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FRIDAY

THE

CIRCULATES IN  
EVERY PROVINCE

# CANADIAN GROCER

AND  
GENERAL  
STOREKEEPER

## COLMAN'S MUSTARD



**BEST ON EARTH**

## Superstition



Never kept a woman from taking thirteen  
for a dozen—she's too shrewd for that.

Nor will she risk the keeping qualities and flavor of Pickles and  
Sauces by using vinegar of questionable quality—if better can  
be got.

## "Imperial" White Wine

IS THE HIGHEST GRADE VINEGAR MANUFACTURED.

It's delightfully clear, sparkling, fine smooth flavor, uniform and full strength.  
Endorsed by manufacturers of first-class pickles. "Imperial" is just the  
vinegar to make trade and profit for you.



THE CANADIAN GROCER



**The Australasian Grocer**

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

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**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; V. & S. Licorice Lozenges, in cans or glass jars; A B C Blocks; Purity & Dulce Brand one cent sticks; Bundled Licorice Root; Small Cigars, 300 to box, etc. In **PLIABLE LICORICE**, Triple Tunnel Tubes, Mint Puff-Straps, Navy Plugs and Golf-Sticks 100 to box; Blow Pipes 200 and 300 to box; Manhattan Wafers, 2 1/2 lb. boxes; Curved Stem Pipes, 200 to box. Write for illustrated catalogue.

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Established 1845.

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**Annual Sales  
Exceed  
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**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.**





## MacUrquarht's Worcester Sauce

is a rich, full-bodied Sauce that is brewed with the utmost care and allowed to mature for many months before it is bottled. It is not shipped from England in bulk, but bottled there where it is brewed.

Most economical because so much stronger than the cheap, thin, watery Sauces of commerce. Aids digestion, increases the appetite. And it is very profitable to handle!

## Wheat Marrow.

A steady seller all the year round. The "totally different" Cereal Food that is making such great strides in popular favor. More quickly prepared and can be used in more different ways than any other. Made from the glutinous portions of the choicest Winter Wheat.

A builder-up of weakened tissue. Easily digested. Sterilized. The one Breakfast Food that is in a class by itself. A steady seller!

*Leading Wholesalers sell both the above.*

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

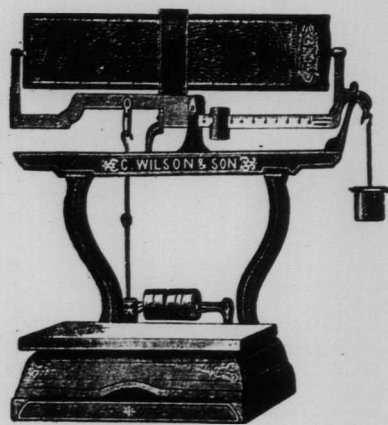
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## RIGHT IN IT, TOO.

We want your attention once again to that Vinegar question. Tired of listening, no doubt, but the season is coming on and that is why you hear so much about it. Just recently we made the most unique arrangements you could imagine. Don't want to tell you just now, that would be too public, but our travellers are loaded with Vinegar, and can really do better for you than anyone else. Our promise is to give you stuff that will test with the best known brands, and at much less money. We guarantee every pint sent out, and you simply save money.

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

**C. WILSON & SON,**

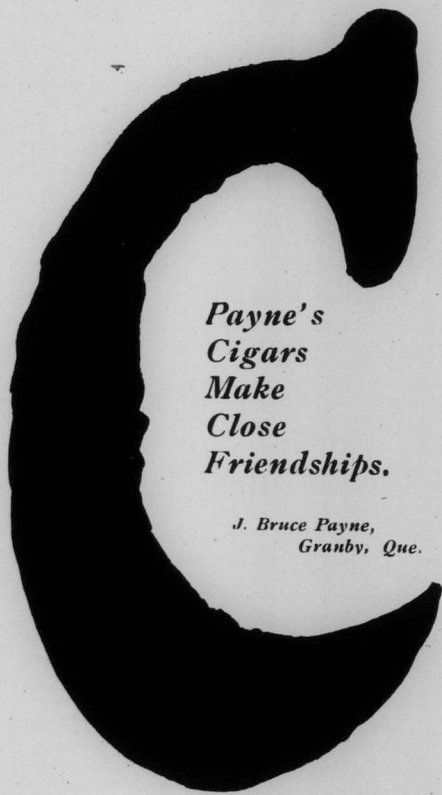
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is the one good all-Canadian thing which has stood the test of time against all fast and furious outside competition. It is here to stay. It has undoubted merit. It has hosts of friends. It is a pure thing. It has a reasonable price for its purity.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





*Payne's  
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Make  
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**Call  
For  
Catsup  
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Brand**

Like all "Sterling" brand goods "Sterling" brand catsup is in popular demand with the best grocers. Well to make sure that you are stocked with this particular line of catsup — and with all "Sterling" goods. They add prestige to your trade. —Ask your wholesaler for quotations or write us —direct.

**T. A. LYTTLE & CO.,**  
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**Certainly  
It  
Pays.**



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

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**Standard Quality**

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

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

**GROCERY  
DEPARTMENT**

**American Bazaar**





THE VALUE OF

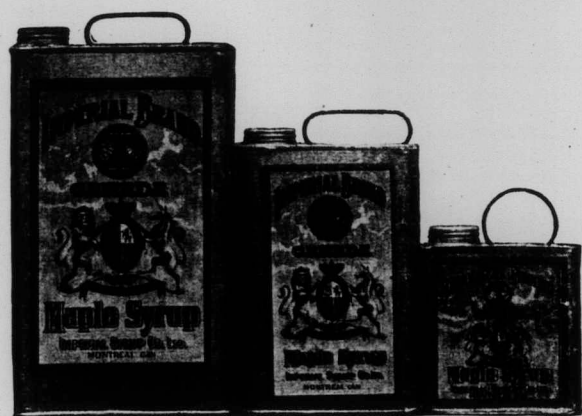
## GOOD IMPRESSIONS

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

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**YOUR MONEY BACK**

**IF YOU DO NOT LIKE**

**IMPERIAL MAPLE SYRUP**

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

**ROSE & LAFLAMME, Agents**  
Montreal.

The woman who buys

**IVORY  
GLOSS  
STARCH**

helps to spread the story of its merit. In this way it acts as a good advertising medium for the dealer handling it, for the purchaser of such a high-class article is certain to speak well of the dealer selling it.

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

**ENTERPRISE** on an article is a  
**Guarantee of QUALITY**

**ENTERPRISE**

**FOOD  
CHOPPERS**

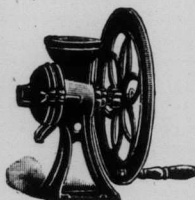
**Four Knives  
with each Machine**

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

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

Illustrated Catalogue FREE Order through your Jobber

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Corn Mill**



No. 750, \$7.50

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**Cherry Stoners**  
5 Sizes & Styles



No. 1, \$7.50 doz.

**Rapid Grinding &  
Pulverizing Mills**

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



No. 2 1/2, \$4.75

New York Branch,  
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**The Enterprise Mfg. Co. of Pa., Philadelphia, Pa.**

San Francisco Branch,  
105 Front Street





## DIXON'S CARBURET OF IRON STOVE POLISH

A SURE  
MONEY-  
MAKER.

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

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



THE DOMINION BREWERY CO., LIMITED

Brewers and Maltsters

TORONTO

Manufacturers of the Celebrated

## WHITE LABEL ALE

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

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

WM. ROSS, Manager.



THE SAUCIEST OF SAUCES.

**PATERSON'S**  
Possesses a  
peculiar  
liquancy, and is more

generally used than other

**SAUCES.**

*Paterson's Worcester Sauce  
is the best value on  
the Market.*

PREPARED BY—

**R. PATERSON & SONS, GLASGOW.**

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

Agents—

**ROSE & LAFLAMME, MONTREAL.**



## SOME MERCHANTS' EXPERIENCE.

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

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

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

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

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

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

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

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



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## THE PULP INDUSTRY IN CANADA.

A Paper Read by Mr. D. Lorne McGibbon, Manager of the Laurentide Pulp Co.,  
Before the Canadian Forestry Association.

**A**S you are all probably aware, pulp, whilst being a manufactured article from pulp wood, is still only a basis of raw material for the manufacture of paper. The two principal grades of pulp in use to-day are mechanical or ground wood pulp, and chemical or sulphite pulp. Mechanical or ground wood pulp is almost explained by its name, as the process of manufacture is very simple, consisting principally of grinding wood into pulp. Chemical or sulphite pulp is a much more intricate process of manufacture, and consists in treating the wood by chemical process, and thus separating the fibres of the wood by the extraction of resinous material. In the manufacture of paper 70 to 75 per cent. of the pulp used is mechanical, and the balance, 25 to 30 per cent., is chemical. Paper made altogether from mechanical pulp would not be satisfactory for newspaper or any of the finer grades, as the fibres of the pulp are too short to give the paper sufficient strength, so that it is necessary to use a proportion of sulphite pulp, which, by its process of manufacture, retains the long fibres of the wood, and thus gives the strength to the paper.

