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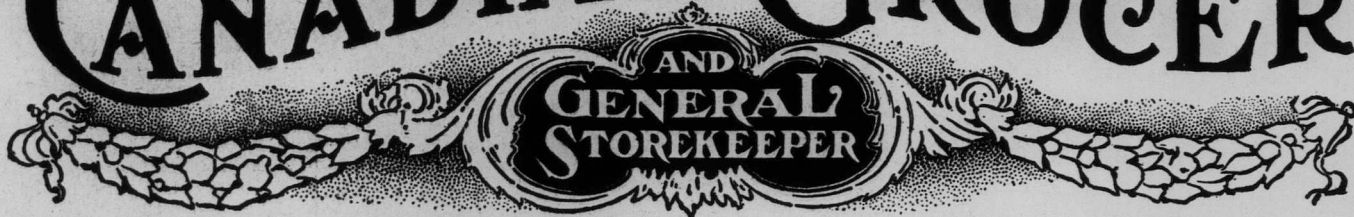


PUBLISHED EVERY  
FRIDAY

THE

CIRCULATES IN  
EVERY PROVINCE

# CANADIAN GROCER



## COLMAN'S MUSTARD



BEST ON EARTH

## CARR & CO.'S BISCUITS



have received the approval of the highest authorities all over the world. Their **Cafe Noir** has never been equalled.

WE SAMPLE YOUR CUSTOMERS.

**FRANK MAGOR & CO.,**

Agents for the Dominion.

16 St. John Street, MONTREAL

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





The  
**Australasian Grocer**

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

**Subscription \$2.50 per Ann.**

post free to any part of the world.

A handsome Diary is presented free to annual subscribers.

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Specimen Copies Free on Application.

**Symington's**

**"Edinburgh"  
Coffee  
Essence**

Is the Purest and therefore Best and Cheapest!

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

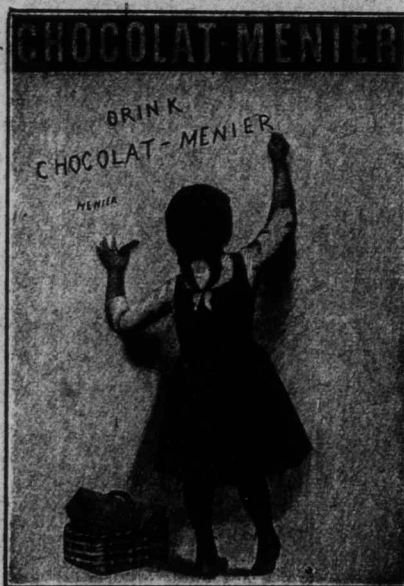
ANYONE CAN DRINK IT.

**THOS. SYMINGTON & CO.**

EDINBURGH and LONDON.

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

**Annual Sales  
Exceed  
33,000,000 lbs.**



**Grand Prix  
Highest Award,  
Paris 1900.**

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

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

**A GOOD MARGIN OF PROFIT FOR THE RETAILERS.**



# Suggestion vs. Argument!

A suggestion is always better than an argument, because it will please a customer, while an argument creates distrust of your motive. No argument is needed to sell that "totally different" Cereal Breakfast Food, Wheat Marrow, and no more do you have to argue to sell Stephens' Pickles. *A suggestion* of both of these two articles is all that's needed.

## Wheat Marrow.

The Cereal Breakfast Food that is in a class by itself, because so "totally different" from all others. Sterilized. Can be prepared in more different ways for the table and in quicker time than any other. Used in place of cracker crumbs for frying. Healthful, nourishing. The ideal food for infants, invalids and those of weak digestion.

## Stephens' Pickles.

Are you quite sure of quality when you buy pickles in bulk? You *may* get them packed in something else besides absolutely pure Malt Vinegar unless you look for the name "Stephens." When you see *that* name you get absolutely safe packing in pure Malt Vinegar brewed by the Messrs. Stephens themselves. And the Pickles are sound, crisp and piquant always.

*Sold by leading wholesalers everywhere.*

ARTHUR P. TIPPET & CO., Agts.,

8 Place Royale,  
MONTREAL.

23 Scott Street,  
TORONTO.



## 3,000 Boxes Behind Orders

Yes, that is what Gold Soap has been for the past week, but we have now increased our capacity and can promptly fill all orders. We regret that a number of our customers have been kept waiting and beg to thank them for having held open their orders without cancelling.

Gold Soap has certainly come to stay.

Write for prices to Gold Soap, Toronto.



## Incomparable —



## “Imperial” White Wine Vinegar

Is not compared with ordinary vinegar—“**Contrasted**” is the word. There’s a world of difference between what some manufacturers term “as good as” and

Is the  
name  
“**IMPERIAL**”  
on the  
barrel?

“**IMPERIAL**” itself.

“As good as” means taking a chance. “**Imperial**” means perfect satisfaction always. 5 grades. The same price as the ordinary standard article.

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FEB. 8 1907

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**Payne's  
Pharaoh  
Cigar**

The first profit you make from the sale of the "Pharaoh" Cigar is simply the stepping stone which leads to other profits—because the "Pharaoh" has never yet failed to satisfy the most critical smoker. It has a clear Havana filler (each Cigar is the same clear Havana) and the choicest Sumatra wrapper that money will buy. It burns freely and is sweet down to the last whiff.

The customer who is once a buyer of the "Pharaoh" pays you a steady profit, because—  
AFTER THAT, HE WILL BUY NO OTHER.  
It pays to sell the "Pharaoh."

J. Bruce Payne,  
M'r.,

**Sells  
for  
10c.**

Granby,  
Que.

**"Sterling"  
Brand  
Catsup.**

This is the Catsup that is called for by the best customers of the grocer the country over. "Sterling" goods have made a name for themselves everywhere—and none are better than our "Sterling" Catsup.

—The  
—Kind  
—That  
—Sells

—Hold good customers  
—by selling "Sterling"  
—Catsup.

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

**MORE  
SATISFACTION**

**Tillson's  
Pan-Dried  
Oats**

**MORE  
SALES**

If you sow satisfaction of more sales, that's put in the connecting cause and effect together. If you always supply your customers with the kind which satisfies it will take more than another pound offered by your competitor to tempt them away from your store. This past year has been the very best in our whole history, and we put it down to the one fact that we gave more satisfaction and the results came along naturally. *PUT* new life into this department of your store and *KEEP IT* in by always supplying **TILLSON'S PAN-DRIED OATS.**

you will reap a harvest dead sure. We have link which will bring this

**THE TILLSON CO., Limited, TILSONBURG, ONT.**



RETURNED  
 to Montreal office  
 APR 1 1902



As we have said before and say again

All the statements being made, detrimental to the qualities of

# JAPAN TEA

will not, and cannot, affect its sale—because its popularity is based on a substantial foundation which cannot be shaken—true merit. Notwithstanding the kind of publicity our tea friends pushing the sale of Ceylon and Indian Teas are indulging in, somehow or other the demand for JAPAN TEA is daily increasing. It is the right kind of tea for you to handle Mr. Grocer, and it's not only being well-advertised by ourselves, but also by our competitors.

# JAPAN TEA

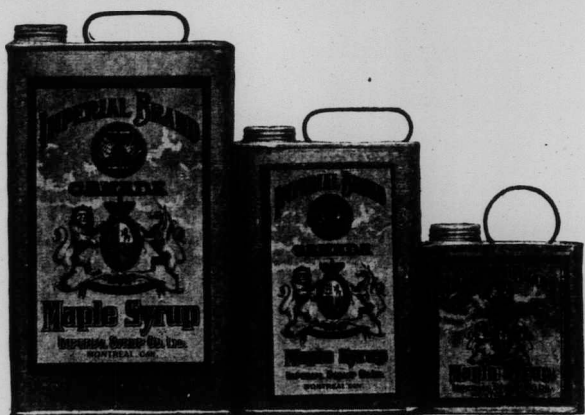
IS PURE, UNADULTERATED, HEALTHY, AND A STEADY SELLER.

JAPAN CENTRAL TEA TRADERS'  
 ASSOCIATION.

Trafalgar Chambers, Sun Life Building  
 Annex.

Tel. Main 4142. MONTREAL, CANADA.





## IMPERIAL BRAND MAPLE SYRUP

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

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

Sole Selling Agents, Rose & Laflamme, Montreal.

## INCREASING CONTINUOUSLY

are the sales of the celebrated

## IVORY GLOSS STARCH

What else can be implied from this fact other than that highest quality is the cause of its steadily increasing sales?

Manufactured by  
**THE St. Lawrence Starch Co.,**  
PORT CREDIT, ONT. Limited

# PURE GOLD REGAL

## Mocha and Java Coffee

**28c. per lb.**

the best 40c. Coffee sold in Canada. Worth

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

**Pure Gold Co., Toronto**





## "Imperial" White Wine

The vinegar that thoroughly delights and satisfies consumers. Possesses that perfectly smooth, pleasant flavor, so hard to get in vinegar. It is clear, sparkling, full standard strength and always uniform.

OUR TRAVELLERS HAVE SAMPLES.

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



THE DOMINION BREWERY CO., LIMITED

Brewers and Maltsters

TORONTO

Manufacturers of the Celebrated

## WHITE LABEL ALE

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

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

WM. ROSS, Manager.



THERE MAY BE OTHERS

But for quality, there is none so good as

## PATERSON'S CAMP COFFEE ESSENCE



ROSE & LAFLAMME

Agents,

MONTREAL.

## A Safety Buoy



For your guidance, should be the experience of others. Bright business fellows usually regard these signals—**THEY PROFIT BY THEM.** Merchants doing business in the old way—by use of pass books, will assure you that their losses are no inconsiderable sum, that in the rush and hurry of selling many items are omitted, and very often throughout the year such losses are occasioned that the results measurably affect the profits. Perhaps this very leak may have occasioned the shrinkage in **YOUR** profits last year.

With Allison's Coupon Books mistakes are impossible. There are never any losses through failure to charge goods—**THEY EFFECTUALLY BLOCK THE LEAKS.** Easy to use, and like this:

### 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 10 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  
Canada by

The Eby, Blain Co., Limited, Toronto.  
C. O. Beauchemin & Fils, Montreal.

**ALLISON COUPON CO.,** Makers,  
Indianapolis, Indiana.

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## THE ART OF WINDOW DRESSING.

HINTS AND IDEAS BY AN EXPERT.

### Some Original Grocery Trims.

If there is any one store above others that should be especially neat in all its appointments, it is the grocery, for there are selected and purchased the

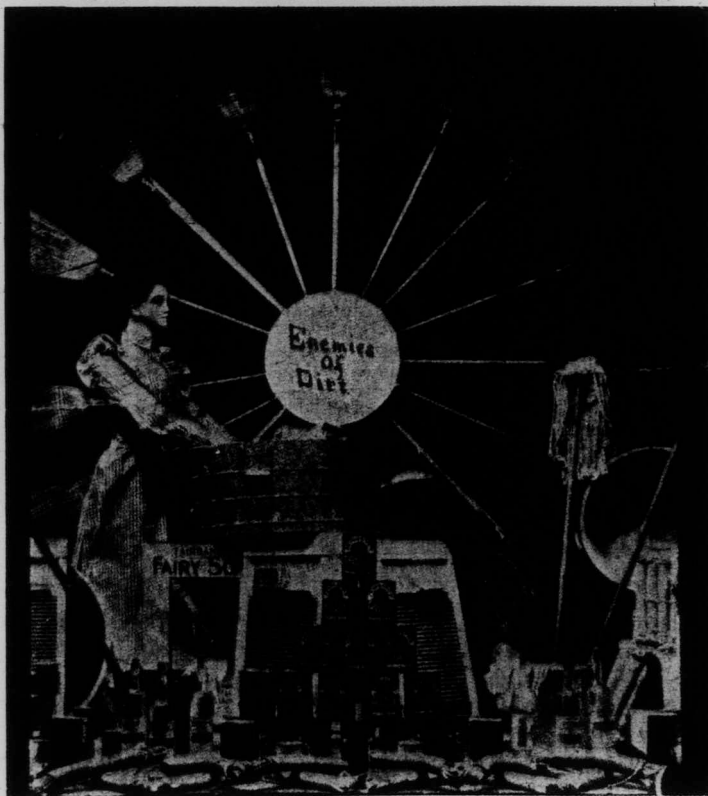
staples. His great source of profit lies in his specialties. He cannot sell specialties to any great extent without proper introduction through his show-windows or interior displays. Therefore, a gro-

cer's success depends largely on the manner in which he displays his wares.

Some grocers say: "I have no time to trim windows." No, they are too busy tying up parcels of sugar and other staples in which there is little or no profit. Others, with more reason, explain that they don't know how to trim a window properly. The first point is to arouse grocers to the fact that they can increase their incomes through good window displays. The next is to teach them to employ the same common-sense methods to their window decoration that dry goods and other stores do to theirs. Fancy groceries are very attractive goods. They are mostly put up in packages that admit of artistic decoration.

The miscellaneous and crowded displays as seen in the average grocery window are not as good business windows as the individual displays (by that I mean one thing or one line of goods at a time). Change this in a few days to an entirely different line. People will soon learn to look to your windows for hints in desirable and seasonable goods. There is no objection to making a solid display of one particular brand of goods. The sale helps you as well as the manufacturer.

When you make a display of canned goods, open a can or two of tomatoes or peaches, or whatever your display is, and show the contents in a large glass



The Art of Window Dressing.—A Woodenware Display.

class of goods about which we are most particular. The one-country grocery of a cross-roads town may, perhaps, with impunity be slovenly and untidy in its appearance—but wherever there are two or more stores to choose between, the neat housewife will invariably choose the one that is cleanest and best arranged.

Most people love good things to eat, and appreciate most fully the fact that "variety is the spice of life" and are constantly on the lookout for appetizing novelties, and seek in the windows of grocery stores those delicious edibles so profusely provided by manufacturers who know how to cater to the universal palate. The grocer who has no show-window is the one who does not purchase from his jobber the luxuries in shelf goods, for in truth he finds no sale for them. People naturally buy what they see and what is tempting to their appetites. When they do not see the grocer's special preparations, they do not call for them, and the poor grocer loses sales on the most profitable line pertaining to his business.

No grocer ever became rich by selling



The Art of Window Dressing.—A Display of Teas and Package Goods.



**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.

dish, in the centre of the window. People can thus see what they are buying and will buy, perhaps, more liberally. A trim of bakery goods, such as crackers, biscuits, cakes, etc., will always be found very inviting. Make a small house, church, or other building from common box boards and cover it with white cotton. With pins, fasten graham and soda wafers to the sides and roof, and at the corners run ginger snaps. A fence and sidewalk of the same materials will set off the house. For windows use colored-tissue paper, and at evening put a light inside the house, which will make the windows glow brightly. Price the goods, and the display will sell them.

House-cleaning time is near, and most grocers carry brushes and brooms. Make a window of them. Have your scouring soaps and cleaning compounds conspicuously displayed. Dress a female "form" in calico-wrapper and apron, with rolled-up sleeves, and put her on her hands and knees, in the act of scrubbing, in the centre of your window. It will pay any grocer to buy a "jointed" female-dummy or form, as they can be used over and over again in displays of grocers' stuffs. They always attract attention to a display.

Saturday is generally baking day with most housekeepers. You could arrange your "dummy" in the act of kneading dough on a table, in the centre of the window. Show your different brands of flour, baking powders and flavoring extracts.

Monday is washing day. Here is a chance to make a display of soaps, tubs, washboards, blues, and clothespins, etc. The "dummy" can be arranged at the washtub, in the act of washing, and to advertise six bars of soap for a quarter, run a clothesline across your window and suspend various packages of soap, starch and blueing from it by the aid of clothespins and show a sign reading: "The Best Line of Laundry Goods in Town."

Friday is sweeping day and an appropriate display may be made of brooms,

whisks, dusters, carpet sweepers and dustpans. Never forget your signs. Put a price and descriptive card on everything. Your display is useless without them. That's business, and will make business for you. Don't make a sign so big that it will cover the goods; the sign should be an accessory or supplement to the goods.

Show one line at a time. A coffee window should suggest only coffees; a tea window only teas, and so on.

For a display of fruits, when fresh fruits are scarce, a good window may be made with dried or desiccated fruits. Cut out the form of a huge peach, pear, apricot, or apple, etc., from cardboard. Back these up with thin boards to make them substantial, and cover the surfaces closely with the fruit corresponding to each form. These may be put standing on the floor of your window, which should first be covered with cheesecloth or crepe paper. Or secure a small tree, place it in the centre of your trim, and on its branches tie lemons or oranges.

I have given you these rambling suggestions merely as hints of what may be accomplished in the way of novel grocery trims. Your own taste and judgment will dictate the methods of arrangement, and when you look over your stock with the idea of making window displays you will be surprised to see what beautiful and varied trims are among your possibilities. Of one thing you may be assured. A good window display will surely sell your goods every time. Try it and you will find I am right.

H. H.

#### WRAPPING PARCELS A LOST ART.

THE paper bag seems to have been the beginning of it. Before its coming even a crossroads grocer could lay a double thickness of brown paper on the counter, empty a dollar's worth of "coffee A" sugar upon it out of a brass scoop, and tie the package up as smooth and tight as a block of planed wood. How many clerks in a Chicago corner-grocery could do it now?

In the old days, in some of the smaller towns, the purchaser carried his sugar home on his arm, and in consideration of this the brown parcel would be rewrapped in a thinner, lighter sheet of paper, which was supposed to make a more comely package.

It was remarkable what a neat-looking bundle a grocer or hardware dealer could make of several odd-shaped bundles or packages. In some of the "general" stores a coffee-mill, a bag of salt, and a tin dipper could be tied into a paper so skillfully that a neighbor across the street seeing the head of the house come in with it would be left in deep wonderment as to whether it was a new suit of clothes or a bolt of "domestic."

With the perfecting of the paper bag, however, slovenliness began to mark the wrapping in stores. At first a bag was filled, the top folded into place neatly, and tied as if it were open paper. Then, the grocer, especially, compromised by twisting up the mouth of the bag and rolling it down on to the contents, using no string whatever.

To-day wrapping up bundles is a lost art. Nobody carries neat bundles anywhere. An ordinary package of some solid object is laid down on a piece of paper, and, as it is rolled up, the ends of the paper are tucked into the bundle, leaving the wrapper to tie a string around the centre of the roll. With many small objects no string is used, and a person with several of these bundles, starting home from downtown, is most likely to have trouble with wrappings before he gets there.

In many things the druggist still does neat wrapping, as in the case of bottles, packages, and even powders. But to buy from his general stock of toilet articles and kindred goods, he makes as ugly a bundle as the grocer. In most cases, too, he uses some hideously colored wrapping paper, which simply flares with the "intelligence" to the public that you or some of your family is sick.

The ordinary bundle to-day is neither neat nor pretty—which may be a reason why more than ever before people insist on having all goods "delivered to the rear."—Chicago Grocer.

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# A Bargain in Peaches.

If our traveller's not calling this week call us up. 3 Long distance telephones.

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

Leaders for the Grocery Trade.

**SOCIAL TEAS, SOCIAL COFFEES, SOCIAL COCOAS,  
JERSEY CREAM BAKING POWDER,  
JERSEY CREAM YEAST CAKES.**

We commence in a few days to work Quebec, Manitoba and British Columbia in the interests of **JERSEY CREAM YEAST CAKES.**

**LUMSDEN BROS.**

9 Front Street East, TORONTO.

82, 84, 86 McNab Street, HAMILTON.



HERE is what MR. J. GILBERT, one of Kingston's best grocers, who has pushed in Coffee nothing but MECCA for a long time, has to say unsolicited regarding this famous Coffee :

"MECCA is holding friends and gaining new customers every week."

MR. GILBERT knows a trade winner and like hundreds of others pushes

 **Mecca**

OWNERS,

**JAMES TURNER & CO., WHOLESALE GROCERS, HAMILTON, Ont.**



# Brooms

# Brooms

# Brooms

We believe we are showing the best value in Canada to retail at

**25, 30 and 35 cts.**

SEE OUR SAMPLES BEFORE BUYING.

## THOS. KINNEAR & CO.

Wholesale Grocers,

49 Front St. East, TORONTO.

### CANADIAN BUSINESS MEN AND THE WEST INDIES.

A REPRESENTATIVE of THE GROCER at Halifax had the pleasure of a short chat with Mr. W. A. Black, of Pickford & Black, one day last week regarding winter travel to the West Indies. Mr. Black said that the Oruro, which sails on February 10, had then over 20 passengers booked, and, by the time of her departure, would probably have quite a few more. He said that the Dahome, sailing on February 24, has also booked a number, and that they hope to see a large party on the passenger list before the ship sails. The Dahome is the boat secured by Pickford & Black to take the place of the Orinoco, which had an accident happen to her boilers when on her last trip to Demerara, and is now laid up for repairs.

The Dahome is one of the steamers of the Furness Line, and is fitted and furnished with all the modern conveniences throughout. Starting from Halifax on February 24, she will, three days later, reach the little island of Bermuda, the land of the lily and the rose, and, after about 24 hours stay at Hamilton, the capital of the Island, will proceed on a voyage to St. Kitts, a four

days' sail, and one that passengers will find all too short, so beautiful are the days and so lovely are the nights.

At St. Kitts the steamer remains almost a day, and there one first sees the social and physical wonders of the tropics. Next morning Antigua is reached, and after eight or ten hours' stay, move on to Dominica; then to Montserrat and St. Lucia, the headquarters of the British garrison in the West Indies. From St. Lucia to Barbados is one night's sail, so that the steamer usually arrives at Bridgetown about daylight. Two days in Barbados and then off for Grenada, St. Vincent, and Trinidad, at the latter of which about two days more are usually spent. Then to Demerara and remain three days, long enough to get some exercise and be ready to start for home again.

Pickford & Black are especially anxious to see Canadian business men make a trip to the various islands, as they believe it will give a needed impetus to our export trade. The cost of the entire passage is only about \$3 a day, from Halifax to Demerara and return to St. John, and the accommodation and attention on board the Dahome will be found to compare favorably with the best Atlantic line.

### LOAVES WERE UNDER WEIGHT.

Seventeen loaves of bread weighing less than five pounds each were offered for sale by Wm. Feeley, a baker of Hull, Que. When he appeared before the Ottawa police magistrate he pleaded guilty to the charge. As he had been convicted previously for a similar offence, he was assessed with a fine of \$15, and costs amounting to \$1 were added.

Gregoire H. Renaud, also of Hull, was another baker who had in his possession and offered for sale loaves below the required weight. Four light-weight loaves were found on his premises. He was let off with \$10 and \$1 costs, as this was his first offence.

### DISHONEST APPLE PACKERS.

As large quantities of apples are being packed for export at Brighton, Ont., the place was visited last week by Fruit Inspectors Carey, Scriver, and Wartman. As a result, convictions were made, violations of the Act being established. The inspectors state that a fairly large percentage of the packers observe the Act, but in the way of honest packing and marketing they see lots of room for improvement. They intend to prosecute every case of violation.



## CHEESE

We have still left a few boxes of Pan-American Prize Cheese, whites and colored, price 10½c. Every box bears the Pan American label, and scored 96 to 98 points out of a possible 100.

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

51 Colborne St., TORONTO.





# SUCCOTASH

Your stock is not complete without it.  
See our travellers.

**THE DAVIDSON & HAY, LIMITED**  
Wholesale Grocers. - Toronto.

## B.C. FRUIT GROWERS MEET.

CONSIDERABLE interest was displayed in The British Columbia Fruit Growers' Association, which had its yearly meeting at Vancouver for three days, commencing January 23. Amongst those who attended were: H. Kipp, President; I. C. Metcalfe, Vice-President; W. I. Brandrith, Secretary; R. M. Palmer, I. Love, I. de C. Wetheral, Thomas Earle, T. Cunningham, T. Thrift, J. Hill, W. E. Norris, Tom Wilson, Capt. Tatlow, M.L.A., and others.

