

**PAGES
MISSING**

PUBLISHED EVERY
FRIDAY

CIRCULATES IN
EVERY PROVINCE

THE CANADIAN GROCER

AND
GENERAL
STOREKEEPER

QUALITY..

When a salesman talks price to you
Ask him about QUALITY
When he talks quantity
Ask him about QUALITY
When he talks merit to you
Ask him about QUALITY

That's the
STRONG POINT
in
Colman's Mustard



Tickles the Palate

Pleases the consumer by its delightful, smooth and lasting flavor. There's a certain something that makes it popular—indispensable for table and pickling purposes. That something is

QUALITY.

IMPERIAL is sparkling, clear as crystal, full-flavored and uniform—the high art of vinegar-making realized.



IMPERIAL



The Fittest Survive!

RICE'S PURE SALT

For Table or Dairy.



PROPRIETORS:

R. & J. RANSFORD,

Established
1868

Clinton, Ont.



LICORICE . . .

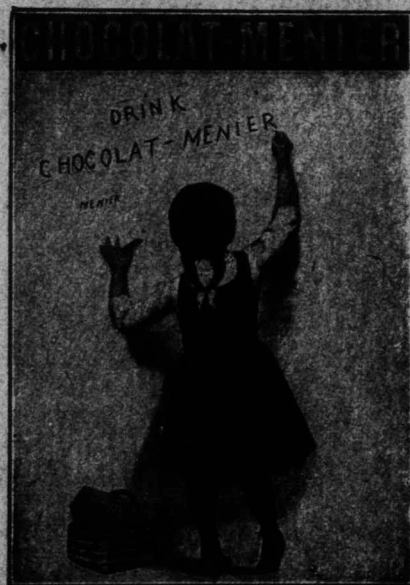
We manufacture everything in the Licorice line carried by the Grocery, Drug and Confectionery trades. We might mention—Y. & S. Stick Licorice, plain and corrugated; Acme Licorice Pellets; Y. & S. Licorice Lozenges, in cans or glass jars; A B C Blocks; Purity & Dulce Brand one cent sticks; Bundled Licorice Root; Small Cigars, 300 to box, etc. In **PLIABLE LICORICE**, Triple Tunnel Tubes, Mint Puff-Straps, Navy Plugs and Golf-Sticks 100 to box; Blow Pipes 200 and 300 to box; Manhattan Wafers, 2 1/4 lb. boxes; Curved Stem Pipes, 200 to box. Write for illustrated catalogue.

YOUNG & SMYLIE

Established 1845.

BROOKLYN, N.Y.

Annual Sales
Exceed
33,000,000 lbs.



Grand Prix
Highest Award,
Paris 1900.

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

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

A GOOD MARGIN OF PROFIT FOR THE RETAILERS.

Wheat Marrow

Many of your customers are in a rut. They are tired of eating the same Cereal for breakfast day after day and would gladly welcome your suggestion of that "totally different" Cereal Food, "Wheat Marrow," for a change. It *is* different. It yields mental and bodily vigor and strength—even the weakest stomach digests it easily.

Made only from the glutinous portions of the choicest Winter Wheat. Easily prepared and quickly, too—more quickly than any other. Sterilized.

Codou's Macaroni

On the borders of the Black Sea grows that rich, nutty-flavored Wheat used in making that famous Macaroni, "Codou's." No other Wheat yields such white, delicate, tender Macaroni, and that is why "Codou's" keeps in the front rank always. The choice of connoisseurs the world over. The brand of fame, "Codou's."

Sold by leading wholesalers.

A. P. TIPPET & CO., Ag'ts

Montreal

Toronto

TO THE TRADE.

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

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

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

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

GOLD SOAP, TORONTO.

The best grocers keep the best Imported Biscuits.

Try an assorted case of

CARR'S



They will bring you additional trade, and mark you as

One of the live grocers of Canada.

FRANK MAGOR & CO.,

Agents for the Dominion.

16 St. John St., MONTREAL

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

TELEPHONE: MAIN 2927

CABLE ADDRESS: "TIMA"

The International Mercantile

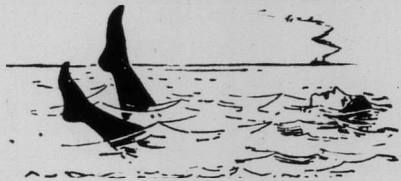
JANES BUILDING . . . Agency of Toronto

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

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

Correspondence Solicited

The International Mercantile Agency
of Toronto



Coming!

Yes, Spring is coming and with it comes the out-door life that always increases the sale of Cigars. Now, more than ever, should you stock up with the best if you want to hold your trade.

Payne's Cigars

are the same good, honestly-made Cigars that they have always been. The two leaders, the "Pharaoh" 10 cent, and the "Pebble" 5 cent, will win new trade for any grocer no matter what other brands he may have sold. Spring is coming—it's time to stock up.

J. BRUCE PAYNE, MFR.,
Granby, Que.

South Africa Relish

"Sterling"
Brand
Wins.

A different kind of relish to others—just as our pickles are different to others—because of the degree of care and skill and knowledge that is used in their making—not always common to the manufacture of pickles and relishes.

—You will cultivate the
—best trade of the best
—customers if you select
—"Sterling" brand goods.

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

Certainly It Pays.



Pays every time to advertise the goods, which deserve an ad like this, clipped from The St. Catharines Evening Star, February 26th.

Tillson's Goods

are

Standard Quality

It is nothing unusual to hear travellers who may be selling other cereals than Tillson's say: "It is as good as Tillson's." Of course that places Tillson's at the head, and it should be. Tillson's goods are sold in bulk only. Place an order for some of these on Thursday:

- Pan-Dried Rolled Oats, 5½ pounds for... .20
- Molina Rolled Wheat, 3½ pounds for.... .15
- Wheatlets or Wheat Farina, 3½ pounds for..... .15
- Old Fashioned Buckwheat Flour, three pounds for..... .10
- Gold Dust Cornmeal, four pounds for.... .10
- Graham Flour, four pounds for..... .10

GROCERY
DEPARTMENT

American Bazaar

Look After The Health

of Your Customers by Selling
and Recommending

JAPAN TEA

People who drink *Japan Tea* drink a tea that is unadulterated in any shape or form, and which contains *no deleterious* matter injurious to health. They drink the

**Sweetest, Mildest, Most Refreshing
and Healthiest Tea in the World.**

TO LIVE GROCERS ONLY

We are putting up and
are having a
LARGE SALE on our
famous

"VICTORIA CROSS" CEYLON TEA

BLACK and MIXED.

Every package guaranteed finest grade grown. 25-40-50 cents
per lb., in Handsome Lead Packages.

Write us for Samples and Prices.

J. F. SMYTH & CO.

Tea Packers.

WINDSOR, ONT.



THE TIME TO INSURE IS NOW

While you are WELL, STRONG and INSURABLE.

THE

Confederation Life

ASSOCIATION issues policies on all approved plans
of Insurance, and is a prosperous and progressive
Canadian Company.

PROTECTION FOR YOUR FAMILY.
PROFITABLE INVESTMENT FOR YOURSELF.

Pamphlets and full information sent on application.

W. H. Beatty, Esq.,
PRESIDENT.

W. D. Matthews, Esq., Frederick Wyld, Esq.,
VICE-PRESIDENTS.

W. C. MACDONALD,
ACTUARY.

J. K. MACDONALD,
MANAGING DIRECTOR.

HEAD OFFICE,

TORONTO.



YOUR MONEY BACK

IF YOU DO NOT LIKE

IMPERIAL MAPLE SYRUP

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

ROSE & LAFLAMME, Agents
Montreal.

IN THE FUTURE

The benefits a dealer derives from selling

**IVORY GLOSS
STARCH**

are in the future as well as in the present
—one sale made to-day produces another
sale to-morrow, because the combination
of pleasing factors found in Ivory Gloss
are not found in other starches.

Manufactured by

THE ST. LAWRENCE STARCH CO.,
LIMITED,

PORT CREDIT, ONT.

Have a Look at Our Factory

WE don't pretend to have the largest in Canada, or do we claim to do up more
goods than any other.

But we do claim to have a model canning factory, built with all the latest
and most modern improvements and ideas, up to-date in every particular, special
attention being paid to sanitary conditions. Our motto is **QUALITY**, and

QUALITY TALKS.

Our processer is an expert. He commands a high salary, and his goods tell the story.

Have you ever sold them? If not, order your wholesaler to send a sample order.
Travellers may push some other brand. Some need pushing; ours don't.

F. R. LALOR CANNING CO., **Dunnville, Ont.**
Limited



DIXON'S CARBURET OF IRON STOVE POLISH

A SURE
MONEY-
MAKER.

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

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



THE DOMINION BREWERY CO., LIMITED

Brewers and Maltsters

TORONTO

Manufacturers of the Celebrated

WHITE LABEL ALE

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

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

W.M. ROSS, Manager.



THE SAUCIEST OF SAUCES.

PATERSON'S

possesses a peculiariquancy, and is more generally used than other

SAUCES.

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

PREPARED BY—

R. PATERSON & SONS, GLASGOW.

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

Agents—

ROSE & LAFLAMME, MONTREAL.



A Two Cent Mistake

Don't amount to much in any business, but the sticking point is that a clerk is just as liable to make a mistake of \$2.00 as he is of two cents, and a few mistakes like this would pay for enough of Allison's Coupon Books to last a year or more. With these books mistakes are impossible.



If a Man Wants Credit

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

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

ALLISON COUPON CO., Manufacturers,
Indianapolis, Indiana.

DIRECTNESS AS A BUSINESS QUALIFICATION.



DIRECTNESS is a cardinal virtue of the man who succeeds. He does not go over a thing, or around it, but to it and through it. If he calls to see you on business, he does not spend 15 minutes in introducing his subject; he strikes directly to the heart of it; he does not waste your time on preliminaries or non-essentials, but proceeds to attend to the business in hand, and, as soon as he finishes—stops.

If there is anything that a successful business or professional man dislikes, it is a man who gets into his private office by "hook or crook," and proceeds to talk about all sorts of things except the one thing for which he called. He inquires after one's health, and the health of one's family, and asks various other questions not pertaining to the business, but does not arrive at his own errand until he has entirely exhausted the patience of his auditor.

Many a man has failed to get a hearing on a worthy and commendable proposition merely because he has bored some capitalist, or impressed him, by his indirection, as being impracticable.

The quality of directness is characteristic of all men of great executive ability, because they value time too much to squander it in useless and meaningless conversation; it is an indispensable quality of the leader or manager of all large enterprises.

Many a man has gone down to failure because he lacked ability to arrive quickly and effectively at a conclusion. While he was deliberating and balancing and "beating about the bush," the opportunity to save himself passed and the crisis ruined him.

EVERY QUESTION DOES NOT NEED AN
ANSWER.

Indirectness has ruined many a rising lawyer. The justices of the Supreme Court of the United States say that it is one of the most difficult things with which they have to contend. Young lawyers, too much impressed with the importance of a Supreme Court appearance, give long introductions, spin out oratory, explain self-evident points, and send forth copias verborum until they weary the court and hurt their own causes.

It is not oratorical display, not verbiage, not well-rounded periods, but direct, clean-cut English, that judges want—facts, clearly, briefly, and decisively stated.

It does not matter how much ability, education, influence, or cleverness you may have; if you lack the art of coming to the point quickly and decisively, of focusing yourself immediately, you can never be very successful.

We know many young men who were graduated with honors from college, and who have always impressed us as youths of great possibilities and great promise; yet, somehow, they never focus, they never get anywhere; they are always about to do something; they are usually just going to come to the point, but fall a little short of it. Men who are well bred, well educated, and superbly equipped, have often disappointed their relatives, their friends, and themselves, simply because they lacked directness or the faculty of focusing their ability upon one point until they burned a hole in it.

A thimbleful of powder, packed behind a ball in a cartridge and fired from a rifle, may penetrate iron or steel and perform great execution; but a wagonful of powder burned without confinement would hardly stir a feather 20 feet from it. Indirect people flash all their powder in the pan, and never fire the charge or start the ball.

In selecting a boy from a score of applicants, a screwd employer will take the one who gets to his subject directly, states it concisely, with the fewest words, outlines his position briefly and stands or falls by it, and does not bore him by telling of the great things he has accomplished or of what he can do.

Writers, when afflicted with the disease of indirectness, grow redundant. They tire readers with useless description and meaningless verbiage, making them impatient at wading through pages and chapters for the kernel, the point, the purpose. They fail to make their writings direct and compact by concentrating expression, but are diffuse. They have not learned the Napoleonic art of massing their forces.

Some of the most meritorious books ever written remain unread on dusty shelves because of their long, tedious, meaningless introductions and treatment. The writer made his point so late in the book that the reader was tired before he reached it and

threw the book aside with disgust, and advised other people not to read it. If an introduction is long, verbose, "dry," or uninteresting, readers take it for granted that the rest of the book is similarly objectionable, and stamp it as "poor reading," and a "waste of time," thus condemning it to their friends. The book may be of great value, but, in these days of rush, with good books plentiful, people do not wish to spend valuable time reading pages and pages of uninteresting and verbose writings.

INTEGRITY WILL BAFFLE TRICKERY.

A large number of the articles received by editors lack directness. Many are really useful works, but the writers waste space in useless introductions and meaningless preliminaries before they reach their real stories or arguments, and the editor gets disgusted before he understands the gist of the article, and so he returns it with his usual thanks. An efficient editor abhors indirectness, and hates to examine the manuscripts of writers who use these pleonastic, ambiguous introductions or never reach their messages until near the close of their articles. Not long ago, the writer saw a manuscript whose introduction occupied nearly three quarters of the available space.

Reporting on great dailies is a splendid drill for writers who never arrive anywhere. Reporters soon abandon meaningless introductions; they learn to tell a story directly and tersely—to give it pith, point and purpose, for nothing else will be received by competent managing editors.

Everybody dislikes indirectness, ambiguity, circumlocution, because they waste valuable time and clog all progress; the direct method is the winning one in every vocation.

Cultivate, then, this great secret of focusing effort, coming to the point, and striking at the heart of the subject, for therein lies a great secret of success.—Success.

HOME PRODUCTS.

The Canadian Manufacturers' Association wish to educate the general public to use, as far as it can, goods only of Canadian manufacture. With this end in view it is proposed to raise a fund for the purpose of providing lectures, exhibits and conducting a general educational campaign laying before the people that it is to their advantage to buy, when possible, only Canadian-made goods, thereby keeping a large number of employes at work in this country. It will be pointed out that the imports of goods from the United States are rapidly increasing and that these same imports chiefly consist of articles that can be readily manufactured in Canada.

RISING SUN
IN
CAKES
WELL KNOWN AND RELIABLE

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

DURABLE AND ECONOMICAL
3000 TONS SOLD YEARLY

DUSTLESS, LABOR SAVING,
BEST IN THE WORLD.



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

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

MORSE BROS., Proprietors, Canton, Mass.

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

ADVANTAGES OF FINE PLUCKING.

MUCH has been written and said regarding the efficacy of reducing the area only of tea gardens, as a solution of the vexed question of over-production, but there is one point to be grasped—that of maintaining a high grade of quality. In one way, a reduction in area or reduction of actual output may very probably correct the over-supply of the markets, but will the market improve from that cause alone? It is a point requiring the careful consideration of each planter, remarks Planting Opinion, and as each particular method appeals to his own sense of reason so let him practise it. But that reduction of output, simply through reduction of cultivated area alone, shall improve the position of Indian teas in the world's markets is beyond the question. Reduce the output by all means, but reduce it with an increase of quality. Pluck finer and raise the standard; manure just sufficiently and judiciously enough to produce a better-flavored leaf. When that has been done the market will take care of itself. If the congested markets gradually free themselves from the glut of teas, good and bad mixed, and the future shows a falling off of inferior sorts and a steady supply of a good-class leaf sufficient to meet ready demands, the result must be a rise in prices and a sounder footing for the Indian product. Another point worthy of careful attention is the rushing and glutting of the tea markets. If producers—and this applies to every class of grower—would only pause and consider what a careful study of the markets and the law of supply and demand means to them, they would, as a body, be in a much more satisfactory position to day than they are. To rush an overburdened market with goods for which there can be no demand except at minimum prices is suicidal for the producer, when, by holding his hand and watching the opportunity, the return may double or treble itself. Farmers, after an exceptionally good season, will flood

the markets with hay, grain and root crops, for which they are compelled to accept slump prices sooner than go to a little expense, expenditure of time or labor in preserving it for later handling. These very men will buy, before the year is out, the very same article from the neighbors or agents, as the case may be, for double what they have sold their own produce for, and in many cases they are actually—if from the agents—buying back that which they had previously sold at the lowest figures possible.

If planters would only bear this in mind and go more fully into the advantages of establishing exporting depots, whence only necessary quantities should go forth, according to the demand or probable demand, they would find much benefit to be got from it.

That, and judiciously plucking without any sacrifice of fine quality bushes in the way of reduction of area, is all that is required to put the industry on a better footing. Should the regular fine plucking weaken the necessary supply, there will then be ample time to consider coarser plucking or extension of area.—Tea.

PARRY SOUND BOARD OF TRADE.

The following were elected officers at the annual meeting of the Parry Sound Board of Trade:

President—John A. Johnson.
Vice-President—W. R. Foot.
Secretary-Treasurer—W. L. Haight.
Executive Council—H. V. Complin, D. W. Ross, J. H. Knifton, John Galna, A. B. Begg, C. A. Phillips, S. Armstrong, Wm. Ireland.
Mining Section—Alex. Dick, M.E., John Mofatt, C. A. Phillips, A. B. Begg, P. J. Dwyer, P. Weller.
Auditors—Major Knifton, Wm. Ireland.

The chief subjects for consideration were the settlement of the water frontage dispute and the procuring of assistance in dock construction. The officers and members of the council will assist in the final arrangements.

THE QUALITY OF TEA.

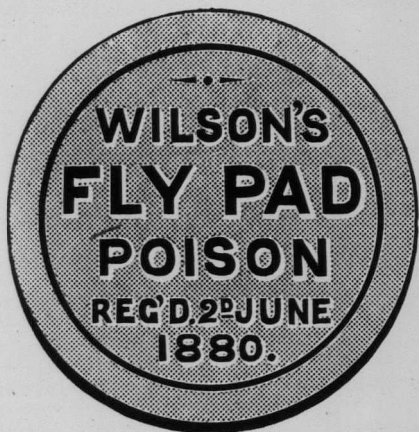
THE chemistry of tea is receiving considerable attention in India at the present time. For many years, says a writer in Grocery, the processes through which tea—especially black tea—goes have been quite empirical and only quite recently has any serious attempt been made to find out their rationale. The fermentation of the tea is one of the most important of these processes, and in the somewhat similar case of tobacco, which has just been investigated, it has been found that the fermentation is due not to a bacillus, but to an enzyme. These are both rather dreadful words for the uninitiated, and I may explain that a bacillus is a fungus of a very low type which produces fermentation through its action on the substance on which it lives during growth and multiplication, which proceeds at an almost inconceivably rapid rate. The fermentation through which milk turns sour, through which alcohol turns to vinegar, and the numerous slow fermentations which produce the characteristic flavors of butter, cheese and many other substances, are due to the action of these organisms. Although it produces fermentation, an enzyme, so far as is known, is not an organism. All the ferments of our own digestive juices, such as the saliva and the stomach, contain enzymes; the substance in malt which converts the starch into sugar is another enzyme, and many more might be quoted. All this rather scientific matter should be interesting to my readers, because it has been found that by the addition to teas of the special enzyme which has been found to produce an oxidizing effect upon them, a remarkable improvement is secured in the body and the color of the tea, although it is not yet decided whether the flavor is affected to the same extent. It is possible that by this means low-quality teas may be "leveled up," so to speak. The enzyme appears to be a distinct chemical compound which can be separated with comparative ease.

CANNED AND POTTED MEATS.

Every indication points upward. **Buy now.** We charge when you take delivery at present prices.

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

THREE LONG DISTANCE 'PHONES. YOU CALL—WE PAY.



WILSON'S FLY PADS.

Pay the retailer 100 per cent. profit.

They will kill all the flies in any room in a few hours.

Always give satisfaction.

You can recommend them with confidence.

ARCHDALE WILSON, - HAMILTON.

HOUSEKEEPERS ARE NOW SHORT OF

Home-Made Preserves

YOU REPLACE THESE WITH

Goodwillie's Pure Preserved Fruits

Peaches, Pears, Plums

Strawberries, Raspberries.

Packed in pint glass jars, put up on the gardens in the Niagara Fruit Belt where the goods are grown.

Prepared with best granulated sugar and choicest fruit only. Order before our fine assortment is broken.

JAMES TURNER & CO.

Agents for Hamilton.

HAMILTON, ONT.

Quality the Best—Prices the Lowest

California Evaporated Apricots—25 lb.
 “ “ Peaches—25 lb.
 “ Santa Cruze Prunes—

All sizes, in 25 and 50-lb. boxes.

THOS. KINNEAR & CO.

Wholesale Grocers,

49 Front St. East, TORONTO

ALLEGED FRAUD AND THEFT.

W J. DENNIS is a general merchant of Roseneath and Hastings, Ont., who became insolvent a short time ago. Should the allegations of several Toronto houses prove true, he is guilty of both fraud and theft. Charged with these crimes, he was arrested last week and is now waiting his trial in Toronto.

It is charged that on November 1, 1901, a statement was sent out by Dennis showing that he had a balance of \$8,700 on hand. He stated he had \$6,300 in stock, \$2,000 in real estate, \$1,800 in book debts and \$100 in cash. All that he owed was \$1,500, and, he claimed, there was no chattel mortgage on the goods. A week afterwards he assigned, and it was shown that he had only \$2,604 worth of goods in his two stores, \$834 in book debts and no real estate. It also transpired that a chattel mortgage on his goods had been given in May.

