Western sale. In fruits, values are firm. The Lower Provinces now supply this market with gallon apples, selling much below Western figures. Oysters keep quite low; eight-ounce goods are the sellers. Meats are firm.

GREEN FRUITS—Variety is limited. In apples, for best stock prices are higher, and the quantity offering is limited. The bulk of the apples bought here in the fall were poor stock. In oranges, prices tend higher. In Valencias, which are the sellers, Imperials have been somewhat scarce this

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THE UNEQUALLED CLEANER.

Get a dozen or so NOW. Let it be seen.

Ask Wholesale Grocers.

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34 Yonge Street, Toronto.

"Chief Keokuk"

Pickles and Condiments.

"Montrose"

Tomatoes, Peas and Vegetables.

SOLD ON THEIR MERITS.

KEOKUK PICKLE CO.

KEOKUK, IOWA, U.S.A.

CHOICE

Roasted Coffee

10½ cents per lb.

In barrel lots only.

WARREN BROS. & CO.

TORONTO.

**Shredded Whole
Wheat Biscuit**

For sale by all
Wholesale Grocers.

J. HEWITT, Agent

61 Front St. E., TORONTO.

COWAN'S

Hygienic **Cocoa**

Royal Navy **Chocolate**

AND

Famous Blend **Coffee**

are the favorites with all grocers

THE COWAN CO., LIMITED, TORONTO

Ogilvie's Hungarian

Ogilvie's Glenora....

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

Superior Quality
Always Good

week. Jamaicas are about off the market. In Californians there are fair sales. Lemons tend higher. They have been somewhat scarce the past week, owing to an overdue steamer at New York. There is a good steady demand. A few strawberries are brought here by the retail trade. In bananas, sales are still small. In garden stuff, lettuce is freely sold, and a few imported cucumbers are seen.

DRIED FRUITS—Business is very quiet. Though the stock of raisins is not large prices are weak, and there seems but very little sale. Some seeded raisins are moving. In currants there is a fair movement. The market is supplied from New York. Cleaned are being imported almost altogether. In prunes there is a fair sale. It is thought our dealers would have done better if they had imported a better grade fruit. In evaporated peaches and apricots there is a light sale. Dates are a full stock. They are sold low, and there is a fair movement. Figs are dull. In dried apples the stock is not large. There are fair prices obtained where sold to supply local demand, but quantity that can be so moved is small. Evaporated apples are a light stock and prices are firmer. In onions there is a fair sale and prices are much higher.

DAIRY PRODUCE—Eggs are rather quiet. Prices are not quotably changed, but they are easy. For granulated stock full figures are asked. Butter shows little change, but is more freely offered, both in local and in western goods. Best stock is in good demand. In cheese, a fair business is being done, and values show no change.

SUGAR—The only matter of interest is the

effort to get an agreement among the trade. There is some opposition, but the number is small. That no money is being made is conceded; in fact, it is conceded that money is being lost. Prices are low. Sales are good, particularly in granulated.

MOLASSES—The feeling is easy. New goods, both Porto Rico and Barbadoes, are daily expected. Prices will be much lower. Markets at the Island are rather lower and cheaper goods are expected by many. Importers find it difficult to sell till goods arrive, and buyers are likely to take hold lightly, at least at first. Small shipments of New Orleans molasses and syrup continue to arrive.

FISH—While this is Lent, the high prices curtail sales. French fish, which were quite plentiful, are now coming to hand slowly. This is affecting finnan haddies, the price of which is firm. An effort is being made to get fish in Boston, but it is scarce there. In New York, it is said, it is very scarce. Smoked herring is firm at the high figures. The low prices which held so long seem a thing of the past. In pickled herring and bloaters the market has been somewhat helped by a cargo of Newfoundland fish that was brought here. Some choice Canso pickled, are offered, but all prices rule high. The local market in fresh is being helped by receipts of halibut. In dry fish values are rather higher. We quote as follows: Large and medium dry cod \$3.25 to \$3.50; small, \$2.25 to \$2.35; haddies, 5½ to 6c.; smoked herring, 12 to 13c.; fresh haddock and cod, 2½c.; boneless fish, 4 to 5c.; pollock, \$1.50 to \$1.65 per 100 lb.; pickled herring, \$2.25 to \$2.35 per half bbl.; Canso herring, \$5.25 bbls., \$2.75 halves; Shelburne, bbls., \$4.50, halves,

\$2.50; bloaters, 85c. to \$1.25; halibut, 11c.

PROVISIONS—In barrelled pork, full figures are asked, but the sale is light. In beef, there is light business, though, compared with pork, prices are quite low. Lard continues high.

FLOUR, FEED AND MEAL—In flour, the market seems easy, and there is a tendency to shade both Manitoba and Ontario grades, the latter being the easier. There are fair sales. Oats are quite firm and rather higher. Oatmeal is firmer. Cornmeal, which is a large seller, is a little higher. Beans in this market are easier, and there is but a fair sale. Good hand-picked are scarce. Barley and peas are rather higher. Blue peas are scarce. In seeds, our buyers are just getting interested. Prices are high. We quote as follows: Manitoba flour, \$4.95 to \$5.10; best Ontario, \$3.90 to \$4; medium, \$3.70 to \$3.85; oatmeal, \$3.70 to \$3.75; cornmeal, \$2.30 to \$2.35; middlings, \$2.00 to \$2.22; oats, 39 to 40c.; hand-picked beans, \$1.80 to \$1.90; prime, \$1.70 to \$1.75; yellow-eye beans, \$2.40 to \$2.60; split peas, \$4.10 to \$4.15; round peas, \$3.25 to \$3.40; pot barley, \$3.85 to \$4; hay, \$10 to \$11.50; yellow buckwheat meal, \$1.30 to \$1.40 per 100 lb.

ST. JOHN NOTES.

Dearborn & Co. have a large shipment of dates just to hand. They are quoting low prices.

Mr. F. P. Reid, of F. P. Reid & Co., Moncton, was in the city this week and called on THE GROCER.

James Paterson is receiving large consignments of halibut. This is one of our finest fresh fish. The quantity received is but about equal to local demand.

L. G. Crosby is home from the West Indian Islands, where he has been spending the last two months. Mr. Crosby is daily expecting consignments of both Barbadoes and Port Rico molasses.

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

ROCK SALT FOR HORSES and CATTLE.



TORONTO SALT WORKS, Toronto, Ont.

"Daisy Fruit"

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

THE HOME CAKE CO.
QUELPH, ONT.

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

WOODEN PACKAGES

Suitable for Liquids in
PAINTS, SYRUPS,
PICKLES, OYSTERS, ETC.

Sizes 1, 2, 3 and 5 Gallons.
Plain or finished wood.

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

Sole Agents

Boeckh Bros. & Company,
TORONTO, ONT.

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.



Fastidiousness

is necessary in food products. In Baking Sodas, your fastidious customers will be sure to appreciate a pure, clean, well-packed article like

DWIGHT'S COW BRAND SODA.

John Dwight & Co., Toronto and Montreal.
Victoria, B.C. Halifax, N.S. St. John, N.B. Quebec,
P.Q. St. John's, Nfld.

PARAFFINE WAX

In "One Pound Cakes" for

HOUSEHOLD USE

Washing Clothes, Ironing, Sealing Canned Fruit, etc.

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

HEALTH is WEALTH.

You want your customers to be healthy so that they will prove profitable clients.

HIRES ROOTBEER

is a tonic as well as a beverage.

Be sure you sell them HIRES.

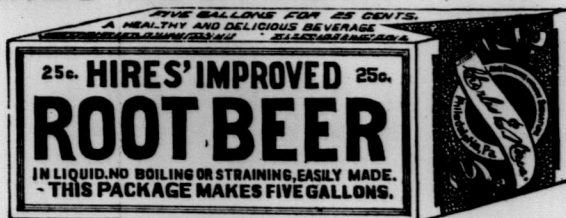
Price may be a little high, but the best pays in the long run.

All Wholesalers keep it.

W. P. DOWNEY

Sole Canadian Agent,

20-22 St. Peter Street, MONTREAL



EXTRA FANCY

California Navel
Valencia
Marmalade
Messina Lemons

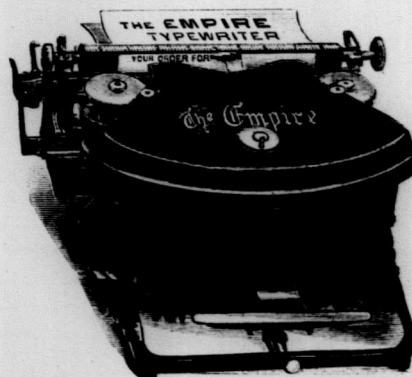
ORANGES

Full lines, Nuts, Dates, Figs; Oysters, Finnan Haddies, etc.

If you want "The Best" at right prices, order from us.

Hugh Walker & Son, Guelph, Ont.

The Empire Typewriter..



Equal to any Machine in every way.

Superior to all Machines in several Important Features.

Canadian Pacific Railway have 175 Empires in daily use!

Only \$60.-- You can save \$60 by purchasing an Empire.