### THE FIRST CONSIDERATION.

The first consideration, therefore, to the manufacturer of pulp is his raw material and power. An enormous quantity of water-power, on account of its cheapness, is necessary for the manufacture of mechanical pulp, and, therefore, it is usual for a pulp manufacturer to locate his mill at a point where there is good water-power and where his source of supply of pulp wood is close at hand. A pulp manufacturer, having his water-power assured and his source of supply of pulp wood for his raw material located, then figures on the quantity of raw material he will require for a season's operations. For the manufacture of a ton of mechanical pulp it takes a trifle over a cord of spruce wood. If, therefore, the pulp manufacturer has a capacity of so many tons of each kind of pulp per day, it is very easy for him to figure the exact amount of pulp wood he will require for the operation of his mills for a year. If he should have his own limits, his first step in procuring

his pulp wood is to know exactly what his limits consist of and the amount of available spruce logs that are contained in same. As the Government regulate the size of a tree to be cut, he must, therefore, only figure on cutting trees in accordance with these regulations. In the case of The Laurentide Pulp Co., owning such a large area of timber limits, we have found it more practicable to divide these limits into three districts, having a superintendent over each district. We have also found it much more practicable for each of these superintendents, by giving his whole time and attention to his district, to become thoroughly acquainted with all rivers, streams and lakes in same, and where the best points are to procure logs to advantage, rather than have one or two men for the entire limits, which, by their large area, would only permit them, to say the least, to have a superficial knowledge of it all.

### CONTRACT SYSTEM BAD.

Having, then, determined the quantity of pulp wood to get out in a season, and having your limits divided into districts, with a man thoroughly familiar with the conditions of each district, you determine the quantity you will get from each district. As a pulp manufacturer wants to insure a uniform cost of his raw material for years, it is, therefore, bad policy for him to attempt to pick out the easiest spots to get pulp wood one year, and leave the hardest and more expensive places for a following year. Under the circumstances it is necessary for him to average this up, taking some of the expensive wood each year, so as not to leave it all for future operations. It is the policy of most pulp manufacturers to procure their pulp wood, or, at least, a large portion of it, by letting contracts to jobbers or contractors. This to my mind is a very cheap way to procure pulp wood, but from my experience the results of this method are but temporary. It has been the practice in the past to allot a certain territory to a contractor, and give him a contract for a certain number of logs. As far as I can learn, the territory allotted to a jobber in the past has been much too large for the quantity of logs that his contract calls for. As a natural consequence this jobber, who has only one aim, viz.: to make money out

of his contract, picks out the easiest spots in his territory, and no matter whether there are some large fine spruce logs in his territory that should be cut, but which would cost him a trifle more to get out, he will leave these standing. The following year, therefore, when a contract is let in the same territory a higher price is demanded, owing to the timber being scattered and only the hard places left to lumber in, and it usually ends up with the result that no contractor will go into this territory except at an exorbitant price, and it, therefore, falls to the lot of the pulp manufacturer to establish his own camps, and get out the remaining available logs at a very high cost.

### CHEAPER IN THE END.

This point I wish to emphasize more particularly, and that is, when a contract is let for a certain quantity of logs the area of territory should be limited, and so thoroughly explored that it can be cleared systematically of the logs that should be cut. As contractors for logs are more or less of moderate means, and who, if a bad season sets in and a possible loss in fulfilling their contract stares them in the face, either fall far short of their contract or abandon it, it is, therefore, necessary for a pulp manufacturer, in order to be safe regarding his raw material, to establish some of his own camps which will get the logs out no matter what the set-backs are. It has been amply demonstrated that a camp, or camps, operated by a company cannot get logs out as cheaply as a jobber or contractor, at least in the Province of Quebec, where the timber is scattered and the country very mountainous, but the result obtained by operating camps direct are in the long run very much more beneficial than from contractors. The Laurentide Pulp Company, as mentioned before, having such a large territory, and who require such an enormous quantity of pulp wood for the operation of their mills, have found it advisable to employ two inspectors, one for the jobbers or contractors and the other for its own camps. It is the duty of the former inspector to inspect regularly and frequently all jobbers' camps, and to see that these jobbers do not waste the timber nor break the Government regulations. He also sees that



**RISING SUN**  
STOVE POLISH and **SUN PASTE**  
STOVE POLISH

**IN**  
**CAKES**  
WELL KNOWN AND RELIABLE

**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.

all logs are stamped and properly culled, and when he finds anything out of the way, he reports it direct to the management of the company. The inspector of the camps acts in a similar capacity, but reports on the general conditions of the camps in addition to the above.

#### ANOTHER BAD FEATURE.

Another bad feature of giving contracts to jobbers for logs is that it is usual to give a contract for a certain quantity of logs to be of a uniform length. Suppose, for example, that a contract has been let for 50,000 spruce logs 13 ft. in length, 7 in. at the small end and up. A contractor, if he cuts down a tree, will only make from this tree logs of 13 ft. in length, and I have found from personal experience that a large proportion of these trees would permit of another log being cut from 8 to 10 ft. in length, and still not be under 7 in. in diameter at the small end. This part of the tree is just as good for making pulp as anything else, but, as you know, the cost of handling and driving a small log is almost as great as that of a large log, and, if a manufacturer only considers his immediate circumstances and his immediate cost of raw material, he will not bother with these ends of a tree, but, if he considers the fact that his raw material is worth money, and that by leaving these ends of the trees in the woods he is simply throwing away a part of his assets, and in addition to this is enhancing the danger of forest fires, he will, even at a slight extra cost, have them taken to his mills with the larger logs. In the case of a company operating its own camps, this should be done in any case. In the case of the logs being cut for export to the United States, these ends of trees are not considered of any value.

#### HANDLING OF LOGS

The next step in the cost of raw material is the handling and driving of these logs to the pulp mills, and this is a point I wish to emphasize very particularly. The cost of

pulp is determined largely by the quantity produced, as the fixed charges of a pulp manufacturing concern are almost the same, whether a large or smaller quantity of pulp is manufactured. It, therefore, is apparent that a large pulp mill has an advantage over a smaller one, and this refers more particularly to the cost of handling and driving the logs to the mill. As you are all no doubt aware, it costs very little more to drive a larger quantity of logs than a smaller quantity, and therefore if a pulp manufacturer has a larger quantity of logs to handle, it pays him to make permanent improvements on his streams, lakes and rivers, so as to lessen the cost of driving operations as well as to insure the safety of the logs.

The cost of manufacturing pulp is determined largely by the cost of the raw material, viz., pulp wood, and it is natural therefore for a pulp manufacturer to endeavor to obtain his supply of raw material at the very lowest possible cost. In doing this, however, it seems to me that in the past, at least, it was being done at the expense of his prime asset, viz., his pulp wood limits, and he will find that each year his cost will grow greater; whereas, by systematically getting a proportion of expensive wood each year with the cheap wood, and eliminating all source of wastefulness in the cutting of logs, and by making improvements so as to lessen the expense of driving operations, he will, in the long run, make more money and be better off than the manufacturer who simply looks one year ahead.

The raw material, or pulp wood logs, having arrived at the booms in front of the mills, their conversion into pulp is an entirely different business from the logging operations. I do not intend to go into the details of manufacturing pulp wood into pulp, except to say that so far as the pulp wood is concerned, it should be as carefully watched as coal or any article that costs money. I fear, however, that a great deal

of waste is incurred in preparing the pulp wood for manufacturing. In the case of the Laurentide Pulp Company, we allow nothing to go to waste, and even if a block of wood should come along with a certain amount of rot in it, instead, as is the usual custom of using it for firewood, the rot or imperfections in the wood are extracted, and the balance used for manufacturing pulp. In Canada there are more mills manufacturing mechanical pulp than anything else, and as this is a comparatively easy matter, and requiring less capital, it is bound to grow considerably. The manufacture of chemical pulp is very much more intricate, entailing more expert labor, and therefore has not grown to the extent of mechanical pulp mills.

#### EXPORT OF PULP WOOD.

As stated previously, the manufacture of pulp is only a step in the manufacture of paper, and the object of my paper is more for the purpose of showing what Canada is losing by not manufacturing this pulp into the finished product of paper than anything else. As an example of what this means to Canada, we will commence with a cord of wood. We will say, for convenience sake, that a cord of wood is worth \$3.50. When this is exported out of the country all the benefit Canada derives from it is the amount of labor expended in cutting this cord of wood, and the stumpage, if any, which is paid the Government.

By converting this cord of wood into mechanical or ground wood pulp, it means an expenditure in Canada of at least \$7.00 per cord, for both labor and material, and all of which can be obtained and produced by Canada. By converting a cord of wood into chemical or sulphite pulp it means that an expenditure of at least \$15.00 per cord is made for both material and labor. All of this, with the exception of the sulphur, which has to be imported from Sicily, can be produced in Canada. In the conversion of these pulps into paper, it means that a cord of wood, originally costing \$3.50, is

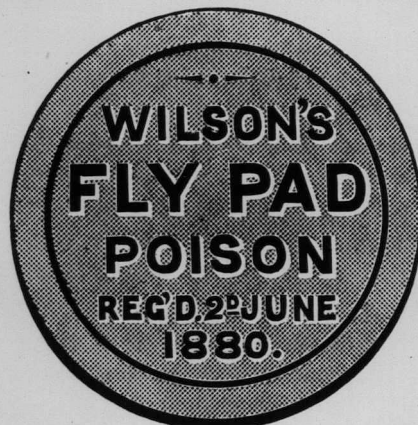


# BUTTER PLATES.

Get Our Prices, Then  
We Will Get Your Order.

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

Each packet will kill more flies than three hundred sheets of sticky paper.



Will be advertised in two hundred and thirty newspapers during the coming Summer.

**Archdale Wilson,**

**HAMILTON**

# Mecca Coffee

is a blend of finest Coffees grown ; every Coffee in this famous blend is the highest grade produced in the district shipped from.

**MECCA** cannot be matched, though, as we learn from the trade, offers to do so are legion. When so accepted by the grocer they turn out disastrously to the buyer who comes back every time to **MECCA** more satisfied than ever.

**JAMES TURNER & CO.**

Owners and Blenders.

**HAMILTON, ONT.**



# Honey Suckle Syrup.

A pure sugar syrup in Half-barrels.

**SELLS AT SIGHT**

ASK OUR TRAVELLERS TO SHOW YOU SAMPLE.