The president in his address reviewed the year's work of the association. He gave the C.P.R., the steamboat and transportation companies credit for the manner in which they had received the association's transportation committee. He mentioned a number of drawbacks that they had experienced, particularly the dry-rot of the plum and cherry. Judicious spraying had greatly helped. Fruits were also sometimes injudiciously picked. An expert had been engaged from the older fruit-centres, to give them lessons in the packing and handling of fruit. He described his visits to the fruit exhibition at Kelowna, where a great and excellent display of plums, pears, apples, and peaches, was made, and to the exhibitions at Salmon Arm, Kamloops, Ashcroft and Lytton.

J. C. Metcalfe, chairman of the trans-

portation committee, gave an account of his trip to Winnipeg in charge of an experimental car of fruit last summer. He demonstrated that fruit could be successfully shipped from the Fraser River Valley to Winnipeg. To command the markets in Manitoba and the Northwest many points should be considered. Varieties should be grown that would command the best sale in the market, and at the same time be most suitable for growth in the locality where they are produced. To obtain clean fruit required consistent spraying. There should be careful and honest picking, grading and packing. The best quality and a uniform size of packages should be used, and also tin, rather than wooden tops in plum and prune baskets. All packages should be branded with the variety and quality of the fruit, and the name and address of the grower. He suggested that representations should be made to the C.P.R. and other carriers of fruit for an expedited service of five days to Winnipeg, and less to nearer points, and lower rates, if possible, amongst other things.

Thomas Earle's paper was on fruit-growing in the interior of British Columbia, and mentioned most of the principal orchards from Lytton up the Valley of the Thompson, through by Kamloops, Salmon Arm, Okanagan, Kelowna and other centres. He had a list of the varie-

ties of fruit which he considered the most profitable to grow in British Columbia.

A committee consisting of Messrs. Norris, Wilson and Brandrith was appointed who will confer with J. R. Anderson regarding the publication of an annual report of the association and the chances of having their printing done by the local Government.

The election of officers resulted as follows:

President—J. C. Metcalfe.

First Vice-President—H. Kipp.

Second Vice-President—J. Orr.

Third Vice-President—A. C. Wilson, Nanaimo.

Secretary-Treasurer—W. J. Brandrith.

All members in good standing were appointed directors.

At a meeting of the creditors of Scott & Welsh, general merchants, Moorefield, Ont., who recently assigned to Oscar Wade, Toronto, with liabilities of \$5,287 and assets of \$5,570, it was decided to sell the stock to A. Scott & Co. for sufficient to pay to the creditors 60c. on the dollar.

J. B. A. and Abel Turcotte, who have formerly conducted business as merchants, at Quebec, under the firm name of Nazaire Turcotte & Fils, have dissolved, and have formed a new partnership to carry on business as wholesale grocers at Quebec, under the style of Turcotte, Freres & Cie.

*A. MacLaren Co. supplied us with a new tin of this*



*59.477  
2. MacLaren Empire*

**This is it--**

## Upton's Marmalade

Have you seen our new season's make, which is superior to imported goods?

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

Selling Agents,

51 Colborne Street, **TORONTO**



## BUSINESS CHANGES.

## DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

It was stated in our issue of January 24 that the bailiff was in possession of the premises of Frank Melville, fruit dealer, St. Marys, Ont. Mr. Melville writes that there is no truth whatever in the statement. We therefore cheerfully make the necessary correction.

B. C. Neil, tea peddler, Granby, Que., has assigned.

J. C. Barry, trader, Ste. Anne De La Perade, Que., has assigned.

Michael Jordan, grocer, Woodstock, Ont., has assigned to Stephen Lamb.

Donald Gillis, flour and tea merchant, Port Hood, N.S., has assigned.

D. Charron, grocer, Quebec, is offering to compromise at 10c. on the dollar.

L. A. Frechette, general merchant, Thetford Mines, Que., has assigned.

Kent & Turcotte are the curators of J. C. Giroux, general merchant, Berthier, Que.

Binns & Thompson, general merchants, Ucluelet, B.C., have assigned to James E. Sutton.

E. P. Beaudry, grocer and liquor merchant, Montreal, has compromised at 50c. on the dollar.

P. J. Kyte, general merchant, St. Peter's, N.S., is offering to compromise at 50c. on the dollar.

H. A. Lalonde, general merchant, Riviere Beaudette, Que., is offering 25c. on the dollar.

L. M. A. Lemieux & Co., general merchants, Marbleton, Que., have assigned to J. R. Roger.

The creditors of Michael Jordan, grocer, Woodstock, Ont., have a meeting on February 8.

A consent of assignment of Vipond, McBride & Co., wholesale fruiterers, Montreal, has been filed.

The creditors of Black & Ross, general merchants, Thetford Mines, Que., held a meeting on February 4.

J. A. Milligan, general merchant, Midland, Ont., has assigned to Duncan Storey. Creditors will meet to-day.

A meeting of the creditors of James B. Hay, florist and seed merchant, Brantford, Ont., has been called for February 8.

Syndicate de Ste. Marie, general merchants, St. Marie, Beauce county, Que., has assigned to Alfred Leimeux.

Marcotte & Marcotte are the curators of A. V. Decary, hay and grain merchant, St. Henri de Montreal, Que. Their creditors met on February 4.

Lacourse & Le Francois, general merchants, Shawenegan Falls, Que., have consented to assign. A meeting of creditors has been called for February 8.

M. S. Houle, general merchant, St. Boniface and Letellier, Man., has assigned to C. H. Newton, Winnipeg. A meeting of creditors has been called for February 11.

## PARTNERSHIPS FORMED AND DISSOLVED.

H. B. Bell & Co., grocers, Stratford, Ont., have dissolved. J. A. Foster, continues.

Ryall & Hutchins, cigar manufacturers, Hamilton, Ont., have dissolved. C. A. Ryall continues.

Fetterly, Fulton & Allison, general merchants, Chesterville, Ont., are advertising as dissolving.

Foster & Son, boots and shoes, Pembroke, Ont., have dissolved. The business is continued by A. Foster.

## SALES MADE AND PENDING.

Arthur Ligouin, baker, Montreal, has sold out.

Clarence J. Leahy, grocer, had his stock sold by sheriff on February 3.

The assets of C. Daquette, boot and shoe merchant, Montreal, have been sold.

J. O. Belyea, grocer, Public Landing, N.B., is advertising his business for sale.

The stock of Davison Bros., grocers, Newmarket, Ont., is to be sold by tender.

The assets of B. Simon, general merchant, Greenfield, Ont., are to be sold on February 10.

The assets of Mrs. Theo. Goulet, boot and shoe merchant, Montreal, are to be sold.

N. T. Carey, general merchant, Otterburne, Man., is advertising his business for sale.

The assets of M. Ormstein & Co., general merchants, St. Polycarpe, Que., are to be sold.

The stock of Hugh Fitzpatrick, tobacconist, Ottawa, has been sold at 65c. on the dollar.

The assets of E. N. Sadler, confectioner, grocer, etc., Carleton Place, Ont., have been sold.

L. G. Chausse, grocer and hardware merchant, Montreal, is advertising his business for sale.

The stock of John White, cigar manufacturer, Hamilton, Ont., is to be disposed of by bailiff's sale.

The assets of B. Simon & Co., general merchants, Vankleek Hill, Ont., are to be sold on February 10.

The estate of Malcolm R. Gillespie, general merchant, Balmoral, Ont., was advertised for sale by auction on February 6.

## CHANGES.

Lewis Jones, general merchant, Exeter, Ont., has sold to L. Lanning.

Kerr Bros., grocers, Calgary, N.W.T., have sold out to Riley & McCormack.

The Walker Oil Co., Winnipeg, is applying for incorporation.

Clough & Berwick, millers, etc., Ayer's Flat, Que., have registered.

B. F. Kendall, tobacconist, Toronto, has sold out to W. J. Williams.

Beaubien & St. Germain, vegetables, etc., Montreal, have registered.

Egerton R. Sears, grocer, Kingston, Ont., has sold out to J. M. Hughes.

The Canadian Cream Cheese Co., Limited, Ottawa, has obtained a charter.

M. Briere & Cie, grocers, St. Louis de Mile End, Que., have registered.

German & Corbeil, bakers, St. Louis de Mile End, Que., have registered.

Jehiel Marlatt, flour and feed merchant, St. Thomas, Ont., is out of business.

The Brandon Fruit Co., Limited, Brandon, Man., is applying for incorporation.

Annie E. Smith, general merchant, Port Rowan, Ont., is succeeded by Darby & Yokum.

Narcisse Laflamme has registered for B. Guimond & Cie, boot and shoe merchants, Montreal.

R. H. Benson & Co., general merchants, Indian Head, N.W.T., are giving up business there.

Mrs. S. A. Roy, fruiterer, Sherbrooke, Que., has registered under the style of Mrs. Alphonse Roy.

Wm. Clark, fruiterer and confectioner, Alberton, P.E.I., has removed to Summerside, P.E.I.

Scott & Welsh, general merchants, Moorfield, Ont., have sold their stock to A. S. Scott & Co.

The stock of A. E. Butler & Co., boot and shoe merchants, Hamilton, Ont., has been sold to L. M. Trolley.

E. J. Brooks & Co., general merchants, Indian Head, N.W.T., have sold their Kenlis branch to A. O. Brooks & Co.

The consent of the husband of Isabella A. Lloy, allowing her to conduct a grocery business at Dartmouth, N.S., has been registered.

Supplementary letters have been issued increasing the capital of The St. Lawrence and Chicago Steam Navigation Co., Limited, Montreal, to \$500,000.

## FIRES.

C. S. Botsford, general merchant, Uxbridge, Ont., has been burned out.

The stock of Arthur Lefebvre, grocer, Montreal, has been slightly damaged by fire.

Placide Daoust, grocer, Montreal, had his stock damaged by water. Loss is covered by insurance.

J. D. Lacerte, general and wholesale leather merchant, Plessisville, Que., has had one of his tanneries destroyed by fire. There is some insurance.

## DEATHS.

John W. Owen, general merchant, Twillingate, Nfld., is dead.

E. D. Tillson, of The Tillson Co., Limited, and E. D. Tillson & Co., millers, Tilsonburg, Ont., is dead.

Wm. Adams, of Adams & Burns, wholesale wine and liquor merchants, Toronto, is dead.

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The best is the cheapest in the end. And your customers will know this better than you. if you are not handling

# JAMES' "DOME" BLACK LEAD

others are and you're losing business.

## "Superior Breakfast Cream" and "Superior Gluten Flour"

(CEREAL)

On their merits we refer you to the following among the London retail grocers:

Wm. McGuffin, Queen's Grocery, T. A. Rowat & Co. John Lawson, John Trebilcock,	Scandrett Bros. G. M. Ferguson, New York Store, F. Harley, Harry Ranahan, Jas. Wilson & Co.,	A. J. Clark & Co., George Loveless, F. E. Lea, The City Grocery, Cash Bargain Grocery, A. J. Denny,	Connor Bros., J. Dobbin & Son, R. Walker, F. L. Ross, W. A. Banghart, E. L. Liddicott,	E. B. Hargraves, James Mahon, Wm. Mullins, George Finnigan, C. P. Sellers,	St. James' Park Grocery Co., E. R. Newans, Frank Robinson, W. J. McLeod, T. Hall, Andrew & Son,	Charles McCormick, Frank Harding, Fitzgerald & Duncan, James Ward, E. B. Leach.
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EACH:—3-doz. 2½-lb. packages per case, or assorted ¼ Breakfast Cream and ¼ Gluten Flour.

All orders shipped through your wholesaler.

**North-Western Cereal Co.,**

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

JOSEPH CARMAN,  
Winnipeg, Man.

**London, Canada**

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

## "I Left My Happy Home For You."

This occurred when the following "Favorites" needed replenishing in the home and the good wife (knowing their superior quality) hastened to the "Grocer" who always keeps the highest grade of goods in stock, and is never without

# KINCORA CEYLON TEA

Put up in 1-lb. and ½-lb. packages.

and

Retails at 25c., 30c., 40c. and 50c.

# BOSTON LUXURY COFFEE

SOLE AGENTS:

**John Sloan & Co., - Toronto**



## INDUSTRIAL GOSSIP.

### PORT ARTHUR'S NEW ELEVATOR.

The Canadian Northern Elevator, just finished at Port Arthur, Ont., is one of the largest in the Dominion, having a capacity of over 1,250,000 bushels of grain. This is contained in 108 bins, each capable of holding 9,500 bushels. Ten lofters or legs, each having a capacity of 10,000 bushels per hour, supply grain to the bins, while it can be conveyed away from them by as many shipping spouts, having an equal, if not greater, capacity. The 85,000-pound scales are of the most modern type. They can weigh the largest car on the road.

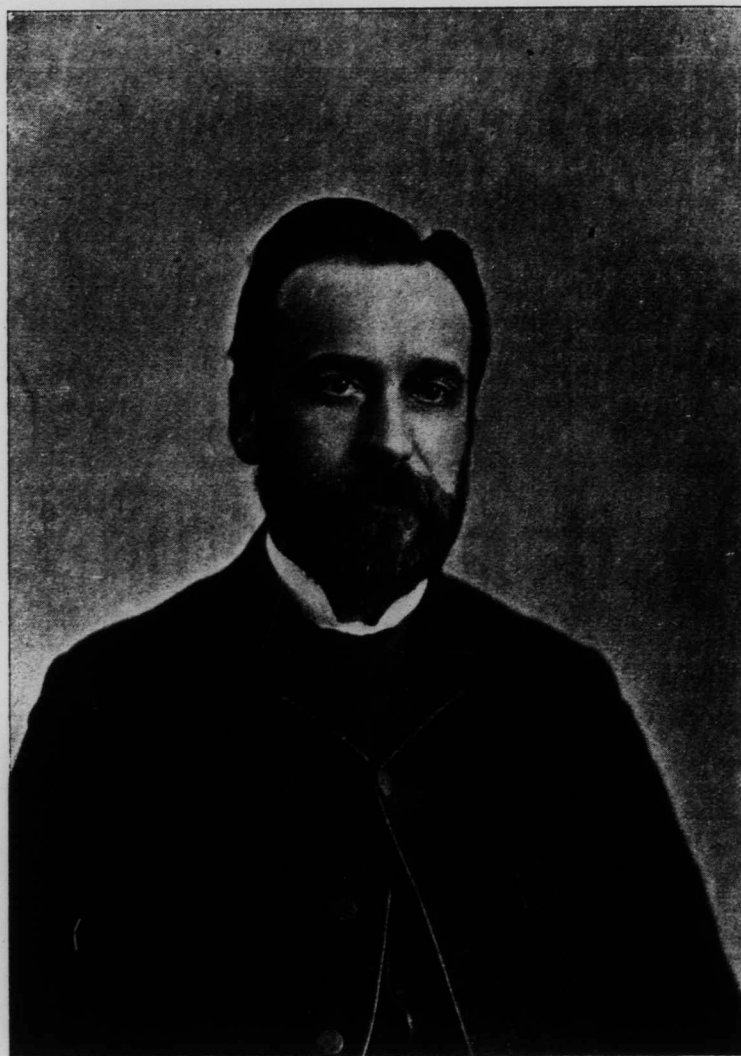
The main building itself is 239 feet long and 98 feet high. It rests on over 4,000 piles and 144 concrete piers. The piles are of tamarac, the main frame of red pine, and the cribbing of hemlock. Altogether over 2,349,000 feet of lumber was used in the structure.

Engines of 750 horsepower supply light and motive power. The cylinder is 24 x 48, the fly-wheel 18 feet in diameter, and the shaft 12 feet 8 inches long. Fire protection is afforded by the latest and most perfect apparatus obtainable.

**NEW CO-OPERATIVE CREAMERY.** In the Township of Guelph, in the County of Wellington, a co-operative company is being formed with shares placed at \$5 each, for the purpose of conducting a creamery in the old cheese factory, formerly carried on by C. Millan. A meeting was recently held, at which several preliminary details were gone into and a board of provisional directors appointed, consisting of Messrs. James Armstrong, Rob. Armstrong, J. Smith, Walter Atkinson, Kenneth McLennan, John Scott, J. T. Crosby and G. D. Gopsill. These gentlemen will at once call on the neighboring farmers to solicit stock subscriptions and to find out the quantity of cream available. Tenders were also laid before the meeting for the building and supplies.

### NEW FLOUR MILL AT PRINCE ALBERT.

The Prince Albert Elevator Co. intend building a new flour mill and another elevator at Prince Albert, N.W.T. The mill is to be capable of turning out 100 barrels of flour every day, and the elevator will have a capacity of 25,000 bushels of grain. These buildings will represent an outlay of some \$25,000. The company want the town council to aid them with a bonus of \$3,000 and tax exemption on half of their outlay. They figure that the



ALD. LAPORTE, of Laporte, Martin & Cie.

Re-elected Alderman in Montreal, on Saturday last.

interest on the 20-year debentures will amount to \$180 a year, while the taxes on 50 per cent. of the investment will amount to \$240 yearly. This will leave each year a balance of \$80, which could be applied to the sinking fund. It is stated that the town council is in favor of this proposition, so the elevator concern will likely obtain their request.

### A NEW CHEESE COMPANY.

The Canadian Cream Cheese Company is the name of a new firm which is being formed at Ottawa by a number of citizens. They will enter upon the manufacture of several leading brands of cheese. Already they are placing on the market the "Glen" brand of cheese which they claim is of very high quality. The officers of this company that have been elected for 1902 are:

E. W. Clark, president.

A. MacLean, vice-president and treasurer.

T. V. MacLean, secretary.

Gwyn Osler, of O'Gara, Wyld & Osler, solicitor.

An experimental shipment is going to be sent to South Africa by the Government transports. An agent there reports that there is a good opening, which he will be given an opportunity to prove.

### MACARONI TABLE FIG.

A "new" foreign fruit that gives signs of becoming popular is the "Macaroni-packed" table fig. Some time ago about 500 boxes of these were disposed of on this market, and seemed to be well liked. At the price sold at, however, they were not a successful venture for the importers. A proper appreciation of the value of packing dried fruits will tend greatly to increase the demand for these goods. They are packed in their natural state, without being slit open and flattened out, which process not only robs them of much of their flavor but also adds to their cost.

In London, the first figs packed like this were for cooking purposes, but they were found so delicious that they were used as table figs. Seeing this, the importers had table figs packed in this way, and they took a very short

time to establish themselves in strong favor.

### WHAT HE HAD.

Guest: "What have you got?"

Waiter: "I've got liver, calf's brains, pigs' feet—"

Guest: "I don't want a description of your physical peculiarities. What you have got to eat is what I want to know."

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# MAPLE SYRUP

**"IMPERIAL"** THE MOST POPULAR BRAND ON THE MARKET.  
THE STANDARD OF PURITY. EVERY TIN GUARANTEED.

**"SEMPER IDEM"** A good Maple Syrup—cheap only in price.  
Superior to many brands offered at higher quotations.

5-GALLON TINS, IMPERIAL MEASURE,	\$3.90 PER TIN.
GALLONS (WINE) CASES 6 TINS,	4.50 PER CASE.
HF.-GALLONS " " 12 TINS,	4.90 PER CASE.
QUARTS " " 24 TINS,	5.10 PER CASE.

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

WHOLESALE GROCERS

TORONTO.

## THE FRUIT GROWERS OF NOVA SCOTIA.

THE annual meeting of The Nova Scotia Fruit Growers' Association was held at Wolfville, N.S., recently. There was a good attendance and considerable interest was manifested throughout the meeting. The President, J. W. Bigelow, in his report, which he presented, said:

In submitting this my report to this Association which has for the past 38 years chronicled the progress of horticulture in Nova Scotia, it is gratifying to be able to report that this, our own loved Province, has this year been blessed with an abundant crop of excellent fruit. Our principal crop, apples, will yield about 300,000 barrels for export. The world's crop of apples is this year reported at 35 per cent., and on this continent it is estimated at only 25,000,000 barrels against an average crop of 60,000,000. Our plum crop this year yields about 60,000 baskets; pears, a fair crop of good quality; peach crop good, quality excellent; strawberries, about 300,000 baskets. Owing to early frosts, the cranberry crop was a failure in many sections, and a total crop of only 600 barrels is the result. Prices, \$6 per barrel. About 75 acres of cranberries are under cultivation in Kings county. All fruits and berries sold at remunerative prices.

A strange feature of our apple trade is, this year, so far, our English market has given us the poorest returns. Our Gravensteins have not netted the growers \$2 per barrel in England, while they would have brought \$4 to \$5 per barrel in American markets. The principal reason seems to be that apples arrive in bad condition and show signs of having been cooked in transit. Another singular feature of the trade this year is that apples have been shipped to England via Montreal at less cost and arriving in better condition than those shipped via Halifax.

He then proceeded to mention that Nova-Scotian orchards had not suffered much from insect pests and that when inspected by Professor Thro no San Jose scale was found in Nova Scotia whatever. Even the young orchard trees and imported stock bore no traces of it.

Twelve counties were represented in the recent fruit exhibit at Halifax, at which over \$800 were paid in prizes. It was the largest ever known, there being shown over 3,000 plates and a large

quantity of berries in acid. An exhibit was also made at the Pan-American Exhibition of Nova-Scotian fruit, at which two gold, one silver and three bronze medals and four diplomas were received as prizes. As these had only been placed on exhibition one month before the fair closed, the awards proved most satisfactory. To ascertain what varieties of apples can be grown in Nova Scotia to the best advantage commercially, he had secured a list of four of the most profitable varieties grown in each State of the Republic and also in Ontario. He had selected one barrel each of Kings, Ribstones, and Golden Russets to be sent to the Prince of Wales, by their patron, Lieut.-Governor Jones, in the name of the association.

Prof. F. A. Waugh, of Vermont University, Burlington, gave an interesting address illustrated by stereopticon views. His subject was "The Fruit Spur."

S. McNeil, of Walkerville, Ont., related his experience with the San Jose Scale. He warned the Nova Scotians that no efforts that could be made would be too drastic and no amount of money spent would be too much to spend to stamp it out.

Vice-President Innis had a paper on the classification of freight. He showed how unfair and burdensome the railway freight-rate on apples was in comparison with rates on other commodities. The resolution which he submitted that the association memorialize the Governor-in-Council to cause the classification to be amended by removing apples from the third and fifth classes to the fifth and eighth classes respectively, was unanimously adopted. To press this resolution on the authorities a committee consisting of J. E. Bigelow, Col. Spurr and Chas. McLellan was appointed.

W. A. McKinnon, chief of the fruit division of the Department of Agriculture, Ottawa, addressed the convention on the

Fruit Marks Act. After some discussion, in which a number took part, a committee was appointed to suggest alterations and amendments to the Act, and report to the association. The following are on this committee: J. Rufus Starr, chairman; R. S. Eaton, C. R. B. Bryan, Paul C. Black and Miles Chipman.

The financial report of the secretary, S. C. Starr, shows the association to be in a very satisfactory condition, there being a balance on hand of \$143.40. The receipts for the year 1901 were: \$584.64, and the expenditure, \$391.20. There was a balance of \$255.14 brought down from the previous year. The school of horticulture is in a good position financially, for the report showed that there was a balance on hand of \$1,066.25. The receipts amounted to \$3,237.31 and there was an expenditure of \$2,171.06. At this school of horticulture there was an attendance of 64 students, according to W. C. Archibald, the chairman of the managing committee of that college.

The officers elected for 1902 are as follows:

President—W. J. Bigelow.  
Vice-President—Peter Innes.  
Secretary—S. S. Parker, Berwick.  
Assistant Secretary—R. W. Starr, Wolfville.  
Treasurer—Geo. W. Munroe, Wolfville.  
Auditors—Geo. W. Thompson, R. E. Harris.  
Executive Board—J. Elliott Smith, R. S. Eaton, Dr. Chipman, A. C. Starr.

Vice-presidents for counties, an exhibition committee, a managing committee for the school of horticulture, and members for the council board were also elected.

Alpheda Potvin, wife separated as to property of Jean B. Paquet, merchant, Quebec, from this out will conduct a business as general merchant at Riviere a Pierre, Que., under the firm name of J. B. Paquet & Cie.

At a meeting of the creditors of Moses Legal, trader of Levis, Que., V. E. Paradis was appointed curator, and William L'Esperance and Solomon Levinson, of Montreal, and Charles Meiklejohn, of Quebec, inspectors to the insolvent estate.