The Williams Mfg. Co., Limited, Montreal

MERCHANTS' DAY IN WOLFVILLE.

MERCHANTS' DAY, as advertised by the merchants of Wolfville, N.S., has now been in existence for three seasons. There is a difference of opinion among us as to its advantages. Some are in favor of it, and others are sceptical, but we think on the whole it has been beneficial in keeping at home trade that seemed to be drifting to other towns and especially to the departmental stores of Toronto that do a large business in this county.

Our method is to combine our advertising in the local papers by taking a large space and offering all the special bargains we can beside a general discount on all stock of 10 per cent. for that day. This reduces the cost to a very small figure for each one.

We agree at a meeting of all the merchants on the special goods that each will sell on that day in order that there may be no clashing, and the total list certainly offers great inducements to the customers. As our business is classified here, customers can make their list of dry goods, groceries, boots and shoes, hardware and drugs, etc., and by taking in each store get a lot of useful goods at very low figures.

We are careful to do exactly as we advertise; make our list of inducements—goods that the buying public need. Of course we drop a lot of profit but our sales are large and in the rush and excitement of a big sale lots of unseasonable and slow selling lines are worked off.

We have chosen the holiday season—generally a week before Christmas—to allow dealers in fancy goods the same opportunity of participating. The evil attending it is that so many wait from the date of the announcement of sale that trade is generally dull for a few days preceding the "merchants' day," but we seem to have our regular Christmas trade after it.

We think it has established more confidence among our customers that the local dealer is trying to do as well for them in the way of low prices as the city stores and prices quoted in catalogues. Personally, I think such a sale would be of great advantage also in the Spring, say, April or May.

If any of the readers of THE CANADIAN GROCER wish any further details we should be pleased to give all the information we can.

J. D. CHAMBERS.

Wolfville, N.S., Feb. 22, 1901.

C. & V. B. Fullerton, general merchants, Parrsboro', N.S., have sold the Holmes hardware stock, which they recently purchased, to John W. Cameron.

BAYLE'S

"HIGH GRADE FOODS"

Bayle's Horseradish Mustard

	Per doz.
½-lb. self-sealing jars, 2 doz. in a case,	\$1.75
1-lb. self-sealing jars, 1-doz. in a case,	2.50

Bayle's Tobasco Pepper Sauce

	Per doz.
2 oz. bottle, with metal cap and squirt,	
1-doz. in a box	\$4.75
6-doz. in a case	4.25

War Tin Tea.

Packed by ↗

**THE BRITISH &
BENNINGTON'S
TEA TRADING
ASSOCIATION,
Limited**

London,
England.

The most attractive package
on the market.

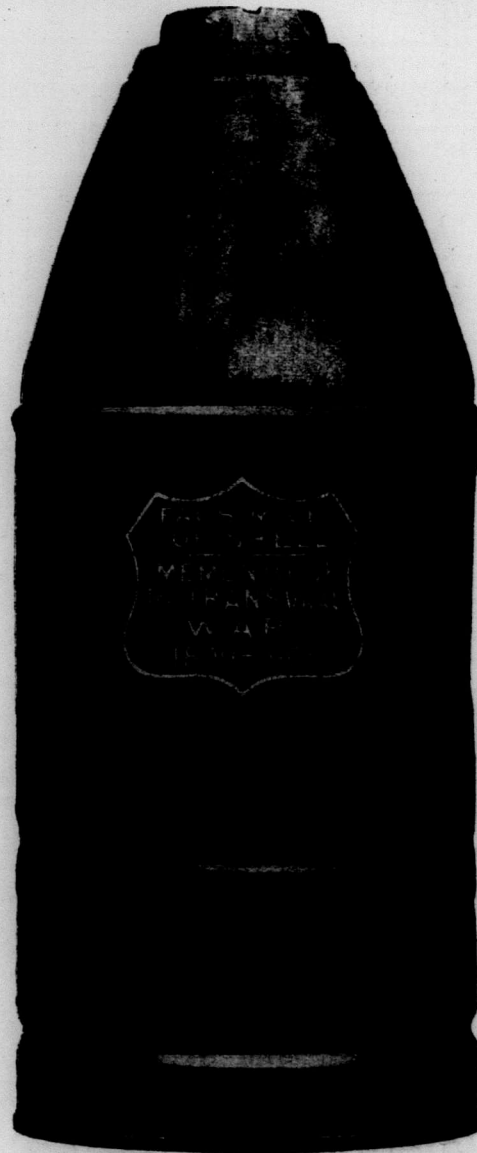
Design registered for the
Dominion.

On seeing it, your customers
are sure to buy it.

Full information, prices, etc.,
can be had from any whole-
sale house in the Dominion.

Canadian Agents:

C. E. COLSON & SON, ↗ Montreal.



Why not have the best?

When you do not have to pay more for it than for ordinary goods.

That is what I do: Give you the best always, at prices defying all competition—and for many good reasons I can do it:

- 1st. I make a specialty of a few lines only--Teas, Coffees, Spices, and fine distilled Vinegars. To these I give all my attention.
- 2nd. I import all goods direct from the countries of growth, when advantageous to do so, and I pay cash for all I buy.
- 3rd. I know your requirements well, having sold goods over the whole Dominion, and to supply them I have one of the best assorted and most carefully selected stocks.
- 4th. My expenses are not heavy, and the profits I want are the smallest possible.
- 5th. I will move on May 1st, and I want to carry as small a stock as I can---until then, there will be bargains. Of all these advantages you will benefit if you take the trouble to ask for samples and prices.

TRY MY REGISTERED BRANDS

They are the standard for high quality and best value.

Condor Vinegar, 100 grains; Old Crow Vinegar, 75 grains.

Old Crow Blend of Choice Black Teas.

The Nectar The perfection of all teas in lead packets.
4 Colors—4 Prices.

The Condor Japan Teas—the finest and best offered.
The Condor LX, 1-lb. lead packets—a beautiful May tea.

The Condor XXX New Season, to arrive end of July, I now offer at 19c.
I guarantee to give you the **finest out** at that money.

MADAM HUOT'S COFFEE—the pearl of all Coffees, in tins—you don't know what good coffee is until you have tried it.

E. D. MARCEAU,

SPECIALTY OF HIGH-GRADE GOODS in TEAS,
COFFEES, SPICES and VINEGARS—WHOLESALE.

296 St. Paul Street, MONTREAL

A NEW SALT COMPANY.

APPPLICATION is being made under the Companies Act of the Dominion for the incorporation of the Canadian Salt Co., Limited.

The purposes within the purview of the Act for which incorporation is sought are the mining, manufacture, purchase and sale of salt in its various forms; the acquisition and sale of patents, properties, and rights necessary or desirable for any of such purposes and the transaction of all matters or business incidental thereto or connected therewith.

The chief place of business of the said company is to be the city of Montreal in the Province of Quebec. The intended amount of the capital stock is \$800,000. The number of shares is to be 8,000 and the amount of each share is to be of the value of \$100.

The names in full and the address and calling of each of the applicants are as follows: Arthur D. Bissell, Buffalo, New York, bank president; H. Vincent Meredith, Montreal, Quebec, bank manager; George R. R. Cockburn, Toronto, Ontario, bank president; Richard B. Angus, Montreal, Quebec, gentleman, and Sir William C. Van Horne, K.C.M.G., Montreal, Quebec, railway director; who are to be the first or provisional directors of the company.

NEW FLOUR MILL IN MOOSE JAW.

D. McLean, formerly of Calgary, N.W.T., has erected a flour milling plant at Moose Jaw, N.W.T., capable of manufacturing 225 bbls. per day. The mill proper is 52 x 36 ft., three storeys high, with a fine stone basement. To the north is a solid stone boiler and engine house 30 x 36, and on the south a large storehouse 36 x 40. There is also the large elevator with a capacity of 65,000 bushels. The elevator, mill and storehouse are heavy frame buildings sheathed over with iron.

At present the mill is only running half time, but next season it is expected that it will run night and day to its full capacity of 225 bbls. It is proposed to sell the output of the mill in British Columbia and the district about Moose Jaw.

WHERE COCOA IS POPULAR.

The consumption of cocoa is steadily going ahead, says The Home and Colonial Mail, London. Germany heads the list of consumers, taking 39 3/4 million lb. in only 11 months, whilst the United States come next with an estimated consumption in 12 months of 39 million lb., and the United Kingdom is third with 38 million lb.; then comes France (34 1/2 millions), Holland (24 millions), Belgium, Spain, and Austria.

Russia, who, with her 94 millions of population in Europe alone, her cold climate, and large army, might be looked on as a likely customer for cocoa and chocolate, evidently is not so, for her name does not appear in a recently published list at all. The total quantity consumed by the countries mentioned amounted to 194 million lb. last year, against 107 millions in 1894.

BUSINESS IN EXETER.

Mr. E. A. Bennett, a member of the staff of J. A. Stewart, the well-known large general merchant, Exeter, Ont., was in Toronto this week. Mr. Bennett reported that while business in the early part of the winter was quiet, it is now fairly good. Building operations among the farmers in the vicinity of Exeter promise to be brisk this spring. The farmers in that part of the country are, as a rule, prosperous, and that makes it all the easier for Mr. Stewart to do a strictly cash trade.