**THOS. KINNEAR & CO.**

Wholesale Grocers,

49 Front St. East, TORONTO

manufactured into a finished product worth about \$40.00 per cord, all of which is for material and labor, the most of which could be produced and manufactured in Canada if the business were sufficiently large. At the present time there are over 1,000,000 cords of pulpwood exported to the United States annually, worth, we will say, for convenience sake, \$3,500,000 to \$4,000,000. If this quantity of 1,000,000 cords of pulpwood was converted into pulp and then into paper in Canada, it would mean that an expenditure for labor and material in Canada would take place of over \$30,000,000 annually. For the manufacture of this large quantity of pulp and paper it would require, however, several times this amount for permanent investments in the limits, water power, mills and machinery, and this in itself would mean a huge thing for Canada.

#### HOW TO ACCOMPLISH IT.

It therefore seems to me that the principal question before the Dominion and Provincial Governments is, first, how to accomplish the manufacture of this large quantity of paper in Canada, and, secondly, how to dispose of it after it is manufactured. At the present time the United States exacts a duty of \$1.67 per ton for mechani-

cal or ground wood pulp and \$3.33 per ton for chemical or sulphite pulp, and have a duty on news paper that is prohibitive. The effect of this policy is apparent on the surface, as it provides the manufacturers in the United States with their raw material in a partly-manufactured state at a low cost, and prohibits the competition of foreign paper. In addition to this, Canada seems to be the ally and friend of the United States manufacturers, as she allows them to come to Canada and procure their raw material, in the shape of pulp wood, with little, if any, charge, and the United States Government allows it to enter into the United States free of any duty. The effect of this policy on Canadian manufacturers is, to say the least, very unfair. The Canadian manufacturer of both kinds of pulp has to compete with the American manufacturer of both kinds of pulp at a disadvantage by the amount of duty imposed by the United States Government on the pulp. This competition at certain times has been ruinous to the Canadian manufacturer. As an example, during the summer of 1901, the paper market was very dull, and, as a consequence, the amount of pulp consumed, by paper manufacturers diminished considerably. The overpro-

duction of pulp in Canada and the United States was very large, and the prices dropped until they reached a point where a loss was incurred. The over-production was caused absolutely by the American pulp mills that procured their supply of pulp wood from Canada, and, as a consequence, owing to the protective duty the United States pulp manufacturers had, the Canadian pulp manufacturers were obliged to curtail their manufacturing operations until such time as prices reasserted themselves. This state of affairs would not have happened had not Canada allowed her pulp wood to go out of the country for a mere song. As I mentioned before, the over-production of pulp was caused by the pulp manufacturers in the United States, who procured their supply of wood in Canada. If these mills had been out of the market it would not have been necessary for Canadian manufacturers to have curtailed their operations last summer. It is true people say Canada has the world for its markets in pulp and paper, but I am afraid too many people hazard this opinion without giving it the consideration it demands. In England, where our principal market at present for both pulp and paper lies, we have the serious competition of



## AUNT JEMIMA'S PANCAKE FLOUR

A specially prepared combination of Wheat, Corn and Rice. Perfect in quality, absolute in purity, the original pancake flour. Comes in 2-lb. packages only. Sold by all wholesale grocers. If yours hasn't it, try the next one.

A. F. MacLaren Imperial Cheese Co., Limited  
51 Colborne St., TORONTO.



# JAMS

5-lb., 7-lb. Pails and 1-lb. Glass.

ALL FRUITS.

## THE DAVIDSON & HAY, LIMITED

Wholesale Grocers, 36 Yonge St., Toronto.

Norway and Sweden, and it is no mean competition. Whilst I do not believe that either Norway or Sweden has as good wood for manufacturing pulp or paper as Canada has, still they have many advantages that we have not, and, as a consequence, they are able to sell their pulp and paper in England at a very low cost, and which Canada is obliged to meet in order to procure business.

### SOME FURTHER DIFFICULTIES.

It certainly seems absurd that Canada should allow her pulp wood to be exported from the country for a very slight charge, and that the American manufacturers, who use this wood, do not have any competition in the finished product, paper, from Canada to the United States—but when Canada exports her paper to England or any other foreign country, she not only has to compete against paper and pulp manufactured in Norway and Sweden, but also comes into competition with paper and pulp manufactured in the United States from Canadian wood obtained from Canada almost for nothing. In addition to all this, the Canadian manufacturer to day labors under great difficulties. He has to import from the United States the greater portion of his machinery and the clothing of his paper machines—consisting of felts and wires—which amount to many thousand dollars a

year; he has to use coal that is protected by the Canadian Government to the extent of 60c. per ton; he has to import his china clay from England, and the best grindstones also from the same place; he has to bring his sulphur from Sicily, and his chemicals from various countries of the world; he has to employ his expert labor from the United States, and which is controlled by a union which curtails his production, and which union while enforcing this rigidly on Canadian manufacturers, makes exceptions in the United States. We are also handicapped in our export trade during the winter months by the long haul to our winter ports.

### WOULD COME TO CANADA.

To sum up the whole matter, it appears very much as if the Canadian Government did not want to increase the manufacture of pulp and paper in Canada, but rather would prefer to supply American manufacturers with their raw material, and be satisfied with a small revenue derived from the same. In conversation with a capitalist in New York two or three weeks ago, and who is largely interested in Canadian timber limits, I used the argument that if Canada prohibited the exportation of pulp wood until such time as the American Government abolished or diminished its duty on pulp and paper, the American manufacturers would in a very short while remove their mills to

Canada. This gentlemen, after arguing this point for a long time, said:

"I believe that what you say is correct, but I cannot understand why you, representing a large manufacturing concern should wish to make this fact prominent, as it would only invite competition for the company you represent." My answer to this was, that we would prefer all the competition that would take place, and having the United States market open so us, rather than have less competition and our present markets. In conversation with another United States manufacturer within the last few days, he made the same statement, and from my own personal knowledge I feel quite certain that it would not be long before a certain proportion of the United States manufacturers would be obliged to remove their mills to Canada if they wished to compete with Canadian manufacturers when the United States market was open to them.

It is true that the United States is not wholly dependent upon Canada for its supply of pulp wood, as is evident from ex-Governor Powers' remarks at the Paper Trade banquet in New York two or three weeks ago. Ex-Governor Powers made the statement that in Maine alone they had 12,000 square miles of territory, containing 500,000,000 ft. of spruce, and which, in his



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judgment, if properly handled, would be an inexhaustible supply for American paper manufacturers. I do not agree with ex-Governor Powers in this statement, as 500,000,000 ft. of spruce is a mere bagatelle to United States manufacturers of pulp and paper.

#### FREE TRADE IN PAPER.

In addition to this, the Canadian Government saw fit, a short time ago, to reduce the duty on news paper entering into Canada. The Canadian market is so small that this only interferes with the smaller mills, who are dependent on the Canadian trade for their existence, but it certainly seems unfair that the Canadian Government should do this, as it will enable the United States paper mills, when their production is greater than the demand, to dump their surplus in Canada. As long as the United States have a prohibitive duty on paper, Canada should do the same, but an abolishment of both would be the best.

I ask you also, why is it that American capitalists have to-day invested in Canadian timber limits and Canadian water powers without developing the powers and cutting the limits? Why is it, I say, but to prepare for the time when Canada will come to her senses, and they will be obliged to manufacture in Canada, or otherwise get out of business. These men are not shortsighted, and although they did procure a promise from the Quebec Government that no extra stumping over and above 25c. per cord would be charged by them for the next ten years, they still feel that it is necessary to look still further ahead than this. I ask you also why is it that the Quebec Government a short while ago raised the stumping on pulpwood cut from Crown timber limits for export into the United States to \$1.90 a cord, thus giving a preference to the Canadian manufacturer of \$1.50 per cord, without any advance notice of what their intentions were? Why is it that they reduced this to 65c. per cord, thus reducing the preference in favor of Canadian manufacturers to 25c. per cord? Would it not be better for the Quebec Government, instead of selling its timber limits with a guarantee of this kind, to assist in building up Canadian manufacturers of pulp and paper, and which would necessitate their purchasing further timber limits from the Quebec Government, and in the development of these, the stumping to the Quebec Government would increase, and be a regular source of revenue, rather than to continue its present policy?

#### THE GRAND MERE CONCERN.

The Laurentide Pulp Co. to-day manufacture about 100 tons of paper and cardboard per day, 125 tons of ground wood

pulp per day, 70 tons of sulphite pulp per day, and cut 10,000,000 or 15,000,000 feet of pine lumber each year. To do this, it has required an investment of nearly \$4,000,000, the annual payment in wages of about \$1,000,000, and, as a result of this, the town of Grand Mere, wholly and absolutely dependent upon the Laurentide Pulp Co., has sprung into existence, and to-day has a population close on to 5,000. In addition to this, the villages adjacent to Grand Mere have all grown, and the rural population in the vicinity of Grand Mere is thriving and doing well. Canada could have 20 such mills as these in a short time if she would come to her senses and adopt the proper policy. Would it not be better for Canadians to have a permanent advancement of this kind, even though it did take a few years to obtain?

#### THE CANADIAN FARMER.

Possibly the question might arise as to the Canadian farmers who dispose of their

## Special Notice to Advertisers.

ON account of Friday, March 28th, being a Statutory Holiday, THE CANADIAN GROCER will be issued one day earlier than usual. Will advertisers kindly note that all advertising copy, instructions for change of matter, etc., must reach us on

**MONDAY, MARCH 24th,**  
in order to take effect?

THE PUBLISHERS.

pulp wood at the present time. These farmers would have a better market with just as good prices as they have at present, if their purchasers were Canadian manufacturers instead of American manufacturers. Whilst on this subject I might make mention of the fact that the so-called farmers of Canada who dispose of their pulp wood to American manufacturers do not deserve all the sympathy and support that one would think. In our own district, I know several instances where these men obtained lots from the Government presumably for settling purposes, but who, when the timber was cleared off, obtained another lot in somebody else's name. These men are doing more to damage Canadian forestry than any one else, and it is the duty of the present Government to give this special attention and see that it is stopped as soon as possible.