After the assignment \$1,000 worth of the goods were stolen while the man in charge was asleep. The thieves, are claimed to be W. J. Dennis, Margaret Dennis and James Lasher, jr. The last named has since taken up his residence in the United States. Daniel O'Leary, a partner of Dennis,

also charges Dennis with the theft. He had formed a partnership with Dennis shortly before the assignment, understanding by his statements that he (Dennis) only owed \$500.

O'Leary advanced \$600, and shortly afterwards \$1,541 more, all the money being taken to pay off debts of which he knew nothing. He had sold his farm for \$3,000 to raise this money, and now he is working in a Toronto factory—none of his money being left.

Among the Toronto creditors are The Wyld-Darling Co., The Ames Holden Co., The Eby, Blain Co., Warren Bros. & Co., and F. J. Westbrook & Sons. They are represented by A. J. R. Snow, of Beatty, Snow & Smith.

THREE GOOD REPUTATIONS.

The three large factories now doing business under the title of United Factories, Limited, have an enviable reputation in the manufacturing world, each having been in operation for over half a century. The excellent quality of their brushes, brooms and woodenware are commented upon all over the civilized world. The amalgamation of these well known companies does not mean higher prices, but better goods, if possible, at closer figures.

TOBACCOMEN SEEKING PROTECTION.

A DEPUTATION of tobacco manufacturers waited on the Premier and Minister of Justice at Ottawa on March 21, and called their attention to the way the trade of the Canadian tobacco manufacturers is being menaced by the American Tobacco Trust. The Trust has bought out The Empire Tobacco Co. of Canada, and is threatening to withhold from the Canadian houses the American brands of tobacco which are becoming popular in Canada, unless the wholesale and retail dealers consent to only handle the Canadian leaf the Trust manufactures.

Of late, several Canadian factories have succeeded in creating a considerable demand for native leaf of their own manufacture in this country, and this action of The American Tobacco Co. threatens to deprive them of this trade, so the Government is being asked to release them in some way from this state of affairs into which they were being driven.

Messrs. M. K. Cowan, R. F. Sutherland and several other members of Parliament accompanied this deputation, which consisted of Mr. Wilton, George E. Tuckett & Sons, Hamilton; Mr. Fred Fox, The Erie Tobacco Co., Kingsville; B. Goldstein



New Maple Syrup

We have just received our first shipment of the new run. The old reliable brand

"IMPERIAL."

GET OUR QUOTATIONS, THEY WILL INTEREST YOU.

A. F. MacLaren Imperial Cheese Co. LIMITED

51 Colborne St., TORONTO.

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J. Br
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Our travellers can interest you in

5-Gallon
Pails.

PICKLES

Mixed and
Mustard.

THE DAVIDSON & HAY, LIMITED

Wholesale Grocers, Toronto.

The Dominion Tobacco Co., Montreal ; C. W. Legault and R. Claude, The St. Lawrence Tobacco Co. ; W. A. Drouin, L. Lemesurrer, Quebec ; J. N. Gervois, Joliette ; J. M. Fortier, Montreal ; L. Mitchell, The Imperial Cigarette and Tobacco Co., St. John, N.B.

REFLECTIONS OF A TRAVELLER.

Never take the train to the next station while you are doing business where you are.

There is nothing so difficult to oppose in argument as statistics in the hands of the other fellow.

It is not good policy to be always explaining why. Try not to have anything to explain.

If you want to earn a man's regard, induce him to perform some slight service for you. He will think more of you than if you had loaded him with favors.

Never criticize another man's goods. You create a prejudice against your own in the minds of your customers.

The most agreeable man is not always the best salesman. The best story teller usually sells the fewest goods.—Interstate Grocer.

J. Brown & Co., general merchants, Neepawa, Man., recently had their store entered by burglars and pilfered of some goods and \$5 in cash.

TORPEDO FISH.

LECTURING at Leicester, Eng., recently, Dr. F. Gotch, professor of Oxford University, dwelt, according to an exchange, upon the subject of electrical fish, and pointed out that no such fish existed in English rivers. They were comparatively rare objects, he said, and were possessed of singular interest. There were at least four groups of electrical fish in which an extraordinary electrical organ had been developed. Some of these fish could give shocks strong enough to knock a man down, and, if the current they were capable of generating could be maintained, it would be sufficient to light a whole town. The electrical eel and the torpedo fish were alluded to as a species possessing this remarkable phenomenon. The lecturer described the electrical organ found in the tail of the common skate. Physiologists, he said, had been dissecting this fish for years, but had generally passed over the tail as an object unworthy of study. It is here, however, that the interesting structure is situated, immediately below the skin. It consists of a whole series of columns which have taken the place of muscles. These columns contain translucent material, and in the fresh state are most beautiful objects. The columns are crossed by lines which divide them into compartments, like

a railway train, the compartments including a most wonderful arrangement of nerves. The electric discharge occurs as the result of a nervous impulse communicated in the fish to the nerve ends, causing an electrical charge. An electrical organ may include as many as 2,000,000 of these compartments. The lecturer, continuing, said that a formidable species of electric fish which inhabits the rivers of North Africa, including the Nile, belongs to the genus gymnotus, and is capable of giving a very powerful shock. An easily recognizable picture of this fish has been discovered in an ancient Egyptian tomb. These electric organs were the most remarkable examples of nerve mechanism known to exist. They had been developed as a means of defence—the first consideration for the maintenance of any species—and also as a means of attack.

A PROGRESSIVE COLLEGE PROFESSOR.

Dr. Davidson, of the New Brunswick University, took his class in economics to St. John last week and visited some of the chief industrial establishments, among them being the tea blending and packing warehouse of T. H. Estabrooks, proprietor of "Red Rose" tea, the Portland Roller Mills and Pender & Co.'s nail works.

The class was very much interested in the various kinds of labor-saving machinery, and, no doubt, gained some practical knowledge which will be of material benefit to them.

Bitter Oranges
and
Granulated Sugar

THAT IS ALL



Make the most delicious
Marmalade
called

UPTON'S.

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

SHOULD A BUSINESS MAN RETIRE AT SIXTY?

THE newspapers discuss many subjects that are of more or less public or individual interest. Recently, quite a number of comments have been observed upon the question, "When a man is 60 years old, should he withdraw from business?"

The opinions of different individuals upon this subject have been sought. Among these is Mr. Henry Clews, the oldest broker in Wall Street, and who is the only man remaining in the street who has done business under his own sign for 43 years.

Mr. Clews, in a signed interview, says: "I think a man ought to retain an active

what resulted during many years prior to the time of his last great deal.

J. P. Morgan is another man instanced who is making the greatest of his successes just now, and he is a man more than 60, and it does not seem likely that he has any thought of retiring.

Russell Sage is another veteran business man who comes to his office every day and attends personally to every detail in his business,

Mr. Clews refers to these men as examples, very likely because they belong to his own business set, but their careers illustrate that a man is only in his prime

with a gentle pace, and not for a great distance. The result is that he is perfectly well and has always been so.

There are two rather interesting and significant features in the views above expressed, remarks a contemporary. On one hand there is sufficient confirmation of the fact that a man is, or ought to be, at his best when he has arrived at 60 years of age. In the next place, the views entertained in regard to the violent physical exercises that are thought necessary to the training of the coming man and the college man of to-day, the views expressed in the highest degree possess practical common sense. If a man is to live out his days retaining the vigor of his faculties, it is certain that he cannot afford to burn the candle at both ends.

AN UNIQUE WINDOW DISPLAY.

THE accompanying cut is an illustration of an attractive window display of package tea with baking powder tins for a steeple. The display, which, it will be noticed, is of "Red Rose" tea, appeared in the window of James Edgcumbe, grocer, Peterboro', Ont., and was arranged by James A. Dawson. The photograph, from which the cut was made, was taken by flash light from the inside of the store. The display attracted a good deal of attention. "The people," remarks Mr. Dawson in a letter, "think that the tea must be good seeing that it represents a church."

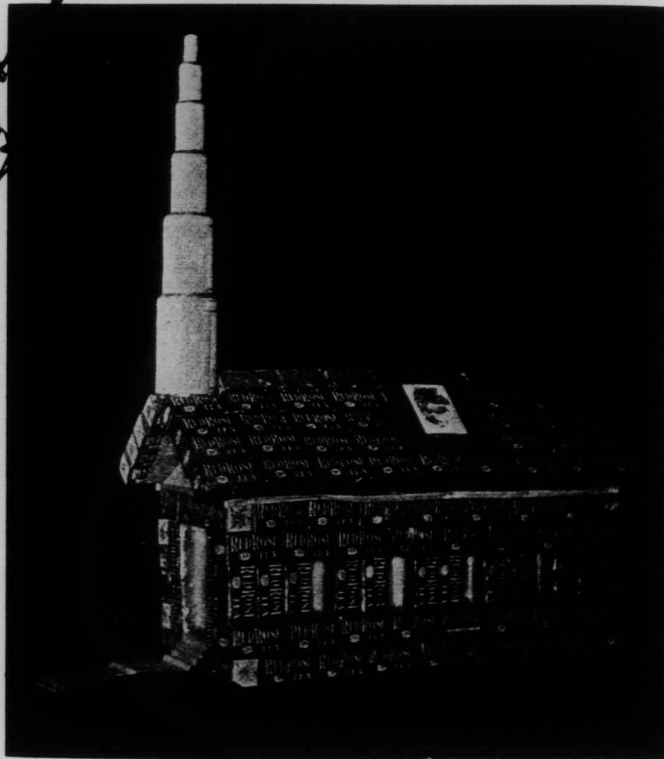
No doubt a good many of our readers will be able to utilize the idea, not only for displaying package teas, but many other articles which are on the market in package form.

CHEESE-CURING STATION.

The Dominion Government is getting ready to build a cheese-curing station at Brockville, Ont., one of the four points selected for that purpose. It is to be located near the railway station, on property owned by the Grand Trunk Railway, and work on it is being immediately commenced. It will be a two-storey building, 45x80 ft., built after the style of the ordinary cheese factory curing-rooms. Special facilities for icing and controlling the temperature will be provided.

Three other stations are to be located in Ontario and Quebec, the towns selected for them being Woodstock, Cowansville and St. Hyacinthe.

The estate of the late Wm. Adams, wholesale liquor merchant, Toronto, is valued at \$45,202, and, as there is no will, the widow and Arthur and Irving, his two sons, are seeking powers of administration.



An Unique Window Display.

interest in his business as long as his vitality holds out, no matter how old he is or how much money he has accumulated. It is dangerous to have nothing but time on your hands. My business is in such shape that I need not come to the office once a week, but I am here every day anyway, and I haven't the slightest intention of retiring."

Mr. Clews is considerably over 60, and, in a reminiscent way, he refers to several well-known men who have passed the 60 mile post.

Andrew Carnegie is one of these. He made the greatest success of his life after he was 60 years old, Mr. Clews says, and, in fact, after that time, as in less than two years he cleaned up \$150,000,000, though, of course, he had laid the foundation for

ordinarily when he has reached the age of 60. As for Mr. Clews, he says: "I come to my office every day and can attend personally, if I wish, to the orders of more than 4,700 customers that I have on my books."

That although over 60 years of age, Mr. Clews attributes the fact that he possesses this degree of vigor to his habit of life in having never indulged in violent physical exercise. This kind of exercise, "athletic" is the popular term for it, he regards as extremely harmful, believing that it is more injurious than beneficial, as almost always it is attended with over exertion, resulting in harmful results which, if not before, are shown late in life. The only exercise this man says that he has ever been known to take is walking, and that

*50-2-26-27
H. J. John*

IN STORE

"ANCHOR"

NEW MAPLE SYRUP

OUR FIRST SHIPMENT OF NEW "ANCHOR" MAPLE SYRUP IS NOW IN STORE.

PUT UP IN SEALED SCREW-TOP TINS; QUARTS, HF.-GALLONS AND GALLONS (WINE MEASURE), AND 5-GALLON CANS (IMPERIAL MEASURE). EVERY TIN GUARANTEED ABSOLUTELY PURE OR MONEY REFUNDED

THE INDICATIONS ARE FOR A "SHORT CROP." YOU WILL BE WISE TO ANTICIPATE YOUR SEASON'S SUPPLY, AND PLACE YOUR ORDER EARLY.

THE EBY, BLAIN CO., LIMITED

WHOLESALE GROCERS TORONTO.

BRITISH FEDERATION OF GROCERS.

By Arthur J. Giles, Secretary of the British Federation of Grocers.

THE Federation is an organization which has been established about 11 years, and is composed of associations which are affiliated by the payment of a capitation fee, 2 shillings (48 cents) per member per annum, with a minimum subscription of £2 2s. (\$10.35). This fee is paid upon all ordinary members, and upon what we call honorary members—that is, those manufacturers and merchants who support local associations by an annual contribution.

The result is we have an income of about £600 to £700 per annum, which covers the whole of our working expenses. In return for this payment, the Federation

DEALS WITH ALL QUESTIONS OF TRADE in Parliament: we likewise give free advice on all legal questions to the affiliated associations, or to their individual members through the secretary of the local associations. We likewise deal with all questions of trade customs, trade contracts, and frequently act as arbitrators in trade disputes.

At the present time a scheme is being prepared for the appointment of a board of arbitration by the Grocers' Federation, which it is hoped will be recognized by merchants and manufacturers, and this board will probably have under review the subject of trade contracts, and the terms of such contracts.

The Federation has instituted special terms for the insurance of members against claims made by their assistants for accidents under the law known as the Workmen's Compensation Act: for what is known as the Thirty Party Risks, such as accidents caused by grocery drivers to members of the public, and also accidents happening to members of the public in or about the shops of the grocers.

The Federation likewise have a benevolent fund, which started two years ago,

and has already seven pensioners receiving £22 per annum. It should be added that we have no organizing secretary, but the spread of trade organization is generally done by missionary work, some members of an association visiting a town where no such association exists, and setting forth to a meeting of the grocers the advantages of such a movement.

200 LOCAL ASSOCIATIONS

As to local associations, these are formed in various towns, and already in the United Kingdom we have nearly 200 such associations. They manage their own affairs, and the members generally pay about 10s. 6d. (\$2.55) per annum subscription. Where a member has a number of shops, he pays in addition to that sum 2s. 6d. per annum for each shop. These associations give free legal advice to their members, defend their members when they have acted honestly and are unjustly prosecuted, hold social and other gatherings for the mutual intercourse, sometimes arrange prices—but that part of the work is far from successful, and is generally found to be productive of so much contention that the association adopting it is quickly broken up.

In some of these local associations they have a mutual plate-glass insurance department, in which all the members pool their premiums, and at the end of the year, after all expenses for replacements have been paid, they divide the profits. Many of the associations likewise keep what is known as a "black list," which is a list of "deadheads." This, however, has, of course, to be conducted with considerable care, owing to the stringent libel laws which prevail in the United Kingdom.

MANY MEMBERS IN POLITICS.

In a great many of the local associations the principal members are also members of the local town council, and nearly 100 are mayors of the boroughs in which they reside. This gives the local association a very considerable influence locally, and gives the grocery trade generally a very good standing.

In addition, at the monthly meetings

of many of these associations, papers on various trade questions are read by different members, and sometimes an experienced and prominent member of the trade will give an address upon some educational topic, such as: tea-blending, coffee-roasting, qualities of sugar, with method of manufacture. All these things are found to be very interesting and helpful, and there are signs of an intention to spread this system of technical education. The main object both of the Federation and of the associations is to bring the members of the trade together, break down the feeling of jealousy hitherto existing, and inspire a feeling of mutual confidence, by which alone united action can be secured for the purpose of opposing common enemies, and for the remedying of common grievances.

OGILVIE BUSINESS SOLD.

THE milling interests of The W. W. Ogilvie Company have been sold. The new purchasers are Charles R. Hosmer, of Montreal, and F. W. Thompson, the general manager of the company at Winnipeg. The price paid for the mills is stated to be in the neighborhood of \$2,500,000.

It is intimated that Mr. Hosmer will be the president of the new company, which will be backed by a number of English and United States capitalists. The Ogilvies will retire from the business altogether, the name of the company will be slightly changed, and the business greatly extended. Realizing the immense grain-growing capacity of the Canadian Northwest and the inability of the milling industry of Canada at present to cope with the wheat crops, the new concern will greatly increase its present daily capacity of 7,500 barrels of flour, enlarge its 64 elevators and build many new ones, much increasing its capacity for storing grain.

The late W. W. Ogilvie was the founder of this company in 1801, and afterwards admitted his two sons, W. W. and A. W. Ogilvie, as partners. The business has continued to grow until the present time and is now the largest in Canada.

F. W. Thompson, one of the purchasers, has been a prominent man in the councils of the firm ever since the death of Mr. Ogilvie, which took place a couple of years ago. He has been in Montreal for several weeks engineering the deal, which has resulted as we have mentioned above.

CANADIAN AND WEST-INDIAN TRADE DISCUSSED.

THE Georgetown, Demerara, Argosy, of March 5, contains a report of a meeting of the Chamber of Commerce of that place on March 3, when the possibilities of developing Canadian and West-Indian trade with that colony were discussed. Mr. Robert Munro, president of the Canadian Manufacturers' Association; J. F. M. Stewart, assistant secretary of the Association; G. J. Morrison, J. C. Archibald, Thomas Patterson, H. Thompson, J. S. Billman and Hon. Thomas Kickham were present in the interest of Canadian trade.

In the course of his remarks, Mr. Robert Munro stated that 900 firms were represented in the association to which he belonged, and their invested capital exceeded \$200,000,000. The combined imports and exports of the Dominion for the year 1901 exceeded \$400,000,000. These figures had been doubled within the last 12 years. But, of all the \$400,000,000 imports and exports of last year, only \$3,000,000 was with the West Indies. With a population of less than 250,000, Newfoundland took six times as much flour as the West Indies with their 2,000,000 souls. Lumber, including doors and sashes, organs, pianos, wagons, iron, steel and other metals, textiles, cotton fabrics, woollens, leather goods, and electrical machinery were some of the articles the Dominion could export to these islands. The Association had now on hand a number of projects for the furtherance of Canadian trade, such as the establishment of a line of steamships to the Cape of Good Hope, the appointment of a Canadian consular service and the advocacy of a preferential tariff between British possessions. He touched on the object of this visit to the West Indies, which was to seek their trade, and offered the merchants there and elsewhere the cooperation of the Association, as far as it would be reasonable for them to give, in any measures that would have a tendency to promote a reciprocal trade with the Dominion.

Mr. Stewart said he had found out that the people of these colonies were only going to buy what they wanted and not what the manufacturers wished to sell them. When he went back he would take with him samples of what was required in these colonies and the prices paid for them at the place of their origin. He alluded to the sugar troubles, and said that with proper tariff arrangements Canada was in a position to consume their surplus products of that article.

A member of the Chamber, the Hon. J. H. De Jonge, on the invitation of the chair-

man, President E. M. Sanderson, expressed his views. He said that like the preferential tariff, the speed of the steamers going to that colony was a trifle under the requirements. The United States had treated them well, but that should not prevent them going to other markets where they could receive better treatment. Canada could supply many articles to that colony, but should take its produce in return.

The chairman, E. M. Sanderson, hoped that in a reasonable time there would be a considerable increase in their business with the Dominion.

GREEN CORN IN ENGLAND.

FROM the United States, to meet the wants of Canadian and American visitors, green Indian cobs have been forwarded to the London market, this esculent being preserved in crossing the Atlantic by means of cold storage.

But this class of competition is not to go on unchecked, and many astute market gardeners and others are developing enterprises to secure the British market for themselves.

In one instance we have to chronicle the advent of a new English vegetable, new, however, only inasmuch that until recently green Indian corn has not been grown as a vegetable in this country, although so well known in the form it was sent to Covent Garden from America.

It is true that the maize plant, with its tall stem, long flaglike foliage and silvery fringe, has been grown for years in our gardens for decorative purposes, but the cobs have been neglected in their edible or profitable possibilities until last year, when certain market gardeners discovered that an ordinary summer will develop the heads in this country quite sufficiently for eating in the green state, and from these experiments it was found in delicacy of flavor the heads grown in this country were fully equal to those grown in the United States or in Canada.

So rapid has this esculent advanced in favor that whole fields are now devoted in Essex to growing this Indian corn, or maize, as it is called in England, to be cut early, and this season it is finding a growing demand at the large hotels in the West End.

The ordinary cookery books as yet do not include recipes for it, but in the preparation of this vegetable nothing can be more simple, for the cobs only need be boiled in slightly salted water till tender, and served with plain, melted or oiled butter.

When taken at the table one finds that "fingers were made before forks," for,

like asparagus, it cannot be properly consumed with other assistance.—Pall Mall Gazette.

INQUIRIES ABOUT CANADIAN TRADE.

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

1. A German importer asks to be furnished with the names of some Canadian shippers of molybdenite.
2. A Liverpool firm of provision merchants who have a large sale for bacon (wholesale only) are open to sell on commission for any reliable Canadian firm requiring representation.
3. A Dublin house ask to be referred to Canadian manufacturers of mouldings suitable for picture frames, etc.
4. A correspondent asks for the names of manufacturers in Canada of motor cars and motor car parts.
5. The names of leading importers of cotton and woollen goods, and of some first-class booksellers and stationers in Canada, are required by a correspondent in the north of England.
6. A firm in the Midlands are desirous of arranging for direct consignments of Canadian apples, either on commission or at so much per barrel advanced against bill of lading.

Inquiries received by the Canadian section of the Imperial Institute:

1. A London firm of merchants would like to hear from Canadian manufacturers of doors and mouldings in quantity. They are in a position to contract for the total output of one or more factories.
2. A Liverpool firm ask to be placed in touch with the leading Canadian mining companies who use cyanide of potassium.
3. A London house wish to be placed in correspondence with Canadian sawmills which can supply packing case shooks on a large scale.
4. A firm in Brussels desire names of Canadian shippers of feldspar of good quality.

[Names of the firms making the above inquiries can be obtained on application to the editor of THE CANADIAN GROCER].

TICKETS AND SHOW CARDS FOR WINDOWS.