# Stop the Leaks!

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

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

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

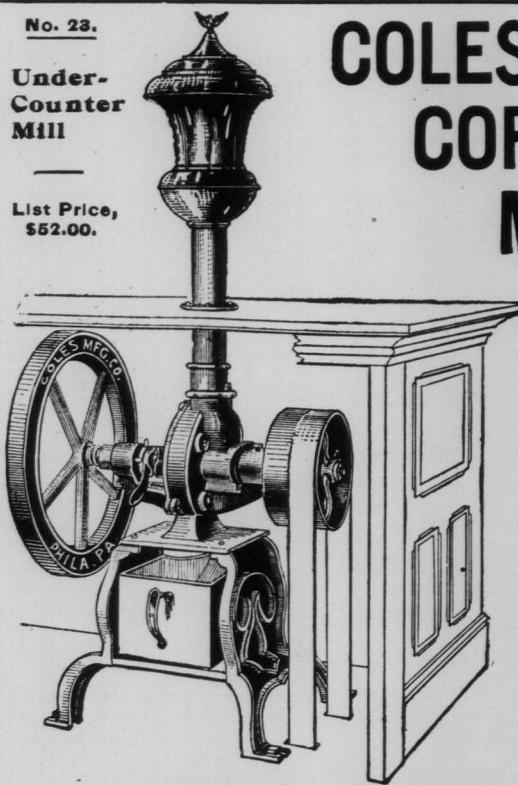
## Windsor Salt.

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

No. 23.

Under-  
Counter  
Mill

List Price,  
\$52.00.



## COLES COFFEE MILLS

None better for  
Granulating or  
Pulverizing.

Our mills will  
Pulverize with-  
out heating Caf-  
fee.

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

**A GREAT  
LABOR-SAVER.**

Our Grinders  
wear longest.

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

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

## A CHANCE TO MAKE MONEY

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

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

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

**PICKFORD & BLACK  
HALIFAX.**



The Mac

Publishers  
late in the  
North-West  
Quebec, I  
Island and

MONTREAL

TORONTO

LONDON, E

MANCHESTER

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President:  
JOHN BAYNE MacLEAN,  
Montreal.

**the MacLean Publishing Co.**  
Limited

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

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

**A GOOD SCHEME.**

**A** COMMUNICATION has been sent to the Canadian Manufacturers' Association by Mr. H. C. MacLean, of Toronto, suggesting the consideration of a scheme for advertising Toronto in the Southern States as a summer resort.

"If the Manufacturers' Association were to go into it intelligently," says Mr. MacLean, "and devise some scheme properly systematized and managed, they could raise \$25,000 for the purpose without difficulty."

The idea is a good one, and should receive the consideration it deserves. The tourist question is large enough and important enough to warrant the Association applying its energies to advertising not only Toronto, but other cities as well, in which it has branches. In furtherance of the scheme, the cooperation of the railways and steamboat companies could also be sought, and, no doubt, it would be obtained.

The attractions of Canada as a summer resort for residents of the South are not

unknown. Yearly they are becoming better known, but there is still a great deal of room for improvement. This can only be done by liberal and legitimate advertising schemes, and there is no organization that is better qualified than the Canadian Manufacturers' Association to take the initiative in the matter.

**FEATURES OF CANADIAN WINTERS.**

**T**HERE is scarcely anything in regard to Canada that is more misunderstood in Europe than its climate. To a great many, Canada is a land of snow. It is true that in certain parts of the country the winters are cold and snow is present for three or four months. On January 3, for example, the thermometer at Dawson, in the Yukon, registered a maximum temperature of 28 deg. below zero, and at Winnipeg it was the same. But even in these places the climate is so dry and the conditions for withstanding the cold so ample that inconvenience is seldom experienced.

The climatic conditions at those points are not, however, representative by any means of the climatic conditions ruling in Canada during the winter months. In Halifax, on the Atlantic coast, the thermometer, on January 3, was only 4 deg. below freezing point, while at Victoria, on the Pacific coast, the temperature did not come within 4 deg. of freezing point, while in Toronto, where not one man in a dozen wears a fur cap during the winter months, there were 10 to 20 degrees of frost.

Snow on the Pacific Coast of Canada is a rare thing. On January 23rd last there was a snowstorm in that part of the country, the first for a year, and such an unusual thing was it that the newspapers came out the next day with flaring headlines, one of which read: "A Rare Snow Visitant." At Christmas time flowers are blooming in the gardens of Victoria, British Columbia, and a copy of The Victoria Colonist of January 24 announces that one of the local grocery firms has received two pounds of strawberries grown in the open air at Saanich, a short distance north of the Provincial capital. Coming east of the Rockies, it is a well-known fact that on the ranches in the Calgary district cattle are able to remain out on the prairie all winter.

Taking either the winter or the summer

seasons, Canada has one of the most glorious and bracing climates in the world.

**A NEW CANNED GOODS SYNDICATE.**

**A**LTHOUGH the effort to organize a joint stock company to control the canned vegetable output of Canada failed, those who were promoting the idea have not yet given up hope of accomplishing something whereby the pack of 1902 shall be controlled. The idea now in view is a reorganization of the syndicate, although upon slightly different lines from that which controlled the pack of 1901.

It is proposed, for one thing, to close up some of the smaller factories, paying the owners a stipulated sum therefor. For a consideration it is also proposed to induce other packers to cut off altogether for the season their output of one or more lines.

The large packers appear as a rule to be favorable to the new scheme. The difficulty is with the smaller and newer packers. Remembering the experience of some years ago, when an agreement was entered into whereby the output of all the packers who were members of the association was to be sold through a committee, the owners of the smaller factories demand that when the former have sold 50 per cent. of their output they shall withdraw their products altogether from the market until they (the smaller packers) have disposed of their goods. The larger packers are not willing to agree to this, but they would agree to allow them to sell at a slight reduction (it is said 2½ cents per dozen) below the figures ruling for their goods.

A strong effort will be made next season to reduce the pack on corn. In spite of the agreement to curtail the output by one-third, the pack was unusually large, caused in part by the fact that some of the canners exceeded by several thousand cases their allotted output. In tomatoes and peas the pack was of course light, while it is estimated that 60,000 to 80,000 cases of the former have been exported to the United States. The syndicate alone is said to have exported 60,000 cases. Canadian tomatoes are being laid down in bond in New York at 90c., and, as this price is much lower than that ruling for the United States article, they are being reexported.



### THE WARLIKE MR. FOSTER.

**H**ON. GEORGE E. FOSTER declared the other night during a speech which he made at the National Club, Toronto, on the occasion of the banquet to Mr. Edgar Wills, that he would like to see the people of the British Empire roll up their sleeves and give the commercially hostile nations a taste of commercial war.

Mr. Foster was for several years Finance Minister of the Dominion. On the whole, he was an able Minister. We do not know that we have had any better. But after all his experience in that capacity, the irresponsibility of the professional politician seems to occasionally exhibit itself. A business man with a stake in the country would not have talked in the militant spirit that Mr. Foster did. Commercial warfare is no more a plaything than physical warfare. Like it, destruction accompanies it and serious losses are entailed on both sides. It is unworthy of Mr. Foster to talk of liking to see the British Empire wage a commercial warfare.

The instrument by which he would wage a commercial warfare is, of course, the tariff. Now, there is no one in Canada that knows more about tariffs than Mr. Foster. When framing the tariffs which obtained under his regime he, no doubt, had in mind the welfare of Canada, and did the very best he could as far as his light went. Hon. W. S. Fielding was, no doubt, actuated by the same spirit. The tariff that exists today, like the last that Mr. Foster brought down, could be improved upon, and, no doubt, will be in time, but surely Mr. Foster would not have us believe that the proper way to improve it is to turn it into an engine of commercial warfare.

Mr. A. E. Ames, the president of the Toronto Board of Trade, who followed Mr. Foster, entirely disapproved of the latter's sentiments. "We are big enough, or should be big enough, to stand on our own basis," declared Mr. Ames. In other words, Mr. Ames would have us work out our own commercial salvation without bothering ourselves as to the methods obtaining in other lands. Mr. Foster, on the other hand, would declare a commercial

warfare against foreign countries whose fiscal policy met with his disapproval.

Mr. Foster is not the only one in Canada who is demanding commercial warfare. Before those militant spirits go any farther we would advise them to first sit down, and, like the king in Holy Writ, consider the costs and the possibilities. And as a preliminary, take the tariff in one hand and the Trade and Navigation Returns in the other.

#### LOW PRICE OF OIL OF LEMON.

The price of oil of lemon is at an unusually low figure at present, being about 40c. lower than a year ago. The cause of the weakness is the heavy crop of lemons.

Oil of lemon is the extract manufacturers' raw material, and to produce one ounce of it requires the crushing of about 1,000 lemons.

#### ALD. LAPORTE RE-ELECTED.

Mr. H. Laporte, of Laporte, Martin & Cie, has been re-elected as an alderman of Montreal. Ald. Laporte had a good majority in each of the six polls, his total majority being 222.

Ald. Laporte, being one of the city's most enterprising and thorough business men, is also one of its most trusted aldermen.

More men of this stamp would give the city the efficient government it is in need of. He has long been an advocate of having men with "free hands" to look after the city's affairs, and is much pleased with the increased number of supporters of his policy who have been returned in the present council.

#### THE HISTORY OF SUGAR.

**T**HERE is no article in the grocery trade which is of more historical interest and which is also, at present, attracting more world-wide attention than sugar.

When the history of sugar began no one can say. The earliest known reference to it dates back to the time of Alexander the

Great, over 2,200 years ago. A book dealing with the history of sugar has just been issued in England. Its title is, "Notes on the Sugar Industry," and the author is John M. Hutcheson.

While the book does not overlook the ancient history of sugar, the chief object in view is the modern history of the commodity. And the author has performed his task well, for he has presented a most interesting book of 140 pages. The history begins with 1544 and is brought down to 1900. The struggles of the sugar-refining industry in England and Scotland are told in an entertaining manner. And when one realizes that the industry is still struggling for life after an existence of 350 years one cannot but remark, "Poor old industry."

Besides the general history of sugar, a mass of most useful information is given in regard to rates of duty, imports, bounties and personal reminiscences.

The author of "Notes on the Sugar Industry" was particularly well qualified for the work which he undertook. He is at present living in London, Eng., but until about three years ago was a resident of Greenock, Scotland, where a long life was spent in the sugar trade, being a member of Macdonald, Hutcheson & Co., one of the oldest and best-respected firms in the trade. Mr. Hutcheson himself was one of the leading sugar buyers on the Clyde. The author being able to write from an experience of many years, the value of the book is naturally much enhanced thereby. And as it was written since Mr. Hutcheson retired from business it was possible to give a great deal of time to its preparation.

The price of the book is 5s. net, or in Canadian currency \$1.25, and copies can be obtained through Mr. Wallace Anderson, of 27 Front street east, Toronto, a nephew of the author. No one who desires to be informed in regard to the sugar industry should be without a copy, and as there is not likely to be a second edition it would not be well to delay purchasing.

#### THE LEAVEN OF BUSINESS.

Advertising is the little leaven which raises the business to a place of prominence and a condition of prosperity.

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## THE BEET-SUGAR INDUSTRY.

## SANDWICH TO HAVE A FACTORY.

IT has been announced by Mayor Girardot, of Sandwich, Ont., that he has secured assurance from United States and Canadian capitalists for the erection of a beet-sugar factory in that town. Four hundred thousand dollars will be invested. The refinery will be running by next year, when over 200 hands will be employed. This matter was discussed at a meeting of farmers at the Crawford House, Windsor, on February 1. Acreage sufficient for the needs of the factory will be canvassed for and a by-law granting ten years' tax exemption is expected to be passed without difficulty.

## BEET SUGAR IN P. E. I.

In the distant Province of Prince Edward Island considerable interest has been aroused in the cultivation and refining of the sugar beet. Augustine Callaghan, of the Provincial Registry Office, has for a number of years been giving both his time and money in experimenting as to the suitability of that Island for the growth of the sugar beet. For several successive years he has purchased and distributed sugar-beet seed amongst the farmers, and forwarded the product to Ottawa for analysis. This has fully demonstrated the suitability of that Province for sugar-beet cultivation. In 1900 an average of 13.92 per cent. of sugar was shown in the analysis. In some cases as high as 16.52 was found, a high percentage. This compares favorably with those grown for sugar manufacture in Europe and in the United States. In respect to these beets it may be stated that Professor Shutt, of the Ottawa Experimental Farm, says: "I am of the opinion that the average obtained indicate that a beet suitable for profitable sugar extraction can be grown in P. E. Island."

## ST. MARYS DEPUTATION REPORTS.

A deputation consisting of William Johnson and John Fotherington recently visited the beet-sugar factories at Bay City, Michigan, in the interests of those desiring the establishment of a beet-sugar refinery at St. Marys, Ont. The report of these men contains valuable information. They found that a \$600,000 plant would employ about 275 hands for four months in the year. The daily consumption of beets would be 650 tons and the daily output from these 150,000 pounds of sugar. The ordinary field of beets was ten tons per acre. It ran as high as twenty in some cases, while the farmers received on an average \$5.15 per ton for their product.

Many other things were ascertained, including the time for sowing, the quantity of seed per acre required, the best methods of preparing the ground and the most suitable means to be adopted to insure their successful cultivation. The most suitable conditions, it is claimed, for the growth of beets rich in sugar exist in a rich, loose, sandy soil, containing a fair percentage of lime. Neither heavy clay and wet soils, nor rocky and marshy lands are desirable.

## WANT A BONUS AT LONDON.

A number of United States capitalists are contemplating the erection of a beet-sugar factory at London, Ont. On behalf of these men, J. A. Moody appeared before the board of trade of that city and stated that a bonus of \$25,000 is expected for the building of a 500-ton plant. If a 1,000-ton plant is erected they will want \$50,000. The latter style of plant is what they intend to install. Mr. Moody urged the board to send over a representative deputation to Michigan in conjunction with the City Council and the Real Estate Owners' Association, to investigate the sugar-beet industry thoroughly. The appointment of this delegation was referred over to a council of the board.

## OTTAWA RETAILERS ENTERTAIN FRIENDS.

The Ottawa Retail Grocers' Association held a progressive euchre party in Booth's Hall on January 30, which was a decided success.

About 80 gentlemen sat down to the "lively game" for a couple of hours. Fifteen games were played, and Mr. Duncan McIntosh won 1st prize, a handsome briar-root pipe; Mr. Knauff secured 2nd, a box of cigars, and Mr. W. Hand captured the "booby," a "stocking of baby toys."

Refreshments were then partaken of, after which songs, recitations and speeches took up the rest of the evening.

Among those present representing wholesale houses were: John Hughes, of N. Quintal & Fils, Montreal; Fred Hodge, of Chase & Sanborn; C. J. Tuthill, of Gold Soap Co., Toronto; S. J. Huber, of Alpha Chemical Co., Berlin; D. K. McIntosh, of The Geo. Matthews Co.; Gerald Fitzgerald, of H. N. Bate & Sons; Mr. Provost, of Provost & Allord; J. E. Cox, Harold Whyte and Wm. Anoties, of J. G. Whyte & Son; Mr. Lavoit, of the J. M. Lavoit Co.; A. Durocher, C. A. Parker, Mr. Phillips, of Cochran & Co.; C. E. Ploin and T. Blackburn, of C. E. Ploin & Co.; G. W. Hunt and G. W. Langdon, of

the Ottawa Fruit Exchange; F. F. Morris, of the Queen City Oil Co.; J. McLusker, of Bedingfield & McLusker; Geo. C. Hamilton, of the O. & N. Y. Railway Co.; Ald. Shouldis, Ald. Lapointe, and Ald. Payment, of the city council.

## SHORT WEIGHTS INVESTIGATION.

W. G. PARMALEE, the Deputy Minister of Trade and Commerce, held his inquiry into the alleged short weights of butter and cheese at Montreal in the office of E. F. Craig, the Government grain inspector.

Among those who testified were C. A. Bull, of Montreal; W. H. Walker, M. L. A. for Huntingdon; Alex. A. Swail, of Kelso, Huntingdon County; P. Brault, of P. Brault & Fils, St. Sebastien, Que.; A. Fraser, of Sandringham, Stormont County, Ont.; J. M. McQuaker, of Owen Sound, Ont.; and M. Scully, of Lloyd & Scully, Owen Sound.

Mr. Scully was one of the chief witnesses. His testimony went to show that during the past ten years he had lost between \$800 and \$1,500 in short weight. When he shipped to the Old Country his weights always held out, and that there never were any demands for shortage made. On one occasion he was having a box weighing 57 lb. weighed by Mr. McLeod, the weigher of the Butter and Cheese Association of Montreal. Mr. McLeod refused to make it over 56 lb., claiming that he was not there to look for gains.

P. Brault, of St. Sebastien, always put 57 and 57½ lb. of butter in his boxes, but never was allowed over 56½ lb. He saw some of his cheese weighed once. The package was placed on the scales and the weight put at 56 lb. notch. The package showed over weight, but the weigher refused to ascertain the exact weight. A small piece of wire was attached to the weight on the beam. He called the man's attention to this and he took it off, explaining that it was a mistake.

J. P. Cleary, of Savage Mills, did not receive one claim for short weight during May, June and July last, when this matter was attracting considerable attention in the press, but in August a claim of shortages was received for those three months. On almost every lot shortages were claimed, and to make a settlement he was forced to accept the terms offered.

For the Montreal Butter and Cheese Association, P. W. McLagan filed the report of the Brockville delegation which went to Montreal last Spring. This report testified that the weighing was satisfactory.

James Alexander testified that the wholesale cheese men did not profit by the alleged irregularities in weighing. Cheese and butter were invoiced at the same weights at which they were purchased. A letter from an English house was filed, complaining of short weights.

This concluded the investigation in Montreal.



# Keep Pace with the Times

By selling the "up-to-date" Tea, the Tea that is fast displacing Japans by means of its superior quality.

## "SALADA" Ceylon Green Tea

will drive out all Japan Teas just as surely as "Salada" Black has driven all China Blacks from Canada.

Samples and all information furnished in reply to postal addressed to—

"SALADA," TORONTO, MONTREAL, BOSTON, DETROIT, BUFFALO, PITTSBURG.

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

IT IS A GILT-EDGED BEAUTY.

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

**THE BRANTFORD STARCH WORKS, Limited**  
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## Cream Soda Biscuits

Our Cream Sodas, in 3-lb. tins, are the best in Canada.

If you have not handled them send for sample.

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# MARKETS AND MARKET NOTES

## INFORMATION FOR BUYERS.

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

## ONTARIO MARKETS.

Toronto, February 6, 1902.  
GROCERIES.

THE past week has been an unevenful one in the wholesale grocery trade. The stormy weather of the early part of the week has naturally interfered with business, but, taking everything into consideration, the wholesale grocery trade is fair for this time of the year; in fact, some good orders for general groceries are reported. There is no one line, however, that can really be said to be active. If there is any one line in which the demand is a little better than for any of the others it is in currants, which rule steady in price in the primary market. The canned-vegetable market is without any special interest, although the feeling in regard to canned tomatoes continues to gather in strength. In no line of canned goods, however, can any activity be noted. Very little is being done in coffees, although the demand has improved a little. The outside markets are still easy. In nuts, the only noteworthy feature is a fairly good demand for shelled almonds and walnuts. Rice and tapioca are meeting with a fairly good demand. Spices are going out well, and advices from the outside markets indicate firm prices. Very little is being done in sugar, but prices are, on the whole, steady. Business is rather good in syrups and molasses. The wholesalers are experiencing a fairly good trade in teas, but the brokers are not doing much business. A good demand continues to be experienced for prunes.

### CANNED GOODS.

The feature of the canned goods trade is the confidence that is being expressed in all quarters in regard to canned tomatoes. The ruling price to the retail trade is still  $87\frac{1}{2}$  to 90c., but figures are firm. There are still inquiries coming to hand here for export to the United States, and it is estimated that from 60,000 to 80,000 cases have so far been sent across the border this season. An item in one of the New York

daily commercial papers says that Canadian tomatoes are being laid down there at \$1.26 per doz., and were informed by Canadian exporters that Canadian tomatoes are being laid down in bond at New York at about 90c. per doz. It appears that the most of the tomatoes bought in Canada by dealers in the United States were for export to other countries, such as South Africa and South America, they being procurable at about 35c. per doz. less than the price ruling on United States brands. Peas are still quoted at from 80c. upwards, but very little business is being done. Corn is still the weak feature in the canned goods trade. There is some old corn on the market, which is being offered at low prices, but for 1901 pack the ruling price is 80c. for good brands. Whether corn will eventually be influenced by the firmness in peas and tomatoes remains to be seen. At present, however, no one has any confidence in it, as the pack was very heavy, several of the packers having put up a great deal more than their allotment. One packer is said to have put up 10,000

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

cases in excess of his allotment. Fruits are only in light demand. The Lenten demand for canned salmon has not yet made its appearance and business in this line is consequently light. Very little is being done in canned meats.

### COFFEES.

The coffee market does not yet show any material signs of an improvement. Occasionally the market takes an upward turn, but just as regularly drops back into its old condition. The receipts of coffee continue heavy, and at the moment the bears have control of the market. Locally, the demand is a little better than it was for green Rio coffees, although the movement is not large. In roasted coffees, a good average trade is being done. We quote green Rio a little lower, as follows: No. 7,  $7\frac{3}{4}$ c.; No. 6, 8c.; No. 5,  $2\frac{1}{4}$ c.; No. 4,  $8\frac{3}{4}$ c.; No. 3, 10 to 12c.

### NUTS.

While the nut trade generally is quiet, there is a fair demand for this time of the year for the shelled description at 20 to 23c.

for shelled walnuts, and 24 to 28c. for shelled almonds. We quote: Grenobles,  $10\frac{3}{4}$ c. by the bale, up to 12c. for smaller quantities; marbots,  $8\frac{1}{2}$  to 10c.; filberts,  $9\frac{1}{2}$  to  $10\frac{1}{2}$ c.

### SPICES.

Local wholesalers report a fairly good demand for spices. Advices from the primary market say that pepper is keeping firm. Ginger is firm and unchanged. Nutmegs, particularly in the better grades, are also firm.

### SUGAR.

The sugar market has not been a particularly eventful one during the past week. Prices have ruled steady to firm. The latest cable advices to hand from London report that beet sugar is 3s. 4d. higher, at 6s. 9d. for February delivery, and that March is unchanged at 6s.  $9\frac{3}{4}$ d. f.o.b. Hamburg. The raw market in New York is reported to be steadier and the National and Arbuckle refineries were buyers on the basis quoted. Refined sugar is dull in New York. The receipts of raw sugar in the United States last week were light, 19,610 tons, while the meltings were 33,000 tons, reducing the stock by 13,390 tons. Since our last, there was an advance of 3-16c. in raw sugars in New York. The advance was caused by Cuban holders keeping their sugar, and to the reported buying of 10,000 tons of beet sugar in Europe by American refineries. The total stock of raw sugar in the four United States ports at the end of last week was 102,817 tons, against 98,935 tons the same time last year. The demand for sugar in Canada is very light, with prices ruling the same as a week ago. The basis of granulated f.o.b. Montreal is \$4 for Redpath and St. Lawrence, and \$3.95 for Acadia. The price in Toronto is \$4.18 and \$4.13, respectively.

### SYRUPS AND MOLASSES.

There is a good demand for syrups, particularly the corn description, which is quoted at  $3\frac{1}{2}$  to  $3\frac{3}{4}$ c. in barrels and kegs. Sugar syrups are rather quiet at from 30 to 32c. for medium and 35 to 37c. for bright. There is a good demand for New Orleans molasses, chiefly at 24 to 26c. for medium grades, while open-kettle is quoted at 45 to 50c. Receipts of molasses at New Orleans to the close of last week were 248,000 bbls., against 148,000 the same time last year.