Canada has an opportunity to-day to show her wisdom and her foresight. If the Government would take up this question as

seriously and as vigorously as the Department of Public Works has taken up the question of river and harbor improvements, we might hope in the near future to see the paper industry of the world centred in Canada. At present Canada is floundering in the dark, and her wideawake competitors are taking advantage of this. Nothing in this world is gained without a struggle, and a struggle cannot take place unless the parties are determined. Canada should be determined to get the most out of her timber assets, and should not fear to take a decided step in this connection. The trouble is that Canadian politicians do not study the question sufficiently, and are too easily swayed by outside influence. I do not say that it would be a wise thing for Canada to always have an export duty on her pulp wood, but I do say that there should be a sufficiently high export duty on pulp wood so as to make it practically prohibitive until such time as the United States Government open their market for the finished product to Canadian manufacturers. This is only fair and just, and I cannot see why any hesitation should take place in adopting it. Canada has an opportunity now which should be taken advantage of. If she does not do so quickly, it simply means that she is not only losing an opportunity, but is losing time that cannot be recalled.

#### CANNING FACTORY AT NAPANEE.

A movement is on foot to establish a canning factory at Napanee, Ont. Mr. Miller, who has a factory at Port Hope at present, is offering to remove his establishment from its present location to Napanee, providing his terms are accepted. The cannery complete, including machinery, etc., would cost about \$40,000, of which the projector offers to subscribe \$21,000; the balance is to be subscribed by leading business men and others interested. On the work of construction being completed, Mr. Miller would require a loan of \$5,000 or \$10,000, which he will pay back in 10 equal annual instalments without interest, the loan to come from the town or surrounding municipalities. Besides fruit and vegetables; poultry, pork and beans would be canned.

Subscription lists have been opened, and already many influential citizens have subscribed stock, and little difficulty in raising the necessary amount is expected.

#### EXPORT OF SICILIAN LEMONS.

United States Consul Heingartner writes from Catania, February 15, 1902, as follows: "It is estimated that about 700,000 boxes of the winter crop of lemons remain for export. The quality of the fruit is considered good. Prices, however, are very low, varying from 3.50 lire (65c.) to 5.50 lire (\$1.02) a box. A shipment of 300 boxes to the United States was made from this port a few days ago, the first within a year. The freight was 30.4c. a box."

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## SOMETHING FOR NOTHING.

### "FORCE"—THE NEW BREAKFAST FOOD.

"THE WHOLE OF THE WHEAT, SCIENTIFICALLY COMBINED WITH MALT."

A SCHEME BY WHICH YOUR CUSTOMERS CAN GET A **17** CENT PACKAGE FOR **5** CENTS.

#### For Particulars.

SEE OUR TRAVELLERS OR DROP US A POSTAL.  
THIS OFFER EXPIRES APRIL 15TH. ORDER BEFORE TOO LATE.

**THE EBY, BLAIN CO., LIMITED**  
**WHOLESALE DISTRIBUTORS TORONTO.**

#### THE LICENSING OF PEDLARS.

THE question whether or not pedlars should be granted licenses was the chief subject for discussion at the regular meeting of the grocers' section of the Toronto branch of the Retail Merchants' Association of Canada at their regular meeting, on Wednesday night, March 12, at their headquarters in the Medical Building on Bay street. J. W. Nettleton was in the chair.

That the merchant who paid rent and taxes should not be subjected to competition with the pedlar was the general opinion

of those present. The latter usually pays neither license nor taxes, and sometimes is a serious competitor with the merchant who usually contributes the bulk of the taxes.

A distinction, also, it was considered, should be made between the resident and the non-resident pedlar. The former only, it was held, should receive a license; also, pedlars on foot should be charged just as much as those driving wagons. Farmers and hucksters ought also to be compelled to go directly to the market and there dispose of their goods. Some argued that the Transient Traders Act should be enforced.

The above question re the licensing of pedlars is being brought before all the organized branches of the Retail Merchants' Association of Canada.

#### A BARGAIN IN RAISINS.

Hudon & Orsali, wholesale grocers, St. Paul street, Montreal, are making a special offer this week in Grustan layer raisins at 4c. per lb. These goods are of 1900 crop and are put up in 7, 14 and 28 lb. boxes. Hudon & Orsali state that this is a genuine bargain, and warrant the raisins to be of excellent quality. The announcement of this offer appears on another page.

## F. W. FEARMAN CO., Limited

PORK PACKERS AND PROVISION MERCHANTS, CHEESE AND BUTTER DEALERS.

Do not wait till your stock runs out before you order, but give a few days to fill it.

HAMILTON, CANADA.

Office—17 McNab Street North.  
Packing House—226-234 Rebecca Street.

DEAR SIR,—

The near approach of EASTER will remind you that this is the opening of the season for this line of food products, and we would remind you that a good beginning goes far toward ensuring a good ending to the season's trading.

We can provide you with our usual selection of ENGLISH BREAKFAST BACON, which holds the highest reputation in this country, bar none.

We can give you something new in the curing of HAMS. We call it "OUR THREE STAR BRAND," and you will be pleased with it.

About LARD—We can only say, try our "STAR BRAND" Pure Lard. You will like it. If you want Lard Compound, we can sell you this also, and of excellent quality. Recent additions to our plant enable us to quote low prices and to give you as good goods as any in the market.

We have also the other various cuts of meats, including Long Clear Bacon, Rolls, Backs, Shoulders, Picnic Hams, Short-cut Pork, etc.

Our Sausage Department is up to date, being equipped with the latest machinery.

There is a large trade to be done in the summer season supplying Cooked Hams, Beef and other meats. Your customers do not want to be bothered with cooking in the hot weather. You will find this a growing trade, and one that will pay you good profits. We can supply you with Cooked Hams, Cooked Beef, Cooked Tongue, Brawn, Beef Bolognas, Ham, Tongue and Chicken, Frankfurter and Fresh Pork Sausage. These should always be ordered to go by express.

In CHEESE and BUTTER (Creamery and Dairy) we have the pick of the factories in Western Ontario, and can give you choice goods at fair prices.

Soliciting the favor of your orders, which will have our prompt attention, we are,

Yours truly,

F. W. FEARMAN CO., LIMITED.



# Stop the Leaks!

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

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

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

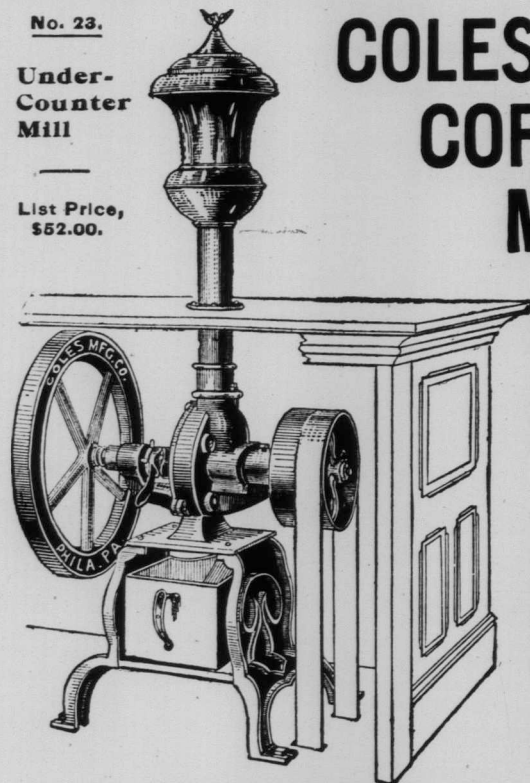
## Windsor Salt.

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

No. 23.

Under-  
Counter  
Mill

List Price,  
\$52.00.



## COLES COFFEE MILLS

None better for  
Granulating or  
Pulverizing.

Our mills will  
Pulverize with-  
out heating Coffee.

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

**A GREAT  
LABOR-SAVER.**

**Our Grinders  
wear longest.**

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

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

## A CHANCE TO MAKE MONEY

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

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

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

**PICKFORD & BLACK  
HALIFAX.**

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# THE CANADIAN GROCER

President:  
JOHN BAYNE MacLEAN,  
Montreal.

## The MacLean Publishing Co. Limited

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

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PLEASE MENTION THAT YOU SAW  
THEIR ADVERTISEMENT IN THIS PAPER

### A LESSON TO EXPORTERS.

THE Canadian commercial agent in Australia, Mr. J. S. Larke, makes a serious complaint against a Canadian furniture manufacturing firm, the name of which, however, is withheld.

It appears that a firm in Sydney, on January 29, 1901, cabled an order to a furniture manufacturing company in Canada. It was not, however, till August 22 following that the shipment left New York, whereas, under ordinary circumstances, the goods should have been in the hands of the purchaser three or four months after the date of the order. One fifth of the money for the goods was paid on or about the date of shipment, and a draft for the other fourth was duly honored by the Sydney firm before the furniture arrived at destination. By the time the shipment reached Sydney the new Customs tariff had come into force and the purchaser had to pay duty at the

rate of 20 per cent. and 10 per cent. added to the invoice as well, all of which would have been avoided had the goods been shipped within the ordinary time.

But this was not all, for, when the shipment arrived, it was found that the furniture was not such as the sample called for. The chairs, for example, were deficient in a crossbar, and were, in consequence, weaker than the description called for in the order. This deficiency caused the people to whom the importer had sold the goods to refuse to accept them. This, of course, meant additional loss to the importer. And, naturally, he is not disposed to place any more orders with Canadian furniture manufacturers.