WANT REFORM IN DEBT COLLECTION.

A deputation representing the Hamilton Retail Grocers' Association intend visiting Toronto, in the interests of their agitation to have small debts collectable in the Division Court, on Monday. They will probably visit the regular meeting of the Toronto Retail Grocers' Association and a special meeting of the Toronto Retail Merchants' Association to discuss the matter.

FISH FIRMS UNITED.

Mr. A. Cleghorn, manager of the Toronto agency of A. Booth & Co., Chicago, etc., has resigned from that position. The M. Doyle Fish Co., Toronto, have taken over the agency. The business of the two firms will henceforth be conducted in the present premises of The Booth Co., West Market street, Toronto.

BACK FROM BERMUDA.

Mr. Frank Sloan, of John Sloan & Co., Toronto, is back again at his desk after a six-weeks' absence in Bermuda, where he went to recuperate. The trip did him good, and he is now in good condition for business.

A ST. JOHN FIRM INCORPORATED.

The business done by Mr. F. E. Williams, St. John, has now passed into the control of the F. E. Williams Co., Limited. This includes the wholesale and retail grocery business and the pork-packing industry, and under the new arrangement the operation of the concern will be carried on with increased energy and vigor. F. E. Williams is the president, and R. E. White secretary of the company.

LETTERS OF INTRODUCTION.

I DISAPPROVE of letters of introduction," said an elderly New Orleans business man. "I won't give one under any circumstances. They are bad form, and border close on downright impertinence. What right have I, for example, to thrust a perfect stranger on my friend, John Smith, of Memphis or Chattanooga, without having at least asked Mr. Smith's permission or ascertained whether the introduction would be mutually agreeable. Then, again, such letters always mean either too little or too much. Most of us give good advice, without the least idea of incurring any responsibility—yet a letter of introduction is, or ought to be, an absolute indorsement of the bearer, and the recipient would be justified in holding the writer strictly accountable for any abuse of his hospitality. I believe this view is unassailable, but I must confess that I stopped writing letters of introduction myself on account of a little contretemps that had nothing to do with the proprieties of the question. It happened in this way:

"A certain friend asked me to give a letter to a young Englishman, introducing him to a former business partner of mine now living in Louisville. I didn't want to do it, but lacked moral courage to refuse, so I wrote up two letters—one, the introduction requested, and the other a brief note to the Louisville man explaining the circumstances and saying I didn't really know whether the Englishman was a gentleman or a horse thief. Two days later I got a telegram from my partner, saying that he had received a letter of introduction by mail, and was at a loss to know what to make of it. I had put the two inclosures in the wrong envelopes, and had given the Englishman the private note of repudiation."

"I suppose he read it, of course," remarked someone in the group of listeners.

"That's just what has been troubling me ever since," replied the old merchant. "I don't know whether he did or not. He presented it without turning a hair, and if he knew the contents he certainly made no sign. At least that is the report of my friend, who was so surprised when he ran his eye over the epistle that he nearly fell out of his chair. All this happened four years ago, and I haven't written a letter of introduction since. I wouldn't meet that Englishman again for a \$1,000 bill, because if I did I wouldn't know whether to shake hands or get ready to fight."—New Orleans Times-Democrat.

CANNERS IN SESSION.

The executive committee of the Canadian Packers' Association is in session in Toronto as we go to press.

"KENT" BAKED BEANS

have that peculiarly appetizing flavor of the "Home-Made" Baked Beans. They are ready for immediate use—just bake them in the oven for 15 or 20 minutes to warm them.

Put up in 2-lb. flat cans, to retail at 10c. Prepared from the finest hand-picked Pea Beans in the most cleanly manner. Write us for a "sample" can.

The . . .
KENT CANNING CO.
Chatham, Ont.

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**

	Montreal.	Toronto.	St. John, Halifax.
COFFEE			
Green—			
Mocha	24	23	25
Old Government Java	27	22	30
Rio	10	9	12
Santos	29	26	29
Plantation Ceylon	22	25	24
Porto Rico	22	25	24
Gautemala	18	15	20
Jamaica	18	13	18
Maracaibo	13	18	15
NUTS			
Brazil		15	16
Valencia shelled almonds	42	45	40
Tarragona almonds	15½	16	15
Formegetta almonds			14½
Jordan shelled almonds	50	40	43
Peanuts (roasted)	6½	8	9
(green)	5½	7	9
Cocoanuts, per sack	3 00		3 75
per doz			60
Grenoble walnuts	11½	13	12½
Marbot walnuts	10	11	9
Bordeaux walnuts	8	9	9
Sticky filberts	12	13	12
Naples filberts			10
Pecans	12	15	13
Shelled Walnuts			25
SODA			
Bl-carb, standard, 112-lb. keg.	1 65	1 80	2 00
Sal soda, per bbl.	70	75	80
Sal Soda, per keg	95	1 00	1 00
Granulated Sal Soda, per lb.			1
SPICES			
Pepper, black, ground, in kegs			
pails, boxes	16	18	18
in 5-lb. cans	14	17	15
whole	15	17	19
Pepper, white, ground, in kegs			
pails, boxes	26	27	26
5-lb. cans	25	26	25
whole	23	25	23
Ginger, Jamaica	19	25	22
Cloves, whole	12	30	14
Pure mixed spice	25	30	25
Cassia	18	18	20
Cream tartar, French		25	24
" best		28	25
Allspice	10	15	13
WOODENWARE			
Pails, No. 1, 2-hoop	1 90		1 60
" 3-hoop	2 05		1 75
" half, and covers	1 75		1 70
" quarter, jam and covers	1 45		1 20
" candy, and covers	2 70	3 20	2 70
Tubs No. 0	11 00		8 50
" 1	9 00		7 00
" 2	8 00		6 25
" 3	7 00		5 35

	Montreal.	Toronto.	St. John, Halifax.
PETROLEUM			
Canadian water white	17½		17½
Sarnia water white	18		16½
Sarnia prime white			17
American water white	20		17½
Pratt's Astral (barrels extra)	21		17½
TEAS			
Black—			
Congou—Half-chests Kalsow	13	60	12
Morning Paking	17	40	18
Caddies Paking, Kalsow	35	55	35
Indian—Darjeelings	20	40	20
Assam Pekoes	18	25	18
Pekoe Souchong	35	42	35
Ceylon—Broken Pekoes	20	30	20
Pekoes	17½	40	17
Pekoe Souchong			35
China Greens—			
Gunpowder—Cases, extra first	42	50	42
Half-chests, ordinary firsts	22	28	22
Young Hyson—Cases, sifted			
extra firsts	42	50	42
Cases, small leaf, firsts	35	40	35
Half-chests, ordinary firsts	22	28	22
Half-chests, seconds	17	19	17
" thirds	15	17	15
" common	13	14	13
Pingsueys—			
Young Hyson, ½-chests, firsts	28	32	28
" seconds	16	19	16
" Half-boxes, firsts	28	32	28
" seconds	16	19	16
Japans—			
½-chests, finest May pickings	38	40	38
Choice	32	36	31
Finest	28	30	30
Fine	25	27	27
Good medium	22	24	25
Medium	19	20	21
Good common	16	18	18
Common	13	15	15
Nagasaki, ½-chests, Pekoe	16	22	
" Oolong	14	15	
" Gunpowder	16	19	
" Siftings	7½	11	
RICE, MACARONI, SAGO, TAPIOCA.			
Rice—Standard B	3 00	3 10	
Patna, per lb	4 25	4 75	4½
Japan	4 40	4 90	5½
Imperial Seeta	4 60	4 90	4½
Extra Burmah			4½
Java, extra		5½	6
Macaroni, dom'ic, per lb, bulk		6	7½
" imp'd, 1-lb. pkg., French		8	10
" " " Italian		8	10
Sago	3½	4	4
" "	4½	4½	4½
" "			5
" "			5

*30 Years of Purity,
Strength, Richness.*

The true test of quality is the test of time. Jonas' Flavoring Extracts have stood that test for 30 years---**and they have won on their absolute purity, unequalled strength, and delicate richness.** The Fruit, Flower, and Spice Flavors that they represent are absolutely true to Nature. If they should vary one iota from the high standard that has made them famous, we could not expect to hold the trade of the most particular buyers in all Canada.

*Jonas' Flavoring
Extracts.*

*Large Profits
Easily Made.*

The grocer who sells "Side Lines" can easily pay a large part of the running expenses of his store from the profit he makes, provided the "Side Lines" are right.

Jonas' Military Dressing is **right.** There is nothing quite like it or quite so good for a quick, lasting, waterproof dressing for boots and shoes. It preserves the leather, too, and keeps a customer good-natured with the money he (or she) saves. Few Army or Navy people are ever without it, but it is for all classes of people---men, women, children. Better yet, there are large profits in it for the grocer who sells it.

*Military
Dressing.*

HENRI JONAS & CO.,

Manufacturers and Importers of
Fine Grocers' Sundries.

— **Montreal**

MANITOBA MARKETS.

WINNIPEG, March 4, 1901.