Hand-painted show cards and price tickets are quite as necessary to a perfect display of goods in the show window these days as to have goods in the window. It is with pleasure that we call attention to the advertisement of W. Edwards, Carleton Place, Ont., Box 315, in this issue. We can heartily recommend his book of instructions teaching this art as one of the most complete works of the kind ever published. It sells at \$1. Secure a copy. It will pay you.

The flour mills at Perth, Ont., are to be enlarged, and machinery of modern type added, which will greatly increase their capacity.

The Standard of High Quality That Has Obtained For

JONAS' FLAVORING EXTRACTS

such popularity in Canada will always be well maintained. Because of their merits they command the warm endorsement of the discriminating public.

Jonas' Flavoring Extracts are manufactured upon the principle of quality and not price. Their great richness and strength come from their absolute purity.

We are ever faithful to that confidence that the public have in us and our goods. By lowering the standard we should abuse that confidence—it would be the beginning of the end.

The high quality in a bottle of

Jonas' Flavoring Extract

is the beacon light that leads cooks and housekeepers to the storekeeper handling them.

HENRI JONAS & CO., Montreal

Manufacturers of Jonas' Flavoring Extracts, Jonas' Famous Military Dressing. Also Importers of Olives, Mushrooms, Sardines, Prunes and other Grocery Sundries. Our goods are all right. Our prices are all right—and you can feel all right in placing your orders with us. All we ask for is a trial, and we feel convinced we can please you.

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Mr. Business Man :

Here's a proposition that will appeal to you ! Figured on an investment of \$110 in our finest Majestic Computing Scale.

See what the little fractions will do—

1c.	“	“	“	“	“	“	16½	“
5c.	“	“	“	“	“	“	33	“
10c.	“	“	“	“	“	“	83	“
25c.	“	“	“	“	“	“	165	“
50c.	“	“	“	“	“	“	331	“
\$1.00	“	“	“	“	“	“		

What other investment could you find to net you anything like such returns?

The Money-Weight Scale Co., No. 47 State St., Chicago, Ill.
 J. B. Poirier, Dist. Agent, No. 1662 Notre Dame St., Montreal, Que., Can.

L. A. DAVIDSON, DIST. AGENT,
 No. 101 King St. West, Toronto, Ont., Can.
 White & Ecclestone, Dist. Selling Agents, Vancouver, B.C.

THE COMPUTING SCALE CO.

DAYTON, OHIO, U.S.A.

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No. 23.

Under-Counter Mill

List Price, \$52.00.

COLES COFFEE MILLS



None better for Granulating or Pulverizing.

Our mills will Pulverize without heating Coffee.

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

A GREAT LABOR-SAVER.

Our Grinders wear longest.

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COLES MANUFACTURING CO., PHILADELPHIA, PENN'A.

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Egg Cases Supplied.
 Correspondence and Consignments solicited.

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PLEASE MENTION THAT YOU SAW
THEIR ADVERTISEMENT IN THIS PAPER

IS SIR RICHARD AWAKE TO HIS DUTY?

THE speech of Sir Richard Cartwright the other day on the budget has attracted a great deal of attention throughout the country. It could scarcely have done otherwise. In point of ability it was one of the best speeches that has been delivered in the House for some time.

But what possibly attracted more attention to it than anything else was the energy and zeal that characterized it. "Richard is himself again," remarked one of the daily papers. And he certainly was.

We are certainly glad to see Sir Richard himself again. Since he took possession of the Trade and Commerce Department in 1896 he has seldom been his old active self. Instead of being a man of action, as was his normal condition prior to that year, he became a man of inaction. And the Department of which he is the head became almost a sinecure. Its chief duty appears to be the payment of subsidies and bonuses.

As a trade-creating force it is certainly a sinecure.

The Department, in salaries, stationery and sundries, costs the country about \$21,500, and it expends something like \$670,000 besides, of which only \$7,604 is for the maintenance of commercial agencies. It surely costs enough to do something tangible for the commercial interests of the country. Because it has not done something, a strong opinion has developed among the uncommercial classes of Canada that the Trade and Commerce Department should be abolished.

As we have pointed out before, the fault is not with the Department itself. It is with those who administer it. It is not, therefore, the Department that should be abolished.

In commercial affairs it is not customary for shareholders to wipe out an important department because the head thereof has been incapable. They remove the head and endeavor to put new life into the department. This is what should be done in regard to the Trade and Commerce Department.

It is possible it may not be necessary to remove Sir Richard. He may have woken up at last to a sense of his duty. Candidly, however, we must confess that our faith is weak. We fear that his recently awakened energy and zeal are due to concern for his economical tenets and that he is still dead to the importance of the Trade and Commerce Department as a force in developing the commercial interests of the Dominion.

The revival of snuff-taking by the King will doubtless prove a "sneezer" to a great many people.

THE MEN WHO SUCCEED.

Successful business men are not those who follow. They are those who lead.

No matter what their competitors are doing, they keep forging ahead, laying their own plans, devising their own schemes.

They are not ignorant of what their competitors are doing. They endeavor to keep informed as to modern business methods and as to the course of the various markets. But they also act and think for themselves.

The man of thought and of action is the

man who is original. And the man who is original stands out among his fellows, is seen and does the business.

BRITISH TEA IN AMERICA.

THERE was quite an expansion last year in the trade in British-grown tea with Canada and the United States. This is shown by figures recently issued by Gow, Wilson & Stanton, London, England.

The total quantity of Indian and Ceylon tea shipped to this continent, direct and indirect, was 19,266,691 lb. This was nearly 3,000,000 lb. more than in 1900 and over 9,500,000 lb. more than in 1896. In other words, in six years there has been an increase of over 100 per cent.

The following table shows the avenues through which the tea was shipped to Canada and the United States, and the quantity that was of Indian and Ceylon growth respectively during the last two years:

INDIAN TEA.		
	1900.	1901.
Re-exports from U. K.	2,840,711	1,958,215
Transhipment via U. K. ...	1,001,174	1,628,644
Direct exports via China ...	1,103,752	1,174,557
Direct exports via Calcutta.	2,081,136	2,198,612
Total lb.	7,026,773	6,960,028
CEYLON TEA.		
	1900.	1901.
Re exports from U. K.	4,895,193	3,121,727
Transhipment via U. K. ...	2,159,275	1,303,477
Direct exports via China ...	2,694,819	1,262,463
Direct exp'ts from Colombo	2,491,631	3,489,017
Total lb.	12,239,918	9,176,684

It will be noticed that in the direct exports from the country of production there has been a decline. This is due to the fact, at any rate as far as Canada is concerned, that fewer teas have been consigned than formerly.

Until the past year teas were consigned to Canada in quantities far beyond the consumptive requirements of the country. The result was, of course, heavy losses. In many instances sales had to be made at prices which meant a net loss of 4c. per pound to the consignors. Thanks to better judgment in consigning and to shipments made from here to the United States the tea market in Canada is to-day in a healthier condition than it has been for some years.

The temperance people of Kent propose running Mr. Parrott as their candidate in the coming Provincial elections. Mr. Parrott ought to be a good talker.

OUR TRADE RELATIONS WITH GERMANY.

It is to be hoped that the efforts of the Dominion Government to secure better trade relations with Germany will not prove abortive.

Canada, in inducing the British Government to give notice of the abrogation of the commercial treaty with Germany, was actuated by no antipathy towards that country. Canada wanted to give the products of Great Britain preferential tariff treatment. This, with the treaty with Germany and Belgium in existence, she could not do, although the treaty was created before the Dominion had an existence. This was simply intolerable to Canada, and had been for several years.

Possessing self government and the right—which we took advantage of—to place an import duty on the products of the Mother Country, we could not, nevertheless, give her products preferential treatment.

The price we have had to pay for this is the maximum tariff of Germany; and while this has in some respects adversely affected our trade with that country, there are few, if any, Canadians who would be prepared to recall the past, with its restrictions, in order that the tariff conditions as they were before 1897 might be brought into existence again.

However, it is possible we may be able to successfully negotiate a commercial treaty with Germany, as we did eight years ago with France.

The British Government came in for some severe criticism from a number of British newspapers for not insisting, when negotiating the treaty with Germany that succeeded that abrogated in 1897, that the maximum tariff should not be applied to Canada. We do not know whether or not the British Government made any representations to Germany in the matter. But, no doubt, Canada would have its good offices and influence in negotiating a treaty with the German Empire.

In spite, however, of a tariff that militates against Canadian products, our export trade with Germany has not, on the whole, suffered to the extent one might have expected, for, whereas in 1897 it was valued at \$764,589, in 1901 it was \$1,374,716.

The following table gives the course of the export trade in home products with Germany in each alternate year since 1897, in the different branches of industry:

	1897.	1899.	1901.
Mine	\$ 69,373	\$ 15,074	\$300,516
Fisheries	22,758	42,442	75,038
Forest	8,584	32,604	16,999
Animals and their produce	21,521	80,437	8,452
Agricult'l products	494,822	829,817	300,285
Manufactures	147,531	309,999	673,426
	\$764,589	\$1,310,373	\$1,374,716

It will be noticed at a glance that where the trade has been adverse is in products of the farm. The following table shows how the trade stood in 1897 and 1901 in the chief lines of agricultural products:

	EXPORTS OF AGRICULTURAL PRODUCTS TO GERMANY.	
	1897. Bush.	1901. Bush.
Buckwheat.....	283,087	100,722
Oats.....	344,544	.....
Peas, whole	78,692	60,351
" split.....	.....	11,773
Rye	17,158	23,791
Wheat	20,559	28,369
Clover seed	5,848	9,071

The large increase in the exports of mine products is chiefly in metallic lead, in which in 1897 the trade was nil. The chief exports in mine products during the two years were as follows:

	EXPORTS OF THE MINE TO GERMANY.	
	1897. Tons.	1901. Tons.
Asbestos, 3rd class.....	672	1,574
Coal	460	854
Lead, metallic, contained in ore, etc.....	.....	5,308,700
Mica .....	.....	700

The most satisfactory feature of our export trade with Germany is that in manufactured goods. In almost every line there has been a steady growth since 1897. This will be seen on glancing over the following table:

	VALUE OF MANUFACTURED EXPORTS TO GERMANY.	
	1897.	1901.
Agricultural implements.....	\$67,815	\$474,249
Bicycles	14,287	.....
Drugs and chemicals	17	8,836
Cotton waste .....	.....	23,309
India rubber manufactures	350	2,015
Castings	23,787	33,589
Pig iron	640	7,500
Machinery	2,059	2,917
Hardware	612	355
Steel, and manufactures of.....	525	51,618
Sole and upper leather	10,428	15,773
Musical instruments.....	21,176	17,080
Manufactures of tin	60	281
Cigars and cigarettes	5	310
Tobacco—stems and cuttings..	922	1,251
Matches and match splints....	.....	480
Wood pulp.....	1,000	18,736
Other manufactures of wood..	343	2,971
Miscellaneous man'f'd articles	1,169	7,246

Our imports from far exceed our exports to the German Empire, the former last year being \$7,021,405, while the latter, as

already shown, was \$1,374,716, or about 40 per cent. less. In negotiating a treaty, therefore, with Germany we have a good case to present. Germany must know that in seeking the abrogation of the objectionable treaties we were actuated by no animosity against her, and it ought not to be difficult to convince her that our trade is worth looking after.

It is to be hoped that the Canadian Government will open negotiations through the proper channel without delay, for while our export trade with Germany is growing, it is in spite of the difficulties which the maximum tariff create.

A LARGE ORDER FOR FLOUR.

The order received by The Ogilvie Milling Co. for 35,000 bbls. of flour for shipment to South Africa will considerably swell the flour trade of this country with that part of the world.

Heretofore, the export flour trade with South Africa can hardly be said to be up to expectations. With the war on, it was thought that there would be a large and steady demand.

During the first year of the war we did well, the trade returns for 1900 showing a total of 31,457 bbls. exported, but last year the quantity was only 500 bbls.

Now, however, with a single order for flour exceeding the total quantity that was exported to South Africa during the whole of the fiscal year 1900, our hopes are naturally in the ascendancy.

Our exports of flour to all countries last year aggregated 1,269,515 bbls. This, with one exception, was the largest on record. The largest on record was in 1898, when 1,449,529 bbls. were exported.

DROPS FROM THE EDITOR'S PEN.

A little "ad." often causes large additions to business.

Hard work is the nightmare of drone and the hobby-horse of the industrious.

The success of a business depends upon the ability and enterprise that succor it.

When a man goes into business who by nature was designed for a farmer there is danger of his cultivating crops that are not profitable.

TRADE IN COUNTRIES OTHER THAN OUR OWN

CURRANTS EASIER IN LONDON.

NO improvement in the demand for currants can be said to have been manifested during the week, and the market remains in an inanimate condition. Little or no anxiety to sell has, however, been displayed by merchants, who appear content to await a revival of trade rather than accept the lower prices, which would inevitably result from an attempt to force sales at the present stage. Some parcels of medium fruit and provincial have been pushed for sale by speculators anxious to realize, and a few transactions have resulted at prices 6d. to 1s. per cwt. in favor of buyers. The ss. Cairn Ryan is in the river, and the ss. Tiber, with about 600 tons, is due in about a week. In view of the slowness of trade and this important addition to the stocks, lower prices are not unnaturally looked for, and any reduction must be regarded with favor by grocers and dealers alike, as with a general lowering of the lowest retail price the public regard for this cheap article of diet may be expected to become once more fully established.—Produce Markets' Review, March 15.

PRICES OF PEAS FIXED.

A private wire from South Jersey states that after several conferences with canners in the vicinity of Cape May the farmers have declined to accept \$40 per ton for peas. Delaware packers, it is stated, have in some instances opened prices for the canned article on the basis of last year's figures, notwithstanding the fact, as reported, that prices for seed peas have advanced, owing to the scarcity, almost 50 per cent. above those of last season. Referring to the outlook a letter from a New Jersey packer says: "The crop prospects do not favor a large production in this section, and the high prices asked by growers are, to some extent, justified. These will, however, have some effect on the prices for the canned product, and as yet packers are not in a position to fix a selling basis."

"There has been some talk of a combine among the packers, but it is believed the matter has been dropped for the present."—N. Y. Journal of Commerce.

THE SUGAR SITUATION.

Czarnikow, MacDougall & Co. say of sugar: "The vital question of beet sowings must remain unanswered for six weeks longer, but all estimates indicate a reduction of from 10 to 15 per cent. Should the reduction reach the latter figure the European beet production of 1902-1903 will be fully 1,000,000 tons less than it was in the past campaign, and for the health of the sugar markets

throughout the world it is to be hoped that this will prove to be the case. Low prices for sugar compel the factories to give low prices for roots and this should cause the farmers to turn their attention to other crops. Notwithstanding this week's large receipts there has been a good demand for sugars on the spot, and a still better one for sugars for shipment and it is now impossible to buy sugars for shipment at anywhere near our parity. Last sales of Cubas include very nearly all the sugars now afloat from ports where want of warehouse facilities prevent holding, and there is, therefore, little sugar from Cuba to come immediately upon the market. Our market closes firm, with an upward tendency, owing to the scarcity of offerings. A further advance is looked for, particularly as Cuba sugars are now still more likely to be kept back, seeing that the caucus voted to recommend a reciprocal treaty with Cuba, giving her a reduction of 20 per cent. on the existing duties, this treaty to remain in force till December, 1903. Being now sure that, sooner or later, there will be a reduction in the duties on Cuban sugars, the hopes of the Cuban holders have been so strengthened that there is even less disposition than before to accept present prices, notwithstanding that stocks in Cuba are over 330,000 tons. Java refrains from offering any new-crop sugars, as prices in the Island are much above this market, nor is there any pressure to sell the balance of old crop. Egypt, too, continues holding her crop for higher prices than those now ruling. Cuba—The market in Cuba remains firm, with plenty of buyers at prices much higher than those ruling here. Very little land has been prepared for planting this spring, and unless some favorable decision is speedily arrived at in Washington, it is feared that the next crop will not be larger than the present one."

STOCK OF THE SALMON COMBINE.

CANADIAN investors and stock with a great deal of interest to brokers are looking forward the "listing" on the Stock Exchanges of the new \$1,000,000 company recently formed to acquire the canning companies of British Columbia. This new concern, in which are interested some of the leading capitalists of Toronto and Montreal, is to be called "The British Columbia Packers' Association." The capital has been already over-subscribed, and inquiries from all parts of the Dominion are being received by local brokers as to when the stock is to be listed. There are 72 canning companies in British Columbia, and the majority of them have signified their intention of joining with the company. Messrs. Aemilius Jarvis, of Toronto, and Henry Doyle, of Vancouver, have been successful in getting options on the majority of the companies, and are still engaged negotiating with those outstanding. Although a few Americans are interested in the new concern, the great majority belong to Toronto and Montreal. The authorized capital of the new concern will be \$4,000,000, but it will not all be issued at the

present time. The stock will be of two kinds—common and preferred. Although the exact arrangement has not been positively decided upon, a private circular issued by the promoters sets forth that the preferred stock will be 7 per cent. accumulative, and the dividend on the common will not exceed 10 per cent. until 50 per cent. of the preferred has been redeemed at a figure to be decided upon by the directors.

According to the present arrangement the canners are to take common stock for their canneries, and a certain amount in cash. There will be \$2,500,000 common stock and \$1,500,000 preferred. The latter is to be redeemed at 115; \$250,000 will be left in the treasury, and \$1,250,000 will be sold, the proceeds of which will go towards working capital and cash payments for canneries.

It is stated by those on the inside that the profits are estimated at 40 per cent., and that an enormous saving will be effected by consolidation. British Columbia canned goods are known all over the world, and sold in most of the countries.

The stock will be listed on the local Exchange within a few weeks, and it is anticipated there will be some lively "fireworks" in it for a time. The shares are to be listed in Toronto, Montreal, San Francisco, and possibly Boston.—Mail and Empire.

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.

Buyers of Comadra figs should communicate with H. P. Eckardt & Co.

The Eby, Blain Co., Limited, report their first shipment of "Anchor" brand new maple syrup now in store.

H. P. Eckardt & Co. report that they are offering Japan tea at low prices.

The Eby, Blain Co., Limited, are offering California Italian prunes in bags of 100 lb. at low prices.

John Sloan & Co. are unloading a car of green Rio coffees this week and are in a position to give their trade some exceptional values.

Through an error in a recent issue, W. H. Gillard & Co.'s advertisement on page 6 read, "Gibson's" Carburet of Iron Stove Polish. This should have been "Dixon's", as it appears in this week's issue.

OFFERING TO COMPROMISE.

W. G. Dunn, spice manufacturer, Hamilton, is offering to compromise. He offers 50c. on the dollar, payable in 30 and 60 days, beginning from April 1. The liabilities are \$16,706, and the assets \$28,881, leaving a nominal surplus of \$12,175.

Among the exports from Canada to the United States last week were 26,416 pounds of "Salada" Ceylon tea.

IF YOU PURCHASE TO SELL AGAIN

and to strengthen the foundation of your business—
THEN, give a care to the class of goods you handle. Immediate profit is not always the essential point with you, any more than it is with us.

"SALADA" Ceylon Tea

Black or Green, will bring lasting results—not simply momentary.

They cement trade and promote customers' good will—results that are invaluable in this keen competitive age.

May we ask you to give a thought to these remarks?

"SALADA," Toronto or Montreal.



LILY WHITE GLOSS STARCH.

The Best Quality.
The Handsomest Appearance.

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

The Brantford Starch Works, Limited
BRANTFORD, ONT.

Jams and Jellies

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

THE CANADA BISCUIT COMPANY, Limited

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

King and Bathurst Streets, TORONTO

MARKETS AND MARKET NOTES

INFORMATION FOR BUYERS.

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

ONTARIO MARKETS.

TORONTO, March 27, 1902.
GROCERIES.

JUST as we went to press last week an advance of 5c. took place in the price of all grades of refined sugars. This advance has been the principal feature of the week. Business, generally, is, if anything, a little better than a week ago, and is attributed to the gradual improvement in the country roads, although, as far as sugar is concerned, the improved demand that is therein to be noticed is evidently due to the firmer tone of the market. Business is fairly good in canned goods, and in vegetables, is, if anything, better than it was a week ago. The green coffee trade keeps quiet, but there is a fair business being done in roasted coffees. The spice market remains much about the same as a week ago, although in some lines there seems to be a little more firmness. A fairly good movement is to be noted in syrups and molasses, and rice and tapioca are going out well. There is quite a lull in the tea trade this week, with prices keeping firmer. Currants are still in active request. Valencia raisins are meeting with a fair demand and are rather firmer in price in the outside markets. Prunes continue in fair request.

CANNED GOODS.

There appears to be a slightly improved demand all round for canned tomatoes, peas and corn, although the feature of the market is still the strong tone in regard to tomatoes. Some fairly good lots of tomatoes have changed hands during the past week on wholesale account. The price to retailers still rules at 90 to 95c. Peas are quoted at 80c. up, and corn at 70c. upwards. French peas are offering for May shipment, but the prices show an advance of from 5 to 10 per cent. compared with last year. Canned mushrooms are still in price and scarce. New-pick imported sardines are being offered for later shipment; the price is about the same as that ruling last year. Very few canned fruits are moving. In salmon the demand is only moderate, and the same may be said of all kinds of canned fish. We quote as follows: Fraser River sockeye, \$1.42½ for five-case lots and over, and \$1.45 for less quantities. Northern

sockeye, \$1.25 to \$1.30; cohoes, \$1.05 to \$1.15, according to quality.

COFFEES.

The demand for green coffees of all descriptions is still limited, although roasted coffees continue in fairly good demand. The deliveries of Rio coffee are rather heavy at Rio and Santos, and the outside markets are dull, but without any material change. We quote: Green Rio, No. 7, 7½c.; No. 6, 8c.; No. 5, 8½c.; No. 4, 9c.; No. 3, 10 to 12c.

SPICES.