The furniture import trade of Australia is one that is growing rapidly, and, therefore, is worth cultivating. We have not the figures giving the imports into all the States of the Commonwealth, but those for New South Wales, Queensland and Victoria aggregated over \$1,000,000 in 1900. This is an increase of over 100 per cent. in five years. The imports of these three States during the three years ending 1900 were as follows:

	1898	1899	1900
New South Wales.	\$401,188	\$493,636	\$550,814
Queensland.....	181,648	233,298	250,599
Victoria .....	124,061	158,497	278,826
Total.....	\$506,897	\$885,431	\$1,080,239

Canada exports a great deal more furniture to Australia than she did in 1896, when only \$187 worth was shipped; but a perusal of the figures appertaining to the trade since then do not give one much cause for gratification, for the simple reason that the trade of 1901 was half that of 1900, and nearly \$3,000 less than that of 1898 and 1899. And this dissatisfaction grows upon one when one compares these figures with those relating to the imports of furniture by the three States to which we have already referred.

The following are the exports of Canadian furniture to Australia during the last six years:

1896.....	\$ 187
1897.....	7,921
1898.....	23,069
1899.....	23,095
1900.....	44,065
1901.....	20,352

While the subject under discussion chiefly

concerns the furniture manufacturers of this country, it does not wholly. Every manufacturer who exports to Australia or any other country is concerned, or at least should be.

Strict attention to instructions, faithful adherence to samples, no unnecessary delay in filling orders, and prompt answering of business communications are essential to the establishing of a successful export trade. It would be better for the general good if those who cannot or will not comply with these essentials were to refrain from trying to do an export trade.

### THE MATTER OF DETAILS.

DETAILS are stumbling blocks to many business men. Someone must look after the details if the business is to be made a success, but that someone is not he who has the ordering of them. A vessel is just as likely to reach its destination without a rudder as a business is to be prosperous while the details are ignored. There are a good many business men who so fully realize this that they can trust no one but themselves with the development of them. Where the business is a one-man business this is all right; but where it is not it is all wrong.

The larger the business the less time has the head of the firm or the head of a department for detail work. His duty is to direct, not to work out the details. His duty is to prepare plans, not to carry them out. The captain of a vessel does not obey his own commands. Neither does the successful captain of industry.

The demands of business to-day are such that there must be someone to think and plan. Those who undertake to develop the details, as well as to plan them, can do neither well. It is thus that they become stumbling blocks in the way of their own business.

The successful captains of industry are the men who plan enterprises and leave the working out of details to others. One has only to recall to mind the men who are to day famous in the commercial world to be convinced of that. It is an art. And to practice it requires about as much thought and planning as does the devising of the schemes themselves.



### PROPOSAL TO TAX TRAVELLERS DEFEATED.

AS a good many of our readers are doubtless aware, an agitation has been on foot in Newfoundland for some months having for its object the imposition of a tax of \$100 on commercial travellers entering that colony.

On Wednesday we received advices from a private source that the proposition had been defeated at least for a year, and, perhaps, permanently.

This will be of interest to business men in Canada who send travellers to the "Island down by the Sea."

#### AN UNIQUE IDEA.

AN idea of Hon. Senator Rolland, of The Rolland Paper Co., Montreal, for encouraging the buying of Canadian products has materialized into the form of a notice which the company has printed and sent to several of the large business houses in that city. The following circular accompanies it:

Dear Sir and Fellow-Canadian Manufacturer:

Herewith we send you copies of a notice which we have had posted throughout our paper mills, and with which we anticipate in advance you will be heartily in accord. The time has certainly arrived when Canadians should have confidence in the product of their mills and factories and show it by buying the Canadian make, and we "have taken the bull by the horns," so to speak, and put into practical form the views of the Canadian Manufacturers' Association, hoping that this small self-imposed duty will be met by our fellow-manufacturers in having it posted in their respective factories, and, we have no doubt, that beneficial results will not be long in making themselves felt. Kindly acknowledge receipt and oblige.

Yours patriotically,

THE ROLLAND PAPER CO.

In one corner of the above circular is printed an extract from a report of Hon. W. S. Fielding's speech at the banquet of the Canadian Manufacturers' Association at Montreal, November 6, 1901, in which he said that he did not believe the Canadian people had done their duty in their private purchases to the Canadian manufacturer. It was a misfortune that he still hung on to the old idea that a thing was better if brought from 1,000 miles away. Let each citizen of Canada, in this Coronation year, do something to show that he was loyal to the factories of his country, and would purchase Canadian goods. He hoped that it would be the feeling of every loyal and patriotic Canadian.

The notices, which are intended to be posted on the walls about the buildings, are

printed in both French and English, in large black type on heavy paper. They read as follows:

#### NOTICE TO EMPLOYEES.

All employees are requested, in their private purchases, to buy (as much as possible) only goods of Canadian manufacture, which may be told by observing that the name of a Canadian manufacturer is on the goods, or the label "Made in Canada."

Then follow lines for the date and name of the firm whose place it is put up in.

A few of these notices have been sent to manufacturing houses outside of Montreal also. Whether the posting up of these notices will be followed by more purchases of Canadian goods by those who read them or not, it is not possible to say, but the idea is a worthy and practical one. A reminder that there are such things as domestic manufactures and products is all most people need to make them ask for them. The average man, or woman, makes purchases without the least thought of where the goods came from, whereas, if it occurred to them to ask, they would, in many instances, prefer those of our own manufacture.

#### BUSINESS MEN AND IMMIGRATION.

A RETURN brought down in the House of Commons on Tuesday showed that the 309,327 immigrants who had come to Canada during the last 10 years cost the country on an average \$74 per head.

If it be true that every immigrant coming into Canada is worth to the country \$1,000, the price was not out of the way. Some of the organized labor bodies are opposed, not only to the expenditure of any money on immigration account, but to immigrants even coming to this country. But the manufacturing and commercial interests are, on the other hand, supporters of a vigorous immigration policy. They want customers.

The chief need of Canada is population, and the best interest of this country calls for a wise and vigorous immigration policy on the part of Dominion and Provincial authorities. The greater the population the smaller relatively will be the cost to manufacturers and merchants to do business. Even self-interest alone, therefore, would seem to urge the business men of this

country to support such schemes as are most likely to produce the desideratum.

#### DECLINE IN BARBADOES MOLASSES.

THE new crop of Barbadoes molasses is quoted at 26c. for 1 to 4 puncheons, a decline of 1c. over the price of the old molasses.

As the combine price applies only to quantities from 1 to 4 puncheons, larger quantities than this are at more or less open terms, and for 5 puncheons or over the new molasses is offered at 24½ to 25c. This, by the way, does not affect the stocks now held here, which still remain at 27c. for single puncheons. But the stock on spot is not large and the present heavy demand is rapidly bringing it within a very small compass.

It is difficult to prognosticate anything in regard to the molasses market, it being one in which importers must always work to a certain extent in the dark, but present indications are that the market for the new crop will tend toward a decline.

#### CONVICTED OF FRAUD.

CHARLES PLUMB, the Toronto grocer charged with obtaining goods from The Eby, Blain Co., Limited, by fraud, was found guilty by the jury at the Sessions on Tuesday.

The particular nature of the fraud was in giving a false statement of his affairs when obtaining goods on credit from the firm.

Retailers generally will not regret that The Eby, Blain Co. put the matter into the hands of the Crown. Merchants who get goods on false pretences are usually merchants who do not do business on business principles, thus making it difficult, by their unfair methods of competition, for straightforward men to succeed. In prosecuting Plumb, The Eby, Blain Co., therefore, did a service to the trade.

Those who are ready to defraud those from whom they buy are usually also ready to defraud those to whom they sell. It is better, therefore, for all concerned that they should be out of business.

The contract between the Canadian Government and Marconi for the construction by the latter of a wireless telegraph station in Cape Breton was signed on Tuesday. This is the outcome of Marconi being driven out of Newfoundland by the Anglo American Cable Co. and being hospitably welcomed by Canada.

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# 500 TRAVELLERS

Could not represent me in every town or village upon the same day, but through his Majesty's mail you can enter an order with me just as often as it leaves your town. Moreover, your mail order will receive just as prompt attention, and as low prices will be booked, as if you were here in person. I know what class of goods you handle and will guarantee to suit you or take them back at my expense.

My stock is large and the best assorted you can possibly find. **My samples are at your disposition if you only ask for them.**

## *I quote to-day the two extremes :*

**The highest, finest and best.**

- A Beautiful Ceylon Black Tea, hf.-chests, 45c.
- “ Ceylon Green Tea, - - 25c.
- “ English Breakfast Black Tea, 45c
- “ Darjeeling Indian Black Tea, 45c.
- “ Lapsang Souchong Black Tea, 40c.
- “ Moyune Gun Powder Tea, 40c.
- “ Sifted Young Hyson Tea, 40c.
- “ Early May Japan Tea, - 40c.
- “ Basket Fired Japan Tea, - 30c.

**The lowest, cheapest and not the poorest by any means.**

- A good common Ping Suey (boxes) Young Hyson Tea, 14c.
- A good clean, fair leaf Gun Powder Tea, 13½c.
- A good natural leaf, strong, bright liquor Japan Tea (150 hf.-chests), 13½c.
- A good sound pungent liquor China Black Tea, 11c.

RETURNED  
MAR 1902  
to Manufacturer  
Office



Premiums, Fancy Tins or Coffee Mills, have had nothing to do in the building up of the reputation of Madam Huot's Coffee. **QUALITY ALONE HAS DONE IT**, and if its sales are increasing every day no other reason can be given than **ITS SUPERIORITY OVER ALL OTHERS.** It is pure, rich, delicious—**THE GEM OF ALL COFFEES**—1-lb. tins, 31c.; 2-lb. tins, 30c. per lb.

**“NECTAR” TEA**—The perfection of all black teas in lead packets: 20, 25, 36, 45c.

**THE “CONDOR” Japan Tea**—remarkable for the high quality of its liquor and the beauty of its leaf. Special lines: “Condor LX,” lead packets, 27½c., retails 40c.; “Condor L,” lead packets, 19c., retails 25c.