THE chief topic of discussion throughout the entire week has been the new railway deal. The question has raised more discussion, and discussion of a more sane and practical character, than any public question in years. Opinions are divided into three camps—those willing to accept the deal as it is; those who are opposed to it, lock, stock and barrel; and those who favor the scheme of securing the Northern Pacific and Canadian Northern as a competing road, but who object to the terms as they stand or appear to stand; for, as a matter of fact, it seems to be a new contract every time you hear of it. The Government seem to be favoring a full and open discussion, and for once the question of party seems to have fallen out of sight, and the question is being discussed on its merits. Just how the vote in the House will go seems to be very uncertain at present.

So keen has been the interest over the railway deal that even the adverse decision in the matter of the Prohibitory Liquor Act has for the moment dropped out of sight. Trade during the week has picked up, and wholesale houses report a very fair business with a slight improvement in collections. There have been few changes in price; in fact, flour, coffee, tea, dried and evaporated fruits, and canned goods remain entirely without change.

CEREALS—There has been a sharp advance in rolled oats amounting to about 10 to 15c. per sack. This is due to combine among manufacturers on the other side. The price here is now \$1.85 to \$1.90 for the 80-lb. sack. The bulk of the supply comes in from the South.

CURED MEATS—Market is steady for these goods and the demand is fair. Prices are: Hams, 13c.; bellies, 13½c.; backs, 11½c.; shoulders, 9c. Dry salt long clear, 10½c.; smoked long clear, 11½c.; backs, 10½c.

LARD—Pure, 20-lb. pails, \$2.25; cases, \$7.25.

POULTRY—Demand for chickens and turkeys is good, but there is a distinct shortage of supply of good grade well dressed.

GREEN FRUITS—Market is picking up a little, but is still dull. Oranges, \$3 to \$3.50 and \$4.25, according to numbers. Bitter oranges are on the market and quoted at \$6. Lemons are slightly lower, being quoted at \$4.50 for the best. Apples, \$4.50 to \$5 for the best. Spies are almost off this market. Bananas are arriving only in small lots by express and are quoted at \$3 to

\$3.25. Fresh coconuts, \$1 per dozen. Cranberries, Wisconsin, \$10 50.

BUTTER—The market for this article is in a most unsatisfactory condition. The make of dairy butter has been unusually large during the present winter, but the quality and style of package is distinctly inferior. There is a good demand locally for fresh sweet dairy and the supply is not up to it. On the other hand jobbers are swamped with large quantities of medium and low grade for which there is no demand. About 200,000 lb. were shipped to Eastern markets during January, but, owing to the variety of package and quality, some of it did not net over 13c. On the other hand the choicest grades for local consumption command 17 to 18c. It is the old story of inferior make pulling down the price.

CHEESE—The movement is very slow at 10½c.

EGGS—Quite a few cases of Manitoba fresh gathered are coming in and large shipments are coming from the South as well as the East. Jobbers are paying 20 to 21c. for strictly fresh gathered and are selling at 22 to 23c. As the weather is keeping fairly mild large increase in Manitoba shipments is looked for in the immediate future.

NOTES.

Mr. Bright, of Bright & Johnson, fruit jobbers, is still in Southern California enjoying a well-earned holiday, combined with some business in the interests of his house.

Mr. E. B. Nixon, grocery buyer for The Hudson's Bay Company, left on Saturday on his semi-annual trip to the Southern and Eastern cities, and will be absent a month or six weeks.

The annual meeting of the Jobbers' Union was held this week and elected officers: J. H. Ashdown, president; Alex. Macdonald, vice-president, and C. H. Newton, secretary.

The Imperial Fruit and Produce Company, of Winnipeg, has just applied for incorporation. It is understood that the new company will take over the business of the old Anderson Co.

Mr. J. B. Marshall, district manager for the Moneyweight Scale Co., Minneapolis, was in town last week to reopen the agency here, which has now been placed in the hands of Scott, Peter & Co., who will put a special salesman on the road with these goods. Mr. Marshall will make a trip through to the Pacific Coast and open an agency in the Northwest Territories and British Columbia.

Joseph Watson, confectioner, Winnipeg, has just moved into very commodious new premises on Main street south. The com-

fortably fitted lunchrooms will fill a long-felt want among the fair shoppers of Winnipeg and to many a woman from outside points just in for a day's shopping. It is the intention of Mr. Watson to cater specially to the ice cream trade during the summer, and for this purpose he has expended some \$400 in machinery for breaking ice and freezing cream by electricity. His ice cream parlors will be about 30 feet wide by 70 long.

INQUIRIES REGARDING CANADIAN TRADE.

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

1. The names of a few firms in Canada who are manufacturers of manila trawl twines are asked for.
2. A firm of sauce manufacturers who desire to improve their trade relations with Canada ask for suggestions to this end.
3. Inquiry is made by a firm in the Midlands for the addresses of a few asbestos mine owners in Canada.
4. A Leeds firm asks to be placed in communication with Canadian manufacturers of office files, roll top desks and other stationery requisites. They also require the names of good wholesale stationers open to buy manufactured stationery.
5. A correspondent having a knowledge of the chemical process for the manufacture of asbestos and other millboards, desires to get into communication with Canadian asbestos mine owners and dealers who might be likely to require his services.

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

Mr. Harrison Watson, curator of the Canadian Section of the Imperial Institute, London, England, is in receipt of the following inquiries regarding Canadian trade:

1. An Aberdeen firm of produce importers invites correspondence from Canadian shippers.
2. A London house seeks quotations for a large specification of thin pine box boards for confectionery purpose.
3. The proprietors of a special paint composition wish to hear from Canadian firm willing to introduce the material.

STOLE THE GROCER'S SPOONS.

James Mills, grocer, Norwich, Ont., bought a dozen silver teaspoons to present to a friend, took them to his store, laid the parcel containing them on the counter, and went to the rear of the store to write a letter to enclose with them. He finished the letter and in a few minutes returned for the parcel of spoons, but they had disappeared. A woman was in the store at the time buying goods. Mr. Mills does not know her name, but would remember her again. He could also identify the spoons.

CORRESPONDENCE

Editor CANADIAN GROCER.—Your article headed, "The Grocer as a Distributor," in February 15 issue of your paper has rung in my ears ever since I read it.

I would like to travel the sunny highway of cash. I am just now in poor ground with no bottom. My cash-box has a bottom alright, and it's always visible.

I have been in business within a few weeks of five years, and have built up a fairly good trade with the assistance of my wife and son, who is drawing no salary, but just helping build up the concern. Our weekly gross sales amount to about \$120, two-thirds of which are credit. Can I turn that two-thirds into cash?

Everybody receives his pay fortnightly or monthly, but we are obliged to leave two weeks' pay in employers' hands, which remains till they leave or are discharged. That is one great stumbling block for cash to climb over. A man must work one month before he receives any pay, and then only half of what he is entitled to. He has had to live during that month, and consequently has accumulated one month's debts and can only liquidate half. Result: The man is in debt, and remains so.

I want to do a cash business, but can I be assured that if I come out to morrow before the public and say "cash only" that my business will not immediately fall off 50 per cent.? I know, of course, that there is no middle course between credit and cash.

One other obstacle presents itself to me, and that is, credit customers invariably buy more freely than the cash buyer, although I believe the difference does not amount to much in the end. A little advice in your paper, which I value very much, would be of great assistance.

A SHERBROOKE TRADER.

Sherbrooke, February 21, 1901.

[REMARKS: Possibly some of our readers who have had similar experience can give "A Sherbrooke Trader" some light upon this important question.—THE EDITOR]

BETTER YELLOW SUGAR NEEDED.

Editor CANADIAN GROCER —Am pleased to see that there is a movement on foot in Canada tending towards the production of beet root sugar. We certainly want something in this country to bring the refiners to time in order to get a better class of sugar. To-day, and for years past, the consumer, the retail grocer and the wholesaler have applied in vain to these nabobs for good, serviceable yellow sugars, such as we used

to get years ago, and such as have been represented to them dozens of times that the public demand, but, instead of this, the public are supplied with a bleached class of goods of a greenish hue, and sometimes, in standing near a barrel which has been recently opened, one would think one stood near some cheese about a dozen years old.

This sort of thing should not be, and the public have certainly been long suffering to put up with this state of affairs as long as they have done. I repeat that it has been impossible all the time for the retail grocer to get a nice yellow sugar with a decent flavor, such as the consumer requires for everyday cooking purposes.

Hamilton, March 6, 1901. KICKER.

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 2c. a word each insertion; cash in advance. Letters, figures, and abbreviations each count as one word in estimating cost.

TO RENT.

OLD-ESTABLISHED (20 YEARS) CENTRAL grocery stand, fittings complete, formerly occupied by N. D. Galbraith—a fine opening for an up-to-date man. Address, N. D. Galbraith, Hamilton. (10)

FOR SALE.

A RARE OPPORTUNITY FOR AN ENERGETIC business man. An up-to date grocery business for sale, finest fixtures in Toronto, centrally located. Capital required \$6,000. Urgent reasons for selling. Address, Box 49, CANADIAN GROCER, Toronto. (10)

FOR SALE.