### TEAS.

Local wholesalers are experiencing a fairly good demand for both Japans and



Indians and Ceylons. The brokers, on the other hand, are still doing very little business. The market for Indian and Ceylon teas is rather easy. Japan teas are fairly firm. There is still quite a scarcity on the spot in Ceylon greens, and there have been quite a number of inquiries. Owing to the scarcity, however, the inquiry is not as pronounced as it was. The price of Ceylon greens is at least 1c. higher than it was a month ago. There have been a few transactions here in China green teas during the past week, but there is still a pronounced scarcity, although at the price now ruling not many transactions are to be expected.

#### FOREIGN DRIED FRUITS.

**CURRANTS**—A cable received here on Monday quoted the market firm in Greece. The quantity remaining unexported in the country is generally considered to be short of what will be required to supply the demand till the new crop comes upon the market. Local wholesalers are experiencing a good demand for currants; in fact, this is really the most active line in the grocery trade just now. Prices rule much as before. We quote: Filiatras, 6 to 6½c.; Patras, 6¼ to 7c.; Vostizzas, 8 to 8½c. per lb.

**VALENCIA RAISINS**—The Valencia raisin market locally is still quiet and prices rather easy, particularly in view of the fact that a shipment of 2,000 cases is due to arrive within a few days. We still quote selected at 6½c. as the ruling price.

**SULTANA RAISINS**—Are in fair demand at 8½ to 12c.

**PRUNES**—The demand for prunes continues active, particularly for the four sizes running from 60's to 90's. 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 7¼c.; 60-70's, 7½ to 8c.; 50 60's, 8 to 8½c.; 40-50's, 8¾ to 10c.

**FIGS**—There have recently gone some further shipments of mat figs into the New York market from here, and stocks in this description are now pretty well cleaned up. Some houses are entirely sold out. Business is light. We quote: Mat figs, 3¼c.; naturals, 3¼ to 3½c., according to quality; tapnets, 3¼c., and elemes, 8½ to 18.

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

**DATES**—Very little is being done. The ruling prices are still 4½ to 4¾c. for Hallowees, and 4¼ to 4½c. for Sairs.

#### GREEN FRUITS.

There is a good demand for oranges especially for those whose skins are bright, like Californian navels. Lemons are steady in demand, and apples are stagnant. Grape fruit is 50c. to \$1.10 lower per box. Florida

oranges have come down 25c. per box, while, on the other hand, Californians have advanced 25c. Cranberries are scarce, but there is little demand for them. We quote: Oranges, Malagas, \$3.25 to \$3.50 per case; Tangerine or kid glove, \$8 to \$9 per strip, or \$4 to \$4.50 per half strip; Floridas, \$3 to \$3.25 per box; Mexicans, \$2.25 per box; Californian navels, \$3.25 to \$3.75 per box; Valencias, \$3.75 to \$5.50 per case; apples, \$4 to \$5 per bbl.; grape fruit, \$3.50 to \$5.50 per box; Malaga grapes, \$5.50 to \$6.50 per bbl.; cranberries, Budd's long keepers, \$9 to \$10 per bbl.; bananas, \$1.50 to \$2 for firsts, and 80c. to \$1 for first eight hands; pineapples, 25 to 35c. each by the case; Southern cucumbers, \$2.25 to \$2.50 per doz.; Spanish onions, large cases, \$3.50; small crates, \$1.10.

#### VEGETABLES.

There is a good demand for green onions, lettuce and rhubarb. Radishes also are moving freely. Potatoes are down 5c. Cabbage is steady, with a good supply in stock. Onions are quiet. We quote: Green onions, 10 to 15c. per doz.; rhubarb, 12½ to 15c. per bunch, \$1.25 to \$1.50 per doz.; carrots, parsnips and beets, 20c. per peck; turnips, 15c. per peck and 35c. per bag; lettuce, 30 to 40c. per doz.; radishes, 50 to 60c.; mint and parsley, 20 to 25c.; celery, 50 to 60c.; red cabbage, No. 1, 5 to 10c.; cabbage, 40 to 60c. per doz.; dry onions, \$1 to \$1.25 per bag; potatoes, 75 to 80c. per bag; artichokes, 20c. per peck.

#### COUNTRY PRODUCE.

**EGGS**—There are very limited receipts in strictly fresh eggs. Prices are 1c. higher for these. Lined eggs are scarce, as are also cold-stored. We quote: Strictly fresh, 26 to 27c.; held fresh, 20 to 22c.; cold-stored, 19 to 20c., and limed 17 to 19c. per doz.

**BEANS**—There are moderate offerings of beans, with a quiet demand. We quote: Choice hand-picked, \$1.70 to \$1.85; prime, \$1.50 to \$1.60 per bush.

**HONEY**—There is a quiet demand, with steady prices. We quote: Clover, in 60-lb. tins, 9¼ to 10c.; less quantities, 10 to 11c. per lb.; in combs, \$2 to \$3 per doz.

**DRIED AND EVAPORATED APPLES**—Trade is very quiet. The prices are unchanged. We quote: Evaporated apples, 9¾ to 10c. in carlots and 10¾c. in less quantities. Dried apples 5 to 6c. per lb.

**POTATOES**—The receipts are more liberal and the prices are lowered from 2½ to 5c. per bag in carlots. They are now selling at 60 to 62½c. per bag in carlots and 75c. per bag for less quantities.

#### BUTTER AND CHEESE.

**BUTTER**—The supply of butter has slightly decreased, but the demand continues steady. Prices are unchanged and firm. We quote: Choice 1-lb. prints, 17 to 18c.; large rolls, 16 to 17c.; tubs, best quality, 15 to 16c.; tubs, medium grade, 13 to 15c. per lb. Creamery prints sell at 21 to 22c., and creamery solids, 20½ to 21c. per lb.

**CHEESE**—There continues to be a firm feeling in cheese. The movement for home consumption is fair. We quote: Cheese, wholes, 10½ to 10¾c.; twins, 11c.

#### POULTRY.

**DRESSED POULTRY**—The receipts of all kinds of dressed poultry are so light that it is difficult to quote fair prices. Practically, no geese are being sold. Chickens and ducks are scarce and command fancy prices, and there is an advance of 30c. in the former and of the same amount in the latter per pair over last week. We quote: Chickens, 60 to 80c. per pair; ducks, 90c. to \$1.20 per pair; geese, 8 to 9c. per lb.; turkeys, 10 to 12c.

**LIVE POULTRY**—Live poultry like dressed are scarce, there being practically no receipts during the past week. Prices for spring chickens have advanced ½c., for young ducklings 1c., and for turkeys ½c. per lb. The Canadian Produce Co., Limited, 36 and 38 Esplanade street east, Toronto, will pay, until further notice for live chickens, 6½c., for ducks and turkeys 8c., for geese, 6c. per lb. All must be young birds. For hens, 3c. per lb. 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 is brisk for all kinds of fish. The prices of halibut are down 3 to 4c. per lb. Digby herring have also been put down 10 to 15c. per bundle. All kinds of prepared fish are selling well. The prices continue very steady. We quote as follows: Fresh and frozen fish—Codfish, 6 to 8c.; whitefish, 7 to 7½c.; herring, 4 to 5c.; trout, 7c.; halibut, 8 to 10c.; sea salt mon, 9 to 10c.; haddock, 5c. per lb.; perch, 4c.; British Columbian salmon, fresh, 20c., frozen, 9c.; Labrador herrings, \$3 to \$3.25 per 100-lb. bbl. Smoked fish—Ciscoes, \$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.; flitch cod, \$5.50 to \$6; boneless cod, in bricks, 4½ to 5½c. per lb.; steak cod, 6½c. per lb.; shredded cod (2 doz. in box), \$1.80 per box; boneless fish, loose, in 25-lb. boxes, 4 to 4½c., and in 5-lb. boxes, 5c. per lb.; bloaters, per box of 50, \$1 to \$1.25; kippered herring, 50 in a box, \$1 to \$1.25 per box; smelts, per 15-lb. box, extras, 12c. per lb.; No. 1, 6½ to 7c. per lb. Oysters—Standards, \$6.75 per large pail, \$3.75 to \$4.05 per small pail, or \$1.50 to \$1.75 per Imperial gallon; selects, \$2 to \$2.15 per Imperial gallon.

#### GRAIN, FLOUR AND BREAKFAST FOODS.

**GRAIN**—The supply of Manitoba hard wheat is more limited this week, but the prices are unchanged owing to the easy feeling in Chicago market. Manitoba hard we quote 87c. per bushel grinding in transit or 86c. Toronto and West. On the local street market the receipts have been light owing to the heavy roads, and prices are nominal, there being no change excepting a drop of 1c. in peas. We quote prices paid by buyers on the street: White and red Ontario wheat, 70 to 78c.; goose, 66 to 66½c.; oats, new, 45 to 46c.; rye, 55 to 56c.; barley, 54 to 63c.; peas, 80 to 85c.; buckwheat, 58c.

**FLOUR**—There is a brisk demand for home consumption. Manitoba bakers' has

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**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.

**NEW LAID EGGS**

We are well cleaned up on cold stored and limed and can get you good prices.

**CHOICE DAIRY BUTTER** in good demand.  
Consignments and Correspondence solicited.

**SMITH & CARMICHAEL**

70 COLBORNE ST., TORONTO.  
References: Imperial Bank of Canada, Yonge St.  
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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. Correspondence 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

**DRIED FRUITS**  
Owing to scarcity and high prices of apples the trade will find big inquiry for DRIED FRUITS. We are on the ground floor and want your orders.  
PRUNES—Nonpareil and Santa Cruz packs.  
APRICOTS—Fancy and Choice.  
PEACHES—Bags and Boxes.  
Also FIGS—Bags and Tapnets.  
Get our prices before buying.  
**CLEMES BROS., TORONTO**

been lowered 10c. per bbl. The other prices are steady. 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**—The statement made last week regarding the drop in cornmeal was not clear, inasmuch as it said that the change was 25c. per 100 lb. It should have been 25c. per bbl. of 196 lb., as cornmeal is always quoted by the barrel. The foreign demand for oatmeal has somewhat slackened, but the home market still is brisk. We quote as follows: Oatmeal, standard and granulated, in carlots on track here, \$5.55; standard rolled oats in carlots on track here, \$5.20; in bbls., 15c. more; broken lots are 20c. per bbl. extra; rolled wheat, \$2.50 in 100-lb. bbls.; cornmeal, \$3.75; split peas, \$4.50; pot barley, \$4.50, in 196 lb. bbls.

**HIDES, SKINS AND WOOL.**  
Cured hides are ¼c. per lb. lower, and sheepskins are 5c. each higher. The other prices are firm. Trade is quiet. The prices given below are what buyers pay on arrival:

**HIDES**—We quote: No. 1, green, 7c.; No. 2 green, 6c.; No. 1 green, steers, 8c.; No. 2 green, steers, 7c.; cured, 7¼ to 8c.

**SKINS**—We quote: No. 1 calfskins, 9c.; and No. 2, 7c.; deacons (dairies) 55 to 60c. each; sheepskins, 65 to 80c.; deerskins, 12½ to 14c. per lb.

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

**SEEDS.**  
The close of the red clover season for export is near, consequently the market for it is dull, and prices are 25 to 35c. lower than it was quoted previously. Alsike is quiet, with a narrower range of quotation. Timothy is steady and unchanged. We quote buying price at outside points: Red clover, \$4.50 to \$4.80; alsike, \$6.50 to \$7.50, and timothy, \$2.50 to \$3.25 per bush. Of course, a little more than the above prices will be paid for extra good and fancy samples, and a little less for poorer grades.

**MARKET NOTES.**

The drop in Manitoba bakers' flour is 10c. per bbl.

For sheepskins 5c. more are paid. Cured hides however are down ¼c. per lb.

On the track, in carlots, potatoes are 2½ to 5c. per bag lower. Retail prices are also less by 5c. per bag.

In carlots dressed hogs are down 10 to 25c. per 100 lb. Veal is worth 1c. per lb. more than a week ago.

There has been a drop of from 25 to 35c. per bush. in red clover. This is owing to the season for export drawing to a close.

There has been an advance of 25c. per box in California navel oranges, but Floridas have been lowered 25c. per box at the same time.

There has been a big advance in dressed chickens and ducks, which are scarce just now. They are both bringing 30c. per pair more than formerly.

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

Are sold by all the Leading Wholesale Houses:  
CUT TOBACCO . . . .  
OLD CHUM,  
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CIGARETTES . . . .  
RICHMOND STRAIGHT CUT,  
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**POTATOES and OATS**  
IN CAR LOTS.  
If open to buy or sell, wire  
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WHOLESALE  
Fresh, Frozen, Salt and Smoked **FISH** OYSTERS and SHELL FISH  
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**Manufacturers!**  
More Business is What You and I Want. Let us Join Hands and Secure it.  
It's my business to increase YOUR business, and I know how to do it. Highest references.

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Winnipeg, Man.  
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**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, February 6, 1902.

## GROCERIES.

**B**USINESS in general groceries has been good this week, though, of course, the heavy snowstorm of Sunday and Monday last made a difference in the number of visitors to the local market on Monday. Deliveries of goods on that day were also lessened, but the business of the week can hardly be said to have been hurt to any extent by one or two quiet days. Canned goods of almost all descriptions continue in brisk demand. There is also an increase in the inquiry for fish. We will have "full Lent" this year, which makes the period longer than has been usual for two or three years. On this account all such commodities as syrups, molasses, canned goods, fish and other foods that are taken in place of meats, will be in extra good demand.

## SUGAR.

The local market is very strong, and though no very active trade is doing at the last advances, it is the belief of some dealers that further advances are probable. This idea is doubtless based on reports from London and New York markets, where beet and cane sugar are strong. The raw sugar market in New York is reported very firm. Locally, granulated sells for \$4, and yellows, \$3.25 to \$3.90.

## TEAS.

There is a good business doing in teas at present. Japans and gunpowders are in active demand. There is only a fair demand for China green teas, but prices keep as firm as ever. The agitation going on in the United States to have the tea duty taken off has approached to something like a head. If such a course were adopted there, it would, of course, make the market here very strong. At present the impression seems to prevail that the duty will be taken off, and, with this in view, prices are, if anything, firmer than last week.

## SYRUPS.

There is nothing new to report in this line as regards prices. The demand however, has taken a turn for the better, and as Lent is near at hand, it is expected to continue improving. We quote as follows on corn syrups: 3½c. in bbls.; 3½c. in ½ bbls.; 3½c. in ¼ bbls.; \$1.60 in 35½-lb. and \$1.20 in 25-lb. pails.

## MOLASSES.

Barbados molasses is moving in small quantities. Prices have not changed, though they are still firm. Barbados, taken in any quantity, sells for 29c. Antigua, in single puncheons, is worth 24 cents.

## CANNED GOODS.

A fair business is doing in canned vegetables and fish. Both these lines will, without doubt, have a good run this year on account of the long Lenten season. Peas are worth 95c.; corn (ordinary stock), 80c. Tomatoes sell for 87½ to 92½c. Gallon apples stay at \$2.60 to \$2.70, and 3-lb. apples at \$1. We quote canned salmon as follows: \$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. Gallon apples sell for \$2.60 to \$2.70, and 3-lb. apples at \$1.

## SPICES.

Trade is quiet. There is a firm feeling on all lines of spices. 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.

Trade continues fair. Seed and pearl tapioca is selling for a little less money in some hands. It is worth about 3½ to 4c., according to quality. Patna rice is still very firm. We quote 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 no change. A small movement continues. We quote as follows: Fine Filiatras, ½ cases, 5½c.; cleaned, 6c.; 1-lb. cartons, 8c.; finest Vostizzas, 7½ to 8c.

**VALENCIA RAISINS.**—There is a fair movement at firm prices. Finest off-stalk sell for 5½c.; selected, 6½c.; layers, 6½c.

**CANDIED PEELS.**—The trade is slowly improving. We quote as follows: Orange peel, 11½c.; lemon peel, 10½c.; citron, 16½c.

**MALAGA RAISINS.**—There is not much doing and prices are unchanged. We quote: 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.**—Supplies on the local market are practically nil. We quote: Halloween dates at 4½ to 4¾c.

**FIGS.**—Layer and tapnet figs are still worth \$1.15, with a fair trade doing. Advices received on January 17, from London, in regard to table figs, packed in "macaroni" style, hint at a needed change in the price of macaroni natural figs. They say: "With regard to your sales of macaroni natural figs in 56-lb. boxes, which you asked us to consign to you, and about which we wrote you latterly, saying that the average price made was not a good one, our senior writes in the same strain. We sent him your cutting from 'The Canadian Grocer,' which you sent us, and he replies: 'Very satisfactory the report, but unsatisfactory the prices they were sold at. They were among the late shipments. Please let them know that they realized in London for late shipment, and let them know that we will not ship any more unless they are able to get equal prices. As, however, the consumers, I am sure, will appreciate them they had better try to pass us some orders. I consider it an insult to the intelligence of the intelligent public to split and flatten figs to show a large surface and ruin the keeping qualities of the fruit, simply for the shape of that flat, catching appearance. It is time to put before the public the

article in the most rational and best way of packing, and I am sure the public will appreciate it, and then figs will become a respectable article of commerce. Please send to Canada this extract with my compliments to Mr. —, and the Editor of 'The Canadian Grocer.'"

**CALIFORNIAN RAISINS.**—The situation on the primary markets has not improved. Only 150 cars of seedable fruit remains on the Coast, and it is proposed that as soon as the 50 carloads now offered have been sold, there will be a further advance of perhaps ½c. per lb. Every pound will be wanted before next October, and it is likely that the trade will have to take the remaining 100 cars at any reasonable advance put upon them. Local quotations on seeded raisins remain at 9¼ to 9½c.

**PRUNES.**—Recent advices from California give the information that prices have been advanced. Though there has been no change made here as yet, on the present basis of the primary markets dealers will have to sell as follows: 30-40's, 9½c.; 40-50's, 8½c.; 50-60's, 8c.; 60-70's, 7½c.; 70-80's, 7c.; 80-90's, 6½c.; 90-100's, 6c. There is a moderate business doing at the following prices: 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.

## NUTS.

There is very little doing just now. We quote as follows: Walnuts, 9½ 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.**—The market remains steady with a decidedly better feeling among the trade. This has been stimulated by the latest issue of stocks supposed to be held in Montreal and the report of which is issued privately to the members of the board of trade. It is a considerable decrease from the stocks held on December 31. Finest creamery is scarce, and an advance is looked for daily. The same can be said in regard to large fresh rolls. But there is still on the market a considerable quantity of medium and low-grade dairy, which holders at present feel like carrying for a while yet, in the hope that with the expected advance in fresh goods, the price of this class of butter will also improve. We quote: finest fail-made creamery, 22 to 23c.; winter-made, 21 to 22c.; large rolls, 17½ to 18c.; fall dairy, 14 to 15c.; low and undergrades, 10 to 12c.

**CHEESE.**—Buyers in England have not yet become reconciled to the price asked by Canadian holders, and the situation has not changed. The export demand amounts to practically nothing, as holders here have every confidence that the cheese will yet be taken at their price, and English importers prefer to first clean up their stocks on hand before purchasing further lots. It is thought to be only a matter of time before the latter will come round to the terms of the holders in Canada. Meanwhile, nominal prices are 49 to 50s. for white and 52s. for colored. The local trade is good, prices being 10 to 10½c.

## COUNTRY PRODUCE.

**EGGS.**—Since our last report the market has taken a still further advance, and to-day, those dealers who are fortunate enough to still have a little stock

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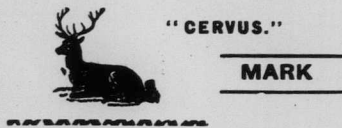


LATEST DISTINCTION—Gold Medal and Highest Diploma awarded at the Yorkshire Grocery Exhibition, February, 1901.

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FOR "CLEANLINESS" USE ONLY

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## REFINED

# BLACK LEAD



The Richest, Deep Lasting, Most Economical and Profitable Black Lead in Existence. Sold in 1d., 2d., 4d., and 1s. sizes.

Insist on having the Original Block Black Lead, and still the best.



For **SNOW**  
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ALWAYS BUY

# NIXEY'S

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In Bags, Ready for use.  
In 1-oz. Squares.  
In Pepper Boxes.



In 2, 5 and 10-cent Blocks.

Sells freely.

SAVE YOUR KNIVES BY USING

## Nixey's Knife Polish

EASY BRILLIANT LIKE SILVER

6 & 1/2 TINS

WILL NOT WEAR BLADES—VERY BEST

Emery Cloth, all numbers.

NIXEY'S Egg Shell Enamel  
BERLIN BLACK.

Dries dead in a few minutes.  
No Smell.

6d., 9d., 1/-, 1/6 and 2/- bottles.

NIXEY'S Fine Black Varnish.  
GLOSSY BLACK.

In 6d. and 1/- bottles.

NIXEY'S "CERVUS" CYCLE CHAIN LUBRICANT IN 6d. TUBES. ENORMOUS DEMAND.

All kinds of Round, Square, Block and Powder Leads. Apply for Revised Price List and Advertising Novelties, Show Cards, etc., to

**W. G. NIXEY,** 12 Soho Square, **London, Eng.**



are realizing 24c. for pickled eggs. This is likely the limit. Stocks of both pickled and cold storage are practically exhausted, one or two houses supplying the whole trade. If weather conditions do not change there is every prospect of continued high prices during Lent. Deliveries of new-laid were beginning to be somewhat freer during the past week, but the heavy storm of Sunday and Monday somewhat checked them. New-laid eggs are worth 30 to 33c.

**HONEY.**—Trade is quiet. We quote: Buckwheat, in comb, 9c.; white extracted, 9 to 10c.; strained, 8c.

**ASHES.**—Business shows some improvement over that of a week ago. We quote: First pots, \$1.40 to \$1.45 per 100 lb.; seconds, \$1 to \$1.05; pearls, \$0.75 to \$7.00.

**DRESSED POULTRY.**—The offerings continue light and some lines are becoming very scarce. Both choice turkeys and choice chickens are in poor supply. The latter have advanced ½c. per lb., while the former have also sold at an advance of ½c. per lb. for unfrozen stock. Most of the turkeys offering, however, are frozen, and for these the price is 1½ to 12c. Ordinary sell for 9c.; choice geese, 7 to 8c.; choice chickens, 9½ to 11c.; fowl, 5 to 7c.

#### GREEN FRUITS.

Business, considering the season, is not bad. Messina lemons have not arrived in stock yet, but the scarcity is likely to be shortly overcome by shipments from New York, which are expected daily. Fine spices are 50c. per barrel higher. Florida tomatoes are in good supply and have dropped 50c. per crate. Californian sunflowers have gone up 15c. Californian navels have advanced 25c. per box at the Coast, and as the promise of a light shipment a further advance is not improbable for fancy stock. It is almost certain, at any rate, that they will go higher yet, before they become lower. The advance has not affected prices here as yet, though a firmer feeling prevails. Stocks on hand, however, are not heavy and another week will suffice to clean them up, when a higher price must be asked to accord with the advanced price of the new shipments. We quote as follows: Jamaica oranges, \$4.50 to \$4.75; Florida oranges, \$3.50 to \$3.75; Californian sunflowers, \$3.50 to \$3.65; Valencia oranges, 420's, \$3.25 to \$3.50; 420's, Jumbo, \$1.75; 714's, \$5; Messina lemons, \$2.75 to \$3 per box; pineapples, 20 to 30c.; Canadian apples, \$1.50 to \$5.50 per bbl.; coconuts, \$3.50 per bag of 100; bananas, No. 1, \$1.75 to \$2.25, and eight hands, \$1 to \$1.50; Spanish onions, \$1.10; sweet potatoes, Vineland's, \$4.75 to \$5.50; Malaga grapes, \$5.50 to \$7 per keg; cranberries, \$7.75 to \$10.50; barrel onions, \$3.25; chestnuts, 10 to 11c.; Italian chestnuts, 12½c.; Florida tangerines, \$3.25 per box; Californian tangerines, \$1.75 per box; grape fruit, \$4.25 per box; Florida tomatoes, \$4.50 to \$5.00 per crate; fine Spies, \$5 to \$5.50.