**THE “CONDOR” MUSTARD**—the only **absolutely pure**—the best for the table, as well as for medical use: 12-lb. boxes; ¼-lb. tins, 35c. per lb.; ½-lb., 33c.; 1-lb., 32½c.

**THE “OLD CROW”** scientific blend of Choice Black Teas, in useful bronzed tins: 17½, 20, 25, 30 and 35c. per lb.; rich, pungent, flavory liquor.

**THE “CONDOR” VINEGAR**—pure distilled, strong, bright as crystal—can be used by the most delicate stomachs: per gallon, 25c.

**THE “OLD CROW” VINEGAR**—pure distilled, fine flavor, clear as water from a spring; 20c. per gallon.

Specialty of High-Class Goods in Teas, Coffees, Spices and Vinegars.

**E. D. MARCEAU, 281-285 St. Paul St., Montreal**



## "LONG TERMS" VERSUS "BEST VALUES."

We have often observed that in buying Teas many dealers pay more attention to a four months' postponement of pay-day on large lots than close values and short datings on small ones. The far-sighted merchant buys **"SALADA"** Ceylon Teas on 30 days, and is enabled to turn over four or five purchases on these terms, while he would be disposing of (one) of the "long-winded transactions."

He makes more money, and holds his customers' trade because fresh tea is good tea.

It's **"Wisdom"** VERSUS **"Folly,"** that's all.

Japan Teas are losing favor.

"Salada" Ceylon Greens gaining . . . can we tell you the reason why? "A postal inquiry will bring enlightenment."

'SALADA.' TORONTO.



## LILY WHITE GLOSS STARCH.

The Best Quality.  
The Handsomest Appearance.

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

The Brantford Starch Works, Limited  
BRANTFORD, ONT.

## ORANGE MARMALADE

Put up in Glasses, Tumblers, 5-lb. Tins, and 7, 14 and 28-lb. Wood Pails.

NOTHING EASIER TO SELL THIS TIME OF THE YEAR.

**THE CANADA BISCUIT COMPANY, Limited**

Office Phone: Main 3624.  
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King and Bathurst Streets, TORONTO



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# MARKETS AND MARKET NOTES

## INFORMATION FOR BUYERS.

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

## ONTARIO MARKETS.

TORONTO, March 20, 1902.

### GROCERIES.

THE wholesale grocery trade this week is quiet and lacking in life. The cause of this is generally attributed to be the bad condition of the country roads. Nothing particularly new has developed in any one line of the grocery trade. There is, however, some disposition on the part of wholesalers to advance the price of canned tomatoes. In other kinds of canned goods, the situation is about the same as a week ago. Sugars continue quiet, with prices unchanged. There is a fair movement in syrups and molasses. Rice is in good demand, and there is a fair business being done in tapioca. Coffees continue quiet, with the outside markets fairly steady. In spices, the market is rather easier on pepper, ginger and cloves, while cassia and nutmegs are steady. Teas are quiet, but prices, as a rule, are firm. There is a good business being done in currants, and a further improvement in the demand for Valencia raisins is to be noted. Prunes are meeting with a fair demand. Dates are scarce and rather firmer.

### CANNED GOODS.

There has been no material change in the situation since last week. Tomatoes are still strong and at least one wholesale house has advanced its prices  $2\frac{1}{2}$ c. and is quoting nothing under  $92\frac{1}{2}$ c. The majority of houses, however, are still quoting 90 and 95c. while for some particular brands as high as  $97\frac{1}{2}$ c. is asked. There have been some transactions between wholesalers and packers in moderate quantities of canned tomatoes, and wholesalers have also been buying from each other. This emphasizes what we have said in previous issues in regard to the light stocks held by some houses. Peas continue steady in price and stocks in first hands appear to have been pretty well cleaned up. Prices rule at 80c. upward to the retail trade. Canned corn continues weak and stocks heavy, with the ruling

price for standard brands 70c. upwards. A good many retailers in Toronto are making a leader of corn just now at  $5\frac{1}{2}$ c. per tin. At this low price the consumption will, no doubt, be largely increased and thus help to relieve the pre-set unsatisfactory condition of the market. There is a little inquiry from the retail trade for gallon apples, which are quoted at \$2.60 to \$2.65; 3's are quoted at 90c. to \$1. In canned fruits generally trade is just moderate. Wholesale houses are beginning to book orders for later delivery in canned meats, the price of which is steady and unchanged. Canned salmon and other descriptions of canned fish are meeting with a fair Lenten demand. We quote: Fraser River sockeye, \$1.42½ for five-case lots and over, and \$1.45 for less quantities. Northern sockeye, \$1.25 to \$1.30; cohoes, \$1.05 to \$1.15 according to quality.

### COFFEES.

Green Rio coffees are quiet, and very little is being done in mild green coffees.

See pages 33 and 34 for Toronto, Montreal, and St. John prices current.

For roasted coffees the demand is fair. Latest European cable advices in regard to Brazilian coffees are of a more encouraging nature, slight advances have taken place, and the crop movement is gradually decreasing. We quote as follows: Green Rio No. 7,  $7\frac{3}{4}$ c.; No. 6, 8c.; No. 5,  $8\frac{1}{4}$ c.; No. 4, 9c.; No. 3, 10 to 12c.

### SPICES.

Just a moderate trade is being done. Advices from the outside report that the pepper market is "draggy," lacking in speculation, and slightly easier. The advices also say that no immediate improvement is looked for, on account of the large quantities which have recently been shipped from the East. Ginger is reacting from the extremely high prices which formerly prevailed. This applies particularly to Cochin and African ginger. Cloves are barely holding their own, while nutmegs and cassia are steady.

### SUGAR.

There is a little better inquiry, although the movement is still light, both in Canada and the United States. An advance of 1-32c. in the quotation on raw cane sugars,

duty paid New York, has taken place, and considerable quantities have been taken by the refineries at this advance for spot or near-by sugars. In regard to sugars for shipment, 3-7-16c. duty paid New York for 96-test centrifugals is being asked, which is also a slight advance. In Europe, beets have declined once more, and are now again at the lowest point on record, namely, 6s. 3d., but at this figure prices are still above the parity of 96 test New York, and even 6s. f.o.b. Hamburg would be above the parity. As long as this condition of affairs exists, American refiners are not likely to buy European beet sugars, but will confine their attention to the cane description. It is thought that the prevailing low price of beet-root sugars may influence the sowings for the new crop. The receipts of raw sugar in the United States last week were heavy, they being 34,500 tons, against meltings of 27,000 tons. The total stock of sugar in the hands of refiners and importers in the United States at the close of last week was 111,013 tons, against 183,231 tons the same time last year. The price of sugar in Canada is without change, granulated still being on the basis of \$3.75 f.o.b. Montreal for Acadia, and \$3.80 for St. Lawrence and Redpath.

### SYRUPS AND MOLASSES.

The demand for both syrups and molasses is fairly good; in fact, trade has kept up well all this season for both these lines. The ruling quotations are as follows: Corn syrup,  $3\frac{1}{2}$  to  $3\frac{3}{4}$ c. in bbls. and kegs; sugar syrups, 30 to 32c. for medium, and 35 to 40c. for bright. Molasses, 24 to 26c. for medium, and 45 to 50c. for open kettle.

### RICE AND TAPIOCA.

A good trade is being done in rice and a fair business is reported in tapioca. We quote: B rice,  $3\frac{1}{4}$ c.; Japan,  $5\frac{1}{2}$  to 6c.; sago, 4c.; tapioca, 4c. per lb.

### TEAS.

The tea trade continues rather quiet, the latest mail advices from London, England, under date of March 7, say that the steadier tone previously noted, which characterized the auction on the previous week, had become more pronounced. Common teas were again slightly dearer, while the bidding generally was of a more animated character. In Ceylon teas the firmer tone was also more apparent. All descriptions were well competed for. The



lower grades were slightly dearer, while medium broken and fine teas also sold rather better. The average price of Indian tea sold on garden account was 7.45d. against 7.22d. a year ago. The average for Ceylon tea was 7.12d. against 6.51d. a year ago.

#### FOREIGN DRIED FRUITS.

**CURRENTS**—The market is without change, being steady, and the wholesalers report a continuance of a fairly good demand. We quote as follows: Filiatras, 6 to 6½c.; Patras, 6½ to 7c.; Vostizzas, 8 to 8½c. per lb.

**VALENCIA RAISINS**—Business continues to improve and the demand may now be said to be fair at 6½ to 6¾c. for selected fruit.

**SULTANA RAISINS**—There is some inquiry on importation account, but very little business has resulted. There is a fair demand from retailers at 8½ to 12c.

**PRUNES**—There is just a fair business being done and prices are steady and unchanged. We quote as follows: 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.

**DATES**—The local market is almost bare as a result of the good demand which has been experienced here lately, and the price of both Sairs and Hallowees now rules at 4½c. It is worthy of note that in London, England, Sairs are quoted 2s. higher than Hallowees, due to the fact that the latter are this year showing poor quality.

**FIGS**—The demand for tapnet figs continues good at 3¼ to 3½ per lb.

**CALIFORNIAN EVAPORATED FRUITS**—The demand is fair for apricots and peaches. We quote: Peaches, 11 to 12½c.; apricots, 13 to 17c.