3 Tea-Packing Machines. 1 Gummer. 1 Electric Motor. 1 Blender, 1,000 lbs. 1 Tea-Breaker. All in first-class order and as good as new.

MOONSON TEA CO.,

12 Front Street East. - - TORONTO

W. A. McCLEAN & CO.

OWEN SOUND.

Pork Packers and Grain Dealers.

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

The "Salada" Tea Co. report that they have now on their books the names of more than 18,000 grocers who are selling "Salada" tea.

CREAM OF WHEAT

The Most Popular Breakfast Dish in America.

The best seller; the most profitable to sell. We will fill your order for a case (36 pkgs.) through any wholesale grocer from Halifax to Vancouver. Special prices to the Canadian wholesale trade on application to

E. A. SHOEBOTHAM, Canadian Agent, - LONDON, ONT.

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% to 3% Monthly and 100% Yearly PROFITS

seem excessive, yet many of our customers have realized these unusual profits during the year 1900 by following our intelligent plan of investments in mining stocks and by purchasing first issues of stocks in promising mines and dividend-payers. The payment of the regular monthly dividends on the properties we handle as fiscal agents, January 1st, required

FIFTEEN HUNDRED DIVIDEND CHECKS

and we have never yet made a loss for a customer in any mining stock recommended by our house. We make profitable mining investments a specialty and will not handle as financial agents any but meritorious working mines that possess all of the requisites necessary to make valuable producing properties, with conditions favorable for possible "Bonanzas."

WE DO THE LARGEST BUSINESS IN MINING STOCKS

of any firm in the United States, because we make our customers' interest our own, and do not advise them to invest in any property that we have not first thoroughly investigated with our own experts and are willing to take a financial interest in, which with their own holdings will insure control and the proper and economical management of the property for profit to its stockholders.

SEND FOR PROSPECTUS OF NEW AND PROMISING MINES AND DIVIDEND PAYERS, TOGETHER WITH SUBSCRIPTION BLANKS AND REPORTS SHOWING PRESENT CONDITIONS OF THE PROPERTIES AND ALSO BOOKLET "ABOUT OURSELVES," GIVING IN DETAIL our intelligent plan of securing the large profits of legitimate mining without the risk of loss.

Canadian Branch, W. M. P. McLAUGHLIN & CO., McLaughlin Buildings, St. John, N.B.

WHERE SHREDDED WHEAT WILL BE MADE.

ONE of the most remarkable buildings in America is at present under course of construction at Niagara Falls, N.Y. This is to be the headquarters, factory and training institute of the manufacturers of shredded wheat biscuits, The Natural Food Co., formerly the Shredded Wheat Biscuit Co., Worcester, Mass.

The site chosen by Henry D. Perky, founder and president of the company, is an ideal one, overlooking Niagara Falls and adjacent to the New York State Reservation, thus combining cleanliness and purity with beauty and attractiveness. Here is being rapidly erected the immense works of the company.

The main factory, 66 feet wide and 463 feet in total length, is in great part five storeys high. Each end of the parallelogram,

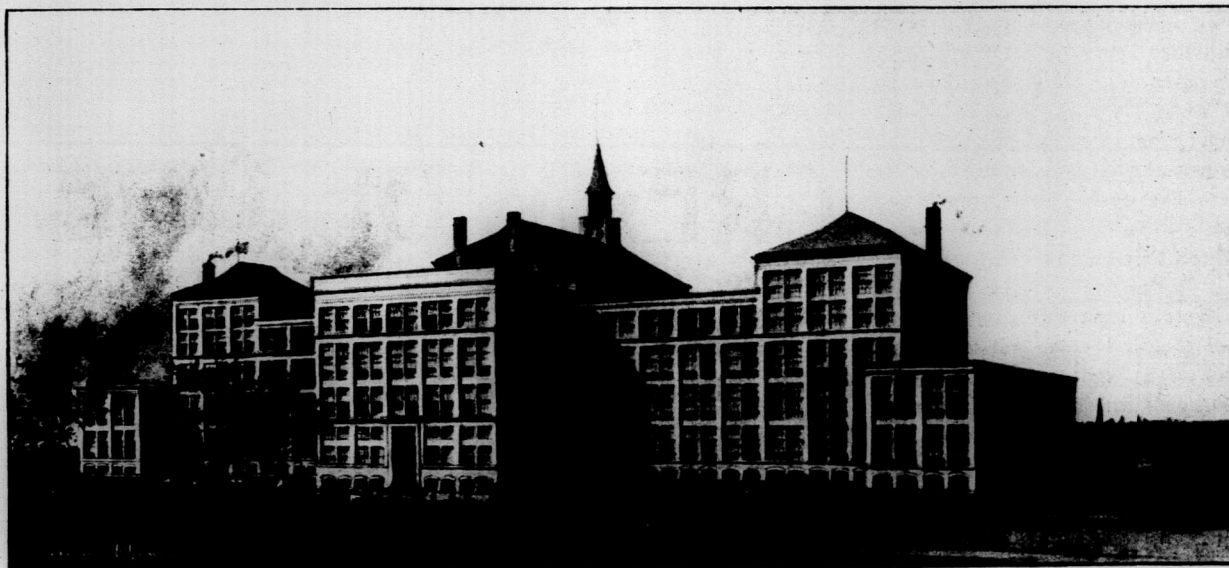
wing are two minor wings, each 28 x 82 feet, and each containing lockers, toilet and bath-rooms for the factory employes, and stairways and elevators extending the full length of the six storeys. These wings also contain three storeys of storarge rooms for the material for boxes.

In general, the construction is of brick, covering a steel skeleton. The idea of lightness and cleanliness is enhanced by the use of a light, cream brick for the exterior facings of all the various buildings comprising the plant; and by painting the whole interior white, varied with soft tints. All floors are of ordinary mill construction, heavy plank and a hardwood top floor, carried upon a skeleton of steel columns and beams in broad spans and made slow-burning by means of a layer of a fireproof

ren, pedagogy, psychology and nature study. The course of instruction, including lodging and boarding, as well as tuition, will be free, but all candidates are rigidly examined as to their health, intelligence and academic training. In addition to the necessary accommodation for these students, there will be a lecture hall capable of seating 1,000 persons. Here lectures will be given daily, to which all visitors are invited.

The total cost of the Food Conservatory and the Oread Institute will be over \$1,000,000. The capitalization of The Natural Food Company is \$10,000,000.

The president of this company, Henry D. Perky, is a striking character. He is 57 years of age. He studied law, practised in Nebraska, was a State Senator at 25, lost his health and went to Colorado to regain it. There he was director-general of the



Food Conservatory of The Natural Food Co., Niagara Falls, N. Y.

however, is only three storeys in height. The lower two are occupied by the oven, baking one product of the factory, and the upper storey by demonstration rooms. The five storeys of the remaining centre of the building are all devoted to the various processes of manufacture. The two ends and the centre of the factory are carried up into a sixth storey, giving these divisions each 60 x 66 feet. Here will be done the boiling of the wheat, preparatory to its descent upon its way to the further treatment by special machinery upon the floors below, and also the boxing department. The shipping department consists of an extension at the centre of the main factory, 60 x 40 feet. This division of the building is the full six storeys in height. The upper storey is to be devoted to the preparation of one special article of manufacture. At the side of this central shipment

composition. The boiler house is at the rear of the factory. The heating and ventilation of the various divisions of the entire structure is by the fan system. The boiler stack is 150 feet in height and of the same clean-colored brick as the remaining portions of the structure. The total cost of this department of the concern, which is known as "The Food Conservatory," will be about \$535,000 apart from plant.

Another great building is being erected. This will be known as the Oread Institute, and will be devoted to giving to 250 girls every year a practical educational course on domestic science. The curriculum of the institute is as follows: Cookery, chemistry of food, marketing, house economics, laundry, sewing, sanitation, physical culture, elocution, physiology, physics, chemistry, bacteriology, emergencies, history of foods, feeding of infants and child-

National Mining and Industrial Exposition at Denver in 1882. The condition of his own health turned him to the problem of proper food, out of which has come the vast enterprise of which he is the head. In his own words, "From the most abject physical wreck, I have succeeded, by the use of naturally organized food, in reorganizing my body into perfectly healthy conditions." Mr. Perky's words supply an excellent text or index, to the purpose, the scope, the work of the institution soon to be open at the Falls.

Fire which is supposed to have started from electric light wires caused considerable damage on Sunday night at the pork-packing establishment of the Lawry & Son Company, Hamilton, Ont. The loss is estimated at between \$9,000 and \$11,000, chiefly on the contents, and \$3,000 on the building. The loss is covered by insurance.



Boston Laundry Starch...

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

SOLD BY

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

SHORT ROLLS.

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

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

F. W. FEARMAN CO.

Limited

Pork Packers and Lard Refiners,
HAMILTON, ONT.

Your Customers

will know you handle the best goods if they see

REGISTERED
Bow Park
BRANDS

PICKLES

on your shelves. They draw the best trade to your store and also hold your trade for you.

Drop us a line and we will tell you about them.