Slightly higher prices are cabled from the East on pepper for April-June shipment, and in New York the market is steady on this article. Nutmegs are rather firmer. Locally, there is a moderate trade, but there is no particular feature to be noted.

RICE AND TAPIOCA

A good trade is being done in both rice and tapioca. Cable advices report slightly higher prices for pearl for shipment. We quote: B rice, 3½c.; Japan, 5½ to 6c.; sago, 4c.; tapioca, 4c.

SUGAR

On Friday last, after our paper was in the hands of most of our readers, there was an advance of 5c. in the price of all

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

refined sugars, which made the basis for granulated f.o.b. Montreal, \$1.03 for Redpath and St. Lawrence, and \$3.98 for Acadia. This advance in price was in sympathy with the New York market, and has stimulated business quite perceptibly, which was quite welcome after the stagnation which has characterized the sugar market for some time. In New York raws have advanced 1-16c., quotations for 96-test centrifugals being 3½c. with other grades at a relative basis. Meltings in New York last week increased 3,000 tons, the quantity melted being 30,000 tons, while the receipts were 38,456 tons. Raw-beet sugars have recovered from the low point noted last week, namely, 5s. 3d., now being quoted at 6s. 5½d. At this price it is above the parity of centrifugal sugars in New York. There is much conjecture regarding the next beet campaign and reliable estimates may be looked for in about six weeks. Some preliminary estimates indicate a reduction of 10 to 15 per cent. This would mean a total reduction of about 1,000,000 tons. The Reciprocity Bill which has been introduced in the House of Representatives at Washington provides a reduction of 20 per cent. in duty on Cuban products, but it is thought that the preference will be ultimately 33-1-3 per cent. In expectation of this holders of Cuban sugars continue to ask higher prices, and

the tone of the raw market has been considerably strengthened thereby.

SYRUPS AND MOLASSES.

There is a good movement in both syrups and molasses. Advices from New Orleans report a firm market, particularly for open kettle molasses. The ruling quotations are as follows: Corn syrup, 3½ to 3¾c. in bbls. and kegs; sugar syrups, 30 to 32c. for medium, and 35 to 40c. for bright. Molasses, 24 to 26c. for medium, and 45 to 50c. for open kettle.

TEAS.

The local market is decidedly quiet in all descriptions of tea. About the only inquiry there is is for China greens, which, of course, are practically unobtainable. Mail advices under date of March 11, say that at the auction a generally firm tone characterized the market for Indian teas. All grades met with good attention, and sold fully up to the previous week's rates, common teas being, perhaps, in the strongest demand. With a moderate quantity brought forward and the probability of light shipments in the near future, made the market for Ceylon tea steady, and all grades met with good attention, selling up to the previous week's prices. The average price obtained at the auction for Indian tea was 7.48d. against 6.86d. the same time last year. In Ceylon teas the average was 7.02d. against 6.48d. a year ago.

FOREIGN DRIED FRUITS.

CURRENTS.—There is a good demand, and stocks are light on the local market. On the outside markets prices rule firm. We quote: Filiatras, 6 to 6½c.; Patras, 6½ to 7c.; Vostizzas, 8 to 8½c.

VALENCIA RAISINS.—The outside markets are decidedly strong. Mail advices from London, Eng., say that they were buying on the continent for local consumption, and the outlook for the article is exceedingly strong. As we have already pointed out stocks in Spain have been exhausted for some time. As far as we can learn nothing can be laid down in Toronto from the outside markets under 6c., and wholesalers' prices are firm at 6½ to 6¾c. for selected raisins.

SULTANA RAISINS.—These are in fairly good demand and prices are steady at 8c. for dark up to 12c. for bright.

PRUNES.—The demand is keeping up fairly well and a nice business is still being done. The outside market is steady with prices unchanged. We quote: Californian prunes, 100-110's, 5c.; 90-100's, 5½ to 6¼c.; 80-90's, 6½ to 7c.; 70-80's, 6¾ to 7½c.; 60-70's, 7½ to 8c.; 50-60's, 8 to 8½c.; 40-50's, 8¾ to 10c.

DATES.—The demand for dates keeps good and the result is that stocks are quite light. Both Hallowees and Sairs are firm at 1½c.; the latter are particularly firm at the price named.

FIGS.—Tapnet figs continue in fair demand with prices firm at 3¼ to 3½c.

CALIFORNIAN EVAPORATED FRUITS.—The demand is good with prices firm. We quote, according to quality and package: Apricots, 13 to 17c.; peaches, 11 to 14c. per lb.

GREEN FRUITS.

Bananas are selling freely, and their prices are firm. Trade in lemons is improving. Californian navel oranges still are in good demand, and another rise is expected; other lines of oranges are also moving better. Cranberries, grape fruit and Malaga grapes are quiet. Tomatoes have advanced to \$4.50 per case in New York, and are scarce. This will make their price here advance \$1 to \$1.50 per case. There are improved receipts of strawberries, and the demand for them is good, in spite of their high prices. We quote as follows: Oranges, marmalade, \$2.75 to \$3 per case; Tangerine or kid glove, \$3 to \$4 per small box; Floridas \$3 to \$3.25 per box; Mexicans, \$2.50 to \$2.75 per box; Californian navels, \$3.75 to \$4.25 per box; Californian ruby blood oranges, \$2.75; Valencias, \$4.50 to \$5.00 per small case, \$5.50 to \$6.00 per large case; apples, \$3.50 to \$5.50 per bbl.; grape fruit, \$3.50 to \$5 per box; Malaga grapes, \$5.50 to \$7 per bbl.; cranberries, Budd's long keepers, \$9 to \$10 per bbl.; late Jerseys, \$8.50 to \$9; bananas, \$1.50 to \$2 for firsts, and \$1.25 for eight hands; pineapples, \$4.50 per case; Southern cucumbers, \$2 to \$2.25 per doz.; Spanish onions, large cases, \$3.50 to \$4.50; small crates, \$1.10; Californian lemons, \$3 to \$3.25 per case; Messina lemons, \$2.50 to \$3; Californian celery, \$4.50 to \$4.95 per case of 8 doz.; Southern tomatoes, \$5.50 to \$6 per case of 6 baskets; strawberries, 45 to 55c. per qt.

VEGETABLES.

Trade for green market produce has improved with the weather and the prices are firm. The receipts of rhubarb have been large and there is a good demand for that article. Radishes are scarce. The other lines are in normal condition. We quote: Green onions, 10 to 15c. per doz.; rhubarb, 75c. to \$1.25 per doz.; carrots, parsnips and beets, 50c. per bag; turnips, 35c. per bag; lettuce, 20 to 40c. per doz.; radishes, 40 to 50c.; mint and parsley, 20 to 25c.; celery, 40 to 75c.; red cabbage, 40 to 50c. per doz.; cabbage, 40 to 60c. per doz.; dry onions, \$1.25 per bag; potatoes, 75 to 80c. per bag; artichokes, 60c. per bush.

COUNTRY PRODUCE.

EGGS—There have been liberal receipts and the price is down to 12½ to 13c. per doz. for new laid, a drop of 1 to 1½c. since a week ago. There may be a further decline.

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

HONEY—There is a fair movement from stock. We quote as follows: Clover, in

60-lb. tins, 9¼ to 10c.; less quantities, 10 to 11c. per lb.; in combs, \$2 to \$3 per doz.

MAPLE SYRUP AND SUGAR—The receipts have been moderate; the demand is good. We quote: Maple syrup, in 1-gal. cans, 90c. to \$1.10 per gal.; maple sugar, 9 to 11c. per lb.

DRIED AND EVAPORATED APPLES—Trade is dull. We quote as follows: Evaporated apples, 9¼ to 10c. in carlots and 10¼c. per lb. in less quantities. Dried apples, 5 to 6c. per lb.

BUTTER AND CHEESE.

BUTTER—The quantities of poor grade butter coming in are large and jobbers are finding it hard to move, there being no market for it excepting for baking purposes. Choice dairy prints are selling good. Prices are unchanged. We quote as follows: Choice 1-lb. prints, 17 to 18¼c.; large rolls, 16 to 18c.; tubs, best quality, 15 to 16c.; tubs, medium grade, 13 to 14c. per lb.; bakers' lots, 10 to 12c. Creamery prints are worth from 21 to 24c., and creamery solids, 20½ to 21c. per lb.

CHEESE—The export trade continues good and prices are firm at 11 to 11½c. locally. For export the prices range from 10¼ to 11c. It was reported that several shipments had been made at 11c. f.o.b. Toronto.

POULTRY.

DRESSED POULTRY—There are a few turkeys and chickens being offered, and prices are nominal. We quote: Chickens, 60 to 90c. per pair; turkeys, 12 to 14c. per lb.

LIVE POULTRY—The receipts have been small. The Canadian Produce Co., Limited, 36 and 38 Esplanade street east, Toronto, will pay, until further notice, for live chickens, 9c., for ducks and turkeys 12c., for geese, 6c. per lb. All must be young birds. For hens and pullets, 5c. per lb.; broilers, 25c. per lb. (must be this year's hatching and under 2 lb. each). Dressed poultry, dry picked (except hens), ¼c. lb. higher. These prices are for weight on arrival. Crates for live poultry supplied free, and express paid up to 50c. per 100 lb. of chickens. No thin birds will be taken.

FISH AND OYSTERS.

Trade in fish continues brisk, and the supply on hand is becoming small. Prepared fish especially are well cleaned out. Green cod are being offered at 7½ to 8c., and green haddock at 6 to 7c. per lb. The demand for oysters is slackening off, and the season for them is about over. We quote: Fresh and frozen fish—Codfish, 6 to 8c.; whitefish, 6½ to 7½c.; herring, 4 to 5c.; trout, 7½c.; halibut, 10 to 15c.,

haddock, 5c. per lb.; perch, 5c.; British Columbian salmon, fresh, 20c., frozen, 11c.; Labrador herring, \$3 to \$3.25 per 100-lb. bbl. Smoked fish—Ciscos, \$1 to \$1.25; finnan haddie, 6½ to 7c.; Digby herring, 50 to 65c. per bundle. Prepared fish—Dried cod, in 112-lb. bundles, \$4.75 per cwt.; flitched cod, \$5.50 to \$6; boneless cod, in bricks, 4½ to 5½c. per lb.; steak cod, 6¼c. per lb.; shredded cod (2 doz. in box), \$1.80 per box; boneless fish, loose, in 25-lb. boxes, 4 to 4½c., and in 5-lb. boxes, 5c. per lb.; bloaters, per box of 50, \$1 to \$1.25; kippered herring, 50 in a box, \$1 to \$1.25 per box; smelts, per 15-lb. box, extras, 12c. per lb.; No. 1, 6½ to 7c. per lb. Oysters—Standards, \$6.25 to \$6.75 per large pail, or \$3.75 per small pail; selects, \$4.50 to \$5 per pail.

GRAIN, FLOUR AND BREAKFAST FOODS.

GRAIN—Prices are easy at 86c. for Manitoba No. 1 hard wheat, 82c. for No. 1 Northern, and 78c. for No. 2 Northern. The movement from the West is small and will be until the opening of navigation. On the St. Lawrence market the receipts have been light and prices are unchanged excepting an advance of 2c. in white and red Ontario wheat. We quote what is paid on the street: White and red Ontario wheat, 71 to 79c.; goose, 66½ to 67c.; oats, 48c.; rye, 59c.; barley, 54 to 63c.; peas, 80 to 85c.; buckwheat, 60c.

FLOUR—There is a quiet movement with a limited demand. We quote: Ontario patents, in bags, \$3.70 to \$3.80; Hungarian patents, \$4.05; Manitoba bakers', \$3.80; straight roller, \$3.40 to \$3.50 per bbl. in Toronto.

BREAKFAST FOODS—Oatmeal and rolled oats are quiet but the demand is expected to improve after Easter. We quote: Oatmeal, standard and granulated, in carlots on track here, \$4.85; standard rolled oats in carlots on track here, \$4.60; in bbl., 20c. more; broken lots are 20c. per bbl. extra; rolled wheat, \$2.50 in 100 lb. bbl.; cornmeal, \$3.75; split peas, \$4.75; pot barley, \$4.50, in 196 lb. bbls.

HIDES, SKINS AND WOOL.

HIDES—Trade is slack and the market is weak. We quote: No. 1, green, 7c.; No. 2 green, 6c.; No. 1 green, steers, 8c.; No. 2 green, steers, 7c.; cured, 7¼ to 8c.

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

WOOL—The market is dull owing to the poor foreign demand. We quote fleece, 13c., and unwashed, 7 to 8c. per lb.

SEEDS.

There is an improved demand. Red

Ostrom, McBride & Stronach

Wholesale
Fruit and Commission Merchants.

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

EASTER EGGS

Ship to us—for prompt results.
Or we will buy f. o. b. State
quantity to offer.

SMITH & CARMICHAEL
70 COLBORNE ST., TORONTO.

Butter Cheese
Eggs Poultry

Consignments Solicited.
Highest Prices. Prompt Returns.

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

BUTTER AND EGGS.

Scarce and Wanted. Consignments Solicited.

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

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

The
DAWSON Commission
Co., Limited

FRUIT, PRODUCE AND
COMMISSION MERCHANTS.

Cor. Market and
Colborne Streets, TORONTO

Easter Fruits

TOMATOES, PINEAPPLES,
STRAWBERRIES, TANGERINES,
BLOOD ORANGES, GRAPE FRUIT,
... BANANAS ...

SPECIAL VALUES IN ...

Navel and Valencia ORANGES
Messina Lemons.

CLEMES BROS., TORONTO

clover is selling out of store at \$8 to \$9 per
100 lb.; alsike, \$13.50 to \$17, and timothy,
\$6.50 to \$7.

MARKET NOTES.

Eggs have declined 1 to 1 1/2c. per doz.
Ontario wheat is 2c. per bush. higher.
All refined sugars are 5c. per 100 lb.
dearer.

Several lines of starch have been ad-
vanced in price.

Tomatoes have been advanced 1 to 1 1/2c.
per case of six baskets.

Dressed hogs have been advanced 25 to
50c. per 100 lb., and beef 50c. for car-
casses and front quarters, and \$1 for hind
quarters per 100 lb.

THEIR REQUEST REFUSED.

The Board of Control of the Toronto
City Council was waited on on Friday, March
21, by a deputation from the butchers' section
of the Toronto branch of the Retail
Merchants' Association of Canada, and
asked to delay the fitting up of the new
St. Lawrence Market.

Should more time be given and a con-
ference arranged between the property
committee and the butchers and others
interested in the market, it was claimed a
plan satisfactory to all could be arranged,
while at the same time the interests of the
city would be preserved.

The controllers promised their support,
and advised the same committee to wait on
the council on the following Monday.

The same arguments were used by the
same delegation on Monday, when they
appeared before the City Council, but their
quest was in vain, for the council decided
to proceed with the fitting up of the St.
Lawrence Market without delay.

A REGULAR VISITOR.

Mr. D. K. McArthur, general merchant,
of Hopeville, Ont., was in Toronto this
week, and gave us a call. Mr. McArthur
has not failed to pay a visit to Toronto
during the month of March for 20 years
past.

A TRAVELLER GOES WEST.

These are days when young men are
taking Horace Greeley's advice and going
west. Among those who have recently
decided to go is Mr. B. S. Blackwell, who
has been with T. Kinnear & Co. for the
past two years, and lately as traveller. He
has taken a position with G. F. & J. Galt
Co., wholesale grocers, Winnipeg and Van-
couver, and will leave for the latter city in
a few days. Mr. Blackwell, who is young
and energetic, will doubtless do well in the
West. At any rate, he will if the good
wishes of the many friends he has in the
trade have any force.

The following Brands manufactured by
The AMERICAN TOBACCO CO.
OF CANADA, Limited

Are sold by all the Leading Wholesale Houses:
CUT TOBACCO
OLD CHUM,
SEAL OF NORTH CAROLINA,
OLD GOLD.
CIGARETTES
RICHMOND STRAIGHT CUT,
SWEET CAPORAL,
ATHLETE, DERBY.

POTATOES and GRAIN
FOR SALE IN CAR LOTS.

If open to buy let me quote prices.

R. W. HANNAH
Board of Trade, TORONTO

FISH FOR LENTEN SEASON

Fresh, Frozen, Salt and Smoked.
OYSTERS and SHELL FISH.
Orders promptly attended to.

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

Winnipeg Brokers.

M. B. STEELE

Wholesale Commission Merchant
and Broker.

Correspondence and Agencies Solicited.

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P.O. Box 731.

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WHOLESALE MERCHANDISE BROKER
AND MANUFACTURERS' AGENT.

Winnipeg, Manitoba, Canada.

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

EASTERN SHIPPERS

I
DISTRIBUTE CARS FROM
WINNIPEG.

TRADERS' RATES OF FREIGHT TO
ALL POINTS WEST.

Write

E. NICHOLSON

Wholesale Commission Merchant
and Broker.

Winnipeg, Man.

Winnipeg Fruit Merchants.

THE RUBLEE FRUIT CO.
LIMITED.

IMPORTERS OF FOREIGN AND DOMESTIC
GREEN AND DRIED FRUITS, NUTS, Etc.
151 Bannatyne St., 12th St.,
WINNIPEG, MAN. BRANDON, MAN.

QUEBEC MARKETS.

Montreal, March 27, 1902.

GROCERIES.

THE end of Lent and the now shortly expected opening of navigation have been two reasons for a change in the grocery trade; and it is not one for the better. Business all round is very quiet, buyers waiting for the reduction in freight rates which will take place when navigation opens, and this is expected about April 1. Montreal is especially affected by this. Whatever lines are moving are for immediate requirements, and in small quantities, as a rule. Except in one or two cases the week has been an uneventful one in the grocery business. Sugar is one of the exceptions, an advance of 5c. having occurred. The agreement between jobbers in regard to the price of DeKuyper 200-70 cases, has come to an end, and lower grades are consequently quoted. Violet and Green are 20c. lower per dozen cases, Red, 25c. lower, and White, 50c. lower. Chicago pork has advanced 25c. per barrel. Canadian starches are up 1c. per lb. Friday being a holiday caused some activity in the market on Thursday, but this was only incidental and did not affect the trade of the week.

SUGAR.

On March 21 all sugars were advanced in this market 5c., following an advance in the American refineries of 10c. The market now shows considerable more strength, and at the advanced price there has been a better business, though the movement is still anything but heavy. The advance came as a surprise to most dealers, who felt convinced of the weakness of the market and did not look for a higher price. A good deal of uncertainty prevails now among all those interested in the sugar market. Dealers, who are in a position to be well informed, however, state that they are not expecting any further advance just at present. At the recent advance granulated sugar is quoted at \$3.85, and yellows at \$3.10 to \$3.75.

TEAS.

Quietness prevails in the tea market still. Compowders are said to be very scarce, and what is being offered is not of a desirable quality. Japan teas and Ceylon blacks are moving comparatively well. There is a firmer feeling in Japan teas on account of the light stocks here, which are lower than they have been at this season for a number of years. There is still a scarcity of China greens, and though the movement is small, prices are firm.

SYRUPS.

The demand for corn syrups is still good, and some increase in the demand has been caused by the approach of Easter. There has been no change made in the prices. Our quotations are as follows: 3½c. in 1/2 bbls.; 3½c. in 1/4 bbls.; 3½c. in 1/4 bbls.; \$1.60 in 38½ lb. and \$1.20 in 25 lb. pails.

MOLASSES.

Since the decline of 1c. in Barbados molasses last week, another has taken place of 2½c., and the price now quoted, for any quantity, or at any place, for molasses on spot or to arrive, is 24½c.

This was brought about by the unanimous consent of the breaking of the agreement which had existed between wholesalers in regard to the sale of Barbados molasses. It was felt that owing to the keen outside competition it would be best to leave each member of the Guild free to act as he pleased. The primary market has rallied lately and shows some firmness, and a report to a Montreal house, on Monday of this week, stated that an advance of 1c. per gallon had taken place there. One of the causes of this has been that owing to their being heavily drawn upon, the stocks on the primary market have become much smaller, and it is also said that the crop is not as large as at first stated; being, in fact, no more than an ordinary one. Should a further advance take place in Barbados, it is likely to affect the market here, and a few dealers say that prices may go up at any moment. Quotations are as follows for Barbados, in any quantity: 24½c.; Antigua, 21c.; Porto Rico (finest grade), 38 cents.

CANNED GOODS.

The demand for canned goods has kept up very well. The approach of Easter caused a better movement in canned fruits, and this week there is a splendid business doing in that line. Tomatoes continue to be the only changeable feature of the canned goods trade, and though our former prices can still be quoted, the tendency of the market is plainly towards higher prices, and one house has disposed of a large quantity at quite remunerative figures, 95 to 97½c., an advance of 2½ to 5c. over their former quotations. This will have its effect on the general wholesale trade, and prices to retailers are very likely to be advanced by all dealers at almost any time. The scarcity of tomatoes is now beginning to make itself felt. Other lines of canned goods remain practically the same. We quote: Peas, 82½c. to \$1.15; corn (ordinary), 80c.; tomatoes, 90 to 90½c.; gallon apples, \$2.70 to \$2.80; 3-lb. apples, 81. We quote: Salmon, \$1.00 to \$1.05 for pink; \$1.30 for spring; \$1.32 for Rivers Inlet red sockeye; \$1.45 for Fraser River red sockeye, and \$1.42½ to \$1.45 for Clover Leaf talls.

SPICES.

The market for almost all kinds of spices is now in a fair condition. The prospect of short supplies in peppers is having the effect of stiffening this market, and prices are now very firm. On other lines of spices there is also a firm feeling, but the market is featureless. No quotable change has occurred. We quote as follows: Nutmegs, 30 to 55c. 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 22c., according to grade; white, 25 to 27c.; ginger, whole, Cochin, 15 to 17c.; Japan, 13 to 14c.; Jamaica, 16 to 20c.; Afghan, 12 to 13c.; ground, Japan, 15c.; Cochin, 16 to 17c.; Jamaica, 20 to 22c., and Afghan, 13 to 14c.