#### GREEN FRUITS.

As was predicted in last week's GROCER the prices of Californian navel oranges have been advanced, the change being 25c. per case. This is owing to the warm weather necessitating their being packed in ice, and thus making their cost of transportation greater. There has been a shipment of ripe strawberries received from Florida, which sold at 45 to 50c. per quart. Bananas are selling better, and the price for 8-hands has been advanced 25c. Messina lemons are scarcer, and the prices are ranging 25 to 50c. per case higher. Southern cucumbers are more plentiful, and have been reduced 25c. per doz. There has been received a shipment of late Jersey cranberries, which are selling at \$8.50 to \$9 by the bbl. We quote: Oranges, marmalade, \$2.75 to \$3 per case; Tangerine or kid glove, \$3 to \$4 per small box;

Floridas \$3 to \$3.25 per box; Mexicans, \$2.50 to \$2.75 per box; Californian navels, \$3.75 to \$4.00 per box; Californian ruby blood oranges, \$2.75; Valencias, \$4.50 to \$5.00 per small case, \$5.50 to \$6.00 per large case; apples, \$3.50 to \$5.50 per bbl.; grape fruit, \$3.50 to \$5 per box; Malaga grapes, \$5.50 to \$7 per bbl.; cranberries, Budd's long keepers, \$9 to \$10 per bbl.; late Jerseys, \$8.50 to \$9; bananas, \$1.50 to \$2 for firsts, and \$1 to \$1.25 for eight hands; pineapples, \$4.50 per case; Southern cucumbers, \$2 to \$2.25 per doz; Spanish onions, large cases, \$3.50; small crates, \$1.10; Californian lemons, \$3 to \$3.25 per case; Messina lemons, \$2.50 to \$3; Californian celery, \$4.50 to \$4.95 per case of 8 doz.; Southern tomatoes, \$4.50 per case of 6 baskets.

#### VEGETABLES.

Some mushrooms are being offered at 50c. per lb. There is a fair movement in green onions, rhubarb and radishes. The demand for potatoes is steady, but for cabbage and turnips it is slack. We quote as follows: Green onions, 10 to 15c. per doz.; rhubarb, 75c. to \$1.25 per doz.; carrots, parsnips and beets, 50c. per bag; turnips, 35c. per bag; lettuce, 20 to 30c. per doz.; radishes, 40 to 50c.; mint and parsley, 20 to 25c.; celery, 40 to 75c.; red cabbage, 40 to 50c. per doz.; cabbage, 40 to 60c. per doz.; dry onions, \$1.25 per bag; potatoes, 75 to 80c. per bag; artichokes, 60c. per bush.

#### COUNTRY PRODUCE.

**EGGS**—The demand has been so brisk as to clear up the surplus stock of last week and stiffen the prices to 14c. per doz.

**BEANS**—The demand is quiet. Choice hand-picked are worth \$1.20 to \$1.30, and prime, \$1.10 to \$1.20 per bush.

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

**DRIED AND EVAPORATED APPLES**—The demand is beginning to fall off. We quote as follows: Evaporated apples, 9¾ to 10c. in carlots and 10¾c. per lb. in less quantities. Dried apples, 5 to 6c. per lb.

**POTATOES**—The prices are weaker this week, on account of the visible supply seeming to be large. The offerings are free. Potatoes are quoted at 60 to 63c. per bag on the track.

#### BUTTER AND CHEESE.

**BUTTER**—There is a good market for dairy prints and rolls of good quality for which 18c. will be paid. As usual the greater portion of the receipts are of poor grade and hard to dispose of, making the market for them dull. We quote as follows: Choice 1-lb. prints, 17 to 18½c.;

large rolls, 16 to 18c.; tubs, best quality, 15 to 16c.; tubs, medium grade, 13 to 14c. per lb.; bakers' lots, 10 to 12c. Creamery prints are worth from 21 to 23c., and creamery solids, 21 to 21½c. per lb.

**CHEESE**—The local market is firm, with a brisk demand and a small supply. The ruling prices range between 10¾ to 11c. For export, the market continues strong, with large sales reported at 10½ to 10¾c.; 11c. is asked for in some cases, but no sales at that figure have been reported.

#### POULTRY.

**DRESSED POULTRY**—There have been practically no receipts of dressed poultry this week, and prices quoted are nominal. We quote: Chickens, 60 to 90c. per pair; ducks, 90c. to \$1.20 per pair; geese, 8 to 9c. per lb.; turkeys, 12 to 14c.

**LIVE POULTRY**—The arrivals continue light, and prices are unchanged. The Canadian Produce Co., Limited, 36 and 38 Esplanade street east, Toronto, will pay, until further notice, for live chickens, 8c., for ducks and turkeys 10c., for geese, 6c. per lb. All must be young birds. For hens, 5c. per lb. Dressed poultry, dry picked (except hens), ½c. lb. higher. These prices are for weight on arrival. Crates for live poultry supplied free, and express paid up to 50c. per 100 lb. of chickens. No thin birds will be taken.

#### FISH AND OYSTERS.

There is a steady demand for fresh and frozen fish, which will continue until the end of the Lenten season. Next week a shipment of green cod and haddock is due, which will be ready for the Easter trade. Prepared fish are selling moderately. Prices are unchanged. We quote as follows: Fresh and frozen fish—Codfish, 6 to 8c.; whitefish, 6½ to 7¼c.; herring, 4 to 5c.; trout, 7½c.; halibut, 10 to 15c., haddock, 5c. per lb.; perch, 5c.; British Columbian salmon, fresh, 20c., frozen, 11c.; Labrador herring, \$3 to \$3.25 per 100-lb. bbl. Smoked fish—Ciscos, \$1 to \$1.25; finnan haddie, 6½ to 7c.; Digby herring, 50 to 65c. per bundle. Prepared fish—Dried cod, in 112-lb. bundles, \$4.75 per cwt.; flitched cod, \$5.50 to \$6; boneless cod, in bricks, 4½ to 5½c. per lb.; steak cod, 6½c. per lb.; shredded cod (2 doz. in box), \$1.80 per box; boneless fish, loose, in 25-lb. boxes, 4 to 4½c., and in 5-lb. boxes, 5c. per lb.; bloaters, per box of 50, \$1 to \$1.25; kippered herring, 50 in a box, \$1 to \$1.25 per box; smelts, per 15-lb. box, extras, 12c. per lb.; No. 1, 6½ to 7c. per lb. Oysters—Standards, \$6.25 to \$6.75 per large pail, or \$3.75 per small pail; selects, \$4.50 to \$5 per pail.

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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.

**EASTER EGGS**

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

**SMITH & CARMICHAEL**

70 COLBORNE ST., TORONTO.

Butter Cheese  
Eggs Poultry

Consignments Solicited.  
Highest Prices. Prompt Returns.

**The Wm. Ryan Co.,**

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

**BUTTER AND EGGS.**

Scarce and Wanted. Consignments Solicited.

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

**Rutherford, Marshall & Co.**

Wholesale Produce Merchants,  
68 Front Street East, Toronto.

The

**DAWSON Commission Co., Limited**

FRUIT, PRODUCE AND  
COMMISSION MERCHANTS.

Cor. Market and Colborne Streets, TORONTO

**Easter Fruits**

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

SPECIAL VALUES IN ...

Navel and Valencia ORANGES  
Messina Lemons.

**CLEMES BROS., TORONTO**

**GRAIN, FLOUR AND BREAKFAST FOODS.**

**GRAIN**—There has been a decline of 1c. per bushel in Manitoba No. 1 hard and of ½c. in No. 1 and No. 2 Northern wheat, which are now quoted at 86, 82½ and 79½ cents, respectively, per bushel via North Bay. The receipts still continue moderate. On the local market the arrivals of all kinds of grain have been light and the prices are unchanged. We quote what is paid on the street: White and red Ontario wheat, 71 to 77c.; goose, 66½ to 67c.; oats, 48c.; rye, 59c.; barley, 54 to 63c.; peas, 80 to 85c.; buckwheat, 60c.

**FLOUR**—The demand continues slack. 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**—Trade still continues to drag in oatmeal and rolled oats, but the prices are firmer. The other lines are steady. We quote: Oatmeal, standard and granulated, in carlots on track here, \$4 85; standard rolled oats in carlots on track here, \$4 60; in bbl., 20c. more; broken lots are 20c. per bbl. extra; rolled wheat, \$2.50 in 100 lb. bbl.; cornmeal, \$3 75; split peas, \$4 75; pot barley, \$4.50, in 196-lb. bbls.

**OFF ON A HOLIDAY.**

Mr. Albert Hebert, of Hudon, Hebert & Cie., left Montreal on March 8 with his wife and child on a holiday trip to the Southern States. After visiting New York, Richmond, Va., and other points, they went on to St. Augustine, Florida, where they are now stopping. It is partly their intention to stay in Florida for three or four weeks, though no regular plan of the journey has been mapped out. The trip will afford Mr. Hebert a well-earned rest, and it is hoped that it will also benefit Mrs. Hebert's health, which has not been of the best for some time.

**THE SUGAR TARIFF.**

In his budget speech, on Monday, Hon. W. S. Fielding announced that there would be no change in the duty on sugar, nor would there be any bounty given on beet-sugar produced in Canada. The time, however, during which machinery for beet-sugar factories might be admitted free would be extended one year.

**PERSONAL MENTION.**

Mr. W. H. Seyler, who has been representing the F. F. Dalley Co., Limited, of Hamilton, in Quebec and the Maritime Provinces, has taken a position with the E. W. Gillett Co., Limited, Toronto. Mr. Seyler will be found in the sample room of the company, where he will be pleased to receive his old friends of the grocery trade.

The following Brands manufactured by

**The AMERICAN TOBACCO CO.**

OF CANADA, Limited

Are sold by all the Leading Wholesale Houses:  
CUT TOBACCO . . . .

OLD CHUM,  
SEAL OF NORTH CAROLINA,  
OLD GOLD.  
CIGARETTES . . . .

RICHMOND STRAIGHT CUT,  
SWEET CAPORAL,  
ATHLETE, DERBY.

**POTATOES and GRAIN**

FOR SALE IN CAR LOTS.

If open to buy let me quote prices.

**R. W. HANNAH**

Board of Trade, TORONTO

**FISH FOR LENTEN SEASON**

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

Orders promptly attended to.