Shuttleworth & Harris,

BOW PARK FARM

BRANTFORD - - ONTARIO

Agents for the Maritime Provinces:

W. S. CLAWSON & CO., ST. JOHN, N.B.

THE CANADIAN PACKING CO.
LONDON, ONT.



GUARANTEED CHOICE AND PURE.

GOLD MEDAL, PARIS 1900.

Please order goods through your wholesale house.

THE TOWN OF GODERICH.

AT the recent annual meeting of the Goderich Board of Trade, the following interesting reference to the industries of the town appeared in the address of President Williams :

"Now, I want to say a few words with special reference to the town. Whilst we cannot at the moment boast that our population is the largest on record, it can I think be safely said that in no time of the town's history was it in better shape, nor its future brighter. We can well afford to be proud of it both as a town to live in, and as a manufacturing place, with its rail and lake facilities. It has a natural beauty. Its fine situation, its elevation, etc., etc., make it an ideal spot for a town to have been built. Of late years the place has vastly improved, many new buildings have gone up, both business places and houses, the latter mostly of an artistic nature, giving place to the old style frame structure, thereby adding to the beauty of the surroundings.

"The day of the dingy office and ill-lighted workroom in Canada is almost a thing of the past. In business matters we have vastly improved. We have our furniture factory, organ factory, knitting factory, bicycle and engine factory, saw mill, planing mills, an elevator second to none, and other industries employing a larger number of wage-earners than we ever had before; and a warm word of thanks is due to the few men amongst us who risked their money in establishing these industries, adding so materially to the prosperity of the town. May they succeed beyond their anticipation, and more than double their money, is my wish. It is gratifying also to know that the "Big Mill," which has been idle so long, will soon be in full running order again, and may good luck be with its energetic manager! Further, we have perhaps more telephone services, more miles of electric wiring, more miles of sewerage and better drainage, more miles of water mains (though it must be admitted the water supplied us should be improved upon) than any other town of our population in the country. The soundness of the town may be illustrated by the fact that we have had but few failures in recent years. Chief amongst the reasons which have brought about at least some of these, may be noted the throwing upon the market of bankrupt stocks, a condition of affairs which I find exists all over the country, interfering with legitimate trade, demoraliz-

ing business generally in some lines, and being manifestly unjust to the hundred cents on the dollar man. Legislation is required to correct this evil, and this might be brought about by the efforts of Boards of Trade." The officers elected were :

President—Mr. R. S. Williams.

Vice-President—Mr. Colborne,

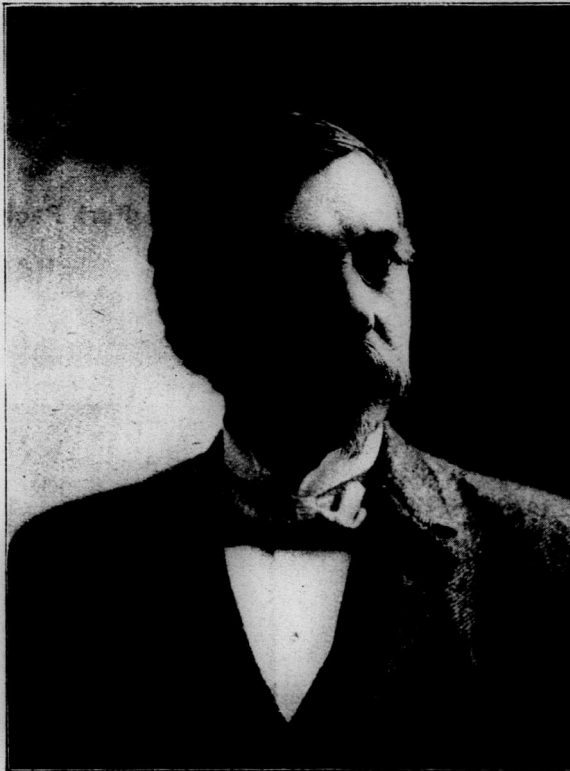
Secretary—Mr. James Mitchell.

Treasurer—Mr. W. A. McKim.

New Council—F. W. Doty, S. A. McGaw, Robert McLean, Wm Campbell, N. B. Smith, W. C. Goode, Alex. Saunders, G. F. Emerson, George Porter, G. M. Elliott, Joseph Beck and George Acheson.

A BIG SUGAR CONTRACT.

News was received by the Australian steamer Warrimoo yesterday that B. T. Rogers, of the B. C. Sugar Refinery, has



President H. D. Perky of The Natural Food Co.

made a contract in Queensland for the shipment of 20 000 tons of Australian raw sugar this year to Vancouver. This is one reason why it is believed that there will have to be an increase in the service between here and Australia, and that four boats will be arranged for instead of three. All this sugar will arrive here by the regular Canadian-Australian liners, and will be delivered before the end of the year in Vancouver. To carry 2,000 tons of sugar, in addition to the regular cargo, is almost more than the capacity of any of the steamers, so that it is expected that the carrying capacity of the line will in this way have to be increased. The shipments will be made from Brisbane and will all be of Queensland sugar.—Vancouver World, Feb. 23.

PETERBORO' BOARD OF TRADE.

A special meeting of the Peterboro' Board of Trade was held on Thursday night, last week, to discuss the establishment of a beet sugar industry in that city. President T. E. Bradburn occupied the chair.

The meeting was addressed at some length by Wm. Collins and Dawson Kennedy. Mr. Kennedy pointed out that the Ontario Government had expressed a willingness to assist in the project. There was no better soil in the world for the industry than in Ontario. An association has been formed in Ontario to foster the industry, which was almost sure to reach immense proportions. He thought that there would be at least ten factories established in Ontario, and there is no other business that a farmer can engage in that will be more remunerative for as little capital. As to the capital, it will cost about \$25 per acre to cultivate the sugar beet, whilst the output will be worth about \$50.

The following committee were appointed to look into the matter: G. W. Fitzgerald, warden of the county; E. M. Elliott, president of the Farmers' Institute; Dawson Kennedy; William Collins, secretary of Farmers' Institute; T. E. Bradburn, president of the Board of Trade; Peter Campbell, McF. Wilson, H. LeBrun, Mayor Denne, Jos. Batten, Reeve Adams and J. H. Burnham. At a subsequent meeting of the committee, Mr. Kennedy was appointed chairman and Mr. Collins secretary of the committee.

GREENWOOD BOARD OF TRADE.

The annual convention of the Eastern British Columbia Board of Trade was held in Greenwood on Saturday last week. Every Board of Trade in eastern British Columbia was represented. Mr. C. A. Galloway, of Greenwood, was elected president. Principal interest centred in the discussion of railway construction, which discussion resulted in the passage of a resolution endorsing the appointment of a Railway Commission, and declaring that the mining towns of British Columbia desire every bona fide company desirous of building railways in the Province should be allowed to do so.

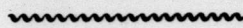
A deputation of the paper box-makers of the Dominion waited on the Ministers on Friday morning to ask increased protection. The present protection is: Paper bags, 25 per cent.; envelopes, 35 per cent.

**CEYLON and INDIAN
TEA**

Green & Black

The favorite Tea of Britain and her
Colonies.

**Grown by British
Planters.**



Amusing to see foreign teas advertised
as clean.

Is it not filth that colors them ?

BUSINESS CHANGES.**DIFFICULTIES, ASSIGNMENTS, COMPROMISES.**

A MEETING of the creditors of J. G. Fairbanks, general merchant, Spruce Grove, N.W.T., is to be held on Saturday.

Romeo Faucher, tobacconist, Quebec, has assigned.

P. B. Watson, grocer, Teeswater, Ont., has assigned.

Angelo Roncari, confectioner, Montreal, has compromised.

The bailiff is in possession of F. C. Daniel's grocery store, Ottawa.

Joseph L. Brodeur, general merchant, St. Hyacinthe, Que., has assigned.

The Herelles Chocolate Works, Longueuil, Que., have assigned to Kent & Turcotte.

David Hacht, general merchant, Tichborne, Ont., is offering 30c. on the dollar, cash.

Walter Wardrop, general merchant, Lac des Bonnets, Man., has assigned to C. H. Newton.

Leonide Sicotte, general merchant, Boucherville, Que., has assigned to Kent & Turcotte.

M. E. Herrick & Co., grocers, Strathcona, N.W.T., have assigned to J. R. Boyle, Strathcona.

Chattel mortgagee is in possession of the business of J. A. McKinnon & Co., grocers, etc., Silverton, B.C.

J. E. Hutton, general merchant, Thornbury, Ont., has assigned to Alfred Wood, and is offering to compromise.

Chattel mortgagee is in possession of the business of J. H. McMillan & Co., grocers, Nanaimo and Extension, B.C.

J. A. Dickie & Co., grocers, etc., Vancouver, have assigned to George Roslington, and a meeting of their creditors has been called for March 20.

PARTNERSHIPS FORMED AND DISSOLVED.

C. H. Almas, grocer, Hamilton, Ont., has admitted F. M. Farrell.

Hopper & Fowler, commission produce dealers, St. John, N.B., have dissolved. Mr. Hopper continues.