RICE AND TAPIOCA.

There is a good demand for both rice and tapioca at steady prices. Our quotations are as follows in combine district: B rice, in bags, \$3.10; in ½ bags, \$3.15; in ¼ bags, \$3.20; in pockets, \$3.25. In 10-lb. lots an allowance of 10c. is made. CC rice, \$3 in bags; \$3.05 in ½ bags; \$3.10 in ¼ bags; and \$3.15 in pockets. In the open territory prices are

about 10c. less. Patna rice is worth 5 to 5½c. per lb., and tapioca, 3½ to 4c.

FOREIGN DRIED FRUITS.

CURRENTS.—There is a fair movement, but the market is still uninteresting. We quote: Fine Filiatras, in ½ cases, 5½c.; cleaned, 6c.; 1-lb. cartons, 8c.; finest Vostizzas, 7½ to 8c.

VALENCIA RAISINS.—This market is very firm and the demand is good. Finest off-stalk sell for 5½c.; selected, 6½c.; layers, 6½c.

CANDIED PEELS.—There is a steady demand and nothing new has occurred in prices. We quote: Orange peel, 11½c.; lemon peel, 10½c.; citron, 16½c.

MALAGA RAISINS.—There is a moderate inquiry, and our quotations are as follows: London layers, \$1.50 to \$1.60; "Connoisseur Clusters," \$2.15 to \$2.25; ¼'s, 65 to 70c.; "Royal Buckingham Clusters," \$3.30 to \$3.35; ¼'s, \$1.05 to \$1.10; "Excelsior Windsor Clusters," \$4.50 to \$4.60; ¼'s, \$1.30 to \$1.40.

DATES.—There is an active inquiry for dates, but stocks on hand are very light. A few import orders for Hallowses have been given for arrival by the first direct steamer. As yet they sell for 4¼ to 4½c.

FIGS.—There is still a great scarcity of tapnet figs. On the local market only one house holds any stock at all. Tapnets are quoted at \$1.20, and layers at \$1.15.

CALIFORNIA RAISINS.—Late advices from the primary market state that stocks of raisins have become considerably depleted. The demand here, however, has not materially improved, and prices for seeded raisins remain at 9¼ to 9½c. per lb.

PRUNES.—Though the stocks of these are not as light as other Californian dried fruits, yet, a recent report says that the assortment has been badly broken. Large and small sizes are about exhausted, and the stock of medium sizes remaining is not large. Packers are anticipating an advance at an early date, but they are still offering prunes of 1901 crop at a ½c. basis less than last year's crop. Quotations are as follows: 8½c. for 40-50's, 8c. for 50-60's, 7½c. for 60-70's, 7½c. for 70-80's, 6½c. for 80-90's, 6½c. for 90-100's.

CALIFORNIA EVAPORATED FRUITS

—These are unchanged this week in price. There is a growing improvement in the demand. Apricots sell for 11½c.; peaches, 10½c.; pears, 10c.

NUTS.

The market is still quiet, though on a few lines a firmer feeling is evident. Filberts have advanced on the primary market from 2 to 3s. per bale since the departure of the steamer for Messina, and this tends to stiffen prices here. Almonds are also firmer, but the price is unchanged. We quote as follows: Walnuts, 9¼ to 11c.; Tarragona almonds, 12 to 13c.; shelled walnuts, 16½ to 17½c.; shelled almonds, 26 to 27c.; Jordan shelled almonds, 42c.; filberts, 8½ to 9½c.; pecans, 15 to 16c.

BUTTER AND CHEESE.

BUTTER.—Wholesalers report the past week to have been satisfactory, and stocks of held butter have been pretty well sold up. It has been none too soon, as deliveries of fresh-made rolls and new butter are increasing daily, and the market is bound to feel the effect of this shortly. Fresh-made creamery from the Eastern Townships is commencing to offer more freely, and the price on this

Henry Ward Beecher

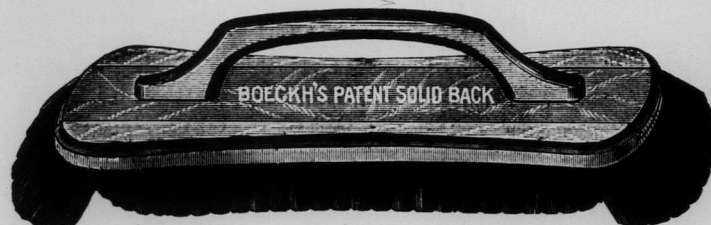


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In 1 and 2-lb. Cans
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(AIR-TIGHT.)

always drank two cups of Coffee, instead of eating a meal, before delivering an evening lecture.

He told his manager that good lectures depended on his having good Coffee. If good Coffee helped him to such an extent, it will certainly help your customers. But to get this help they must drink a highest-grade Coffee. CHASE & SANBORN are the largest distributors of high-grade Coffees in the world. See that your customers are supplied with a CHASE & SANBORN Coffee.

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BRYAN'S LONDON BRUSHES
CANE'S Woodenware and Grocers' Sundries

The good goods that are handled by all progressive merchants because they give satisfaction to the purchaser and never fail to hold and gain custom steadily.

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1902
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Head Office: TORONTO, ONT.

PRESENT VALUES
ARE
EXTRA GOOD.

Operating:—Boeckh's Toronto Factories, Bryan's London Factories, and Cane's Newmarket Factories.

Coffees

Spices

Now is the time to place your order with us for Coffees and Spices. Goods that sell quickly are the only kind we have to offer. Quality combined with right prices accelerate the sale of our goods. Mail orders receive prompt attention.

S. H. EWING & SONS,

96 King Street, MONTREAL.

Telephone Bell Main 65.
Merchants 522.

87 York Street, TORONTO.

Telephone orders have prompt attention.

Telephone Main 204.

store; corn, 66 to 67c.; buckwheat, 55½c.; middle freights, feed barley, 53 to 54c.

OATMEAL.—The rolled oats market has continued to decline and present quotations are 15 to 25c. lower per barrel than last week. Trade is only moderate. The price is \$1.50 to \$1.60 per barrel.

FEED.—There is no change in the situation of the feed market. The demand is good and prices are firm. We quote: Ontario bran, in carlots, \$18.50 per ton; shorts, \$22.50; Manitoba bran, \$19; shorts, \$22 per ton, including bags.

BALED HAY. There is a moderate demand at unchanged quotations. Prices, however, are somewhat unsteady. We quote: No. 1 timothy, \$9.50 to \$10; No. 2, \$8.50 to \$9.25; clover, mixed, \$7.50 to \$8; clover, \$7 to \$7.50 per ton, in carlots.

MONTREAL NOTES.

All sugars are 5c. higher. Canadian starches are ¼c. lower per lb. Chicago pork has advanced 25c. per barrel.

White extracted honey is 1c. per lb. lower.

Maple syrup has declined 10 to 15c. per gallon.

Rolled oats are 15 to 25c. per barrel lower.

Barbados molasses is 2½c. per gallon lower.

De Kuyper gins are from 20 to 50c. lower, according to the brand.

NEW BRUNSWICK MARKETS.

OFFICE OF THE CANADIAN GROCER.

St. John, N.B., March 22, 1902.

LAST week was exceedingly wet. The rainfall was the greatest ever known in March. This delayed trains, made the roads through the country unfit for travel, and prevented mer-

chants from shipping. For these reasons trade was quiet. It is expected, however, the movement of goods will very shortly be large. The packets are coming out of winter quarters and beginning their regular trips to bay ports. The present outlook is that the river will open earlier than ever before. The event of the week has, perhaps, been the millinery openings. The city has been full of milliners from all over the Maritime Provinces. This has become a particular business here. In markets, cream of tartar is low, costing less than for some years. Sugar is at the lowest point ever known. Rice is low. Feed is scarce and high.

OILS.—There is rather less business in burning oils and the low prices continue. In lubricating oils shipments are now being made. The spring is the busy season. Paint oils are very firm at the higher prices. There is an improved sale. Gasoline is higher, and there is a better demand. Fish oils are high and scarce, particularly seal oil. Cod oil, for which this is a large receiving point, has been a short supply during the last two seasons.

SALT.—Regular receipts of Liverpool coarse salt are to hand by two direct lines from Liverpool, and by the Manchester line. A few weeks will see the lines running to Montreal; then the regular receipts of salt will stop. There is a fair stock held, and prices are quite high and firm. In fine salt there is an improved business. Quotations are now as follows: Liverpool coarse, 50 to 60c.; English factory-filled, 95c. to \$1; Canadian fine, \$1 per bag; cheese and butter salt bulk, \$2.40 per bbl.; 5-lb. bags, \$2.85 to \$2.90 per bbl.; 10-lb. bags, \$2.70 to \$2.75 per bbl.; 20-lb. wood boxes, 22c. each; 10-lb. wood boxes, 14c. each; cartons, \$2 per case of 2 doz.; English bottled salt, \$1.25 to \$1.30 per

doz.; mineral rock salt, 60c. per 100 lb. (Selected lumps.)

CANNED GOODS.—In vegetables, the line of interest is tomatoes, and it looks as if higher prices would rule. There are just fair stocks held. Corn is easy and peas are unchanged. In fruits there is nothing new to report. Blueberries are scarce, strawberries are firm and peaches are unchanged. The sale of fruits is not large. Salmon have a fair demand but there is a wide range in quality and buyers can get goods at about any price they wish. The unfortunate side of the question is the consumer has no protection. Domestic sardines are firm and haddies and kippered herring are scarce. Meats are more in demand. The sale is still light with prices rather firmer.

GREEN FRUITS.—In apples, some fancy stock brought a very high price this week. In the retail stores you can now buy oranges and lemons much much cheaper than the best apples. Trade is not large. Valencia oranges are rather firmer; they are large sellers. Californian oranges are somewhat higher; they were not in large supply during the past week, owing to the strike in Boston. Some nice Jamaica stock is still offered, but prices are rather higher. In lemons, the low prices still hold. There are fair sales reported. In bananas, the first large shipment of loose fruit was received this week. In small stuff, such as strawberries, rhubarb and cucumbers, some little are imported. The steamers make a demand for some lines of green goods.

DRIED FRUITS.—This is a quiet line. Prunes are still low. In the American market the fact that 1900 stock has been so freely sold has had this effect. Little, if any, of this old stock has been received here. It is thought the market will be higher. Evaporated apricots are higher. The sale here is small. Peaches are firmer and they also have a very light sale. In raisins, prices are rather higher, and the

The best selling tea in Canada today is
Blue Ribbon Ceylon

packed and sold by
Blue Ribbon Tea Co.,
12 Front St. East - Toronto

movement is light. The chief sale is in seeded. Currants have but a fair demand. Dates are high. Peels are scarce and the sale is light. Evaporated apples are high. Quite a few are offered.

DAIRY PRODUCE.—Eggs tend lower, though the price of choice stock at retail is still well maintained. In cheese prices are firmer. Local sales are light.

SUGAR.—There was a further decline of 10c. in sugar this week. It is now selling at the lowest price ever quoted. The sale for granulated is large. Some foreign is offered, but the receipts are small. Granulated sugar is lower in Montreal than here, particularly Acadia, which is about the only grade sold here.

MOLASSES.—There have been further arrivals of Porto Rico molasses. Prices this spring are even lower than last, and it is said less profit is being made. Stock is not moving off as quickly as usual. Retailers find it is not as much to their advantage to buy largely while stock is landing as formerly.

FISH.—Business is rather dull and prices are easy. Even fresh fish, which have been rather scarce for some time, in fact, all winter, are now plentiful. Gaspereaux are, as yet, received in very small numbers. In dry cod and pollock, prices tend rather easier, and there is just a fair sale. Smoked herring are very low. Pickled are easy. Haddies have less movement. Quotations are as follows: Haddies, 6 to 6½c.; smoked herring, 6 to 7c.; fresh haddock and cod, 2½ to 3c.; boneless fish, 1 to 5c.; pollock, \$1.50 to \$1.60 per 100 lb.; pickled herring, \$1.80 to \$2.00 per ½ bbl.; Canso herring, \$5.75 per bbl.; kippered herring, \$1 per box; Shelburne, \$2.50 per ½ bbl.; dry cod, \$3.85 to \$3.90.

FLOUR, FEED AND MEAL.—In flour, while the market cannot be called lower, there is an easier feeling. Feed is scarce and high and any offering is quickly picked up. Oats are quite firm and there is now quite a sale for extra cleaned for seed. Oatmeal is rather easier. Cornmeal is unchanged. Beans have but a light sale at even figures. Hay is quite firm, much of that for export coming from Quebec. Seeds are having some attention. Our quotations are now as follows: Manitoba flour, \$1.60 to \$1.70; best Ontario, \$1 to \$1.10; medium, \$3.60 to \$3.80; oatmeal, \$5.00 to \$5.10; cornmeal, \$3.05 to \$3.10; middlings, \$26 to \$28; oats, 52 to 54c.; handpicked beans, \$1.15 to \$1.50; prime, \$1.30 to \$1.40; yellow eye beans, \$2.80 to \$3; split peas, \$4.85 to \$5; barley, \$1.70 to \$1.75; hay, \$12 to \$14.

ST JOHN NOTES.

Bowman & Angevine have received a shipment of "Tea Rose" drips.

The Grocer regrets to learn of the death of Mr. A. Booth, of A. Booth & Co., Baltimore.

Patna rice has been very scarce here. C. & E. MacMichael landed a shipment of steamer Ulunda during the past week.

David Clark, late of Montreal, is now with J. Harvey Brown, tea merchant, picker of "Sunbeam" and "Keystone" teas.

The representative of McLaren's Jelly Powder was in the city this week, and with the local representative, A. S. Bowman, called on the trade.

A. L. Goodwin received this week his first shipment of green bananas from Boston for the present season. Shipments will now be regularly received.

Can any Manufacturer

who hasn't brains enough to originate his own label and style of package

Interest You?

We think not!

Clark's Pork and Beans in Chili Sauce

are being closely imitated, both in label and style of packing—so closely in fact that you could hardly tell the difference between the Genuine and the Imitation without opening the can. Don't be Fooled into buying light weight Imitations of inferior quality—Get the Genuine.

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GRATEFUL.
COMFORTING.

IN ¼-LB. LABELLED TINS. 14-LB. BOXES.

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COCOA

ORANGES and LEMONS,
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FINNAN HADDIES,
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FRESH SEA HERRINGS,
SMELTS, OYSTERS.


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CAPSTAN BRAND

English Worcestershire Sauce



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

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GRIMBLE'S English Malt
Six GOLD Medals VINEGAR
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W. EDWARDS, Carleton Place, Ont. Box 315.

NOVA SCOTIA MARKETS.

Halifax, N.S., March 24, 1902.

DURING the last week the whole-sale grocery trade has been in a most satisfactory condition, and, for reasons given in previous letters, will exceed corresponding weeks in other years. However, the extra amount of early spring business may bring a slacker season later on. Orders are coming in briskly from all quarters and are being filled promptly. In most lines the prices have remained firm and with only slight changes. No early changes are anticipated.

Eggs, which are coming in slowly, from conditions noted, are still quoted at 14 to 15c.—about the same as in Montreal. The retailers sell at 20, to 22c., while the country farmers, who sell from house to house, are asking 25c. for fresh-laid fancy eggs. Unless finer weather comes in this week "Easter" eggs will retail at 25c.—perhaps more.

Slight changes have been made in sugars and the latest quotations are: Granulated XXX, 81; Austrian, \$3.90; bright yellow, \$3.70; No. 1 yellow, \$3.40. Declines are also noted in molasses. Present quotations are: Porto Rico, 32 to 33c. (former quotation); Antigua, 30c.; Trinidad, 28c.; Barbados, 28c.; St. Croix, 26c.; New Orleans, 30c. (former quotation).

Declines are also noted in some of the heavy provisions, notably in Prince Edward Island pork. Last week's quotations are: P. E. I. mess pork, \$20; thin mess, \$19; mess pork, \$15. American pork, on which there is a duty of \$1 per barrel, is quoted at \$21.50 to \$23.50. American plate beef is quoted at \$15.50; Canadian, \$14.50.

The flour market remains unchanged; there is a fairly good demand, but not quite up to expectations. The demand for feeds is somewhat heavier and prices are firmer. Flour, oatmeal, and cornmeal are now practically at prices quoted at the first of the year. The hay market is somewhat weaker. Considerable quantities are held for higher spring prices, but the quantity of cheaper Quebec hay imported has had a tendency to lower prices, which will probably be no higher from this on. Fifty cents per ton is noted as the decline last week.

There is only a slight change in the fish markets, and no improvement is expected until the West Indian market improves. The market there has been extremely dull for the last two months, but at some points is reported as slightly improved. Bank cod, which a few weeks ago was down to \$2.75 to \$3, has had two advances, one of which we have reported. The quotation now is \$3 to \$3.50, a total improvement of 50c. Heavy exportations of dry fish to the West Indies are being made, notwithstanding the low prices, as the old stock must soon be disposed of.

Fresh fish, which had hardly been coming in in quantities to supply the Lenten demand, has greatly improved. Last Tuesday three vessels arrived from the Banks bringing combined cargoes of 6,750 lb. cod, 4,600 lb. halibut, and 2,000 lb. hake. Other vessels have brought smaller quantities.

The schooner Rachel H. Boyd arrived at Halifax on Sunday from Fajardo, Porto Rico, with 190 puncheons, 26 tierces and 52 Barrels new-crop molasses, the first importation of the season. George P. Mitchell & Sons are the importers.

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RENOVATOR.

The perfect carpet and clothes cleaner.

Grocers: Send for our special offer.

ENTERPRISE SPECIALTY CO.,
83 Bay Street, TORONTO.CANADIAN AGENCIES WANTED
BY AN ENGLISH HOUSE.

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

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

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

Wanted

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

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

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

BRITISH BUSINESS CHANCES.

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

FREE INSERTION

in "Commercial Intelligence," to the Editor
'SELL'S COMMERCIAL INTELLIGENCE,'
Temple House, Tallis St., Temple Avenue,
London, E.C.

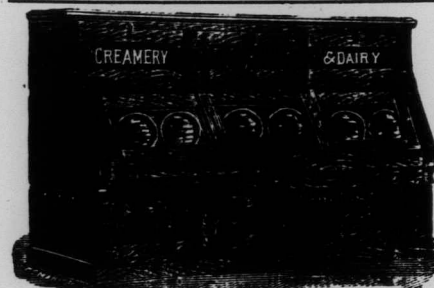
"Commercial Intelligence" circulates all over the United Kingdom amongst the best firms. Firms communicating should give reference as to bona fides.

N.B.—A free specimen copy will be sent on receipt of a post card.

Include with first order from wholesale grocer
a trial lot of

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TRADE MARK

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

**C. P. FABIEN**

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

3169 Notre Dame St., MONTREAL.

Easter Fruits

FOR HOLIDAY TRADE

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

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

Eggs wanted—Big demand for Easter.

WHITE & CO., TORONTO.

Toronto Fruit Merchants.

ORANGES!

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

These lines are fancy and at lowest market price.

**HUSBAND Bros. &
Co.**

82 Colborne St., TORONTO.

*McWilliam &
Everist*

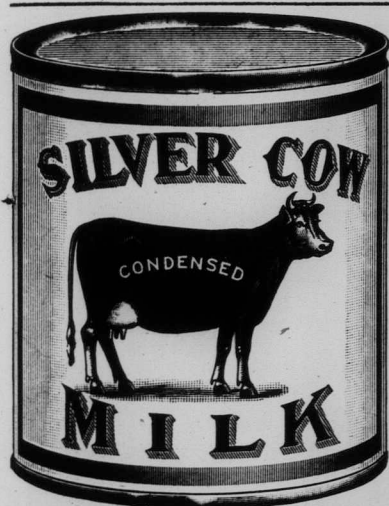
Commission
Merchants.Fruit Importers
and Exporters.Canadian Apples
a Specialty.

CORRESPONDENCE SOLICITED

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

25 and 27 Church St., TORONTO, Can.

Long Distance Phone Main 645.
Warehouse Phone Main 3394.



SWEETENED

We are now prepared to furnish and ship promptly

Silver Cow Brand Preserved Milk

Equal in purity to our famous **ST. CHARLES CREAM.**

We respectfully solicit your orders for and co-operation in marketing this product. Address

St. Charles Condensing Co., Factories—**INGERSOLL, ONT., and ST. CHARLES, ILL.**
ST. CHARLES, ILL., U.S.A.

The **THISTLE** Brand
 ARE
HIGH-GRADE
TOMATOES - CORN - PEAS - Etc.
 GUARANTEED SECOND TO NONE. **BRIGHTON CANNING CO.**

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

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

Delhi Epicure Pork and Beans IN TOMATO SAUCE

Delhi Tomato Catsup IS A HOME PRODUCT

AND GUARANTEED EQUAL TO THE BEST IMPORTED BRAND.

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

Delhi Canning Co., - Delhi, Ont.

The Successful Merchant

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

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

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

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



MANITOBA MARKETS.

WINNIPEG, March 23, 1902.

BUSINESS of all kinds has been delayed by the storm, and, practically speaking, spring will be two weeks later than was anticipated 10 days ago. But no one is doing much growling on that head. Manitobans have come to have rather a suspicion of very early springs; frost is liable to ensue later. Of course, the roads are in a terrible condition, as in some places there are drifts four and five feet deep, and in others the ground is bare. The snow is disappearing very rapidly with the warm south winds, and slush and slop are holding high carnival. Considering these very adverse conditions, trade has been remarkably good in all grocery lines, particularly. There have been very few changes in price. Rather an important change is anticipated before another week is out, and that is a drop in the price of canned corn. Just what this will be is not known yet.

SUGARS—The market is weak and uncertain, but no further decline has taken place. Present prices are: Extra standard granulated, \$4.75; bright yellow, \$4.05.

SYRUPS—Firm in all lines and no change of prices. Extra bright, 3 to 3½c.; glucose, 3½ to 3¾c.