#### FISH.

There is a steady business doing at unchanged prices. Stocks of fish of all kinds are unusually large this year, and dealers are not thinking of making any advances at the present. The demand for Lent, which will soon be on, will help to clean out stocks on hand, but with the great quantity on the market, it will be a month, at least, before dealers can dispose of their present holdings. Our quotations are now as follows:

Haddies, 6c.; bloaters, 90c. per box; kippers, 90c. per box; smoked, medium herrings, 11c. per box; fresh haddock and cod, 3½c. per lb.; whitefish, 6½c.; dore, 5½c.; pike, 4½c.; halibut, 12½ to 13½c.; salmon, 12½c.; trout, large and medium, 7c.; No. 1 herrings, Nova Scotia, \$5.25 per bbl.; No. 1 herrings, Nova Scotia, \$2.80 per ½ bbl.; No. 1 Holland herrings, \$6.50 per ½ bbl.; No. 1 Scotch herrings, \$6.50 per ½ bbl.; No. 1 Scotch herrings, 98c. per keg; Holland herrings, 72c. per keg; salted eels, 6½c. per lb.; No. 1 green codfish, \$5.75 per bbl.; No. 2, \$4.50; large, \$6.50; No. 1 green haddock, \$4.25 per bbl.; No. 1 pickled sardines, \$5.50 per bbl.; No. 2 mackerel, \$12.50 per bbl.; No. 3 mackerel, \$9 per bbl.; cod, 1 and 2-lb. blocks, 6c. per lb.; loose boneless cod, 5c. per lb. in 40-lb. boxes; dressed codfish, \$4.80 per case; dry codfish, \$4.65 per 112-lb. bundle; No. 1 Labrador salmon, \$17.50 in tierces; No. 1 Labrador salmon, \$12 per bbl.; No. 1 Labrador salmon, \$6.25 per ½ bbl.; No. 1 B.C. salmon, \$6 per ½ bbl. and \$11 per bbl.; standard bulk oysters, \$1.30 per gal.; select bulk oysters, \$1.50 per gal.; Malpeque, Blue Point and other shelled oysters, \$6 per bbl.; clams, in shell, \$4.50 per bbl.; Marshall's kippered herrings, and same with tomato sauce, \$1.45 per doz.; Canadian kippered, \$1 per doz.; Canadian ¼ sardines, \$3.75 per 100; canned Cove oysters, No. 1 size, \$1.30 per doz.; canned Cove oysters, No. 2 size, \$2.20 per doz.

#### LIQUORS.

##### SCOTCH WHISKIES.

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

##### CANADIAN WHISKIES.

	Inbarrels.	Inbarrels.
	per gal.	per gal.
Gooderham & Worts, 65 O. P.	\$4 50	\$4 50
Hiram Walker & Sons	4 50	4 50
J. P. Wiser & Son	4 49	4 49
J. E. Seagram	4 49	4 49
H. Corby	4 49	4 49
Gooderham & Worts, 50 O. P.	4 10	4 10
Hiram Walker & Sons	4 10	4 10
J. P. Wiser & Son	4 09	4 09
J. E. Seagram	4 09	4 09
H. Corby	4 09	4 09
Rye, Gooderham & Worts	2 20	2 20
" Hiram Walker & Sons	2 20	2 20
" J. P. Wiser & Son	2 19	2 19
" J. E. Seagram	2 19	2 19
" H. Corby	2 19	2 19
Imperial, Walker & Sons	2 00	2 00
Canadian Club, Walker & Sons	3 60	3 60
	Less than one bbl.	per gallon.
65 O. P.	\$4 55	
50 O. P.	4 75	
Rye	2 25	

##### CHAMPAGNE.

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

	Per Case.
Comte de Castellane—	
Cuvee Reservee... { Quarts.....	\$12 00
"                  { Pints.....	13 50
Carte d'Or.....	15 00
Champagne Ve Amiot—	
Carte d'Or.....	16 00
" Blanche.....	13 00
" d'Argent.....	10 50

	Quarts.	Pints.
Pommery—		
Sec and Extra Sec.....	\$28 00	\$30 00
Mumm's—		
Extra Sec.....	28 00	30 00
Moet & Chandon—		
White Seal.....	28 00	30 00
Brut Imperial.....	31 00	33 00
Perrier-Jouet—		
Brut.....	28 00	30 00
Reserve Dry.....	28 00	30 00

##### GIN.

	Per Case.
Pollen Zoon—	
Red, cases of 15 bottles.....	\$9 75
Green, " 12 ".....	4 75
Violette, " 12 ".....	2 45
P. Hoppe "Night Cap" Brand—	
Red, cases of 15 bottles.....	10 50
Green, " 12 ".....	5 25
Yellow, " 15 ".....	10 75
Blue, " 12 ".....	5 40
Poney " 12 ".....	2 50
Draught—	
Hogsheads.....	\$2 95
Quarter casks.....	3 00
Octaves.....	3 05
De Kuyper—	
Violet, 2 doz. cases.....	5 30
Green, " ".....	6 00
Red, " ".....	11 50
White, " ".....	4 00
Terms, net 30 days, 1 per cent. off 10 days.	
In five-case lots, freight may be prepaid.	
Key Brand—	
Red cases.....	10 25
Green ".....	4 85
Poney ".....	2 60
Melcher's—	
Infantes (4 doz).....	4 75
Picnic.....	7 75
Poney.....	2 60
Blue cases.....	4 75
Green ".....	5 50
Red ".....	10 25
Honeysuckle, small.....	7 90
" large.....	15 25

#### FLOUR AND GRAIN.

**FLOUR.**—There is no change in this market. Prices rule steady, and a demand, mostly in small lots, continues. We quote in carlots as follows: Spring wheat patents, \$4.05 to \$4.30; winter wheat patents, \$3.85 to \$3.95; straight roller, \$3.70 to \$3.75; strong bakers', \$3.80 to \$4.

**GRAIN.**—The demand is still small and prices remain the same. Receipts of oats have been somewhat lighter, owing to the blocking of the country roads by the snowstorm. Our quotations are as follows: Manitoba, No. 1 hard, 72c.; peas, 92 to 93c.; rye, 62½ to 63c. (for carlots in store); No. 2 barley, 57c.; oats, 47c.; buckwheat, 54 to 56½c. east; corn, 68 to 69c.

**OATMEAL.**—There is a quiet market. Rolled oats are worth \$5 to \$5.50 in barrels, and \$2.70 per bag.

**FEED.**—A good demand exists for all lines. We quote: Ontario bran, \$20 to \$20.50; mouille, \$28 to \$30; Manitoba bran, \$20 to \$21; shorts, \$22 to \$23 per ton, including bags.

**BALED HAY.**—The market is quiet. The trade doing is nearly altogether in small lots for immediate requirements. We quote as follows: No. 1 timothy, \$10.50 to \$11; No. 2, \$9.25 to \$9.75; clover mixed, \$8.25 to \$8.50; clover, \$7.50 to \$8.25.

#### MONTREAL NOTES.

Pickled eggs are 2c. higher.

Fine Spies are 50c. per barrel higher.

Choice chickens are ½c. per lb. higher. Florida tomatoes have dropped 50c. per crate.

Californian navels are 25c. per box higher at the Coast, and next week are likely to be advanced here.

D. W. Little, who was formerly with Homer & Co., general merchants, Roseau, has purchased the stock of groceries and the business of Joseph E. Bregg, Parry Sound, Ont.

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chiefly in granulated. The quality of yellows offered is good. Some little foreign granulated is still offered.

**MOLASSES.**—Stocks are not large. While the movement is small, it is continuous, and works off more stock than one supposes. The demand is for Porto Rico. Prices are low. New will be quite early. At the prices now quoted it will cost much higher than present local figures. There is not likely to be much change here. Some little New Orleans is offered. Syrups are but light sellers.

**FISH.**—While the receipts of frozen herring have been better this season than for the past few years, they have not been large. Very few were received during the past week. Haddock and cod are just in fair supply. In smelts, present arrivals are particularly good and prices are rather higher. The catch this season, because of the exceptional open weather, was not as large as usual. In dry cod and pollock there is no change. Pickled herring is rather easier, though the prices are still quite high. Smoked herring is dull at the very low figures. Finnan haddies are freely sold at the full figures and quantity moving is larger. Our quotations are as follows: Large and medium dry cod, \$3.50 to \$3.65; small, \$2.50 to \$2.60; haddies, 5½ to 6c.; smoked herring, 6 to 7c.; fresh cod and haddock, 2½ to 3c.; boneless fish, pollock, \$1.50 to \$1.60 per 100 lb.; pickled herring, \$2 to \$2.15 per ½ bbl.; Canso herring, \$5.50 per bbl.; Shelburne, \$2.50 per ½ bbl.; frozen herring, 75c. per 100; smelt, 5½ to 6c. per lb.

**FLOUR, FEED AND MEAL.**—While prices of flour are rather easier, it is not thought they will continue to go off. Oats and oatmeal are both lower, but it is said they are likely to hold quite firm. Cornmeal is also rather lower. Beans, which have a light movement, are offered somewhat under last week's price. Split peas are high. Blue peas are very scarce. We quote as follows: Manitoba flour, \$4.70 to \$4.90; best Ontario flour, \$3.90 to \$4.10; medium, \$3.60 to \$3.80; oatmeal, \$5.50 to \$5.65; cornmeal, \$3.15 to \$3.20; middlings, \$22 to \$23; oats, 49 to 50c.; handpicked beans, \$1.60 to \$1.70; prime, \$1.50 to \$1.60; yellow eye beans, \$2.80 to \$3.00; split peas, \$4.95 to \$5; barley, \$4.65 to \$4.75; hay, \$12 to \$14.

#### ST. JOHN NOTES.

Mr. DeCew, representing The F. W. Fearman Co., of Hamilton, called on the trade this week.

J. Hunter White, representing The N. K. Fairbank Co., Montreal, distributed a car of lard to the trade this week.

The first direct steamer for Jamaica sailed this week. She carried a full cargo. The new company feel confident of success.

Baird & Peters' new calendar is a handsome one. It makes the following statement: "The largest wholesale grocers in the Maritime Provinces."

H. A. Drury, who, since the new Imperial Oil Co. was formed, has been acting as manager of the lubricating department, for the Maritime Provinces and Newfoundland, with headquarters at St. John, has accepted a position with The Standard Oil Co., with headquarters at Cleveland, Ohio, as manager in the lubricating department for the Great Lakes district.

# 33⅓% is your profit

## ON Clark's Concentrated Soups.

Handsome Labels = 13 Varieties.

Retail price 10c. per tin.

# EPPS'S

GRATEFUL.  
COMFORTING.

IN ¼-LB. LABELLED TINS. 14-LB. BOXES.

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

THE MOST  
NUTRITIOUS.

# COCOA

#### MANITOBA MARKETS.

Winnipeg, Man., February 3, 1902.

**T**HE week has been a fairly active one in grocery circles with nothing special to mark its course except an advance in Californian muscatels and a decline in oatmeal and cornmeal. All the wholesale houses report a good demand for canned tomatoes and state that they fully expect a further advance.

**SUGARS.**—The demand is fair and prices are without change. Granulated, \$1.95; bright yellows, \$4.30.

**SYRUPS.**—Corn syrups are very firm at the prices quoted last week: 3½c. for bbls., and 3¼c. for ½ bbls.

**CANNED GOODS.**—The demand is fair in all lines and there is no change in price. All lines of vegetables are in active demand. We quote as follows:—Strawberries, heavy syrup, \$3.25; preserved, \$3.60; raspberries, preserved, \$3.25; syrup, \$2.95; blackberries, \$2.75; finest fall creamery are reported at 21½; gooseberries, 2's, \$2.90; 2's, preserved, \$3.60; peaches, yellow, 2-lb. tins, \$4.00; 3-lb. tins, \$6; pears, 2-lb. tins, \$3.50; 3-lb. tins, \$4.50; apples, 3-lb. tins, canned, \$2.50; 3-lb. tins, preserved, \$3.65; gallon, canned, \$1.60. Californian canned fruit in 2½-lb. tins—Plums, green gage, \$4.25; Lombard, \$4.20; damson, \$4.20; egg, \$4.20; peaches, \$4.75; pears, \$4.95; apricots, \$4.75; cherries, white, \$5.50. Canned vegetables—Tomatoes, \$2.25 to \$2.35; corn, 2-lb. tins, \$1.90; peas, 2-lb. tins, \$1.95; beans, 2-lb. tins, \$1.85; pumpkins, in 3-lb. tins, \$2.10; sugar beets, in 3-lb. tins, \$2.20 per case.

**DRIED FRUITS.**—All Californian raisins have advanced in the primary markets and although, up to the present, the market here has not advanced in proportion, owing to absence of demand following the holiday season, it is now evident

that all quotations will be advanced, and the new list will be: Fancy seeded, 11c.; 4-crown muscatels, 9½c.; 3-crown, ditto, 9c. Mediterranean fruits have not advanced, but the market is firm. Currants are also firm and although the present demand is not heavy, it is again increasing and it is felt by the merchants here that the price must advance. This would make the best Filiatras, 7c. and cleaned 8c. Prunes have not altered in situation since last week. Prices are firm and demand good. Evaporated apples are very firm at 11c. and dried at 7½ to 8c.

**COFFEE.**—The present demand is comparatively light and prices are firm at 9½ to 10c.

**TEAS.**—The high price of low-grade teas continues and the prices for higher grades are very firm. Difficulty is experienced in filling orders for the cheaper grades of tea.

**GREEN FRUITS.**—Two items of interest are noted in this market—the arrival of the first lot of bitter oranges, and a drop of 25c. per case on the smaller sizes of navels. Apples are growing scarcer, bananas are hard to obtain, and cranberries will soon be off the market in a wholesale way. Prices for the week are: Oranges, 126's, \$3.75; 176's, \$4.25; 200 and 216's, \$4.50; apples, \$5.50 to \$6.00 per barrel; cranberries, \$10; bananas, \$3.75 per bunch. These are practically the only lines of fruit moving.

**VEGETABLES.**—Very few lines are coming and there has been practically no movement in a wholesale way all week. Prices are without change in any line. Celery is growing scarcer daily.

**CURED MEATS.**—The business of the week shows a very considerable increase in demand and though prices are unchanged, they are very firm: Hams, sugar-cured and smoked, 13½c.; shoulders, 10½c.; picnic hams, 8½c.; breakfast bellies



and backs, 14c.; spiced rolls, 11½c.; dry salt long clear, 11c.; dry salt backs, 11½c. Lard.—There has also been a decided increase of activity in this market and the volume of business for the week good. Prices are without change: 20-lb. pails (local), \$2.10; American, \$2.55; 50-lb. pails, \$5.85; 3 and 5-lb. tins, in 60-lb. crates, \$7.55. Sausages.—This market shows no change unless it may be a slightly increased demand. Quotations are: Bologna, 7c.; pork, 8c.; liver sausage, 6c.; Vienna sausages, 10c.; blood sausages, 6c.; headcheese, 6c.

**POLTRY.**—There has been a sharp increase in demand for fresh-killed this week, but the supply is very small. Country merchants continue to send in considerable quantities of frozen and held stock for which there is little or no demand. The bulk of this stock is most unsightly. A further shipment of 6,000 to 7,000 lb. of Smith's Falls turkeys is en route, and will reach Winnipeg in the early part of the week. These turkeys will job at 13 or possibly 13½c. Prices are without change: Fowl, 8½ to 9c.; chickens, 10c.; ducks, 9 to 10c.; geese, 10c.; turkeys, 13c.

**BUTTER.**—Held creamery is about cleared up on this market and there is no fresh coming in. The supply of dairy butter has increased slightly during the week and the quality shows some improvement, but not much. The active demand keeps prices firm, and they are likely to remain so until supplies are very materially increased. There are considerable quantities of inferior and held goods coming on the market, for which there is practically no sale except at very low prices. Farm separator bricks readily job at 23 to 24c., but very few are received. Strictly fresh dairy, in rolls or tubs, jobs at 17 to 19c. Interior grades run down the scale from 17c., some being sold as low as 6 and 8c., and a dear bargain at that price.

**CHEESE.**—The movement is small and prices firm. The jobbing price is 11½c. Further shipments of Ontario are not yet to hand.

**EGGS.**—There has probably never been a January when so many eggs were shipped into Winnipeg. The very mild weather and the fact that the ground was bare enough for the hens to scratch when they were let out for a short run are cited by the knowing ones as among the reasons for the plentiful supply; they also prophesy that the colder weather and the slight snowfall will check the supply. In the meantime the demand is very brisk, and although prices are slightly lower than they were ten days ago, they are still very good. Ontario fresh-gathered, 24c.; Manitoba fresh-gathered, 25 to 27c.; limed eggs, 22c.; guaranteed new-laid, 40c.

**CEREALS.**—This market shows a few changes for the week and the demand is fairly active. Rolled oats, in sympathy with the dullness of the oat market is considerably lower. Rolled oats in 50's. are quoted at \$2.20; 40's, \$1.20; 20's, 60c.; granulated and standard oatmeal, \$2.75 per 98-lb. Cornmeal is also slightly lower, being now quoted at \$1.90 as against \$2 last week. Split peas are without change at \$2.75; pot barley, \$2.35 and pearl \$2.65. The consumption of rolled oats, particularly, is considerably curtailed locally by the absence of snow and the consequent falling-off in bush trade.

**GROUND FEED.**—The market is very dull and there is no change in price to

record. Oat chop, \$27; barley, \$22; oil cake, \$27; oatmeal feed, \$12.50; milling screening, \$15.

**MILL FEED.**—There is an increased demand this week for eastern markets and the bulk of the output of the Manitoba mills is going east. Prices are without change for the week. Bran, \$15.50, and shorts, \$17.50, in bulk.

**FLOUR.**—The market here is dull but there is considerable export demand. Ogilvies are this week shipping a very considerable consignment for the British Government to South Africa, and there are also other export orders being filled. Although Australia is now exporting large quantities of her own flour, there is not a steamer leaves Vancouver without a considerable quantity of flour made from hard western wheat on board. Prices have not changed for the week. Ogilvie's Hungarian Patent, \$2; Glenora Patent, \$1.85; Alberta, \$1.65; Manitoba, \$1.45; Imperial XXXX, \$1.25; Nestor, \$1.15; Lake of the Woods Milling Co., Five Roses, \$2.00; Red Patent, \$1.85; Medora, \$1.65; XXXX, \$1.25; Hudson Bay Hungarian Patent, \$2.00; Strong Bakers', \$1.85; Leader, \$1.50; XXXX, \$1.25; Gladstone Sweet Home Hungarian, \$2.00; Home Rule, \$1.85; Headingly Hungarian Patent, \$2.00; Favorite Family Patent, \$1.70; Strong Bakers', \$1.60; Pansy, \$1.25.

#### NOVEL ADVERTISING IDEAS.

J. K. Cranston, Galt, has a lot of up-to-date ideas and novelties for advertising purposes. Readers of our journals would do well to write him for samples and price lists of up-to-date things in aluminum, brass, celluloid and wood cards, etc. The Cranston trade due bill is an excellent one, and is becoming popular with progressive merchants. His advertising coins, discount checks, ½-checks, bakers' and milkmen's aluminum tickets are as clean and nice a way of advertising and popularizing a business as practical business people can wish for. Write him for catalogues, etc.

#### WILL RAISE CRANBERRIES.

There is a scheme on foot at Sydney, C.B., to raise cranberries by the draining of McQueen's Lake, which is one of a series of caribou marsh districts. Upwards of 140 acres of land will be reclaimed in good condition for that purpose. A company has been formed to carry out the project. Mr. Brounell, of Parrsboro, N.S., who conducted a mill at Caribou Marsh last year, is at the head of this company, which is composed of several well-known business and professional men of Sydney.

#### HAS ADOPTED THE CASH SYSTEM.

Mr. T. J. Bonner, the proprietor of Bonner's grocery, Antigonish, N.S., has come into line, and will from this on conduct business on a strictly cash and produce basis. By so doing he hopes to be able to sell to better advantage than under the old system. THE CANADIAN GROCER wishes him success in his new departure.

Include with first order from wholesale grocer a trial lot of

# H AND H

TRADE MARK

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

## SANDBACH, PARKER & CO.

DEMERARA, BRITISH GUIANA.

General Commission Merchants, Importers and Exporters.

All consignments receive careful attention and proceeds are remitted without delay. If needed, financial facilities will be given for regular and substantial consignments.

Orders for Sugars, Molasses, Rum, Greenheart, Wallaba Shingles, Charcoal, Cocoanuts, Cocoa, Coffee, etc., receive special and prompt attention.

Buildings, Sheds and Dock at Lots 8 to 11 Werk en Rust. Every facility for prompt despatch of steamers and sailers. River frontage 340 feet.

Telegraphic address: "Sandbach," Demerara. Codes used:—Scott's Editions, 1880, 1885 and 1896; A.B.C. Fourth Edition; Watkin's 1884, and Appendix; Lieber's Standard.

## FISH—FRUIT

Oysters; Finnan Haddie; Herrings; Trout; British Columbia Frozen Salmon; Navel Oranges; Lemons; Grapes; Nuts; etc.

We handle everything in the above lines and would be pleased to have your account.

### WHITE & CO.

Wholesale Fruit and Fish

TORONTO

Toronto Fruit Merchants.

## FRUIT - FISH

We have a full stock of Fish on hand ready for Lent, and will be pleased to hear from you.

Full lines of Prunes, Apricots and Peaches, in 25 and 50-lb. boxes—Fancy Stock at lowest price.

Your order will receive our prompt attention. Send for our weekly price list.

Mail orders our specialty.

## 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.



# Why

purchase goods of inferior quality when you can get



# GRAHAM'S ?

SOLD BY ALL UP-TO-DATE JOBBERS.

**Canada Preserving Co'y,**

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

# THE UTMOST CARE

is observed in packing Kent Baked Beans.

Care in the selection of the beans.  
 Care in putting them into the cans.  
 Care in cooking.

Care and cleanliness in every step of the process.

Every can is exactly the same as every other can.

You run no risks in handling Kent Beans.

Our guarantee is back of every can.

Cost you 90c. dozen (delivered in 5 case lots).

**THE KENT CANNING CO., Limited,**  
**CHATHAM, ONT.**

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

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

## Delhi Epicure Pork and Beans IN TOMATO SAUCE

## Delhi Tomato Catsup IS A HOME PRODUCT

AND GUARANTEED EQUAL TO THE BEST IMPORTED BRAND.

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

**Delhi Canning Co., - Delhi, Ont.**



# The THISTLE Brand

ARE

**HIGH-GRADE**

**TOMATOES - CORN - PEAS - Etc.**

GUARANTEED  
 SECOND TO NONE.

**BRIGHTON CANNING CO.**



## ANNUAL MEETINGS OF BOARDS OF TRADE.

### THE MONTREAL BOARD.

THERE was a large attendance of members at the annual meeting of the Montreal Board of Trade which was held on January 28 to elect officers for the coming year and to receive the report of Mr. Henry Miles, the retiring president.

In his address Mr. Miles touched on the position created by the disastrous fire and the difficulties and responsibilities created by it. He then touched on the transportation problem, which he said was the most important question of our day. The Parliament and Government is in sympathy with the progress they desire, which is none other than the acknowledgment of Montreal as the national port of the Dominion. He referred to the Hon. J. I. Tarte's letter on the subject, which he believed had fully grasped the situation. The difficulty at present exists, not with the railways, but with our waterways, harbors and inland tonnage. Our transportation facilities are unequal to the requirements of to-day. Our lethargy is serving to build up the Atlantic ports of the United States. To accomplish anything our business men should be united. In this way they would strengthen the hands of the public men who are willing to deal with this great question. The position also in regard to the equipment of the harbor was unsatisfactory. Difficulties and contentions should be put aside and the work pushed forward. The possible consolidation of the ocean liners with the land carriers in the United States was a menace to the St. Lawrence trade. The present conditions of the route required the greatest energy towards securing every improvement possible. He was pleased that they had strong prospects of having the next meeting of the Chambers of Commerce of the Empire at Montreal. The extension of the telegraph system to Belle Isle has been accomplished. The Marconi system is now being made use of in a limited way, and he hoped that it might be more extended. Its establishment would be an additional safeguard to navigation. The fire-insurance situation is unchanged. About a year ago the rates had been enormously advanced. This position, in the opinion of experts, can only be rectified by the expenditure of \$300,000 in improving the fire protection of the city. And until the city has money to meet the expenses, and the city council reorganizes the fire brigade, the high rates will continue. The want of a new Customs examining warehouse was also noted. The business of the port warrants the request for a new building. He was pleased to announce the completion of the contract for the construction of a new fireproof

home for the board. They had made an excellent bargain with the contractors. The cost of the new building will be \$435,000. The estimated amount of the salvage was \$60,000, and the amount of the contract was \$375,000, which made up that figure. He concluded by offering testimony to the valuable services of the secretary, Mr. George Hadrill, whom he said had ever the Board's interest at heart.