J. H. Howard & Co., grocers, Montreal, have dissolved. Mrs. James H. Howard has registered as proprietress.

J. Sweeny has succeeded F. A. Empey as partner with Geo. A. Rendell as proprietors of the Eholt Trading Co., general merchants, Eholt, B.C.

Copartnership has been registered by J. J. Hughes and P. E. McFarlane under the style of Hughes & McFarlane, general merchants, Souris, P.E.I.

SALES MADE AND PENDING.

The property and plant of the Yarmouth Creamery Co., Hebron, N.S., is advertised for sale by auction on March 13.

The assets of Bowen & Co., grocers, Halifax, have been sold.

The assets of M. L. Chevrier, grocer, Ottawa, have been sold.

The assets of Z. Tougas, grocer, Montreal, are to be sold on March 11.

The assets of the estate of Joseph Field, grocer, Strathroy, Ont., are to be sold.

The assets of Tisson & Guillet, grocers, Montreal, are to be sold to day (Friday).

The business of Dufton & Co., grocers, St. Thomas, Ont., is advertised for sale.

The assets of R. Bourbeau, general merchant, Victoriaville, Que., have been sold.

Kroz & Walter, general merchants, Listowel, Ont., have sold out to Walter Bros.

The stock of the estate of W. S. Grout, general merchant, Minto, Man., has been sold.

The business of H. W. Harrison, produce dealer, London, Ont., is advertised for sale by the bailiff.

The stock, etc., of the general store of W. J. Brompton, Moorefield, Ont., is advertised for sale by auction.

The stock of Alf. Boulanger, general merchant, St. Eugene (L'Islet), Que., has been sold at 64 1/2 c.

The assets of Lemay & Marchand, general merchants, Shawenegan Falls, Que., are offered for sale.

The assets of A. Gibault, general merchant, St. Lucie de Doncaster, Que., are to be sold on the 12th inst.

Tenders are asked for the business, stock, etc., of Weeks & Robson, grocers and liquor dealers, Vancouver.

The stock, etc., of the estate of Morrison & Co., general merchants, Boissevain, Man., is offered for sale by auction.

CHANGES.

D. Forsyth, grocer, London, Ont., has sold out to — Lott.

James Dalrymple has registered as produce dealer, Montreal.

C. E. F. Fitzsimmons, grocer, Ottawa, has retired from business.

Celia E. Hoffard, grocer, Extension Mines, B.C., has sold out.

Legault & Blanchard have registered as provision dealers, Montreal.

John O'Neill, grocer, Moncton, N.B., is adding men's furnishings.

John S. Dickie, grocer, Dorchester, N.B., is removing to Middleton, N.B.

Thomas Haller, grocer, etc., Bothwell, Ont., is adding boots and shoes.

T. E. Kingsland & Co., grocers, Montreal, are retiring from business.

Wells & Fray have registered as general merchants at Frelighsburg, Que.

Joseph Bourrett has registered as Bourret & Fils, grocers, Louisville, Que.

Henrietta Delorme has registered as B. J. Fauteux & Co., fruiterers, etc., Montreal.

Wm. S. Brown has registered as proprietor of the Hub, general store, Cowansville, Que.

The stock of the estate of H. L. Moore, crockery dealer, St. John, N.B., has been sold to E. F. Copp.

FIRES.

J. F. Norton, general merchant, Cardigan, P.E.I., has been burned out; insured for \$7,000.

DEATHS.

Francois Bouffard, general merchant, St. Pierre (Montmagny), is dead.

C. J. Marchildon, general merchant, St. Pierre les Becquets, Que., is dead.

POPULARITY

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

EMPIRE**SMOKING TOBACCO**

In 5, 10 and 15c. Plugs.

EMPIRE costs you only 39 cents, and pays a good profit.**EMPIRE** is well advertised.**EMPIRE** is selling well in almost every store from Halifax to Dawson City.**EMPIRE** is A BIG PLUG FOR LITTLE MONEY.

Made by

THE EMPIRE TOBACCO CO., LIMITED
MONTREAL, QUE.

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

Excelsior Macaroni
White Castile Soap

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

Silver Dust Soap
Powder

(Made in Canada)

PROFIT
Gives More **QUANTITY** Than Any
Other
SATISFACTION

SILVER DUST MFG. CO.,
HAMILTON.

Most
Excellent
Coffee



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

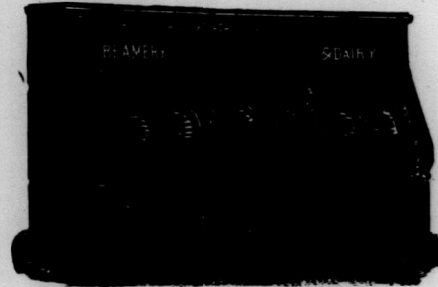
Trial Order Solicited.

Soap

"IMPERIAL" and
"SNOW"

Twin Cakes.
NOW IN STORE.

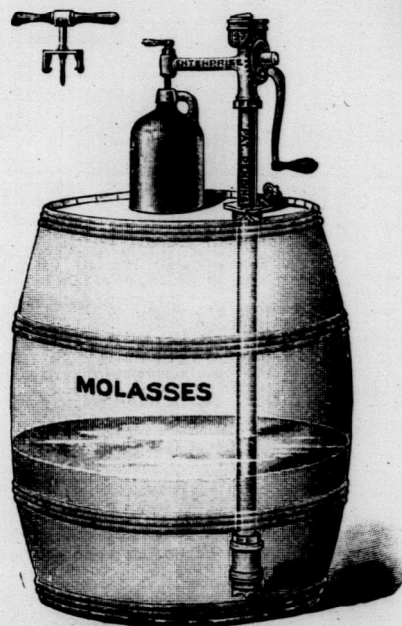
Perkins, Ince & Co., - Toronto.



C. P. FABIEN

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

3169 Notre Dame St., MONTREAL.



No. 197, Pump and Auger - \$6.00
No. 197, Pump only - - - 5.50
No. 197, Auger only - - - .60
Extended Tube, 50 cents
per foot or fraction thereof

"ENTERPRISE"
Self-Priming
AND
Measuring
PUMP
TINNED

For Molasses, Heavy Oils, Thick Liquids, etc

APPROVED BY THE DEPARTMENT OF INTERNAL REVENUE

GUARANTEED to measure correctly according to IMPERIAL STANDARD

Will be furnished to Pump from Cellar to First Floor when so ordered

The TOTAL REGISTERING DEVICE indicates quantity taken from barrel and enables grocer to anticipate his order for a fresh supply

The Leading Jobbers of the Dominion Sell them

Illustrated Catalogue mailed free upon request

The Enterprise Mfg. Co. of Pa., Philadelphia, Pa., U. S. A.