MOLASSES—Firm and without change. New Orleans, 35 to 38c.; Porto Rico, 45 to 46c.; Barbadoes, 55 to 57½c.

DRIED FRUITS—Raisins have again advanced on this market, and present stocks are quoted at: Fine off-stalk, \$1.90 to \$1.95; layer raisins, \$2.20 to \$2.25. Evaporated fruits have not changed for the week but they are very firm. Demand is fair in all lines.

CANNED GOODS—Demand is fair in all lines and tomatoes are holding the advance quoted and are selling regularly at \$2.35 to \$2.40 per case. Canned meats are higher and very firm in tone. No other line of canned goods shows any change.

GREEN FRUITS—The first car of bananas has arrived, and the fruit is in almost perfect condition. This car is through from three to four days earlier than the first car of last season, and is decidedly better quality. The price quoted is \$3 per bunch. Apples—A fine car of Spies arrived during the week, and it is understood that this will be the last shipment from Ontario. The only other apples now on the market are the American Ben Davis. Price is \$6.50 per bbl. for anything approaching fancy stock. Lemons are still quoted at the drop of last week, \$4.50 per case. Oranges are without change, but market is firm and demand good.

BUTTER—Market is even barer than last

week, and with the present condition of country roads no immediate relief is to be looked for. Commission houses are offering 19 to 22c. on commission basis, but these good prices appear to have no effect on the supply.

CHEESE—Market is practically bare, but 300 boxes of choice Ontario will arrive on March 27. This cheese will job at 13c., and is liable to speedily advance to 14c. The demand for cheese is keen.

EGGS—When the blizzard began to blow Friday week, the commission houses flattered themselves that their stocks would soon be cleared up, and prices were advanced from 15 to 18c., but when once the branch line trains got running cases of eggs again poured in, and the glut is as pronounced as ever. Prices dropped back to 15c., and will go lower before the week is out.

CEREALS—The market has been very slow and volume of business limited. Prices are without change. In rolled oats the feeling is easier, and the decline of 5c. noted in the quotations of some houses last week is now general. We quote: 80's, \$2.35; 40's, \$1.25; 20's, 55c.; split peas, \$2.85; pot barley, \$2.45; pearl barley, \$3.65; white beans, \$1.80.

FLOUR—The event of the week, so far as this market is concerned, is the placing with the Ogilvie Milling Company, by one of the leading South African firms, of an order for 70,000 bags, or 230 cars, of their flour. The first of this will be shipped out immediately on the opening of navigation. Locally trade has been limited and the country demand small, largely due no doubt to the conditions of the roads and the general dullness occasioned by the great storm. Prices are without change. Ogilvie's Hungarian Patent, \$1.95; Glenora Patent, \$1.80; Alberta, \$1.60; Manitoba, \$1.40; Imperial XXXX, \$1.20; Nestor, \$1.10; Lake of the Woods Milling Company Five Roses, \$1.95; Red Patent, \$1.80; Medora, \$1.65; XXXX, \$1.25; Hudson Bay Hungarian Patent, \$1.95; Strong Bakers', \$1.80; Leader, \$1.50; XXXX, \$1.25; Gladstone Sweet Home Hungarian, \$1.95; Home Rule, \$1.80; Headingly Hungarian Patent, \$1.95; Favorite Family Patent, \$1.70; Strong Bakers', \$1.60; Pansy, \$1.25.

GROUND FEED—Owing to the condition of the roads, this product is very dull. Prices for the week have remained without change. We quote: Oat and barley chop, \$24.50; oat chop, \$26; barley chop, \$22; rolled feed, \$22; oil cake, \$27 per ton.

MILL FEED—The demand is slow but steady, and the price unchanged. We quote: Bran, \$14.50; shorts, \$16.50.

NOTES.

The C.P.R. freight offices have been burned to the ground. It was reported at one time during the fire that the bonded warehouses were going, and this caused great consternation among merchants, as there are over \$250,000 worth of goods for Winnipeg merchants stored there. The alarm was fortunately false, as these warehouses escaped entirely.

Lock Bros., wholesale fruit and produce, have leased the premises lately occupied by the Rublee Fruit Co., and will move in about April 1. They will then have the advantage of being on the transfer track. This warehouse will afford them especial good storage for butter.

Last year a number of merchants complained of the Fruit Exchange charging too high prices, and a movement is now on foot to establish a new company, to be known as the Union Fruit and Produce Co., for the purpose of importing Californian fruits direct. It is stated that 45 of the leading retail grocers, produce men and butchers have taken stock in the new venture. W. R. Watson is the secretary at present.

CATALOGUES, BOOKLETS, ETC.

COLD STORAGE CALENDAR.

THE calendar for 1902 that has been issued by The Cold Storage and Ice Trades' Review, 19 Ludgate Hill, London, E.C., is a little book full of useful information for those in the cold storage and ice trade business. Consisting of 72 pages, it contains a calendar, a classified directory of advertisers in Cold Storage and Ice Trades' Review, a list of cold stores and ice factories in the United Kingdom with a directory of their directors, and several tables at the back showing the Norwegian ice imports into Great Britain for 1901, and the properties of ammonia, saturated carbon dioxide and sulphurous oxide. The little book has also many other interesting features and is handy for the readers of that journal.

TRADE CHAT.

M. M. TINGLEY, general merchant, Albert, in the County of Albert, N.S., is selling off his stock and removing to Amherst, N.S., where he will open a grocery store.

On account of ill-health, J. E. Warren, of Warren & Graydon, general merchants, Grand Valley, Ont., will retire from business.

R. Baker, of Crediton, Ont., has purchased the business of A. Andrew, grocer, Hamilton Road and Rectory street, London, Ont. Mr. Andrew intends shortly to leave for the West.

PERHAPS

We have not yet had the opportunity of handing you our card:

If you require anything in the following lines, you can benefit yourself to no small degree by placing yourself in communication with us. We have some exceptional values to offer you in



Packers and Proprietors of the "OZO" Brand of Teas and Coffees.

Importers of Choicest Teas, Coffees, Spices, Cigars, etc.

The "OZO" Co.
Limited

St. Paul St., MONTREAL

Tel. Main 2537.

Manufacturers of Vinegars and Brooms.

Factory at St. Hyacinthe, Que.

**Teas, Coffees, Spices,
Cigars, Brooms, Vinegars**

SPECIAL INDUCEMENTS OFFERED BY

The "OZO" Co., Limited, - Montreal.

We are still
— Selling

Canned Fruits.

HERE IS A NICE ROUND LOT:

- 1,600 Cases Provincial 2-lb. tins Greengage Plums, per doz., 85c.
- 335 Cases Provincial 2-lb. tins Bartlett Pears, " \$1.20
- 80 Cases Simcoe Preserved Raspberries, 2-lb. tins, " 1.25

At these prices, they are bound to go fast.

Send us your order at once. Quality is guaranteed.

We have one of the best assorted stocks of Canned Vegetables and Fruits to be found in any wholesale grocery. Prices are right--We are sellers.

L. CHAPUT, FILS & CIE.

Wholesale Importers,

Montreal.

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

ALFRÉD GOULET, general merchant, The Brook, Ont., has compromised at 40c. on the dollar.

H. Larose, grocer, Montreal, has assigned to St. Amour & Doucet.

Wm. Bennett, general merchant, Calumet, Que., has compromised.

J. L. Patenande, grocer, Montreal, has assigned to Lamarche & Benoit.

Cross Bros., general merchants, St. Chrysostome, Que., have compromised.

James A. Moore, general merchant, Ladner, B.C., has assigned to H. T. Kirk.

Wm. Smith, general merchant, Cupids, Newfoundland, has been declared insolvent.

W. J. Clelland, general merchant, Hemmingford, Que., is offering 50c. on the dollar.

The creditors of Eugene Audette, general merchant, St. Anne Du Sault, Que., met on March 21.

H. F. Kidd, grocer and provision merchant, Peterboro', Ont., is offering to compromise.

The Hyde Trading Co., general merchants, Hyde, N.W.T., are offering 33 $\frac{1}{3}$ c. on the dollar.

John W. Clancey, general merchant, Croyden, Ont., has assigned to Geo. D. Hawley, Napanee.

A. W. Stevenson is curator of B. J. Stranders, wholesale and retailer cigar merchant, Montreal.

J. McD. Haines is curator of H. M. Dinning & Co., wholesale coffee and tea merchants, Montreal.

J. M. Marcotte is curator of Hermenegilde Charbonneau, trader, Montreal; his creditors meet on March 29.

Andre Labbe, general merchant, Chartierville, Que., has assigned, and his creditors meet on March 22.

A demand of assignment has been made on Cockburn & Dionne, butter manufacturers, Chambly, Que., but a petition to dismiss this demand has been filed.

PARTNERSHIPS FORMED AND DISSOLVED.

F. Marenger & Freres, traders, Montreal, have dissolved.

Grenier & Bisson, biscuit manufacturers, Montreal, have dissolved.

P. Daignault & Cie, grain and produce merchants, Montreal, have dissolved.

Taylor, Cruso & Co., general merchants, Mine Centre, Ont., have dissolved. H. L. Cruso continues.

H. A. and E. G. Cockell have registered as partners for Cockell Bros., grocers and provision merchants, Whitney Pier, N.S.

Wm. H. Cunningham and John McLennan have registered as partners in a

grocery business at Stellarton, N.S., under the style of Cunningham & McLennan.

S. G. Morton & Co., flour and feed merchants, Halifax, N.S., have formed a new partnership consisting of S. G. Morton and J. B. Foster.

Wm. Young and John Neville have formed a partnership under the style of Young & Neville, general merchants, Bridgeport, N.S.

SALES MADE AND PENDING.

Wm. Rourke, grocer, Montreal, is selling out.

The assets of Hormidas Dufort, grocer, Montreal, have been sold.

The assets of J. A. Lasalle, fruiterer, Montreal, have been sold.

N. B. Zinkau, general merchant, Southampton, Ont., is selling out.

The assets of Arthur Lajoie, grocer, Shawenegan Falls, Que., have been sold.

The assets of Gilbert Labonte, departmental store, Montreal, were to be sold on March 25.

The trustee is selling off the stock of George Bradley, grocer, St. John's, Newfoundland.

The stock of (the estate of) Catharine McDonald, grocer, Winnipeg, is advertised for sale by auction.

CHANGES.

J. Montgomery has opened a flour and feed store at Edmonton, N.W.T.

Wm. Miller, general merchant, Price, Ont., has sold out to Stone Bros.

Corinthea Freeman, grocer, Brighton, Ont., has sold out to E. A. Brown.

T. A. Boucher, general merchant, Emo, Ont., has sold out to C. R. Langstaff.

P. Young, general merchant, Forestville, Ont., is succeeded by W. H. Nichol.

J. H. Percy & Son, flour and grain merchants, Magog, Que., have registered.

H. T. Goodlands, general merchant, Goodlands, Man., is succeeded by E. Dobson.

Lefebvre & Jacob, grocers and dry goods merchants, Shawenegan Falls, Que., have registered.

C. F. McArthur & Co., general merchants, Kenmore, Ont., have changed their style to C. F. McArthur.

F. R. Evans, baker and confectioner, Port Rowan, Ont., has been succeeded by Thomas Pierce.

S. La Charite & Co., general merchants, Dover South, Ont., have sold out to Primeau & Bordeau.

The stock of Sussex & Co., general merchants, Bothwell, Ont., has been sold at 55c. on the dollar to Henry Macklin.

W. C. Tudor, general merchant, Thedford, Ont., has sold his hardware stock to Wm. Ironside, and the balance is for sale.

Thomas Leddy, tobacconist, Medicine Hat, N.W.T., has sold out to James Fleming.

John Gunn, lime and stone merchant, Winnipeg, has sold his general store at Stoney Mountain to R. R. Gunn.

FIRES.

A. Burchell, general merchant, French Village, N.S., was burned out; there was no insurance.

E. Rayner, general merchant, Selkirk East, N.W.T., has sustained some small damage by fire.

D. Stanley Hooper, general merchant, Louisburg, N.S., had his premises damaged by fire; there was no insurance.

The Victoria Mercantile Co., Limited, general merchants, Victoria Harbor, Ont., were burned out; the loss is partially made up by insurance.

Hudson & Powell, grocers, Ottawa, had their stock in their Wellington street store damaged by smoke and water; the loss is covered by insurance.

DEATHS.

Stephen Cahill, liquor merchant, Halifax, N.S., is dead.

James Carey, grocer, etc., Mulgrave, N.S., is dead.

DEATH OF MR. JAMES SCOTT.

A man prominent in lumber circles passed away in the person of ex Ald. James Scott, who, after an illness of about a year, died at his residence, 173 Jameson avenue, Toronto, on March 23, with pernicious anemia.

Mr. Scott had for years been connected with the Georgian Bay Lumber Company, as manager and general secretary. He was widely known through his relations with that firm. A native of Ireland, he came to Canada when quite young and settled in Brockville. He taught school for many years, afterwards entering the lumber business as a clerk in the office of the late Hon. W. E. Dodge, of New York, who formed the Georgian Bay Lumber Company out of a number of smaller concerns started by his son, A. J. R. Dodge, at different points on the Georgian Bay. When Mr. Dodge, sr., retired from business, Mr. Scott became manager, and that position he held until his retirement from active business some years ago. He was also head of the Georgian Bay Navigation Company for a considerable time. That company has recently been amalgamated with several other lines, forming the Northern Navigation Company.

Mr. Scott was an alderman for the years 1895, '96 and '97 in the Toronto City Council, representing ward six, and it was contrary to the wishes of his constituents that he retired at the end of the third year.

British-Grown Green Tea!

Have You
Tried It?

RED ROSE

PURE UNCOLORED GREEN CEYLON.

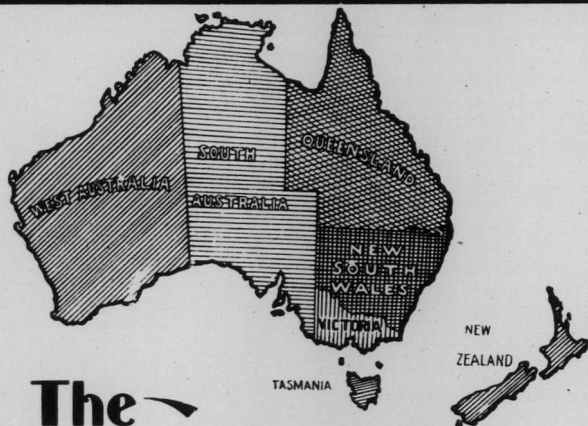
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T. H. ESTABROOKS, St. John, N.B., and Toronto, Ont.
Tea Importer and Blender.

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Sometimes does as good work as a larger one. We can give you any size you want in this paper, from 1 inch to a full page. Prices gladly submitted.

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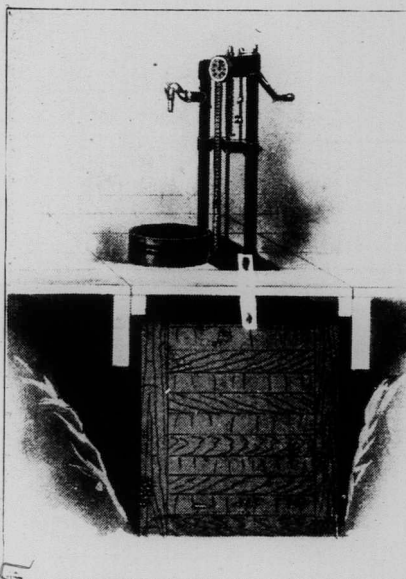
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THE MERITS OF THE
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**3 MEASURE
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Oil Tank?

THERE ARE
**100 REASONS 100
WHY YOU SHOULD.**

Space will not permit us to enumerate them all and we want an opportunity to tell you all about it.

WE CAN POINT OUT TO
YOU DEFINITELY
**WHY IT WILL
PAY YOU.**

To Be Brief, It Will Pay You

- Because it will save you money.
- Because it measures accurate Gallons, Half-Gallons and Quarts.
- Because it gives the customer what he buys and no more.
- Because it will prevent all waste and slop.
- Because it will soon pay its cost and become a profit-earner.
- Because the Bowser is the only All Metal oil pump built.
- Because it has the Anti-Drip nozzle.
- Because it has the Dial Discharge Register.
- Because it has the Double Float Indicator.
- Because it has the Double Plungers.
- Because it has Full Brass Cone Valves.
- Because the tank is of Galvanized Steel.
- Because it is the best oil outfit ever built.
- Because it is sold under an absolute three years' guarantee.
- Because its price is commensurate with its value.
- Because you can have your oil tank in the store, under the floor, or in the cellar.

Our Catalogue and "Terse Tank Talks" tell the rest. They are free.

S. F. BOWSER & CO., 65 Front St. East, TORONTO.
Factory, FORT WAYNE, Ind.

John MacKay, Bowmanville, Ont.
Established 1854.

**POT AND PEARL BARLEY,
SPLIT PEAS, AND CHOP FEED**

Send for Prices or Samples. **IN CAR LOTS**
Prompt Business.

FLOUR MAGOR'S DELICIOUS PATENT FLOUR.

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

JOHN MAGOR & CO., MONTREAL

SEED CORN

FIELD VARIETIES ONLY.

ALSO WHITE BEANS

IN CARLOTS AND LESS.

Write **FRED. B. STEVENS & CO., Chatham, Ont.**

INDUSTRIAL GOSSIP.

MAKING
GLUCOSE.

The glucose, syrup and feed departments of the Imperial Starch Works, Prescott, Ont., are now in operation, and the starch department, it is expected, will shortly be in running order. At present there are 50 men employed, and in a short time a number more will be added. The manager of the concern is Dr. J. D. Reid.

NEW
ELEVATOR.

By the end of next summer the elevator of The Winnipeg Elevator Co., at Regina, N.W.T., will be thoroughly remodelled. New machinery of the most approved design will be installed, and a wagon dump added to the building for the convenience of the farmers in marketing their goods. They will be able to shelter themselves and their teams while their wagons are being unloaded. They also will be able to haul their grain to the elevator loose in boxes, instead of in bags. This will be a saving of considerable importance to them.

The elevator will have a capacity for cleaning and elevating 2,000 bush. of grain per hour, so that the farmers can be attended to as soon as they drive up with their loads.

The power for running the machinery will be supplied by a 30 horse power gas

and gasoline engine, made by The Otto Gas and Gasoline Engine Co., Philadelphia.

This company are also planning the construction of large and up-to-date elevators in the spring at Grand Coulee and Belle Plain, N.W.T.

CAVIARE.

Away up in the backwoods of Algoma, north of the Rainy River, there is a long, forbidding body of water known as the Lake of the Woods. From this section of the Canadian wilderness, says What to Eat, comes nearly all the caviare consumed in American markets. It is Russian caviare to the general public, but it is only Canadian caviare bearing a continental label. The caviare is exported to Europe, and only the inferior grades find their way back to this country, the best of it being kept for European epicures. The general and greatly increased favor with which caviare is received has caused a great drain upon the sturgeon fisheries of Europe, and those of Canada and the United States have been called upon to meet the demand. The Lake of the Woods has supplied much of the caviare exported from America.

The Lake of the Woods has a total area of 6,000 square miles, and its waters abound with fish, the most important of

which is the sturgeon. They are caught mainly for the caviare, though there is a profit in smoking the meat. After the fish is killed it is carefully cleaned and the caviare set aside in tanks. It is then taken and washed repeatedly until it is thoroughly cleaned, after which it is rubbed by hand through a series of screens until all the eggs are separated. It is then packed in kegs with salt and kept in cold storage until the time of shipment. It is an extremely simple process, requiring but little manipulation. In Europe, the kegs are opened and the caviare sorted out according to quality. It is then put up in small lead packages and tin, and put on the market as Russian caviare. The best grades find a ready sale at highest prices, but the inferior grades come back to America.

The Fraser River, B.C., fishermen have adopted a schedule of prices for spring salmon to be adhered to until April 5. These are 7c. per lb. for red spring salmon, 4c. per lb. for white spring salmon and 4c. per lb. for steelheads.

The market, license and health committee of the Winnipeg City Council have added a clause to the proposed civic by-law respecting the stamping of bread loaves, saying that all loaves weighing over 1 1/2 lb. must be stamped with their weight.



READY FOR THE SPRING.

The Spring and Summer months bring with them a revival of the demand for Chewing Gum. Are you ready for the Spring? We are. We have been preparing all Winter and are offering samples of some

NEW AND DELICIOUS FLAVORS

which are bound to become popular this Summer. Aside from these we have the old reliable flavors:

**Victoria Fruit,
Malted Pepsin,
Maple Leaf,
Japanese Bouquet.**

SAMPLES FREE.

THE CANADIAN CHEWING GUM CO.,

363 Spadina Ave., TORONTO.

**A Good Reputation
A Good Past
A Good Present
A Good Future
The Canadian Grocer
Montreal and Toronto
And all over Canada
Once a Week
Carries Lots of Advertising
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A favorite writing paper with business men is

"Windsor Mills"

You will like the smooth and easy surface—the color—the whole texture—and you can have envelopes made of the same paper.

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

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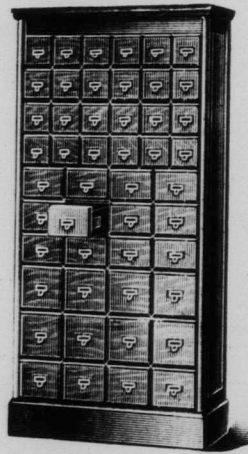
help you increase your profits by attracting customers to your store, enabling you to serve them quicker, and in preserving your stock from dirt, dust, mice and insects. You can do this by using

Bennett's Spice and Grocery Cabinet

which also saves 20 per cent. of your room.

Full particulars from

J. S. BENNETT,
Patentee and Mfr.,
15 Marion St., Toronto.



GIBSON ARNOLDI & CO.

BARRISTERS, SOLICITORS,
NOTARIES PUBLIC, Etc.