The scrutineers, on the following day, reported at the adjourned meeting that these officers were elected:

President—Mr. Alex. McFee, representing the grain trade.

First vice-president—Mr. Arthur J. Hodgson, dairy produce.

Second vice-president—Mr. Geo. E. Drummond, iron.

Treasurer—Mr. Robert Munro, paints and oils, by acclamation.

Members of council—Messrs. James Thom, shipping; T. F. How, banking; W. W. Watson, sugar; James Davidson, stamped and enamelled ware; G. B. Fraser, dry goods; J. C. Holden, boots and shoes; P. W. McLagan, dairy produce; H. D. Metcalfe, grain; Hugh Watson, wallpaper; John J. McGill, rubber manufactures; Cornelius Coughlin, live stock, and R. McD. Paterson, fire insurance.

Board of arbitration—Messrs. E. B. Greenshields, Charles F. Smith, Robt. Reford, John McKergow, Robert Archer, James Crathern, Robert Bickerdike, James P. Cleghorn, Hon. Robert Mackay, John Macfarlane, Henry Miles and R. W. Macdougall.

After the newly-elected president took the chair, a hearty vote of thanks was accorded Mr. Miles, who gratefully acknowledged the same.

Mr. Alex. McPhee was pleased with the honor conferred on him by his election to the presidential chair. He promised that he, together with the council, would continue the work carried on last year—the deepening of the river to a uniform depth of 30 feet, and the improvement of the aids of navigation from that port to the sea. During the past season no fewer than nine steamers were lost on the Newfoundland Coast. Six of these belonged to the St. Lawrence trade. The council would do everything possible to remove the difficulties under which the St. Lawrence route labored. The council would also, as far as possible, further the extension of trade on the canals.

### THE KENTVILLE, N. S., BOARD

At least 75 members were present at the annual meeting of the Kentville, N. S., Board of Trade, when President Sealy presented his report of the past year's proceedings of that body.

The committee on the fruit fair, which is to be held next fall, stated that they had secured the guarantee of the county council that in the event of there being a deficit the council would make one-half of it good.

A committee consisting of B. H. Dodge, M.P.P., H. H. Wickwire, M.P.P. and R.

S. Eaton were appointed to present the matter to the Provincial Government. In reference to the Government report, a letter from Acting-Premier Longley was received.

The Maritime winter fair, also was discussed as were also better connections and larger circuit on the telephone lines, and a speedway near the town. In regard to the speedway it was pointed out that the leading market for horses had become centred in King's county, from which place the majority of the horses purchased for Africa had come.

The election of officers for 1902 resulted as follows:

President—A. E. Calkin.  
Vice-President—George E. Calkin.  
Secretary—F. C. Rand.

### BANQUET OF GUELPH BOARD OF TRADE.

The Guelph Board of Trade held its third yearly banquet at the Wellington Hotel last Friday evening, January 31. Over 100 were present, including a number of the business men of that city. A. F. H. Jones, the president of the board, performed the duties of chairman. On his right was the Hon. Geo. E. Foster, and on his left, A. E. Ames, President of the Toronto Board of Trade. E. R. Bollert occupied the vice-chair. When the menu had been disposed of and the toast of "The King" honored, the chairman followed in a short address. He recommended the formation of a Provincial board of trade composed of one or more members of the various boards of trade throughout the Province. They could meet once a year in Toronto, about the same time as the Legislature was in session, and discuss matters of trade. The great prosperity of the country during the past few years, was also noted.

"The House of Commons and the Legislature" was proposed by E. R. Bollert.

A. Guthrie, M.P., replied on behalf of the Commons. He was enthusiastically cheered. He had heard regret on all sides expressed that Mr. Foster was no longer a member. His ability made him of great service to his country. The press of both parties were apt to traduce anyone who were trying to do his duty. He was pleased at the healthy state of trade in Canada. We should have freer trade and fairer trade. He believed that the Mother Country in the east should be more looked to than the country to the south.

Lieut.-Col. Mutrie, M.P.P., was a stout opponent of the bonusing system. He believed only in helping old-established manufactories, which might have suffered from fire.

The toast of "Canada" was received

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by the singing of "The Maple Leaf." As it was coupled with the name of the Hon. Geo. E. Foster, he rose amidst cheers to respond. We should have confidence in our country; we also should have confidence in ourselves, he declared. On us rests the responsibility of making Canada one of the greatest nations in the world. We have laid the foundations successfully and now had to follow a straight road.

A. E. Ames, President of the Toronto Board of Trade followed with a very practical speech. He believed in the country. The young men should advance in the footsteps of their fathers, and go beyond them.

The toast "Sister Boards of Trade" was also responded to by a number of others, as was also that of "The Agricultural Interests," to which Professor Reynolds responded. The other toasts were the "Manufacturing and Commercial Interests" and "The City and Country Interests." The last-named was responded to by the Mayor of Guelph.

#### THE LATE WILLIAM ADAMS.

A well-known business man and old resident of Toronto, in the person of Mr. William Adams, died at his residence at 62 Glen Road, on Saturday morning, February 1. He had been ailing for some months, but his illness was not considered serious till the previous Sunday.

The deceased was born in Vaughan township 65 years ago, last September. In 1869 he went to California, attracted by the famous gold fields. He afterwards returned to British Columbia, where he was engaged in prospecting in the Cariboo country for many years. Coming back to Toronto he invested some of his money in the wholesale grocery business, forming the firm of McNeil & Adams. The partnership was afterwards dissolved and he then became connected with Adams & Burns, wholesale liquor merchants. When Mr. Burns died some 15 years ago, Mr. Adams became sole proprietor of the business, which he carried on under the old-firm name of Adams & Burns.

Mr. Adams leaves behind him a widow and two sons, Arthur and Irving, both of whom are still quite young. The aged father of deceased is still living in Vaughan township, being in his 95th year.

Mr. Adams' funeral took place last Tuesday afternoon, the remains being interred in Mount Pleasant cemetery.

Under the firm name of T. N. Chasse & Cie., Thos. Nap. Chasse and Cyrille Dulac dit Bonhomme will conduct business at Quebec and elsewhere as flour, grain and provision merchants.

#### THE IMPORTANCE OF THE GROCER.

THE National Retail Grocers' Association of the United States held its annual convention in Milwaukee last week. About 250 delegates, representing 25 States, were in attendance.

National President P. G. Hanson delivered his annual address, and noted the fact that there are 300,000 distributors of food products in the United States. He hoped that all towns and cities would organize local grocers' associations, and traced the recent history of The National Association.

Col. Robert Mitchell Floyd, of Boston, ex-treasurer of the association, delivered an address, in which he dealt with the grocer and his responsibilities. Col. Floyd expressed the hope that in the near future The National Association would be composed entirely of grocers, and that they would carry on their national enterprise without the assistance of men not engaged in the distribution of food products. At the close of the address, which was enthusiastically received, a resolution was introduced and passed which thanked Col. Floyd for the address and the interest he had always taken in the welfare of the association and declaring that it was the sense of the convention that it was strong enough to maintain a grocers' association, controlled by grocers only. Col. Floyd said, in part:

"In the study of the beginning and the growth of communities, sections and nations, the first and most vital question is that of the food supply. Living in small numbers, the raiser or farmer is the principal figure, as the distribution of food is merely an exchange or barter between neighbors. When settlements have become of immense size and number among their dwellers hundreds of thousands, the retail distribution of food under a general name of groceries becomes the most vital of all trades, and affects the general welfare of the nation. As the average consumer cannot be expected and does not know qualities and conditions of food, the retail grocer's position becomes most responsible, as it is upon him that the ignorant consumer depends when making purchases; and it is his duty to obtain a knowledge of and become familiar with the food products he handles and recommends either directly or indirectly to the consumer as being in accord with the recognized laws in these matters.

"Great stress has been made recently in association circles that the retailer is the innocent party and that the wicked manufacturer and terrible wholesaler are the ones that should be held liable for the questionable products that were found in the grocer's stock. If the retailer insists on buying at values which are

under the actual legitimate price, he knows that he cannot obtain pure or standard articles. The grocer is absolutely more responsible for the health and vital energies of the people than all other trades, for the other lines only take up certain parts or phases of the everyday life, while the grocer supplies the every hour and everyday need, and under all the varying conditions, the fuel that keeps the system alive. The need of local grocer associations has become long ago an admitted truth, for it is shown that in the bringing together of men in the same line of business they are protected from many wrongs which they could not contend against as individual firms. Further than this, it gives the different members a chance of individual knowledge of their trade opponents, thereby breaking down suspicion and jealous ideas and preventing that dangerous and foolish competition which ends so often in disastrous failure.

"The pure food laws, as now enforced in the various States, are so at variance with each other that a general law, which is sure to be enacted, must either abrogate the present State laws now in existence, or cause them to be so modified that they will act with, and not contrary to, each other. The strength of our foreign brothers' grocer and food handlers' organizations came from each grocer assuming his share of the responsibility, and the earnest and unselfish work of their officers. The value of history is that it points out what has been, and can be used as a lesson, or, at any rate, be of service in making us avoid those mistakes which cost the cause of disaster or obliteration.

"The London Grocers' Company of 300 years ago, which became so wealthy and influential that it controlled the municipal affairs of London, overreached itself at last by inaction, and to-day does not hold among its members a single representative of that trade which formerly composed it.

"Are you grocers willing now to shoulder each your share of the responsibility in holding together and maintaining this National Association of Retail Grocers, and make it grow to be a pride and a glory to your country? The responsibilities of the grocer are growing daily, and he has much to learn in every department of his complex business; but strong among these are the health of the nation, the grocery-trade press, and your local, State and national association work."

Kenneth Patterson, tea merchant, Montreal, is doing business there under the name of "Royal Blend Teas."

W. J. Sprowl, general merchant, Lucan, Ont., has sold out his business to C. Sprowl, who has taken possession.



## NOVA SCOTIA MARKETS.

Halifax, N.S., February 3, 1902.

THE trade in the grocery line during the last week has been only fair, but it may be considered as on a good average with other years. The wholesalers are doing only a moderate volume of business. This is accounted for by the fact that the retailers tell us that in February and March, and even the latter half of January, they always notice a large falling off in even the straight family grocery trade. Even though people have to eat to live, just as in other months of the year, they in some way curtail largely during the period mentioned.

The fish business is in fairly good condition, but as yet there has been little change in prices from those quoted two weeks ago. Considerable quantities are coming in from the shore ports and also from the Banks. On Monday last six schooners arrived in port, aggregating nearly 40,000 pounds, from the points mentioned. Others followed during the week with fares ranging from 1,500 to 9,500 pounds. The schooner Marievella is now loaded, and will sail this week with 2,500 quintals of cod, for Lisbon, Spain.

The lobster fishing on the South Shore has not improved any since our last report. On Wednesday last 750 crates of live lobsters were shipped from Yarmouth, which again brought \$15, an increase of \$2 over prices of the first of the season. Noting the continued decrease in the catch of lobsters, it is said the fishermen of the South Shore have made a "solemn and binding contract" with each other to release all lobsters under the regulation size. What a time they will have watching each other to see that the contract is not broken.

Recent imports at Halifax are: By steamer Oruro, arrived January 29, from the West Indies—230 bbl. and 386 bags sugar by G. P. Mitchell & Son; by the same steamer from Demerara—484 bbls., 843 puncheons, 389 hhds. rum, which were reshipped to London by the steamer Ulunda. This is the largest single shipment in years. The steamer Fitzclarence arrived yesterday from Antwerp, a large portion of her cargo being beet-root sugar for The Acadia Sugar Refining Company.

Recent shipments to England are: By the steamer Corinthian, 3,112 bbls. apples; by the Ulunda, 15,000 bbls. apples; steamer Amarynthia, for Glasgow, 4,041 bbls. apples. The Ulunda also carried 500 barrels of apples from St. John, 3,000 boxes of cheese, and 100 tons of flour. Minor items in the Ulunda's cargo

were—7 hhds. lime juice, 20 cases evaporated vegetables, 55 casks extract of hemlock, 150 cases canned meats.

There is considerable cheese here in store, and it is being offered at about 10c., but very little is moving. Potatoes are still high in price and have risen 2c. to 42c. during the week. Oats are in store in considerable quantities, but they are so high that there is very little trade. During the last week they dropped 2c. to 54c. A wholesale dealer told me Saturday that he wanted a large quantity, but he had no intention of buying, except for urgent need, until they had gone down below 40c.

The steamer Oruro, of The Pickford & Black line, which sails on the 10th inst. for the West Indies, will carry among her passengers Mr. J. F. M. Stewart, of Toronto, Assistant Secretary of The Canadian Manufacturers' Association, who is going out in company with Mr. J. R. Henderson, to investigate the possibilities of largely increasing Canada's trade with the fertile islands of the south. There will be some 25 other passengers on the trip, largely business men who will pick up valuable information as to trade with the various points visited. The list includes business men from Halifax, Prince Edward Island, and from the west. These trips to the West Indies, at this season of the year, are becoming a special feature with The Pickford & Black line.

During his stay here Mr. Stewart has made many friends, and has been working hard in the interests of the association. Two days after his arrival he had a meeting at the Halifax Hotel, where he was met by a large number of business men and manufacturers, when a branch of the association was formed, and Mr. Stewart has spent a good deal of his time since in inducing membership. The movement will result in much good, and there is every prospect now that the branch will have some two hundred members.

R. C. H.

## COULD NOT RESIST SWEET PICKLES

"When I talk about sweet pickles," remarked a traveller, "I am reminded of what happened some time ago. I will have to tell it to you, so here it goes:

"One day in the winter I called on B——, the grocer, who, as soon as he saw me, cried: 'Hello, there! You are the very person I want.'

"What is the trouble, now, said I."

"A lady customer of mine," he replied, "was in the other day and wished to see you."

"What did she want?"

"Oh, I don't know. You had better go and ask her."

"He gave me her address, and I called

on her. A stout, buxom Irish-looking woman, with her sleeves rolled up, received me at the door. Surveying me from the crown of my head to the soles of my feet, she stared me straight in the face and sharply inquired, in a voice in which a trace of Irish brogue was noticeable: 'Phwat do you want?'

"Mr. B——, the grocer, told me to call."

"Oh, yes," she said, planting her closed fists on her broad hips, 'and so you're the man who sells Blank's Swate Pickles?'

"I am."

"I'm glad to meet you, begorra."

"And I, you, I hastened to let her know."

"Well," she went on, 'my man, Mike, last Saturday he gave me \$1.50 to buy a new fur cap. The first thing I did was to go over to B——, the grocer, and do you know, he let me taste some of your swate pickles. Sure it was too much for me, for I forgot all about my cap and bought a quart of them. They were awfully nice. They all liked them so well that I couldnt resist buying another quart after they were done. The other night Mike came home late from a meeting and finished them. I never told him what money it was that I was spending on them. If he found out he would smash every bone in my body and would wring my neck in the bargain. So I thought if you would call you would lend me the difference that I might buy my cap. It is getting too cold to do without it.'

"I loaned her the difference."

## TRADE CHAT.

TWO pounds of perfectly ripe strawberries were recently received by Mowat & Wallace, grocers, Vancouver. They were the first of the season and were grown in the open air at Saanich, B.C.

A demand of assignment has been made on Vipond & McBride, fruiterers, Montreal, and a consent has been filed.

Robert Irving MacKinnon, importer and tea, coffee and spice merchant, Montreal, has registered under the name of The MacKinnon Tea Co.

Under the style of E. A. Lentenne & Co., Angelina Campagna, wife of E. A. Sentenne, Montreal, is conducting business alone as a commission merchant.

Welsh & Nightingale, general merchants, Vancouver, B.C., have sold their branch store on Mount Pleasant, to A. Des Brisay, and in future will confine their attention to their store on Grenville street.

## PERSONAL MENTION.

Mr. James B. Campbell, of the Acme Can. Works, Montreal, passed through Toronto on Saturday, en route for home.

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## OF INTEREST TO YOU

When a grocer sells cheap baking powders he invites dissatisfaction. The cake being spoiled by the powder, all the ingredients will be classed as inferior, to the discredit of the grocer who sold them. The sale of lower-cost or inferior brands of powder as substitutes for the Royal Baking Powder, or at the price of the Royal, is not fair toward the consumer, and will react against the reputation of the store.

Royal is recognized everywhere and by everyone as the very highest grade baking powder—superior to all other brands in purity, leavening strength, and keeping quality. It is this baking powder, therefore, that will always give the highest satisfaction to the customer; and a thoroughly satisfied customer is the most profitable customer that a dealer can have.

Ask your jobber for Royal Baking Powder. In the long run it yields more profit to the grocer than the low-priced alum brands.



## THE OTTAWA RETAIL ASSOCIATION.

REPLIES TO A CRITICISM.

Editor "Canadian Grocer":—As I happen to be the member of The Ottawa Retail Grocers' Association who sent the report to your paper on January 24, and which was referred to by "Grocer" in your issue of the 31st as savoring of too much pleasure and not enough business, I beg to reply that The Ottawa Retail Grocers' Association is founded on a good, solid business platform. Our constitution can be had by any grocer who applies for one, and if they will take the trouble to attend any of our meetings they will find that we have lots to do and always do it in a businesslike manner. Our membership consists of grocers from the largest to some of the smaller houses in the city, and, although a young association, we have handled some important matters in connection with the trade with good results.

I cannot understand why Mr. "Grocer" picks out this particular report of our annual meeting as a subject for his criticism. It was impossible to do anything more at the meeting which he criticizes than elect officers besides the few other matters which were mentioned.

What we really want in our association is encouragement from every grocer of the city, and the real genuine encouragement at that, their membership, their regular attendance and their fees; not to stay outside and criticize.

Our regular business meeting is held on the second Monday of each month. We will gladly welcome any grocer of the city of Ottawa as a visitor, and I am sure he will find that business that interests the grocery trade as a whole is what takes up our attention. As an association we believe the fraternal part of it is very necessary to keep it together. We don't think that every man for himself will work while the association exists, but as long as a good feeling prevails with all there is bound to be less strife, hard feeling, etc., which tend to so much cutting and slashing in our business.

I hope that Mr. "Grocer," if he thinks that his ideas are right, will seek application at once, and I am sure he will be on the right track if he really believes as he says "That The Ottawa Retail Grocers' Association needs encouragement."

H. C. ELLIS,

Secretary O. R. G. A.

Ottawa, February 4, 1902.

Editor "Canadian Grocer":—The blind thrusts dealt by the mailed hand of "Grocer," at The Ottawa Grocers' Association, may, I hope, do some good, as that should be the object of every such letter a publisher allows to be inserted

in his columns. Every association, government or public body of whatever kind calls forth the vaporings of any number of arm-chair critics, and we of The Ottawa Grocers' Association have the distinction of having at least one. But our friendly and apparently sympathizing critic, I submit, displays a narrow spirit in jumping at his conclusions, based, evidently, upon a single report of one of our meetings.

Now, if it were fair to pass judgment upon "Grocer," as a business man, founded upon several (not one) reports recently passed around, as to methods adopted by him, such judgment might be neither profitable or complimentary (We are confident we can write "Grocer's" full name.)

We are not a mutual admiration society. We are associated for "business." But we "are in our long clothes" yet and have been whistling a good deal to keep up our courage. No harm in that. We work at "business" also, but "all work and no play makes Jack a dull boy."

"The Canadian Grocer" of last week tells us that our big brother association of Toronto realizes the truth of the old adage, and had been indulging in a little levity—fraternizing and indulging in pastime—which must have absolutely shocked the sombre soul of this mentor of the grocer fraternity in Ottawa. If it be true that "a little laughter now and then is relished by the wisest men"—we assume that "Grocer" is not in that class. If "anomalies" mean, to "Grocer," beings that wear clothes, eat, drink, and walk like men; let him point them out and I promise we will more than eradicate them. Inconsistencies, the writer realizes, exist on every hand. What honors do not await the human agent who will free the world of inconsistencies?

I fail to call to mind a more concrete example of gross inconsistency than "Grocer" presents. The development and influence of our association have been retarded more by such "big"—such "more important," transcendently humorous—boasting, arrogant inconsistencies as "Grocer" from without than from the "lesser" ones within our ranks.

Let "Grocer" come down from his pedestal of higher criticism—don his "business" clothes—join our ranks and help us "eradicate inconsistencies"—sheer off excrescences—"correct abuses"—adopt a "business" policy; in vulgar parlance—let him put up or shut up.

Dear "Canadian Grocer," our association is growing numerically and influen-

cially, notwithstanding the carplings of critics of the ilk of "Grocer," and we hope and expect to develop into a "parent body," whose influence will be felt to the benefit of the trade generally.

LESSER LIGHT.

Ottawa, February 3, 1902.

## SALMON STEADIER IN NEW YORK.

The N. Y. Journal of Commerce of Wednesday, says: "Inquiry by cable from the English markets is reported here for red Alaska salmon, those markets, it is stated, being temporarily short of this description. It is understood the inquiry is for small lots, and buyers' views somewhat under those of sellers' here. Negotiations are reported in progress for a lot with the seller asking \$1.05. Some holders, however, hold for \$1.07½ and sales for local account are reported up to \$1.12½ for best brands. One large interest here estimates spot stocks out of jobbers' hands to be not in excess of 5,000 cases. There is, however, considerable stock in transit from the Coast, and the disposition to firmness noted on the spot is believed to be temporary only. 'Red Alaska salmon,' said one dealer to-day, 'will show a fair margin of profit at \$1.05, and while some brands may bring more money, there should be no difficulty in securing fish at \$1.07½.' We have heard of cables inquiry, but do not know of any business that has resulted."

## INQUIRIES AND ANSWERS.

POT AND PEARL BARLEY.

A subscriber writes:

What is the quantity of pot and pearl barley made in Canada, and the proportion of pearl to pot barley?

[Remarks: The total is, we are informed, about 25,000 barrels of 196 lb. each. Of this about 5,000 barrels is pearl barley.—THE EDITOR.]

## INQUIRIES FOR CANADIAN PRODUCTS.

The following inquiries were recently received by the Canadian section of the Imperial Institute:

1. A company manufacturing pumps and pumping machinery is prepared to appoint a reliable Canadian firm as its resident agent.
2. A manufacturing company in a position to take considerable supplies of veneer impervious to moisture, would like to hear from Canadian houses which can furnish the material.
3. A West of England firm seeks responsible Canadian agent to take up sale of stationery novelties, gums, glues, glass, etc.

The names of the firms making the above inquiries can be obtained on application to the editor of THE CANADIAN GROCER.



T. H. ESTABROOKS,  
ST. JOHN, N.B.

DEAR SIR,—“Red Rose Tea shipped 28th ultimo was duly received, and about sold out. I have other Teas put up in lead packets which cost me the same money, but cannot sell same when I have Red Rose in stock. It is a Tea that suits the trade. You can draw on me at sight for amount of invoice and ship me two more cases same as before.

“Yours truly,

The above is a copy of a letter received from a well-known merchant and was unsolicited. It helps substantiate the claims I make for Red Rose Tea:

IT SUITS THE TRADE.

IT IS A BUSINESS-INCREASER.

IT WILL HELP YOU MAKE MONEY.

A POST CARD WILL BRING YOU SAMPLES AND PRICES.

## T. H. Estabrooks

Tea Importer and Blender

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

HERE IS A GOOD OFFER

# 6 Cases Roquefort Cheese

(12 in a Case)

Kept in Cold Storage.