“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.		FOOD.		MINCE MEAT.	
JAMES TURNER & CO.		Robinson's Patent Barley		Wetley's Condensed, per gross, net \$12 00	
Mexico	0 32	1/2 lb. tins..	1 25	per case of doz., net....	3 00
Damascus	0 28	1 lb. tins ..	2 25	ORANGE MARMALADE.	
Cairo	0 20	1/2 lb. tins ..	1 25	T. UPTON & CO.	
Singap.	0 17	Groats, 1/2 lb. tins ..	1 25	1-lb. glass 2 doz. case, per doz.. \$1 00	
Old Dutch Rio.....	0 13 1/2	1 lb. tins ..	2 25	7-lb. pail 6 pails crate, per lb.... 0 07 1/2	
FODHUNTER MITCHELL & CO.		GILLETT'S POWDERED LYE.		PICKLES.	
Excelsior Blend.....	0 32	4 doz. in case	\$3 60	STEPHENS'	
Jersey	0 29	JAMS AND JELLIES		A. P. Tippet & Co., Agents.	
Rajah	0 20	SOUTHWELL'S GOODS. per doz.		Patent stoppers (pint), per doz. 2 30	
Old Government Java	0 28	Frank Magor & Co., Agents.		Corked pintal. 1 90	
Maracaibo	0 18	Orange Marmalade.....	1 50	BAYLE'S	
West India.....	0 16	Clear Jelly Marmalade.....	1 80	Robert Greig & Co., Toronto, Agents.	
Rio, choice	0 12	Strawberry W. F. Jam.....	2 00	Pandora, per doz. 1/2 Pint. Pints	
CLOTHES PINS		Raspberry	2 00	Sliced Sweet..... 1 75 \$3 60	
BOCKH BROS. & CO.		Apricot	1 75	Hot Stuff..... 1 75 2 85	
Clothes Pins (full count), 5 gross in		Black Currant	1 85	Tobasco Sauce, 2-oz. bottle, per doz. \$4 25	
case, per case	0 55	Other Jams, W. F.	1 65 1 90	Tolasco Pts in vinegar, 1/2 pt. 3 25	
doz. packages (12 to a case)	0 70	Red Currant Jelly	2 75	QUICKMAID PENNET TABLETS	
doz. packages (12 to a case)	0 90	T. UPTON & CO.		Single dozens..... \$0 75	
EXTRACTS.		Jams—		1/2 gross, with or without wooden bxs. 2 00	
HENRI JONAS & Co.		1-lb. glass jars, 2 doz. in case, per doz		1/3 gross	
1 oz. London Extracts	\$8 00	5-lb. tin pails, 8 pails in crate, per lb		1 gross	
1 oz. " (no corkscrews)	5 50	7-lb. wood pails, 6 "		In lots of 5 gross or over, \$6.50 per gross.	
2 oz. "	9 00	14-lb. wood pails, per lb.		SODA.—COW BRAND	
1 oz. Spruce essence	6 00	30-lb. "		Case of 1 lbs. (con	
2 oz. "	9 00	Jellies—		taining 60 pkgs.	
2 oz. Anchor extracts.....	12 00	1-lb. glass jars, per doz.....		per box, \$3.00	
4 oz. "	21 00	7-lb. wood pails, per lb.....		Case of 1/2 lbs. (con	
8 oz. "	36 00	14-lb. "		taining 120 pkgs.	
1 lb. "	70 00	30-lb. "		per box, \$3.00.	
1 oz. Flat	9 00	KNIFE POLISH.		Case of lbs. and 1/2	
2 oz. Flat, Ancho extracts.....	18 00	Nixey's "Cervus" 6d. and 1s. tins		lbs. (containing 50	
2 oz. Square	21 00	For price list and sliding scale apply W. G.		1 lbs. and 80 1/2 lb.	
4 oz. " (corked)	36 00	Nixey 12 Soho Sq. London, Eng.		package per box, \$3.00.	
8 oz. "	72 00	LICORICE.		Case of 5c. pkgs (containing 96 pkgs) per	
4 oz. " glass stop extracts.....	3 50	YOUNG & SMYTH'S LIST.		box \$3.00	
8 oz. "	7 00	5-lb. boxes, wood or paper, per lb....			
2 1/2 oz. Round quintessence extracts ..	2 00	Fancy boxes (36 or 50 sticks) per box..			
4 oz. Jockey decanters	3 50	" Ringed" 5 lb. boxes, per lb.....			
		"Acme" Pellets, 5 lb. cans, per can..		2 00	
		"Acme" Pellets, fancy boxes (40)		per box	
		Tar, Licorice and Tolu Wafers, 5 lb.		cans, per can	
		Licorice Lozenges, 5 lb. glass jars....		1 75	
		5 lb. cans		1 50	
		"Purity" Licorice, 200 sticks		1 45	
		100 sticks		0 73	
		Dulse, large cent sticks, 100 in box.			
		MUSTARD.			
		COLMAN'S OR KEEN'S.			
		D. S. F., 1/2 lb. tins, per doz.		\$1 40	
		" 1 lb. tins, "		2 50	
		" 1 lb. tins, "		5 00	
		Durham, 4 lb. jars, per jar		0 75	
		1 lb. "		0 25	
		F. D., 1/2 lb. tins, per doz		0 85	
		1/2 lb. tins		1 15	
		BAYLE'S PREPARED MUSTARDS.			
		Robert Greig & Co., Toronto, Agents.			
		1/2-lb. jars 1-lb. jars		per doz., \$1 75 \$2 50	
		Horseradish		1 75 2 50	
		English Sandwich.....			
		JONAS' FRENCH MUSTARDS			
		HENRI JONAS & Co.		Per gross.	
		Pony size.....		\$7 50	
		Imperial, medium		9 00	
		Imperial, large		12 00	
		Tumblers		12 00	
		Mugs		13 20	
		Pint jars		18 00	
		Quart jars		24 00	
		MATCHES.			
		Eddy's Telegraph, single cases.....		\$3 70	
		five cases		3 50	
		Telephone, single cases		3 60	
		five cases		3 40	
		Eagle Parlor, single cases		1 60	
		five cases		1 50	



Case of 1 lbs. (con
taining 60 pkgs.
per box, \$3.00
Case of 1/2 lbs. (con
taining 120 pkgs.
per box, \$3.00.
Case of lbs. and 1/2
lbs. (containing 50
1 lbs. and 80 1/2 lb.
package per box, \$3.00.
Case of 5c. pkgs (containing 96 pkgs) per
box \$3.00

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Manufactured from the choicest vegetables and finest English pickling vinegar, it stands to-day THE FINEST PICKLE IN THE WORLD. 12 Gold Medals have been awarded for superior excellence.

GILLARD'S PICKLE—Cases of 2 Dozen.

5-Case Lots and over \$3.20 Per Dozen.
Less Quantity, 3.30 "

GILLARD'S SAUCE is a good sauce, none better for gravies, soups, etc.

5-Dozen Lots and over \$1.40 Per Dozen.
Less Quantity 1.50 "

GILLARD & CO., Limited, "The Vintry Works," Walthamstow, London, Eng.

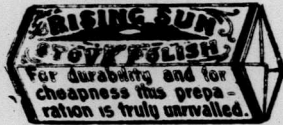
SOAP



A. P. TIPPER & CO., AGENTS
Maypole Soap, colors per grs., \$10.50.
Maypole Soap, black, per grs., \$15.50.
Orlo Soap, per gross \$10.20

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

STOVE POLISH.



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



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

STARCH.

EDWARDSBURG STARCH CO., LTD.

Laundry Starches—
No. 1 White or Blue, 4-lb. cartons per lb. 0 05 1/2
No. 1 " " 3-lb. " " 0 05 1/2
Canada Laundry " " " " 0 04 1/2
Silver Gloss, 6-lb. draw-lid boxes 0 07
Silver Gloss, 6-lb. tin canisters... 0 07
Edwards' Silver Gloss, 1-lb. pkg. 0 07
Kegs Silver Gloss, large crystals 0 06
Benson's Satin, 1-lb. cartons.... 0 07 1/2
No. 1 White, bbls. and kegs..... 0 04 1/2
Benson's Enamel, per box..... 3 00

Culinary Starch—
Benson & Co.'s Prep. Corn..... 0 06
Canada Pure Corn..... 0 04 1/2

Rice Starch—
Edwardsburg No. 1 white, 1-lb. cart. 0 09
Edwardsburg No. 1 White or Blue, 4-lb. lumps..... 0 07 1/2

KINGSFORD'S OSWEGO STARCH.



SILVER GLOSS { 40-lb. boxes, 1-lb. pkgs., 0 08
6-lb. boxes, sliding covers }
GLOSS { (12-lb. boxes each crate) 0 68 1/2

PURE—10-lb. boxes 1-lb. pack..... 0 07
48-lb. " 16 3-lb. boxes.. 0 07
For puddings, custards, etc.
OSWEGO } 40-lb. boxes, 1-lb. packages..... 0 7 1/2
ONTARIO } 38-lb. to 45-lb. boxes, STARCH } 6 bundles 0 08
STARCH IN } Silver Gloss 0 07 1/2
BARRELS } Pure 0 06 1/2
BEE STARCH.
Cases, 64 pkgs. 48's \$5.00
1/2 Cases, 32 pkgs. 24's 2.50
Packages 10c. each.



Cases, each 60 1-lb. 0 36
" " 60 1/2-lb. 0 36
" " 30 1-lb. 0 36
" " 120 1/2-lb. 0 36

TEAS.



SALADA CEYLON.

Wholesale. Retail
Brown Label, 1's 0 20 0 25
" " 1/2's 0 21 0 26
Green Label, 1s and 1/2's 0 22 0 30
Blue Label, 1s, 1/2's, 3/4's and 5/8's... 0 30 0 40
Red Label, 1s and 1/2's 0 36 0 50
Gold Label, 1/2's 0 44 0 60



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

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

TOBACCO.

THE EMPIRE TOBACCO CO., LIMITED.
Smoking—Empire, 3/8's, 5s and 10s .. 0 19
Royal Oak, 2 x 3, Solace, 8s 0 52
Something Good, 7s 0 48
Chewing—Bots, 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 40
Snowshoe, 10 1/2 oz. bars, spaced 8s 0 44
Snowshoe, pound bars, spaced 6s.. 0 44
Snowshoe, 2 1/4, 6s 0 44
Pay roll, 6s 0 44

WOODENWARE.

BOEKH BROS. & COMPANY.
Washboards Leader Globe 1 55
" Improved Globe 1 65
" Standard Globe 1 80
" Solid Back Globe 1 90
" Jubilee (perforated).... 2 10
" Crown 1 45
F.o.b. Toronto.



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

Black Label, 1-lb., retail at 25c..... 0 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
"SNELLINGS PATENT."



English Breakfast Hopped Tea, 29c.; retail, 4c. A. Waddell & Co., agents, Toronto. Samples on application.

Matches, Kodak, per case (200's) 9 boxes to packages, 40 packages to case 3 30

YEAST.

Royal yeast, 3 doz. 5c.-pkgs. in case... 1 00

LICORICE..



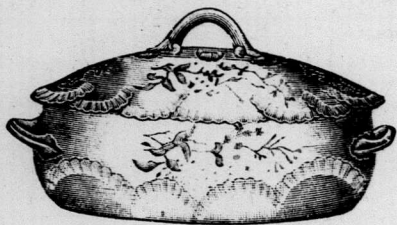
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BLOW PIPES, 300 TO BOX
Styled, TRIPLETS.

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Mince Meat it is an assur-
 ance that the purchaser
 will always demand it in
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