9 Toronto St., Toronto.

CAPITAL FURNISHED TO AID
INDUSTRIAL CONCERNS.

Representatives in London, Liverpool,
Manchester, Glasgow, Edinburgh, Chi-
cago, and New York, and Paris, France.

GENERAL COMMERCIAL
SOLICITORS.

The only Yeast
with Cream in it,

Jersey Cream Yeast Cakes.

Up-to-date methods used in the manufacture of the only Yeast Cake with Cream in it—**Jersey Cream Yeast Cakes.** We want you to know that the only Yeast Cakes with cream in it are **Jersey Cream Yeast Cakes**—this fact was brought out under oath by the plaintiffs' solicitors against the wish of the proprietors, that the only Yeast Cake with Cream in it is **Jersey Cream Yeast Cakes.**

BEST IN CANADA.

LUMSDEN BROS.

Proprietors of the Hamilton Yeast Co.,

9 Front Street East, TORONTO.

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

	Montreal.	Toronto.	St. John, Halifax.		Montreal.	Toronto.	St. John, Halifax.
COFFEE				PETROLEUM			
Green—				Canadian water white.	14 1/2	15 1/2	16
Mocha.	24	28	25	Sarnia water white.	16	17	16
Old Government Java.	27	30	25	Sarnia prime white.	18	19	15
Rio.	10	7 1/2	9 1/2	American water white.	18 1/2	19	17 1/2
Santos.		9 1/2	10 1/2	Pratt's Astral (barrels extra)	18 1/2	19	17
Plantation Ceylon.	29	26	30				
Porto Rico.		22	25				
Gautemala.		22	25				
Jamaica.	18	15	20				
Maracaibo.	13	18	18				
NUTS				TEAS			
Brazil.		15	16	Congou—Half-chests Kalsow,	13	60	12
Valencia shelled almonds.	22	23	30	Moning, Paking	17	40	18
Tarragona almonds.	10		11 1/2	Caddles Paking, Kalsow.	35	55	35
Formegetta almonds.			10 1/2	Indian—Darjeelings	20	40	20
Jordan shelled almonds.	30	40	43	Assam Pekoes.	18	25	18
Peanuts (roasted)	7 1/2	8	9	Pekoe Souchong.	35	42	35
(green)	6 1/2	7	7	Ceylon—Broken Pekoes.	20	30	20
Cocanuts, per sack.	3 00		3 75	Pekoes	17 1/2	40	17
per doz.			60	Pekoe Souchong			
Grenoble walnuts.	10	10 1/2	10 1/2	China Greens—			
Marbot walnuts.	10	9 1/2	10 1/2	Gunpowder—Cases, extra first	42	50	42
Bordeaux walnuts.	9	8	8 1/2	Half-chests, ordinary firsts	22	28	22
Sicily filberts.	8	8 1/2	9 1/2	Young Hyson—Cases, sifted	42	50	42
Naples filberts.			10	extra firsts.	35	40	35
Pecans.	13 1/2	14	13	Cases, small leaf, firsts.	22	28	28
Shelled Walnuts.	16	17	18	Half-chests, ordinary firsts	17	19	15
				Half-chests, seconds	15	17	16
				" thirds	13	14	14
				" common			
SODA				PLINGSUEYS			
Bl-carb, standard, 112-lb. keg	1 65	1 80	2 00	Young Hyson, 1/2-chests, firsts	28	32	38
Sal soda, per bbl.	70	75	80	" seconds	16	19	16
Sal Soda, per keg.	95	1 00	1 00	" Half-boxes, firsts	28	32	28
				" seconds	16	19	16
SPICES				JAPANS			
Pepper, black, ground, in kegs				1/2-chests, finest Maypickings	38	40	38
palls, boxes.	16	18	18	Choice	32	36	33
in 5-lb. cans	14	17	19	Finest	28	30	30
whole	15	17	19	Fine	25	27	27
Pepper, white, ground, in kegs				Good medium	22	24	25
palls, boxes.	26	27	26	Good common	19	20	21
5-lb. cans	25	26	20	Common	13	15	15
whole	23	25	23	Nagasaki, 1/2-chests, Pekoe.	16	22	17
Ginger, Jamaica	19	25	22	" Oolong	14	15	
Cloves, whole	12	30	25	" Gunpowder	16	19	
Pure mixed spice	25	30	25	" Siftings	7 1/2	11	
Cassia	13	18	20				
Cream tartar, French	25	25	24	RICE, MACARONI, SAGO, TAPIOCA.			
best	28	25	30	Rice—Standard B	3 00	3 10	3 1/2
Allspice	10	15	18	Patna, per lb	4 25	4 50	5
				Japan	4 40	4 90	5 1/2
				Imperial Seeta.	4 60	4 90	5 1/2
				Extra Burmah			4 1/2
				Java, extra		5 1/2	6
				Macaroni, dom'ic, per lb., bulk	5	6	7 1/2
				" Imp'd, 1-lb. pkg., French.	8	12	9
				" Italian.	8	10	11
				Sago	3 1/2	4	4 1/2
				Tapioca	8 1/2	4	4 1/2

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Try the "Imperial" Brand

- OF -

Peaches, Pears, Apples,
• Corn, Tomatoes, etc.

They are packed from the choicest
fruits and vegetables.

Packed by

The IMPERIAL CANNING CO.
KINGSVILLE, ONT.



Cranston's
Trade
Due Bills.

How will they
benefit my
customers?

1. By giving them the standing of cash customers, while at the same time giving them the advantage of credit from month to month.

2. By giving them the assurance that the accounts of others are not, by mistake, charged to them.

3. By preventing loss of confidence arising from disputed accounts.

4. By saving them time consumed in going to your books and making charges, and at the same time entering amount in their Pass Book.

5. By saving them the trouble of looking over their account at each settlement, or when they by forgetting many little purchases, go away inwardly feeling that you have charged them with articles they have not purchased.

WHAT USERS SAY.

"We have used the Cranston Trade Due Bills for ten years and heartily recommend them to the trade. They are economical, useful and convenient."

"Sims Bros., Little Current, 1922."

J. K. CRANSTON, - - - GALT



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

and the **ONLY** scale in the world that **Abso-**
lutely Stops Giving Down
Weight.

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

DEAN & McLEOD,
Canadian Agents, HAMILTON, ONT.

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

SILVER DUST
SOAP POWDER

MADE IN CANADA BY . . .

SILVER DUST MFG. CO., - HAMILTON.

OUR
CANS CANS CANS

CAN NOT BE SURPASSED IN POINT OF
WORKMANSHIP, MATERIAL, QUALITY.

We are the largest manufacturers in Canada of Key-Opening Fruit Cans, Vegetable Cans, Meat Cans, Spice Cans, Syrup Cans. What are your requirements? Write for quotations to

THE ACME CAN WORKS

Office and Factory: Ontario St. and Jeanne D'Arc Avenue.

Jas B. Campbell.

MONTREAL.

William Pratt.

BECAUSE THE USE OF

"SUPERIOR GLUTEN FLOUR"

will relieve and cure impaired digestion, dyspepsia and diabetes, **don't** imagine that it is not intended for well people. You can gamble on it as a pancake flour. Our word for it that your customers will say it is the nicest thing they ever ate.

DIRECTIONS ON EACH PACKAGE.

North-Western Cereal Co., London, Canada

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

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

JOSEPH CARMAN,
Winnipeg, Man.

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

THE PROVISION TRADE.

The Markets—Economical Knife Grinders—Miscellaneous Notes.

ECONOMICAL KNIFE GRINDERS.

Do you know what it costs you to grind your butcher knives each year? A grindstone in constant use in a shop where the average wage is \$12 a week will use up \$600 worth of time every year. How much of this can you save by using the right stone, speed, water supply and mountings, and how many fewer knives will you grind up per year? A machine shop test, covering a period of six months, showed 11,000 tools ground in that time on a 3-ft. diameter stone, at a cost of 4c. a tool, counting grindstone and labor, which cost was reduced to 2c. a tool by properly speeding, mounting and watering a selected stone. The best frame for foot-power is one made high enough that one can use the treadle without stooping, for stooping over a grindstone always gives a jerky motion, and not only throws the stone out of true, but also fails to give that even, straight edge on a knife which makes it last sharp longer and so adds to its life, for the number of knives you consume in a year depends on how often you grind them. For hand-power the frame may be lower, as some one else does the turning of the stone, and the grinder can hold his knife steadily on the stone and use more pressure. A grinder should never sit down when grinding, not only because the splash from the stone will strike him in the stomach and give him a serious cold, but in a sitting position one cannot hold a knife properly on a stone.—W. Mitchell, in Butchers' Advocate.

THE PROVISION MARKETS. TORONTO.

There have been larger receipts of dressed hogs this week, causing the packing houses to resume business and creating a greater demand. So the prices of Northern and Western hogs have been advanced 25 to 50c. per 100 lb. In carlots, Western dressed hogs are worth \$7.25 to \$7.75, and Northern \$7.75 to \$8 per 100 lb. There has been another general advance in beef of 50c. for carcasses and front quarters and \$1 for hind quarters per 100 lb. Veal also is up 1 to 1½c. The demand for all these is good, and the receipts light. We quote as follows: Dressed hogs, \$7.75 to \$8.00; beef carcasses, \$7.00 to \$8.00 per 100 lb.; hind quarters, \$8.00 to \$9.25 per 100 lb.; front quarters, \$5.50 to \$6.00 per 100 lb. Veal, 8 to 10c. per lb.; lambs, 9½ to 10½c. Live hogs: Selects, \$6.00, lights, \$5.75 per 100 lb., and thick fats, \$5.50

to \$5.75; choice export cattle bring \$4.75 to \$5.50 per 100 lb.; lights sell at \$4.00 to \$4.50.

There has been no change in the market for cured and smoked meats, and the prices are steady. The demand is fair. We quote: Long clear bacon, 10 to 10½c.; smoked breakfast bacon, 14 to 15c.; rolls, 10½ to 11c.; medium hams, 13½c.; large hams, 12½ to 13c.; shoulder hams, 10½ to 11c., and backs, 13½ to 14c.; Canadian heavy mess pork, \$20.50 to \$21; short cut, \$22; lard, in tierces, 11 to 11¼c. per lb.; tubs, 11¼ to 11½c., and pails, 11½ to 11¾c.

MONTREAL.

There has been only one change in the prices of provisions during the past week. This is in Chicago pork, which is 25c. per bbl. higher. There is only a moderate demand for pork, however. Smoked meats are about the only active lines in meats, though lard is in good demand. The inquiry for smoked meats has shown more activity with the approach of Easter, and now both local and outside buyers are placing large orders on this market. In dressed hogs, whatever movement exists is mostly of a jobbing nature. For the finest quality of dressed hogs there is a good, steady demand at current quotations. We quote: Heavy Canadian short cut mess pork, \$21 to \$21.50; Chicago clear pork, \$22.50 for heavy and \$22.25 for medium; selected heavy short cut mess pork, boneless, \$22.00 to \$22.50; hams, 13c.; bacon, 15c.; lard, pure Canadian, \$2.30 to \$2.35 per pail; refined lard compound (Fairbank's); \$2.05 for 1 to 24 pails; \$2.03 for 25 to 49 pails; \$2.02 for 50 pails and over. Snow White and Globe compound, \$1.75 per pail; Cottolene, 10½c. for 20-lb. pails, and 10¾c. for 60-lb. tubs, for Quebec and Ontario.

ST. JOHN, N. B.

Pork and beef in barrels are still dull. While pork is rather easier, beef is firm. In fresh beef, the large number of steamers coming here this season has made a large sale. Just now there is an increased demand owing to Easter week. Prices are higher and very firm. In fresh pork prices are unchanged. Pure lard is not quite as firm. Sales are but fair. Smoked meats show light business. We quote as follows: American clear pork, \$22 to \$23; domestic mess pork, \$21; plate beef, Canadian, \$13.50 to \$14; mess pork, American, \$21.50;

plate beef, American, \$14.50 to \$15; fresh beef, 6½ to 9½c.; round hogs, 7½ to 8½c.; pure lard, tubs, 12½c.; pure lard, pails, 12¾c.; compound lard, tubs, 10c.; compound lard, pails, 10¼c.; refined lard compound, Fairbank's, tubs, 10¾c.; pails, 10½c.

J. F. Logan has been appointed agent for the Boston Packing & Provision Co. Mr. W. J. Davidson, their late agent, owing to ill health, having resigned his position.

Armour & Co., of Chicago, are now doing their St. John business through their branch at Calais, Maine.

WINNIPEG.

BEEF—Supply very short and demand good. Prices are very firm. Best city dressed, 8c., country dressed 7 to 7½c.

VEAL—Practically none has been received during the week. Nominal quotations, 8½ to 9c.

MUTTON—Demand slow, and supplied entirely by Ontario frozen.

DRESSED HOGS—Receipts very light. Market firm at 7½ to 8c.

SAUSAGE—Demand is light, and straight pork and bologna are almost the only lines selling. Pork sausages, 8c.; bologna, 7c.

POULTRY—There have been very few receipts this week owing to the difficulty of reaching the city. In fact, it may be said there have been no receipts of fresh killed. Demand is good and prices are firm. Chickens, 11 to 12½c.; turkeys, 12½ to 14c.; ducks and geese, 10c. Dealers are making a vigorous effort to clear out any frozen stock still on hand.

CURED MEATS—The market is weaker, and there has been a slight drop, particularly in hams. The trade of the week has not been as large as usual. Sugar-cured hams, 13¼c.; shoulders, 10¼c.; picnic hams, 8¾c.; breakfast bellies, 14c.; backs, 13½c.; spiced rolls, 11c.; dry salt long clear, 11½c.; shoulders, 9½c.; smoked long clear, 12c.; backs, 12c.

LARD—Market is weaker, there having been a decided drop on nearly all lines. Tierces, 11½c.; 50 lb. pails, \$5.85; 20-lb. pails, \$2.40; American ditto, \$2.50; 10-lb. tins in cases, \$7.35; 5-lb. tins in cases, \$7.50; 3-lb. tins in cases, \$7.50.

PROVISION NOTES.

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

Charles Blanchard & Co., butchers, Montreal, have registered.

Established 1873.

FOR YOUR...

EASTER TRADE

our "Maple Leaf" Brand

SMOKED MEATS

will give perfect satisfaction. Order early.

D. GUNN, BROTHERS & CO.

PORK PACKERS

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

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

Satisfy your customers with

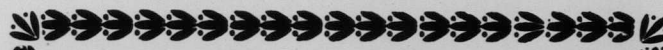


AND



A POST CARD WILL BRING YOU PRICE LIST.

The Brantford Packing Co.
BRANTFORD, ONT. LIMITED



HON. W. S. FIELDING

says:

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

When you buy Pickles and Cheese

Buy **Canada's Best**



"Made in Canada."

PREPARED BY

SHUTTLEWORTH & HARRIS, BRANTFORD, CAN.

TORONTO AGENTS:

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



FOR EASTER



there are no finer

HAMS

than the

"STAR" Brand

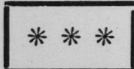
Put up by

F. W. FEARMAN CO.,

Limited

Hamilton, Canada.

ASK FOR OUR FAMOUS
HAMS.



**Sugar Cured Hams and
Breakfast Bacon.**

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

TRY SAMPLE SHIPMENT.

The Park, Blackwell Co.,

LIMITED.

TORONTO, ONT.

CANNED TOMATOES IN THE STATES.

Tomatoes still continue to lead the market, although there are probably less of them in stock than has been known at the same time of year for a very long period. The spring development of future contracts for tomatoes has grown to large proportions during the past two weeks, and the desire of the jobbers to make contracts at 80 to 85c. for No. 3 standard seems to increase in exactly the same ratio, as packers decline to make contracts with growers at \$8 per ton. This may be the natural result of commercial reasoning, but what the outcome will be is problematical. There is a danger in the situation which some packers may not be sufficiently considering. The tomato packers of Ohio and Indiana; in fact, of the whole upper portion of the Mississippi Valley, have a decided advantage over the eastern section this year; they are contracting for their tomatoes at from \$1 to \$2 per ton less than the eastern packer can get his growers to agree upon, and, as a consequence, have fixed a price for the canned article in the West considerably below what the Eastern man can figure out the cost. We can easily see that the struggles for the tomato market which have been impending between the East and the West for the last 10 years will reach an acute condition this summer, and the solution of it will depend altogether upon the position in which the growers find themselves. High prices for tomatoes in the field in the East will mean very heavy acreage, and this, in turn, will probably result in a reduction of the price per ton during the packing season.—The Trade, Baltimore, Md.

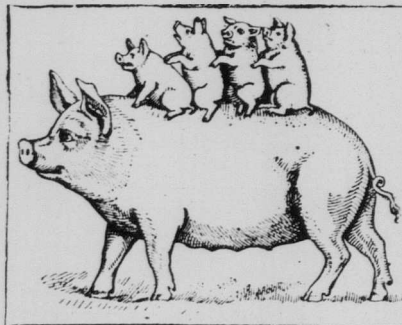
BORAX PRESERVED MEATS.

A despatch from Berlin says: The criticism made in the United States of the exclusion by Germany of meats preserved with borax is answered here by the statement that the prohibition applies to domestic and foreign meats equally, and that American exporters have nothing to complain of that does not apply to German preserved meat dealers. But the agents here of American meat exporters say that this is no answer at all, because boracic meat preserving is an unknown art in Germany, and never likely to be much used, as it is unnecessary to preserve meat that is consumed where it is produced. Besides, they declare, the regulations are aimed at America alone and can serve no other object than to prevent American exporters from competing with domestic meat producers.

The Berliner Volks-Zeitung remarks that this dispute is the first test of the newly-grown friendship between Germany and the United States resulting from Prince Henry's visit.

COWAN'S**A POINTER ON PURITY.****COCOA** Hygienic and Perfection.**CHOCOLATE** Queen's Dessert, Royal Navy and Perfection.**CAKE ICINGS** Chocolate, Pink, Lemon Color and White.**CONFECTIONS** Chocolate Cream Bars, Chocolate Ginger, Chocolate Wafers, etc.

KEEP THESE IN STOCK AND YOU WILL HAVE ABSOLUTELY PURE GOODS.

THE COWAN CO., Limited, - TORONTO.**LARD**

that is

PURE**IS LARD THAT SELLS.**

And the progressive grocer will handle nothing else.

Order from us and **quality and purity** is guaranteed and your customers will appreciate your efforts to secure for them the best article on the market.

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

From 3-lb. Tins up.

Write for Price Lists.

All first-class Grocers and Provision dealers should handle the

**"L. & S." and
"Imperial"**

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

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

Fowler's Canadian Company, Limited,
Pork Packers and Exporters, HAMILTON, CANADA.

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

— ALSO —

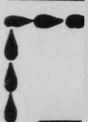
The L. & S. Rosemary Company, Limited,

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

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All kinds. TH The Mark



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Order good: WA



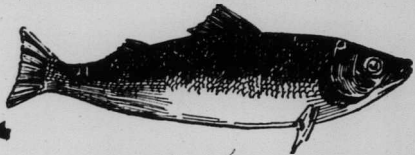
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1st. 2nd 3rd.

4th. 5th. 6th. 7th.

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FRESH EVERY DAY.
All kinds. Prompt shipment. Write or wire orders.
THE M. DOYLE FISH CO.,
The Market. **TORONTO.**
Established 1852.

SEASON 1902.

**Butter
Tubs**

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

WALTER WOODS & CO.
HAMILTON.

Established 1862.

E. THOMPSON & CO.
LIVERPOOL,

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

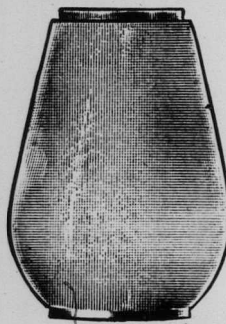
We solicit correspondence and offers of all kinds of **CANNED GOODS** and **DRIED FRUITS**, etc., suitable for the English and Continental markets. Consignments will receive best attention and advances made when required.

REFERENCE—Canadian Bank of Commerce.

American Agent—

G. H. THOMPSON,
107 Hudson St., NEW YORK.

ARE YOU USING OUR



Cold Blast
or Jubilee
Globes

Aetna or
Quaker Flint
Chimneys?

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

ESTABLISHED 1869

Geo. Stanway & Co.

Brokers and
General Commission Merchants

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

Correspondence Solicited.

Wheatine

Health Breakfast Food.
Made in Canada.
No Duty or Freight to pay.
Retail 8 pounds for 25 cents.
A Quick Seller and Profitable.

SELLING AGENTS,

WARREN BROS. & CO.
TORONTO.

COX'S GELATINE Always
Trustworthy
ESTABLISHED 1725.

Agents for Canada:

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

The merits of **FAIRBANK'S**

BOAR'S HEAD

Brand of **REFINED LARD COMPOUND**
lie in the following facts :

- 1st. It is chiefly vegetable, consequently pure.
- 2nd. It does not get rancid quickly.
- 3rd. At present it costs less per pound than hog lard.
- 4th. It requires one-third less than hog lard to accomplish the same results.
- 5th. It is more easily digested.
- 6th. It gives a better profit to the retailer.
- 7th. It is a compound that sells where all others have been failures.

A great deal more might be said, but a trial order will speak more favorably than printers' ink.



Orders can be filled by any of
the leading packing houses or
jobbers in Canada, or direct.

THE N. K. FAIRBANK COMPANY,
Wellington and Ann Sts., **MONTREAL, QUE.**

WEST-INDIAN TRADE WITH CANADA.

From The Argosy, Georgetown, Demarara.