To be cleared by the case at

24c. per lb.

Less than case lot

25c. per lb.

**L. Chaput, Fils & Cie.**

WHOLESALE GROCERS

MONTREAL.

25 to 50 PER CENT. PROFIT ON SUGAR.

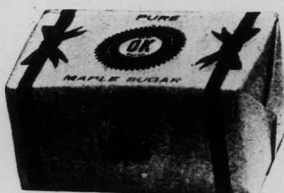
More than 1,000 Retailers in Montreal handle these goods.



### Maple Tablets

Are made in flat creased cakes and can be broken into eight divisions, are neatly wrapped in lithographed paper, and are made from absolutely pure Maple Sugar, weigh about 6 oz. and sell for 5 cts. each.

60 Tablets to case; price per case, \$2 00.



### Pure Maple Sugar

Best O. K. Brand.

1-lb. Blocks.

50 Blocks to case; price per case, \$5 00.

½-lb. Blocks.

100 Blocks to case; price per case, \$5.00.



### Maple Buttons

These goods are having an extensive sale; are pure, wholesome and delicious. Put up in Water Pails containing

20-lbs. net; price per lb., 9c.

SOLD BY WHOLESALE GROCERS EVERYWHERE.

No charge for Pails.

THE GROCERS M'FG. CO., 131 Nazareth Street, Montreal.



## CHANGE IN FREIGHT RATES.

Commencing with February 1, a new schedule of rates went into effect on the Canadian Northern Railway lines in Manitoba. A reduction of 2c. per 100 lb. is provided for on grain, flour, oatmeal and mill stuffs. This represents a change of 11 1/9 to 13 1/2 per cent., the chief gainers by this being points on the main line east of Winnipeg, and Portage la Prairie, Emerson, Carman, Winnipegosis, and as far as Miami on the Morris-Brandon branch. From these sections to Port Arthur the old and new rates are as follows:

On main line, all points between:		Old.	New.
		c.	c.
Winnipeg and east.....		15	13
Portage and Winnipeg.....		15	13
Youill and McCreary.....		16	14
Laurier and Makinak.....		17	15
Ochre River and Cowan.....		18	16
Fishers and Swan River.....		19	17
On Morris-Brandon branch, all points between:			
Winnipeg and Miami.....		15	13
Altamont and Brandon.....		16	14
On Hartney branch, all points between:			
Ninette and Fairfax.....		16	14
Elgin and Underhill.....		17	15
Argue and Hartney.....		18	16
All points on:			
Gilbert Plains branch.....		18	16
Emerson branch.....		15	13
Carman branch.....		15	13
Winnipegosis branch.....		18	16

## AN AUTOMOBILE LINE FOR TRAVELLERS

A well-known and wealthy citizen of Simcoe, Ont., has decided to put on a line of automobiles between Waterford, Simcoe and Port Dover. Each carriage will accommodate 10 passengers. The line promises to be of great convenience to the travelling public, saving, as it will, a great deal of the time that has hitherto been lost in waiting for trains.

## A NEW CANNING FACTORY.

The Strathroy Canning and Preserving Co., Strathroy, Ont., is building a branch factory at Dresden, Ont. The factory is nearly finished, and contracts are being made with the farmers for the necessary supply of vegetables. A specialty of tomatoes will be made at the Dresden factory.

## PROFITABLE GOODS.

At this time of the year people begin to think about the products of our national tree, the maple, and any advertisement of maple syrup or maple sugar is eagerly read. The majority of wide-awake grocers in Canada are now renewing a fortunate acquaintance with the Grocers Manufacturing Co., and orders for the famous maple sugars put out by this firm are being rapidly booked. Besides the ordinary cakes of pure maple sugar, maple buttons and tablets must be kept on hand. They are making

the latter marked into slight divisions so that they can be broken easily into so many pieces. The maple buttons need no encomiums. Their enormous sale testifies to their excellence. The success of The Grocers Manufacturing Company's maple sugars is doubtless due to their using nothing but pure sugar.

## A SCOTCHMAN'S OPINION.

A. W. Bullock, general merchant, Georgeville, Que., under date of January 14, writes Mr. George Mann, Montreal manager of The "Salada" Tea Co., as follows: "I have yours of December 17, and I beg to say that I have no objection to offer to you using my recommendation of Ceylon teas. It is the excellency of the tea only that brings the demand. One of my best green tea customers, an old Scotchman \* \* \* tells me that "Salada" 25c. green is the best tea he has ever used at any price for 20 years."

## CATALOGUES, BOOKLETS, Etc.

## A HANDY REFERENCE ANNUAL.

The Dominion Brewery Co., Limited, of Toronto, Wm. Ross, manager, has issued another edition of its vest pocket Reference Annual. This is the sixth year of publication and it is one of the most handy and useful books of the kind that has reached our offices. The records in the various branches of sport up to the end of 1901 are presented. Another feature is the game and fishery laws of several of the Provinces. Then there are also given, the last census, the rates of postage, money order rates, value in Canadian currency of foreign coins, the banks of Canada, a calendar for the year, while the centre of the book is set apart for memo. purposes.

## MR. MARCEAU LECTURES.

An interesting, as well as instructive, lecture was delivered on the evening of January 31 before the Montreal Grocery Clerks' Association by Mr. E. D. Marceau, the well-known Montreal tea importer. The meeting was held in the Monument National, and a large number of the Association attended.

That Mr. Marceau was well up on his subject, which was "The Origin and Geography of Tea," was known beforehand, but that it could be made so interesting was not so well known. The lecture was divided into three headings: (1) The quality consumed and the quantity exported, (2) the different kinds of tea, and (3) the cultivation and manipulation of teas.

The lecture was very highly appreciated, which was testified to by the hearty vote of thanks tendered to the speaker.

## MR. HENRI JONAS MARRIED.

On January 18, Mr. Henri Jonas, of Henri Jonas & Co., was united in marriage to Mrs. Claggett, widow of the late C. C. Claggett. The wedding was a quiet one, only the near relatives and friends of the contracting parties being present. The ceremony was performed by the Rev. Canon Wood, in the Church of St. John the Evangelist. Afterwards Mr. and Mrs. Jonas left for New York, Washington and other points in the United States. The many friends of Mr. Jonas congratulated him not more sincerely than does THE CANADIAN GROCER.

## AN OFFICE IN TORONTO.

As a result of the increase in their business, it has been necessary for Messrs. S. H. Ewing & Son to have a permanent office and stockroom in Toronto from which to supply their Western Ontario trade. Accordingly premises have been taken at 87 York street, in the Rossin Block; telephone number, Main 204. Mr. E. J. Murphy has been appointed Toronto representative of the firm.

## KENTVILLE'S "RED STORE."

Great changes have been made in the general store, known far and wide as the "Red Store," of De Wolfe & Lamont, Kentville, N.S.—four plate-glass windows put in, the counters changed, and the shop newly decorated. This store, besides making a specialty of good teas, always carries a good stock of groceries, feed, canned goods, confectionery and biscuits.

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

## FLOUR MAGOR'S DELICIOUS PATENT FLOUR.

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

Prices For Cash Unequalled.

JOHN MAGOR & CO., MONTREAL



## 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.



This list of the cities solicited for report and Goods in All quot who call ds

## BUTTER AND

Dairy, cho  
" "  
" "  
Creamery,  
" p  
Cheese, ne  
Eggs, new

## CANNED

Apples, 3  
" g  
Asparagus  
Beets.....  
Blackberry  
Blueberry  
Beans, 2s  
Corn, 2s.  
Cherries,  
" "  
Peas, 2s.  
" split  
" ext  
Pears, Ba

" "

Pineappl

" "

Peaches,

" "

Plums, g

" I

Pumpkin

" "

Raspberry

Strawber

Succotas

Tomatoes

Lobster,

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Mackerel

Salmon,

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Sardines

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# CHRISTIE'S MAPLE

A tasty biscuit topped with Marsh-  
mallow and Maple Cream.

# CREAMS

Packed in Tins and Boxes.

CHRISTIE, BROWN & CO., Limited, Toronto and Montreal.

THE BEST FRUIT ONLY is used in the preparation of . . .

## "Neilson's Home-Made Mince Meat."

The quality is always right, and the goods are guaranteed to give satisfaction.

In 2-lb., 5-lb. tins; 12-lb., 27-lb. pails; and 65-lb. tubs. Order now.

Tel.—Park 294.

WM. NEILSON, 60 Lynd Ave., Toronto

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

SEPARA  
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Tuesday, F  
Armouries a  
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Postmaster:  
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SEPARATE SEALED TENDERS, addressed to the undersigned, will be received at this office until Tuesday, February 25, inclusively, for the construction of Armouries at the following places:

1st Revelstoke, B.C., 3rd Kaslo, B.C.  
and Kamloops, B.C., 4th Nelson, B.C.

Plans and specifications can be seen and forms of tender obtained for Revelstoke, and Kaslo, on application to the Postmasters at those places; for Nelson, at the office of Mr. J. A. Macdonald, Architect, Nelson; for Kamloops, at the office of Mr. A. Thompson, clerk of works, Kamloops; and for all the works at the Department of Public Works, Ottawa.

Envelopes containing tenders must be endorsed "Tender for Armoury, Revelstoke"; "Tender for Armoury, Kamloops"; "Tender for Armoury, Kaslo"; and "Tender for Armoury, Nelson" respectively.

Persons tendering are notified that tenders will not be considered unless made on the form supplied, and signed with their actual signatures.

Each tender must be accompanied by an accepted cheque on a chartered bank, made payable to the order of the Honourable the Minister of Public Works, equal to ten per cent. (10 p.c.) of the amount of the tender, which will be forfeited if the party decline to enter into a contract when called upon to do so, or if he fail to complete the work contracted for. If the tender be not accepted the cheque will be returned.

The Department does not bind itself to accept the lowest or any tender.

By order

FRED. GELINAS,

Secretary.

Department of Public Works,

Ottawa, January 25th, 1902.

Newspapers inserting this advertisement without authority from the Department, will not be paid for it.

**John MacKay,** Bowmanville, Ont.

Manufacturer of Established 1854.

POT AND PEARL BARLEY,

SPLIT PEAS, AND CHOP FEED

Send for Prices or Samples. Prompt Business.

IN CAR LOTS

# "Sarnia" OIL LAMP

Equal to best American Oil.

GROCERS ALL SELL IT.

THE QUEEN CITY OIL COMPANY, Limited, - TORONTO, ONT.

SAMUEL ROGERS, President.

## Satisfactory Results

have crowned our efforts thus far in trying to place satisfactory values before our numerous customers, and it is very gratifying to us indeed to have so many complimentary letters coming from our customers stating that they were so well pleased with their last shipment of goods from us, and enclosing **repeat orders**.

**Our Motto:** "We aim to please." It will pay you to write for our prices. We are satisfied with small profits and quick returns. Send us a trial order—we will do the rest.

## THE R. & J. H. SIMPSON CO.

Wholesale Grocers and Tea Importers,



GUELPH.

# FISH FOR LENT

Labrador and Scotia Herrings,

Barrels and Half Barrels.

B. C. Salmon, Barrels and Half Barrels.

Green Codfish, Medium and Large.

Skinless and Boneless Cod, 100-lb. cases.

Boneless Fish, in 25-lb. boxes.

Boneless Cod, in 1 and 2-lb. blocks, also in packages.

A very large assortment of **FRESH FISH**.

Send us in your order at once. **PRICES** are **Right** and we guarantee prompt shipment.

## L. Chaput, Fils & Cie,

Wholesale Grocers

MONTREAL.



## THE PROVISION TRADE.

The Markets—Miscellaneous Notes.

### THE WORLD'S STOCK OF LARD.

The N. K. Fairbank Company, advise us as follows: "Our cable advices give the following estimates of the stocks of lard held in Europe and afloat on February 1, to which we add estimates of former years, and stocks in cities named."

	1902. Feb. 1.	1902. Jan. 1.	1901. Feb. 1.	1900. Feb. 1.	1899. Feb. 1.	1898. Feb. 1.
Liverpool and Manchester .....	9,500	7,500	8,500	34,000	47,500	47,500
Other British ports .....	5,000	5,000	5,500	7,000	8,000	12,000
Hamburg .....	12,500	8,000	7,000	14,000	12,000	32,500
Bremen .....	1,500	1,500	3,000	3,000	3,500	2,000
Berlin .....	1,500	1,000	2,000	4,000	3,000	10,000
Baltic ports .....	8,000	7,000	6,000	7,000	10,000	5,500
Amsterdam ) Rotterdam ) Mannheim )	2,500	1,000	1,000	2,500	2,500	1,000
Antwerp .....	2,000	3,000	2,000	3,000	7,000	12,000
French ports .....	2,000	3,000	4,000	5,500	6,000	17,000
Italian and Spanish ports .....	1,000	1,000	1,000	1,000	1,000	1,000
Total in Europe .....	45,500	38,000	40,000	91,000	100,500	140,500
Afloat for Europe .....	51,000	63,000	72,000	52,000	74,000	75,000
Total in Europe and afloat .....	96,500	101,000	112,000	133,000	174,500	215,500
Chicago prime steam .....	62,851	45,836	36,961	104,852	119,412	157,868
Chicago other kinds .....	10,278	6,952	7,270	13,174	15,221	8,676
East St. Louis .....	1,100	1,538	5,352	11,000	10,000	2,278
Kansas City .....	13,323	14,983	12,617	4,582	19,646	18,911
Omaha .....	5,273	3,706	2,907	4,340	8,464	6,723
New York .....	8,628	8,054	10,786	13,024	17,239	19,233
Milwaukee .....	2,206	4,565	2,083	3,839	5,733	4,372
Cedar Rapids .....	1,157	2,386	1,601	3,858	3,305	1,507
South St. Joseph .....	6,386	5,624	1,878	2,502	5,106	no record
Total tierces .....	207,702	194,644	193,455	294,171	378,626	435,068

### BUTCHERS' SECTION MEET.

There was a good attendance of butchers and provision merchants at the annual meeting of the Butchers' Section of the Toronto Branch of The Retail Merchants' Association of Canada, when the officers were elected for 1902. These were as follows:

Chairman—H. Puddy.  
1st Vice-Chairman—S. R. Leggatt.  
2nd Vice-Chairman—T. Lynn.  
Secretary—E. Devine.  
Treasurer—H. A. Puddington.  
Auditors—J. B. Davidson, J. L. Woods and T. Clayton.

Representatives to the Credit Reporting and Collecting Board—S. J. Crealock and J. W. Holman.

The following committees were struck: Reception, finance, municipal and legislative, refreshment and entertainment, membership, and trade improvement. The members of these will be appointed at the next meeting.

The treasurer reported a substantial balance after the expenses incurred in the trading stamp and other legislation were paid. A substantial increase in the membership was also reported.

The new chairman, Mr. H. Puddy, is the senior partner of Puddy Bros., butchers and provision merchants, who have been established on the corner of Adelaide and York streets for a number of years. Their business is one of the largest and most successful of its kind in the city. Mr. Puddy has been

connected with the butchers' section for a number of years.

E. Devine, the new secretary, has, like the chairman, been a member of the butchers' section for quite a long time. He has been established on Queen street west, near Spadina avenue, for several years, is well known and has numerous friends.

### COLD STORAGE IN NOVA SCOTIA.

A press despatch from New Glasgow, N.S., says: "The benefit of the Government-aided system of bait and cold storage may be seen from the return of the catch of codfish, hake and haddock for three years at Frog Pond, P.E.I. During this time the population remained practically stationary. In 1899, 95,000 lb. were landed; in 1900, the catch was 210,000 lb., with less favorable circumstances, while in 1901 the fares landed aggregated 320,000 lb. The fishermen in the last two years had a constant bait supply.

"The Alberton Bait Association is shipping frozen fish to Charlottetown, caught earlier in the season with its supply of frozen bait. The capacity of the Sambro bait-freezer, which is now filled with 25 tons of squid, will be at once increased to 100 tons."

### BEEF CANNING AT MEDICINE HAT.

A movement is on foot to establish a beef-canning factory at Medicine Hat, Assa. Being a good ranching district, Medicine Hat should be favorably situated for such an industry. The chief promoter is Mr. W. G. Adams, Coulee P.O., Maple Creek, Assa.

### THE PROVISION MARKETS.

#### TORONTO.

This week there are few buyers for whatever Western or Northern hogs that are

being offered, and the ruling figure is \$7.40, a fall of 10c. since last quotation. As high as \$7.50 is paid occasionally. Locally, the arrivals of dressed hogs have greatly fallen off, making it difficult to quote safe figures. In one instance \$8.50 was paid. Lambs are up  $\frac{3}{4}$  to 1c. per lb. The other prices are unchanged. We quote: Dressed hogs, \$8.00 to \$8.25; beef carcasses, \$5.75 to \$7 per 100 lb.; hind quarters, \$6.50 to \$7.50 per 100 lb.; front quarters, \$4.75 to \$5.50 per 100 lb. Veal, 7 to 8  $\frac{1}{2}$ c. per lb.; lambs, 8 to 8  $\frac{1}{2}$ c. Live hogs: Selects, \$6.12  $\frac{1}{2}$ , and lights \$5.87  $\frac{1}{2}$  per 100 lb.; choice export cattle bring \$5 to \$5.40 per 100 lb.; lights sell at \$4 to \$4.50.

Stocks of lard and cured provisions on hand are becoming quite complete. A good local demand is reported, with prices ruling firm. Lard, especially, is brisk. We quote: Long clear bacon, 10  $\frac{1}{2}$  to 11c.; smoked breakfast bacon, 14 to 15c.; rolls, 11 to 11  $\frac{1}{2}$ c.; medium hams, 13  $\frac{1}{2}$ c.; large hams, 12  $\frac{1}{2}$  to 13c.; shoulder hams, 10  $\frac{1}{2}$  to 11c., and backs, 13  $\frac{1}{2}$  to 14c.; Canadian heavy mess pork, \$20.50 to \$21; short cut, \$22; lard, in tierces, 12  $\frac{1}{4}$ c. per lb.; tubs, 11  $\frac{1}{2}$ c., and pails, 11  $\frac{3}{4}$ c.

#### MONTREAL.

A good business is being done this week. Receipts of live hogs have not been heavy, but dressed hogs and all hog products are moving pretty actively. Prices on most lines are firm. Smoked meats are not inquired for very much, though there is no weakening in the prices. It is expected that next week will see a much better movement in smoked meats. Pure lard has weakened somewhat, and in some quarters has been reduced  $\frac{1}{4}$ c. We quote as follows: Heavy Canadian short cut mess pork, \$22; Chicago clear pork, \$22.50 for heavy and \$22.25 for medium; selected heavy short cut mess pork, boneless, \$22.00 to \$22.50; hams, 13c.; bacon, 15c.; lard, pure Canadian, \$2.35 to \$2.40 per pail; refined lard compound (Fairbank's); \$2.05 for 1 to 24 pails; \$2.03 for 25 to 49 pails; \$2.02 for 50 pails and over. Snow White and Globe compound, \$1.75

We will require large quantities of

## EGGS AND POULTRY

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

The J. A. McLean Produce Co., Limited

75-77 Colborne St., Toronto.

Established 1873.

Pork Packers, Commission Merchants,  
Buyers and Exporters of

Eggs, Butter,  
Cheese, Poultry.

D. GUNN, BROTHERS & CO.

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



Have your customers asked you for



OR



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

WRITE US FOR PRICE LIST.

**The Brantford Packing Co.**  
BRANTFORD, ONT. LIMITED

THE NEWEST THING ON THE MARKET IS



**CREAM CHEESE**

Finest Flavor and we will Guarantee its Purity.

**Retails at 10 cents.**

Prepared by

**Shuttleworth & Harris,**  
BRANTFORD, CAN.

Toronto Agents:

THE WM. RYAN CO., Limited, FRONT STREET EAST.



There are  
no finer

**HAMS**

made than the

**"STAR" Brand**

Put up by

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

**Sugar Cured Hams and  
Breakfast Bacon.**

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

TRY SAMPLE SHIPMENT.

**The Park, Blackwell Co.,**  
LIMITED.

TORONTO, ONT.



per pail; Cottolene, 10 $\frac{7}{8}$ c. for 20 lb. pails, and 10 $\frac{3}{4}$ c. for 60-lb. tubs, for Quebec and Ontario.

## ST. JOHN, N. B.

Sales are light. In pork, barrelled, both domestic and American are offered. Prices continue high. Beef is a very slow seller. American plate has the demand in our market. Prices are unchanged. In lard, a fair stock is held. The price of pure seems rather easier, but is still very high. There is a good sale for compound. In round hogs, the supply is very light, and for good stock full prices are quickly paid. Beef is rather dull. We quote as follows: American mess pork, \$21.00; domestic mess pork, \$20.00; American clear pork, \$24.00; domestic clear pork, \$22.00 to \$23.00; American plate beef, \$16.00; domestic plate beef, \$14.50 to \$15; pure lard, tubs, 12 $\frac{1}{2}$  to 12 $\frac{3}{4}$ c.; pure lard, pails, 12 $\frac{3}{4}$  to 13c.; compound lard, tubs, 10c.; compound lard, pails, 10 $\frac{1}{4}$ c.; Fairbank's refined lard, tubs, 10 $\frac{1}{2}$ c.; Fairbank's refined lard, pails, 10 $\frac{3}{4}$ c.

## WINNIPEG.

**BEEF**—Demand is increasing and prices are firmer, and although no advance has occurred during the week, it is expected that on Tuesday or Wednesday there will be an advance of from  $\frac{1}{4}$  to  $\frac{1}{2}$ c. per lb. Best grade of dressed beef is now quoted at 7c. straight, while country-dressed runs from 5 $\frac{3}{4}$  to 6 $\frac{1}{4}$ c.

**MUTTON**—Market is entirely supplied with Ontario frozen, there being no Western offerings. Demand is light and price nominally 8c., and lambs 9c.

**HOGS**—The receipts of dressed hogs have been somewhat larger, probably owing to the stiffer price. Price is again higher, the quotations now being 8 to 8 $\frac{1}{4}$ c. for the best grades, as against 7 $\frac{3}{4}$  to 8 $\frac{1}{2}$ c. last week. Though packers, of course, prefer live hogs, they are buying the dressed very freely.

## PROVISION TRADE NOTES.

Hilton Bros., butchers, Montreal, have registered.

Geoffrion & Co., butchers, Montreal, have registered.

James Hall, butcher, St. Thomas, Ont., has sold out to J. A. McClunce.

McKenzie & Campbell, butchers, etc., Sydney, N.S., have dissolved partnership.

Mrs. E. Allard has registered for T. Allard & Cie, butchers, etc., Sherbrooke, Que.

Hoffman & Colvin, butchers, Stratford, Ont., have dissolved partnership. They are succeeded by Colvin & Yeandle.

N. Tuckey, of Gananoque, Ont., has purchased the John Townsend place at Long Point, Ont., and is opening a butcher shop.

Ernest A. Tourangeau and Joseph E. Lajoie, of St. Paul, Que., butchers, have formed a partnership under the style of Lajoie & Tourangeau.

J. C. Thompson, who has been conducting a butcher and provision business at 345 Parliament street, Toronto, has closed up and is removing to Southampton, Ont., where he will open out about February 15.

## FOUR C's ON WHICH YOU TAKE NO CHANCES.

COWAN'S  
COCOAHygienic and  
Perfection.COWAN'S  
CHOCOLATEQueen's  
Dessert,  
Royal  
Navy and  
Perfection.COWAN'S  
CAKE ICINGSChocolate, Pink  
Lemon Color  
and White.COWAN'S  
CONFECTIONSChocolate  
Cream Bars,  
Chocolate  
Ginger,  
Chocolate  
Wafers, etc.

ALL ARE GUARANTEED ABSOLUTELY PURE GOODS.

THE COWAN CO., Limited,

TORONTO.

All Bacon  
and Hams

cured by this company are done after the Irish process, which has made Irish Bacon famous the world over. We guarantee a cure and quality equal in every respect.