ONE of the most hopeful signs of the times is the increased interest that is being shown by the colonies in one another's welfare. It is a manner for congratulation that British Guiana has taken a not unimportant part in the reciprocal negotiations, and the fostering of more friendly relationships. The visit of the deputation from the Canadian Manufacturers' Association to the various West-Indian colonies has given the commercial communities concerned an opportunity of becoming better acquainted with the products and manufactures of Canada, and has, at the same time, allowed the deputation to gather valuable information regarding the class of goods most suited to our markets. As was pointed out at the meeting of the Georgetown Chamber of Commerce on Monday, the West Indies need not trouble about the risk of jeopardizing our commercial relations with the United States. Sugar is our principal article of export, and it is true if it had not been for the good offices of the United States, we would have been in a much worse plight than we have been for years past. But, having served their own purpose as well as ours, and having now obtained sugar colonies under the flag of the "Stars and Stripes," indications are not wanting that before very long the United States market will be closed against us.

We have pointed out on previous occasions that we cannot look to Canada as a substitute for the United States; the population is too sparse, and the consumption of cane sugar too small to dispose of a fifth of the output, even of British Guiana, not to speak of the West Indies generally. But because Canada cannot take all our sugar, that is no reason why we should not make the most of the market it has. The endeavors being put forth by the wealthy and representative Canadian Manufacturers' Association to foster inter-colonial trade are to be welcomed, as they cannot fail to have beneficial results. That such efforts are necessary is only too evident from a comparison of the volume of trade between Canada and the West Indies, including British Guiana, during the six years ending 1900, the latest period for which figures are available. In 1894 it amounted to \$4,170,989; in 1900 it had dwindled to \$2,707,350. This falling off must be in a large measure due to the increase of our trade with the United States, in consequence of the favorable terms on which that country has admitted our sugar.

It is but natural that we should have encouraged our customers by buying largely

in their market, and it is not surprising, therefore, to find that in 1900 the West-Indian imports from the United States should have reached a total of \$24,000,000. Reference was also made at the meeting on Monday to the steamship service between Canada and the West Indies, and it was pointed out that one of the most clamant needs was a fast service. This has already been pressed on the attention of both the Canadian and Imperial authorities, and perhaps when the bounties have been got rid of, the matter will be taken up and carried to a successful issue.

HE ANSWERED THEM ALL.

A Connecticut merchant who applied to a New York house for goods on credit, says The Wall Street News, was met by the reply that he had failed, and paid only 10 cents on the dollar.

"Very true," he replied, "but I am the only merchant in the town who ever paid over six."

"Didn't you allow your paper to go to protest last winter?"

"Yes, but the doctors said I couldn't live 24 hours just then, and I wasn't thinking of earthly things."

"Haven't you put all your property in your wife's name?"

"Well, yes, but she knows more about business in five minutes than I do in half a day."

He was given credit for \$200.

Actions were recently entered against two traders by the police at Montreal for keeping their stores open on Sunday. The cases have been remanded for decision.

THE EXPORTS OF TEA FROM JAPAN.

According to investigation made by the Central Tea League as to the amount and value of tea exported from Yokohama, Kobe, Osaka and other ports for the last 13 years, from 1888 up to 1900, the export of the article has increased annually, especially in the two years 1891 and 1895. In the former case, says Commerce, of Tokio, it was owing to the activity of the tea market in America which led to a large export, and in the latter it was probably due to the Japan-China War, which necessarily checked the export of the article from the Celestial Empire. Though a little decrease in the quantity of tea exported has been experienced since 1896, there has been an increase in value. This is chiefly ascribed to a gradual decrease in the export of inferior teas, and also to the entire abolition of the export duty during that period. It was, however, partly owing to the active purchases of the article made by foreign merchants. The date on which the tariff against exported teas was put into force by the American Government was June 14, 1898. The statistics stand as follows:

	Quantity. Catties.	Value. Yen.
1888.....	33,093,590	5,828,875,139
1889.....	30,851,111	6,118,174,720
1890.....	37,403,478	6,322,132,439
1891.....	39,896,330	6,988,575,000
1892.....	37,802,768	7,616,505,620
1893.....	36,704,508	7,729,433,779
1894.....	36,835,990	7,854,028,449
1895.....	39,338,842	8,803,174,269
1896.....	33,796,448	6,470,801,620
1897.....	32,319,505	7,861,143,639
1898.....	33,167,995	8,316,745,000
1899.....	34,829,670	8,316,745,000
1900.....	32,202,107	9,140,220,100

POPULARITY

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

"BOBS"

CHEWING TOBACCO

In 5 and 10c. Plugs.

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

BOBS is well advertised.

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

BOBS is A BIG PLUG FOR LITTLE MONEY

Made by

THE EMPIRE TOBACCO CO.,
LIMITED
MONTREAL, QUE.

CEYLON TEAS

BLACK AND GREEN

The Blacks are now used
everywhere in Canada.

The Greens are displacing
Japans

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



GROCCERS

should think of this before
ordering stocks for coming
season.

SPRING 1902

THE BLUE SEASON IS NOW ON.

We mean . . .

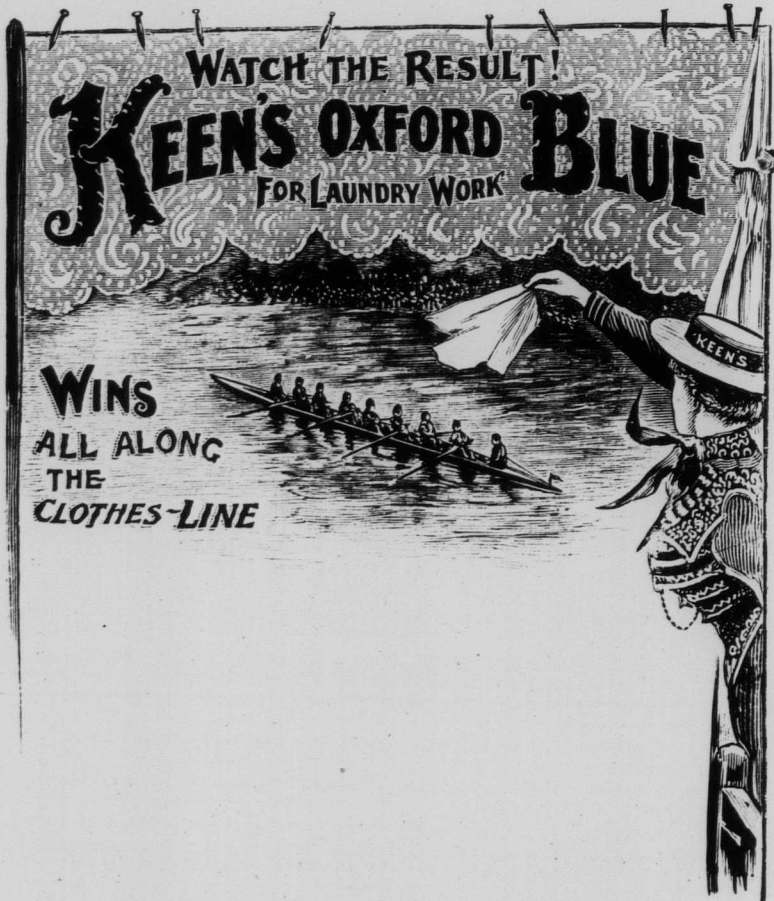
LAUNDRY Blue Season,

and Grocers are laying in a stock of the Best Blue in the world

KEEN'S Oxford BLUE

THE DELIGHT OF THE LAUNDRY.

Don't forget OXFORD BLUE when the travellers call for orders.



Current Market Quotations for Proprietary Articles

March 27, 1902.
Quotations for proprietary articles, brands, etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy. The editors do not supervise them. If a change is made, either an advance or decline, it is referred to in the market reports, as a matter of news whether manufacturers request it or not.

BAKING POWDER.

Cook's Friend—	Per doz
Size 1, in 2 and 4 doz. boxes.....	\$ 2 40
" 10, in 4 doz. boxes.....	2 10
" 2, in 6 ".....	80
" 12, in 6 ".....	70
" 3, in 4 ".....	45
Pound tins, 3 doz. in case.....	3 00
12oz. tins, 3 ".....	2 40
5lb. tins, 1/2 ".....	14 00
Diamond—	W. H. GILLARD & CO.
1 lb. tins, 2 doz. in case.....	per doz. 2 00
1/2 lb. tins, 3 ".....	1 25
1/4 lb. tins, 4 ".....	0 75

IMPERIAL BAKING POWDER.

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

MAGIC BAKING POWDER.

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

JERSEY CREAM BAKING POWDER.

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

BLACKING.

SHOE POLISH.

Jonas.....	Per gross \$9 00
Froments.....	7 50
Military dressing.....	24 00

BLUE.

Keen's Oxford per lb.....	\$0 17
In 10 box lots or case.....	0 16
Reckitt's Square Blue 12-lb. box.....	0 17
Reckitt's Square Blue, 5 box lots.....	0 16

BLACK LEAD.

Reckitt's per box.....	1 15
Box contains either 1 gro., 1 oz. size; 1/2 gro., 2 oz. or 1/4 gro., 4 oz.	

CORN BROOMS

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

BISCUITS.

CARR & CO. LIMITED.	
Frank Magor & Co., Agents	
Cafe Noir.....	0 15
Ensign.....	0 11 1/2
Metropolitan mixed.....	0 09
Special price list of Fancy Tins for Xmas trade and other lines on application.	

CANNED GOODS.

MUSHROOMS.

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

FRENCH PEAS—DELORY'S

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

FRENCH SARDINES.

HENRI JONAS & CO.	
1/2 Trefayennes.....	\$9 50
1/2 Rolland.....	9 50
1/2 Delory.....	10 50
1/2 Club Alpins.....	18 50

CHOCOLATES & COCOAS.

Epps's cocoa, case of 14 lbs., per lb..	0 35
smaller quantities.....	0 31 1/2
CADBURY'S.	
Frank Magor & Co., Agents. per doz.	
Cocoa essence, 3 oz. packages.....	\$1 55
Mexican chocolate, 1/2 and 1/4 lb. pkgs.	0 40
Rock Chocolate, loose.....	0 40
" 1-lb. tins.....	0 42
Nibs, 11-lb. tins.....	0 35 1/2

JOHN P. MOTT & CO.'S.

E. S. McIndoe, Agent, Toronto.

Mott's Broma.....	per lb 0 30
Mott's Prepared Cocoa.....	0 28
Mott's Homeopathic Cocoa (1/4's).....	0 32
Mott's Breakfast Cocoa (1/4's).....	0 40
Mott's No. 1 Chocolate.....	0 30
Mott's French-Can. Chocolate.....	0 28
Mott's Caracac Chocolate.....	0 40
Mott's Diamond Chocolate.....	0 28
Mott's French-Can. Chocolate.....	0 18
Mott's Navy or Cooking Chocolate.....	0 28
Mott's Cocoa Nibs.....	0 35
Mott's Cocoa Shells.....	0 05
Vanilla Sticks, per gross.....	0 90
Mott's Confectionery Chocolate 0 21	0 43
Mott's Sweet Chocolate Liquors 0 19	0 30

CHOCOLATE-MENIER.

Chocolate-Menier 1/4 and 1/2 lbs. 30c. per lb. Croquettes and Pacettes 20c. or per case of 100 \$20. Menier Breakfast Cocoa 1/2-lb. tins 15c. 1-lb. " 25c. 50c.

Chocolate—FRY'S.

Caracac, 1/4's, 6-lb. boxes.....	per lb. 0 42
Vanilla, 1/4's.....	0 42
"Gold Medal" Sweet, 1/4's, 6 lb. bxs	0 42
Pure, unsweetened, 1/4's, 6 lb. bxs	0 42
Fry's "Diamond," 1/4's, 14 lb. bxs	0 34
Fry's "Monogram," 1/4's, 14 lb. bxs	0 34

Cocoa—per doz.

Concentrated, 1/4's 1 doz. in box.....	2 40
" 1/4's.....	4 50
" 1 lb. ".....	8 25
Homeopathic, 1/4's 14 lb. boxes.....	4 25
" 1/4's 12 lb. boxes.....	4 25

THE COWAN CO. LIMITED.

Cocoa—

Hygienic, 1-lb. tins, per doz.....	\$7 25
" 1/2-lb. tins.....	3 75
" 1/4-lb. tins.....	2 25
" fancy tins.....	0 90
Hygienic, 5-lb. tins, for soda water fountains, restaurants, etc. per lb.....	0 50
Perfection, 1/2-lb. tins, per doz.....	3 00
Cocoa Essence, sweet, 1/2-lb. tins, per doz.....	2 25

Chocolate—per lb.

Queen's Dessert, 1/4's and 1/2's.....	\$0 40
" 6's.....	0 42
Mexican Vanilla, 1/4's and 1/2's.....	0 35
Royal Navy Rock.....	0 25
Diamond.....	0 28

WALTER BAKER & CO., LIMITED.

Premium No. 1 chocolate, 12-lb. boxes.....	per lb. \$ 40
Vanilla chocolate 6-lb. boxes.....	37
German sweet, 6-lb. boxes.....	27
B'fast cocoa, 1/2-lb. tins, plain; 6-lb. boxes.....	51
Cracked cocoa, 1/2-lb. pkgs. 12-lb. bxs.	37
Caracac sweet chocolate, 6-lb. boxes	37
Soluble chocolate (hot or cold soda) 1-lb. cans.....	45
Vanilla chocolate wafers, 48 to box, per box.....	1 50

CHEESE.

Imperial—Large 1 1/2 jars, per doz..	\$ 8 1/2
Medium size jars.....	4 50
Small size jars.....	2 40
Individual size jars.....	1 00
Imperial Holder—Large size.....	15 00
Medium size.....	15 00
Small size.....	19 00
Roquesfort—Large size, per doz.....	9 40
Small size.....	4 00

Mecca ...
Damasou ...
Gairo ...
Sirdar ...
Old Dutc ...
Gold Cro ...
Condor ...
15 year-ol ...
hand- ...
1-lb. Fan ...
48 tin ...
Madam F ...
10 lb. del ...
US ...
Clothes l ...
case, ...
4 doz. pac ...
6 doz. pac ...
COUP ...
For sale l ...
Limit ...
Fils, ...
\$1. 3 ...
lots c ...
books, ...
100 to 50 ...
500 to 1,0 ...
Al ...
\$1 00 bo ...
2 00 bo ...
3 00 bo ...
5 00 bo ...
15 00 bo ...
15 00 bo ...
25 00 bo ...
25 00 bo ...
50 00 bo ...
RE

“THE EDWARDSBURG BRANDS”

Starch .. and Syrup

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

EDWARDSBURG STARCH CO'Y, Limited
Established 1858.

164 St. James St.,
MONTREAL.

Works:
CARDINAL, ONT.

53 Front St. East,
TORONTO.

COFFEE.

JAMES TURNER & CO. per lb.

Mocca	0 32
Damasoue	0 28
Calro	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

E. D. MARCEAU, Montreal. per lb.

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

100 lb. delivered in Ontario and Quebec.

CLOTHES PINS.

UNITED FACTORIES, LIMITED.

Clothes Pins (full count), 5 gross in case, per case	0 55
4 doz. packages 12 to a case	0 70
6 doz. packages (12 to a case)	0 90

COUPON BOOKS—ALLISON'S.

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

\$1, \$2, \$3, \$5, \$10 and \$20 books.

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

Allison's Coupon Pass Book.

\$1.00 books	3 cents each
2.00 books	3 cents each
3.00 books	3 cents each
5.00 books	4 cents each
10.00 books	5 cents each
15.00 books	6 cents each
25.00 books	7 cents each
50.00 books	8 cents each
100.00 books	12 cents each

EXTRACTS.

HENRI JONAS & Co. Per gross.

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

FOOD.

NORTH-WESTERN CEREAL CO., London.

"Superior" Gluten Flour and Breakfast Cream.

Price—Toronto, Montreal and East	5 10
Winnipeg	5 40
Vancouver	6 50

Per doz.

Robinson's Patent Barley ½ lb. tins	1 25
" " 1 lb. tins	2 25
" " Groats, ½ lb. tins	1 25
" " 1 lb. tins	2 25

GILLETT'S POWDERED LYE.

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

JAMS AND JELLIES.

SOUTHWELL'S GOODS. per doz.

Frank Magor & Co., Agents.

Orange Marmalade	1 50
Clear Jelly Marmalade	1 80
Strawberry W. F. Jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black Currant " "	1 85
Other Jams, W. F.	1 55
Red Currant Jelly	2 75

Jams— T. UPTON & CO.

1-lb. glass jars 2 doz. in case, per doz	\$1 00
2½-lb. tin pail, 2 doz. in crate, per lb.	0 07
5-lb. tin pails, 8 pails in crate, per lb.	0 07
7-lb. wood pails, 6 " "	0 07
14-lb. wood pails, per lb	0 07
30-lb. " "	0 06¾

Jellies—

1-lb. glass jars, per doz	\$1 00
7-lb. wood pails, per lb	0 07
14-lb. " "	0 07
30-lb. " "	0 06¾

LICORICE.

YOUNG & SMYLYE'S LIST.

5-lb. boxes, wood or paper, per lb	\$0 40
Fancy boxes (36 or 50 sticks) per box	1 15
"Ringed" 5 lb. boxes, per lb	0 40
"Acme" Pellets, 5 lb. cans, per can	2 00
"Acme" Pellets, fancy boxes (40) per box	1 50
Tar, Licorice and Tolu Wafers, 5 lb. cans, per can	2 00
Licorice Lozenges, 5 lb. glass jars	1 75
" " 30 5 lb. cans	1 50
"Purity" Licorice 10 sticks	1 45
" " 100 sticks	0 73
Dulce large cent sticks, 100 in box.	

MINCE MEAT.

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

MUSTARD.

COLMAN'S OR KEEN'S

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

HENRI JONAS & Co. Per gross

Pony size	\$7 50
Imperial, medium	9 00
Imperial, large	12 00
Tumblers	12 00

Per gross

Mugs	13 20
Pint jars	18 00
Quart jars	24 00

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—

¼-lb. tins	per lb. 0 35
½-lb. tins	" 0 33
1-lb. tins	" 0 32
4-lb. jars	per jar 1 20
1-lb. jars	" 0 35

"Old Crow," 12-lb. boxes—

¼-lb. tins	per lb. 0 25
½-lb. tins	" 0 23
1-lb. tins	" 0 22
4-lb. jars	per jar 0 70
1-lb. jars	" 0 25

ORANGE MARMALADE.

T. UPTON & CO.

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

PICKLES.


STEPHENS'.

A. P. Tippet & Co., Agents

Patent stoppers (pints), per doz	2 30
Corsed (pints), " "	1 50

SODA—COW BRAND.

DWIGHT'S




Case of 1 lbs. containing 60 pkgs., per box, \$3.00

Case of ¼ lbs. (containing 120 pkgs.) per box, \$3.00

Case of ½ lbs. and ¼ lbs. (containing 30 1 lbs. and 60 ¼ lb. packages) per box, \$3.00

Case of 50. pkgs (containing 96 pkgs) per box \$5.00.

EMPIRE BRAND.



Case 120 ¼-lb. pkts. (60 lb.) per case \$3.00

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

RECKITT'S Blue and Black Lead {ALWAYS GIVE YOUR CUSTOMERS SATISFACTION

The Auer Gas Lamp

Money-Back Style.

No. 9

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

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

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

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

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



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

WRITE FOR OUR CATALOG AND DISCOUNTS.

"Empire" Soda

BEST FOR BAKING.

You See It

On the shelves and counters and in the show-windows of the most prosperous of Canada's grocers. They keep it in stock, because they get the greatest call for it and their customers get best results from it.

This is only one reason why you should have "Empire" Soda in stock now.

We're ready for your order.

Manufactured by

Brunner, Mond & Co., Northwich, England.

SOLE AGENTS FOR CANADA

WINN & HOLLAND, Montreal.

ADVERTISING in WESTERN CANADA

will be Carefully, Efficiently, and Promptly attended to by

The Roberts Advertising Agency,
WINNIPEG, CANADA

THE "GLENER"

KINGSTON, JAMAICA, B.W.I.

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

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

Write for scale of charges, etc., to

THE GLENER CO.,
Limited

Office,

KINGSTON, JA.

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

TANGLEFOOT SEALED STIOKY FLY PAPER



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

Long Lasting. A Cash Asset.
Order from Jobber.

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

BUSINESS NEWS

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

Write us, giving us particulars of what you want and where you want it from, and we will quote you prices by return.

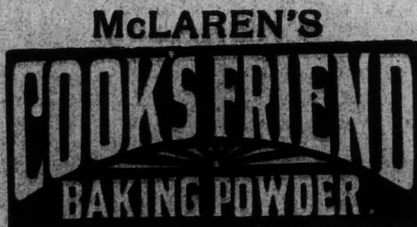
"Clippings from any Canadian paper on any subject."

CANADIAN PRESS CLIPPING BUREAU,

232 McGill Street, MONTREAL, QUE.
Telephone Main 1255.

10 Front St. E., Toronto. Telephone Main 2701.

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



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

Coronation Turquoise Assortment.

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

We have a full line of all kinds of

Crockery Glassware

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

GOWANS, KENT & CO.

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

AIM

at selling your customers
the best mince meat
manufactured in Can-
ada, viz.:

WETHEY'S CONDENSED MINCE MEAT

It is made from the Purest and Best
Meats, Fruits and Spices obtainable.

ORDER FROM YOUR WHOLESALER.

Sole Manufacturer

J. H. WETHEY, Limited
ST. CATHARINES.

Crosse & Blackwell, Limited

Pickles, Sauces, Jams and Preserved Provisions.

C. E. COLSON & SON,

MONTREAL.

CHAS. F. CLARK, President.

JARED CHITTENDEN, Treasurer.

...ESTABLISHED 1849...

BRADSTREET'S

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

Offices Throughout the Civilized World.

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

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

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

—OFFICES IN CANADA—

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

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

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

MONTREAL, QUE.
TORONTO, ONT.

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

OAKEY'S

The original and only Genuine Pre-
paration for Cleaning Cutlery
6d. and 1s. Canisters.

'WELLINGTON'
KNIFE POLISH

JOHN OAKEY & SONS, LIMITED

MANUFACTURERS OF

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

Wellington Mills, London, England.

Agent:

JOHN FORMAN, 644 Craig Street
MONTREAL