**OUR LARD** is absolutely pure, and we are confident of repeat orders wherever it receives a trial.

These are some of our varieties: Breakfast Bacon, Short Roll Bacon, Long Roll Bacon, Wiltshire Bacon, Cumberland Bacon, Long Rib Bacon, Long Clear Bacon, Back or Windsor Bacon, Long and Short Cut Hams, etc.



Registered Trade Mark Brand  
Found on all our Bacon and Hams.

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

All first-class Grocers and Provision dealers should handle the

“L. & S.” and  
“Imperial”

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

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

## Fowler's Canadian Company, Limited,

Pork Packers and Exporters, HAMILTON, CANADA.

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

## The L. &amp; S. Rosemary Company, Limited,

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



**OYSTERS**  
 WE ARE AGENTS FOR  
 Booth's  
 Oval Brand  
 and would like  
 a share of your  
 trade. Write  
 for par-  
 ticulars.

All kinds of  
 Fresh Fish  
 always  
 on hand.

**The M. DOYLE FISH CO.,**  
 The Market. TORONTO.  
 Established 1852.

**TANGLEFOOT SEALED STICKY FLY PAPER**



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

Long Lasting. A Cash Asset.  
 Order from Jobber.

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

Established 1862.  
**E. THOMPSON & CO.**  
 LIVERPOOL,

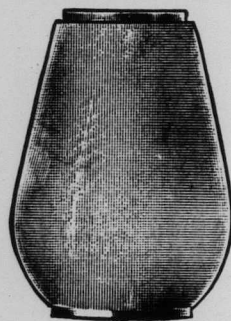
Offices—11 Victoria St. . . . ENG.  
 Warehouses—48-52 Thomas St.

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

REFERENCE—Canadian Bank of Commerce.

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

ARE YOU USING OUR—



Cold Blast  
 or Jubilee  
 Globes

Aetna or  
 Quaker Flint  
 Chimneys?

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

ESTABLISHED 1869  
**Geo. Stanway & Co.**  
 Brokers and  
 General Commission Merchants  
 Teas, Sugars, Molasses, | 46 Front St. East,  
 Canned Goods | **TORONTO**  
 Correspondence Solicited.

**Van Camp's** (18 Varieties)  
**Concentrated Soups.**

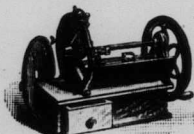
Pure and Delicious.  
 Sellers always.

**WARREN BROS. & CO.**  
 TORONTO.

**COX'S GELATINE** Always Trustworthy  
 ESTABLISHED 1726.

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

Rotary  
 Smoked Beef Shaver  
 with Patented  
 Self-Sharpening Device



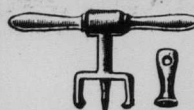
No. 125, 2 Blades, \$20.00  
 No. 129, 1 Blade, 20.00

Self-Priming and  
 Measuring Pump



No. 97, \$5.50

Auger for above Pump



No. 97, 60 cents

**"ENTERPRISE"**

**Rapid Grinding and Pulverizing Mill**

Fitted with General Electric Co's. 1/2 H. P. Motor

The Machine is self-contained and is ready for connection to feed wire as shipped from factory

Will be furnished with Motor suitable for all conditions as to Current, Voltage, etc.

**GRINDING CAPACITY**

**FAST SPEED**

Granulating 3 pounds of Coffee per minute

**SLOW SPEED**

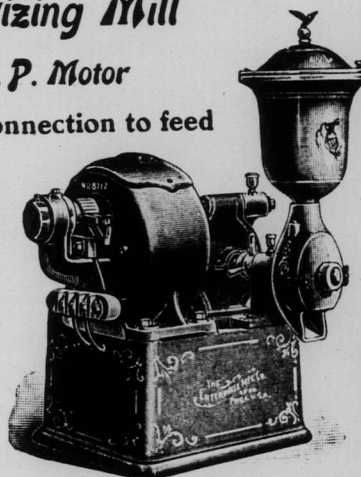
Granulating 2 pounds of Coffee per minute

Pulverizing 1-2 pound of Coffee per minute

Can be regulated for Fine or Coarse Grinding while Mill is running

Pulverizing Grinders furnished only when so ordered.

Illustrated Catalogue Mailed FREE. Order from your Jobber



No. 8712

Height, 30 inches. Width, 18 inches.  
 Length, 22 inches. Weight, 250 lbs.

Capacity of Iron Hopper  
 4 lbs. of Coffee

PRICE ON APPLICATION

**The Enterprise Manufacturing Co. of Pa.**

Philadelphia, Pa., U. S. A.



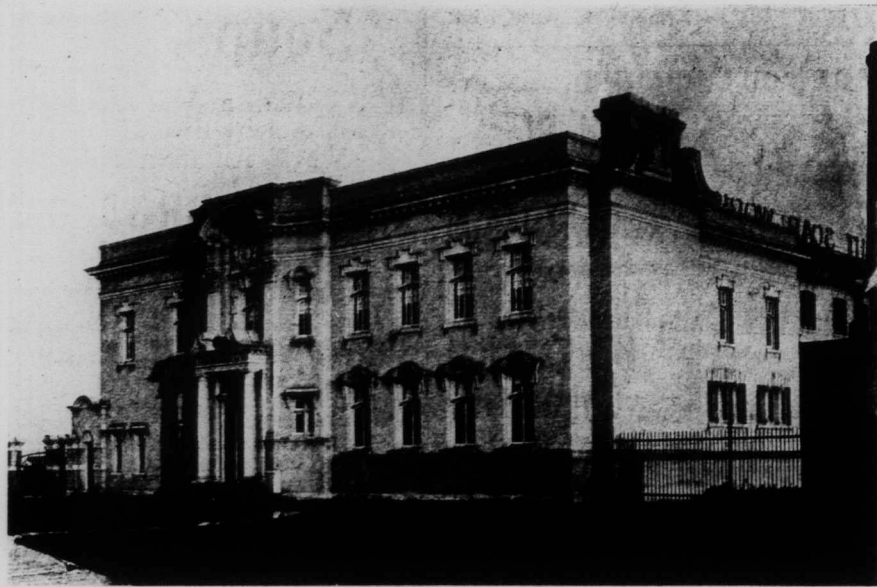
## A Peep Into a Modern Soap Factory.

BY JAMES PATTERSON.

**I**N the history of Canada undoubtedly there never was a time when she was closer to the point of experiencing a wave of progress. The tide of European emigration has flowed steadily for years to the United States, and if but the edge of it touched Canada's shores it was

power increases, we may expect to find exporters from abroad catering for the Canadian market more largely than ever.

We consider that a definitely progressive step has been made when an exporter from abroad, having secured a



A Model Business Office.—Sunlight Soap Works.

simply because the emigrants knew little or nothing of her resources. The reproductions of ice carnivals and snow scenes that have been published so widely have caused the British people to view Canada as a cold inhospitable region, and even the British emigrant was chilled.

Canada is now becoming known in the Old Country in her true light as an agricultural and industrial country of great opportunities. Great Britain has seen Canadians side by side with the English troops on the battlefields of South Africa. The daily papers of Great Britain have continually had something to say about Canadians during the war, thus inciting inquiry. The Royal tour through Canada brought together a staff of newspaper writers who have visited every part of the country, and to-day Canada is to the front in British journalism. There can be no question that the British people, and particularly those who desire to emigrate, have now a truer picture of Canada than at any previous period. The curtain has risen on a new scene in the drama.

Manufacturers of note are pushing trade in Canada to-day more persistently than they have ever done, and as Canada's population expands and as her buying

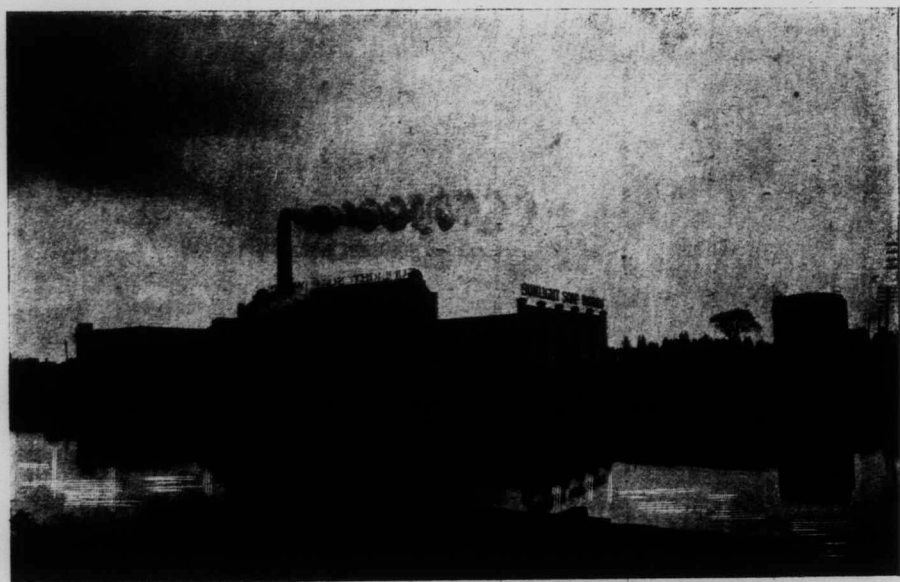
permanent demand for his goods in this country, brings the whole strength of his organization here and builds a factory to make on Canadian soil goods for Canadian consumption. This is exactly what has happened during the past year in a notable instance, that of Sunlight Soap.

This soap has been known in Canada for over 12 years, and was imported from England until the growing popularity of the soap here and the overgrowth of the demand on the English factory, necessitated the soap required for Canadian use being manufactured in Canada. The site of The Canadian Sunlight Soap Works is on the river Don, Toronto, where Lever Brothers, Limited, have acquired 23 acres of land. They have erected a factory which has been described by an insurance authority as "the finest soap factory on the American continent." The buildings are worthy of Canada and represent in building and plant, a capital of over \$300,000.

A view across the Don shows the offices and works on Eastern avenue. A visit to these works by the writer is of special interest to Canadian Magazine readers.

The Canadian public who have been accustomed to associate soap-making with small, crowded, evil-smelling factories would be wonderfully surprised on entering the soap-boiling room of Lever Brothers, Limited. The soap pans take up the whole centre length of the boiling-room. There is a row of storage tanks on either side of the room, while oil and fat pipes connect with other storage tanks in the basement of the works; but the whole operation of amalgamating the ingredients in the pans for boiling is under the control of the few operators in this room. Labor is reduced to a minimum. The important purpose of this room is to produce Sunlight Soap with skill and experience rather than with cheap labor, and the whole process is under the immediate control of a superintendent whose experience has been gained in the best school.

It is a most interesting sight for a visitor to see the soap boiling in these great cauldrons, and the most frequent



General View of a Great Factory.—Sunlight Soap Works.



# Ceylon Teas

**BLACK**  
**GREEN**



The Blacks now used everywhere  
in Canada.

The Greens are displacing Japans.

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



and natural remark is: "I am surprised how pleasant the smell is." This is explained by the fact that in the making of Sunlight Soap no rancid fats or slaughterhouse offal are used.

It is really surprising what an amount of care, organization, and skill is expended on an article like soap. The Sunlight Soap Works are provided with a laboratory and staff of chemists to test the raw material, and to prevent anything but pure oils and pure fats entering into the soaps there produced. The soap is tested at every stage of its manufacture; it is tested after boiling; it is tested after cooling; it is tested as a finished product, and further, a sample of every boil of the finished soap is sent to the laboratory at The Port Sunlight Works, England, where it is again tested to insure that the same uniform high-quality of Sunlight Soap is being maintained throughout the world. One wonders that so much care should be necessary; but Lever Brothers, Limited, have a maxim that Sunlight Soap must not vary in its high standard of excellence, wherever manufactured.

The soap pans are built into and through the floor to the room below, called "The Lyes Room," where the residue, after making Sunlight Soap is drawn and stored. This residue is afterwards treated in the glycerine department.

After Sunlight Soap has been boiled and has stood every laboratory test, it is run in pipes from this building into "The Frame Room," to be cooled. After cooling, ingenious machinery quickly transforms the frames of soap into slabs, slabs into bars, bars into tablets, and an automatic stamping machine, electrically driven, places the well-known brand on each tablet. Incidentally, it may be remarked that Lever Brothers, Limited, print and make their own card-boxes. The wood boxes are also printed, lock-cornered, and made up on the premises.

The factory is run by a 250 h.p. engine, with dynamo attached, and the company make their own electric light for the works and offices. They have their own railway sidings, and every modern convenience for receiving and shipping goods. All loading platforms are roofed over.

The office building, standing in front of the works, is an imposing piece of architecture, the inside being finished in mahogany, and fitted throughout with the most approved conveniences. Rooms above the office comprise a kitchen for preparing meals for the employes, where the food is cooked by electricity, and other rooms are fitted up as dining halls.

The factory is open by appointment at certain hours for visitors, and every

visitor will be amply repaid for the trouble of inspection. Sunlight Soap Works is really one of the sights of Toronto.

In an interview with the president of the company, the writer endeavored to trace some reasons for the very rapid development of Sunlight Soap. Within 15 years of the first manufacture of this soap, it has risen to the position of having a larger sale than any other three soaps combined. It employs more work-people in its manufacture than any other soap in the world. It has a larger capital invested in it than any other soap in the world, and the Canadian works of Lever Brothers, Limited, show that they have certainly come to Canada to stay.

The writer's impressions after the interview were, that the officials themselves of Lever Brothers, Limited, have certainly a strong faith in Sunlight Soap. They advertise the soap as being of a very high standard of merit, and they claim that there is no advertisement ever published by Lever Brothers, Limited, that they do not live up to. Whatever the cost of raw materials, they never adulterate. The whole secret is in publicity and keeping faith with the public.—Canadian Magazine.

#### E. A. WILLS BANQUETTED.

**M**R. E. A. WILLS, the retiring Secretary of the Toronto Board of Trade, was banqueted by his numerous friends of the National Club and the Board of Trade on Thursday evening, January 30. Mr. Edward Gurney presided. Others present, besides the guest of the evening were: J. F. Ellis, President National Club; Mr. A. E. Ames, President Board of Trade; Hon.

Geo. E. Foster, Lieut.-Col. Denison, W. K. McNaught, D. E. Thomson, A. E. Kemp, M.P.; Frank Arnoldi, K.C., W. J. Gage and Geo. A. Wills, son of Mr. Wills.

Mr. Gurney, in proposing the toast, "Our Guest," paid a tribute to Mr. Wills for his modesty, his democracy, his sincerity, and his keen business faculties.

Deeply affected, Mr. Wills responded by expressing his gratitude for the many times he had been the recipient of acts of kindness during his sojourn in Toronto. He was visibly affected when he touched on his long connection with the Board of Trade and the National Club.

A resolution, making Mr. Wills an honorary life member of the club, was presented to him by President J. F. Ellis. This gift was very cordially accepted. In proposing the toast, "Trade and Commerce," Mr. Gurney said that we have at present to depend on the conditions of trade prevailing in the United States. We were not commercial but political in the making of our tariff.

Hon. Geo. E. Foster paid a fitting tribute to Mr. Wills. He said that to keep our trade something more than the flag was needed. He would like to see the whole British Empire roll up their sleeves and give the commercially hostile nations a taste of commercial war.

Mr. A. E. Ames eulogized Mr. Wills. He said we should rather take up measures to build up our own industries. We did not need to waste any time in enmity with the United States. We should be big enough to stand on our own basis.

Lieut.-Col. Denison had also something in the way of praise to be added for Mr. Wills. He strongly urged the importance of the Canadian representatives to the colonial conference in London this year being prepared with some plan of action that would be definite.

**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.



GOLD MEDAL, PARIS, 1900.

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



TRADE-MARK.

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

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

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

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

TRADE-MARK ON EVERY PACKAGE.

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

**LABELS**

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

LEVY & CO., 19 Leader Lane. TORONTO.

**CANE'S**  
**Wooden**  
**Packages**

Suitable for

PAINTS, SYRUPS,  
OYSTERS, LARD, ETC.

**UNITED FACTORIES, Limited**  
Head Office, TORONTO.

We can with confidence recommend

**THE "CANDAPER"**  
**ROLL HOLDER.**

It is pronounced the best working holder and cutter made—solid steel throughout, spring knife, polished nickle.

—The up-to-date dealer does not think of the old method of stringing up paper. He uses the "Candaper" Holder.

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



**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 & Du'ce Brand one cent sticks; Bundled Licorice Root; Small Cigars, 300 to box, etc. In PLIABLE LICORICE, Triple Tunnel Tubes, Mint Puff Straps, Navy Plugs and Golf-Sticks 100 to box; Blow Pipes 200 and 300 to box; Manhattan Wafers, 2½ lb. boxes; Curved Stem Pipes, 200 to box. Write for illustrated catalogue.

**YOUNG & SMYLLIE,**

Established 1845.

BROOKLYN, N.Y.

**Just Arrived**

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

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

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

**HUGH WALKER & SON,**

Wholesale Fruit Importers,

Guelph, Ont.

**CAPSTAN BRAND**



**English Worcestershire Sauce**

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

BOTTLED BY

THE CAPSTAN MFG. CO., - Toronto

**GRIMBLE'S** English Malt **VINEGAR**  
Six GOLD Medals

GRIMBLE & CO., Limited, London, N.W., Eng.

W. A. CARSON

J. ERLE CALDWELL

**Belleville Pottery Co.**

SUCCESSORS TO



MADE FROM THE BEST NEW JERSEY CLAY Belleville, Ont.

KINDLY WRITE US FOR CATALOGUE AND PRICE LIST.







# Edwardsburg SYRUP

"CROWN" BRAND.



BARRELS, HALF-BARRELS, QUARTER-BARRELS

25-LB., 38½-LB. PAILS

ENAMELLED TINS

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

**EDWARDSBURG STARCH CO'Y, Limited**

Established 1858.

164 St. James St.,  
MONTREAL.

Works:  
CARDINAL, ONT.

53 Front St. East,  
TORONTO.

# DUNN'S PURE MUSTARDS

GIVE UNBOUNDED SATISFACTION.

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

**COFFEE.**

<b>JAMES TURNER &amp; CO.</b>	per lb.
Mocha	0 33
Damascus	0 28
Calro	0 20
Sirdar	0 17
Old Dutol Rio	0 12½

**CLOTHES PINS.**

<b>UNITED FACTORIES, LIMITED.</b>	
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 and bered. numbered.
In lots of less than 100 books, 1 kind assorted.	4c. 4½c.
100 to 500 books	3½c. 4c.
500 to 1,000 books	3c. 3½c.

**Allison's Coupon Pass Book.**

\$ 1 00 books	3 cents each
2 00 books	3 cents each
3 00 books	3 cents each
5 00 books	4 cents each
10 00 books	5 cents each
15 00 books	6 cents each
20 00 books	7 cents each
25 00 books	8 cents each
50 00 books	12 cents each

**EXTRACTS.**

<b>HENRI JONAS &amp; Co. Per gross.</b>	
8 oz. London Extracts	\$8 00
2 oz. " (no corkscrews)	5 50
2 oz. " "	8 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
Per doz.	
8 oz. " glass stop extracts	3 50
8 oz. " "	7 00
Per doz.	
2½ oz. Round quintessence extracts	2 00
4 oz. Jockey decanters	3 50

**FOOD.**

<b>NORTH-WESTERN CEREAL CO., London.</b>	
"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 ¼ lb. tins	1 25
" " 1 lb. tins	2 25
" " Groat, ¼ lb. tins	1 25
" " 1 lb. tins	2 25

**GILLETT'S POWDERED LYE.**

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

**JAMS AND JELLIES.**

<b>SOUTHWELL'S GOODS. per doz.</b>	
<b>Frank Magor &amp; Co., Agents.</b>	
Orange Marmalade	1 50
Clear Jelly Marmalade	1 80
Strawberry W. F. Jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black Currant " "	1 85
Other Jams, W. F.	1 55
Red Currant Jelly	2 75
Jams— T. UPTON & CO.	
1-lb. glass jars 2 doz. in case, per doz	\$1 20
5-lb. tin pails, 8 pails in crate, per lb	0 67
7-lb. wood pails, 6	0 07
14-lb. wood pails, per lb	0 07
30-lb. " "	0 06½
Jellies—	
1-lb. glass jars, per doz.	\$1 00
7-lb. wood pails, per lb.	0 06½
14-lb. " "	0 06½
30-lb. " "	0 06½

**LICORICE.**

<b>YOUNG &amp; SMYLYE'S LIST.</b>	
5-b. 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 Waters, 5 lb. cans, per can	2 00
Licorice Lozenges, 5 lb. glass jars	1 75
" " 20 5 lb. cans	1 50
"Purity" Licorice 10 sticks	1 45
" " 100 sticks	0 75
Dulce large cent sticks, 100 in box	

**MINCE MEAT.**

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

**MUSTARD.**

<b>COLMAN'S OR KEEN'S.</b>	
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
<b>HENRI JONAS &amp; Co. Per gross</b>	
Pony size	\$7 50
Imperial, medium	9 00
Imperial, large	12 00
Tumbler	12 00
Per gross	
Mugs	13 20
Plint jars	18 00
Quart jars	24 00

**ORANGE MARMALADE.**

<b>T. UPTON &amp; CO.</b>	
1-lb. glass 2 doz. case, per doz.	\$1 21
7-lb. pails and 5 and 7 lb. tins	0 07

**PICKLES.**

<b>STEPHENS.</b>	
<b>A. P. Tippet &amp; Co., Agents.</b>	
Patent stopper (pints), per doz.	2 30
Corked (pints), " "	1 90



**SODA.**

<b>EMPIRE BRAND.</b>	
Case 120 ¼-lb. pkts. (60 lb.) per case	\$3.00
Case 96 1½-oz. pkts. (60 lb.) per case	\$3.00







# A Business Boost

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

## "Empire" Soda

**BEST FOR BAKING.**

It will give your business a decided boost ahead, because we are advertising it in all the leading papers of Canada, and its quality is so good that when once used cooks wont use any other kind.

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

**WINN & HOLLAND,**  
MONTREAL,  
SOLE AGENTS FOR CANADA.

## The Auer Gas Lamp

Money-Back Style,  
No. 5



It will make your store or home as bright as day with-out costing you as much to run as your oil lamps or electric lights.

**THERE is no smell from it and it does not flicker.**

It shows the true colors of your goods which oil and electricity do not.

**SATISFACTION GUAR-ANTEED OR YOUR MONEY REFUNDED.**

**SEND FOR CATALOG AND TRADE DISCOUNTS.**

AUER LIGHT CO., 1682 Notre Dame St., MONTREAL.  
Manufacturers and Importers of  
WANTLES—SHADES—CHIMNEYS—BURNERS—ETC.

ADVERTISING IN WESTERN CANADA

will be Carefully, Expediently, and Promptly attended to by

The Roberts Advertising Agency,

WINDSOR, 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 the market, should put an advertisement in "THE GLENER."

Write for scale of charges, etc., to

THE GLENER CO.,

London

"Gleener" Office, KINGSTON, J.V.

SEASON 1902.

# Butter Tabs

Order now—ship when required. Best

goods—fair price.

WALTER WOODS & CO.

HAMILTON.



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

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

## 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,

225 McGill Street, MONTREAL, QUEBEC

Telephone Main 1222.

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



# Easter Eggs

We want to draw your particular attention to the best line ever shown in Canada. BRIGHT, RICH DECORATIONS with heavy gold lettering on larger sizes. ATTRACTIVE WIRE STANDS for each egg instead of the usual cardboard displayer, and NEAT CARDBOARD BOXES, together with large sizes and lowest prices will make this line a money-maker for you. We give herewith memo. of an assortment showing sizes and prices, but you can order half or quarter of this lot or any line individually:

6 Dozen Large Hen	12 in box..	Sell 5c. each..	\$3.60
12 " Duck	12 " .. "	15c. pair..	10.80
12 " Goose	6 " .. "	10c. each..	14.40
6 " Ostrich	6 " .. "	25c. pair..	9.00
6 " Large Ostrich	3 " .. "	15c. each..	10.80
6 " Giganticus	3 " .. "	20c. each..	14.40

**GOWANS, KENT & Co.**  
16 Front Street East  
Toronto

Sells for.....\$63.00  
Costs you..... 42.00  
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