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

Winnipeg Brokers.

**M. B. STEELE**

Wholesale Commission Merchant  
and Broker.

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P.O. Box 731.

**JOSEPH CARMAN . . .**

WHOLESALE MERCHANDISE BROKER  
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Winnipeg, Manitoba, Canada.

Secretary Winnipeg Fruit and Produce Exchange  
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Storage, Track Facilities.

**EASTERN SHIPPERS**

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DISTRIBUTE CARS FROM  
WINNIPEG.

TRADERS' RATES OF FREIGHT TO  
ALL POINTS WEST.

Write . . . .

**E. NICHOLSON**

Wholesale Commission Merchant  
and Broker,

Winnipeg, Man.

Winnipeg Fruit Merchants.

**THE RUBLEE FRUIT CO.**

LIMITED.

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

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



## QUEBEC MARKETS.

Montreal, March 20, 1902.

## GROCERIES.

**T**AKING into consideration the adverse weather conditions, bad roads, etc., the week's business in groceries gives some cause for satisfaction. Locally, the market has been characterized by an activity which leaves nothing to be desired, and buying from the country, while confined in a great measure to small orders for immediate delivery, has, nevertheless, been steady and fair. There has been an advance of 20c. per 100 lb. in glucose. The agreement between importers and jobbers of Berger's starch, by which this article was sold at a fixed price, has come to an end, and wholesalers are now at liberty to sell at any price they desire, which has made the starch lower. It is now quoted at 10½ to 11c. per 1-lb. package, and for ½-lb. package the price is 9½ to 10c. Evaporated apples are ½c. lower per lb. There has also been a decline in canned French peas, which are now down to \$1 per case. In other canned goods there has been practically no change in the situation. The new crop of Barbados molasses is now offered to importers for future delivery at a decline of 1c. for 1 to 4 barrels. This, however, does not affect the stock on hand.

## SUGAR.

There has been no further change in the price of sugars. The market remains very weak, and it seems to be the opinion of the trade, to judge by the buying, that further deliveries may be expected. The market is quiet. The only movement comes from the buying of country merchants, who keep up a steady inquiry for small lots. Apart from this demand there is very little doing. Granulated sugar is quoted at \$3.80, and yellows from \$3.05 to \$3.70.

## TEAS.

Trade is still quiet, the bad roads being accountable for a very light demand from country buyers. On the local market several sales of some of the cheapest teas are reported at 13c. per lb. this week, but these are of the grade that usually change hands at this time of the year. Black teas are rather stronger, but there has been no noticeable improvement in the demand. It is expected that the spring movement of teas will commence earlier than usual this year, as navigation is likely to commence early in April, and with that there is always a brisk trade done.

## SYRUPS.

There is nothing new to report in this line. Syrups continue to be in good demand, and no quotable change has occurred. On corn syrups we quote as follows: 3½c. in bbls.; 3½c. in ½ bbls.; 3½c. in ¼ bbls.; \$1.60 in 38½-lb. and \$1.20 in 25-lb. pails.

## MOLASSES.

There is an active inquiry. Molasses to arrive are quoted at 26c. in quantities of 1 to 4 barrels. Whatever stock is on hand now is still held at 27c., but there is not much of this. Deliveries of the new crop may be expected about May or June. Locally, there has been no change in the situation, and prices on Barbados and other molasses are unchanged at

our last week's quotations. These are, for Barbados, in single puncheons, 27c.; Antigua, 24c.; Porto Rico (finest grade), 38 cents.

## CANNED GOODS.

There has been a large and steady demand for canned goods throughout the past week, and on all Canadian goods the prices are firm. No change has been made though, except in canned French (imported) peas, which have declined to \$1 per case. The demand for canned fruits continues active. In salmon there has been also an active inquiry, but the trade is not up to the standard of last week. Peas are steady at 82½c. to \$1.15, according to quality, and corn at 80c. for ordinary stock. Tomatoes are selling well at 90 to 90½c.; gallon apples, \$2.70 to \$2.80, and 3-lb. apples are nominal at \$1. We quote salmon as follows: \$1 to \$1.05 for pink; \$1.30 for spring; \$1.32 for Rivers Inlet red sockeye; \$1.45 for Fraser River red sockeye, and \$1.42½ to \$1.45 for Clover Leaf talls.

## SPICES.

There is a gradual improvement in the demand for spices, and prices are well maintained on all lines. Peppers continue to be the only interesting feature of this market. New York advices state that the broad demand for the general list of spices has had the effect there of absorbing a large part of the small supplies of Singapore black pepper and Singapore and Penang white pepper. Cables from the Straits name much higher figures and there is a decided prospect of very much smaller visible supplies in July and August than were considered probable a month ago. There is no change in prices to report on the local market, and our quotations are as follows: Nutmegs, 30 to 55c. per lb., as to size; penang mace, 45 to 50c. per lb.; as to quality; pimento, ground, 12½ to 15c.; cloves, 15 to 25c.; pepper, ground, black, 17 to 22c., according to grade; white, 25 to 27c.; ginger, whole, Cochin, 15 to 17c.; Japan, 13 to 14c.; Jamaica, 16 to 20c.; Afghan, 12 to 13c.; ground, Japan, 15c.; Cochin, 16 to 17c.; Jamaica, 20 to 22c., and Afghan, 13 to 14c.

## RICE AND TAPIOCA.

There is nothing new to report; the market remains practically the same, and prices are unchanged on all lines. Our quotations are as follows in combine district: B rice, in bags, \$3.10; in ½ bags, \$3.15; in ¼ bags, \$3.20; in pockets, \$3.25. In 10-lb. lots an allowance of 10c. is made. CC rice, \$3 in bags; \$3.05 in ½ bags; \$3.10 in ¼ bags; and \$3.15 in pockets. In the open territory prices are about 10c. less. Patna rice is worth 5 to 5½c. per lb., and tapioca, 3½ to 4c.

## FOREIGN DRIED FRUITS.

**CURRENTS.**—There is a good demand at steady prices. It is reported that some damage was done to the crop, but it is a little early yet for this to be likely. We quote: Fine Filiatras, in ½ cases, 5½c.; cleaned, 6c.; 1-lb. cartons, 8c.; finest Vostizas, 7½ to 8c.

**VALENCIA RAISINS.**—An active inquiry continues, and as the scarcity becomes more marked, the prices are stiffening. Finest off-stalk is worth 5½c.; selected, 6½c.; layers, 6½c.

**CANDIED PEELS.**—Business is brisk. We quote: Orange peel, 11½c.; lemon peel, 10½c.; citron, 16½c.

**MALAGA RAISINS.**—The demand for Malaga raisins is not large, but the mar-

ket remains steady. Quotations are as follows: London layers, \$1.50 to \$1.60; "Connoisseur Clusters," \$2.15 to \$2.25; ¼'s, 65 to 70c.; "Royal Buckingham Clusters," \$3.30 to \$3.35; ¼'s, \$1.05 to \$1.10; "Excelsior Windsor Clusters," \$4.50 to \$4.60; ¼'s, \$1.30 to \$1.40.

**DATES.**—There is a good movement. Halloweenes are worth 4½ to 4½c.

**FIGS.**—Both layer and tapnet figs are selling well; the latter, however, are very hard to get. Tapnets sell for \$1.20 and layers, \$1.15.

**CALIFORNIAN RAISINS.**—Though the demand for raisins is very light prices remain as firm as ever. Seeded raisins sell for 9½ to 9½c. per lb.

**PRUNES.**—Prices show no change here, nor is there likely to be any new price for some little while, as the stocks in wholesalers' hands will be sufficient for the demand for a time yet. The advance in the primary market will tend to keep prices firm here. We quote: 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.

**CALIFORNIAN EVAPORATED FRUITS.**—The demand for these still continues active, and at steady prices. We quote: Apricots, 14½c.; peaches, 10½c.; pears, 10 cents.

## NUTS.

The market is somewhat easier this week. In the foreign markets a reduction of 3d. has taken place on filberts, and 6d. on almonds. Prices, locally, are unchanged. We quote: 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.

The demand is still good for finest quality of butter and prices remain firm. A small amount of fresh-made creamery is on the market at the present time and is selling for 23c. Fall-made still continues to be inquired after, and the price is unchanged at 22 to 22½c. There is a certain amount of creamery seconds on the market, but the demand for it is very

## CONDENSED OR "WANT" ADVERTISEMENTS.

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

**WANTED—SITUATION BY EXPERIENCED** commercial traveller, young man (28), one having excellent connections with grocery trade in Maritime Provinces; best of references given and correspondence respectfully solicited from reliable parties interested. Address, "Traveller," 132 Plymouth Grove, Montreal. (12)

**WANTED—PARTNERSHIP IN AN ESTABLISHED** mercantile business, wholesale or retail investment up to \$20,000. Address, Box 82, Canadian Grocer, Toronto. (12)

**WANTED—TO PURCHASE AT RATE ON** dollar, general store business stock, \$15,000 to \$30,000. Box 83, THE GROCER, Toronto. (12)

## We Print For Grocers.

All kinds of good printing cheap. 1,000 Good White Business Envelopes for \$1.00. 500 Noteheads, 500 Statements and 500 Envelopes for \$2.50. Snaps in Stationery, 1 dozen Business Pencils, 10c., regular, 15c.

**WESE & CO.,** Jobbers,  
54 Yonge St., TORONTO.



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IMPROVING THE WESTERN BRANDS

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## Josh Billings said



he didn't care how much a man talked as long as he said it in a few words.

One hour's talk would convince you that Chase & Sanborn's Coffee is the leading fancy coffee of the world, for it is a special selection of the choicest berries grown.

### SEAL BRAND

In 1 and 2-lb. Cans  
only.

(Air-Tight.)

But one minute will tell you the whole story if you will try a single cup. It's worth trying!

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## CHASE & SANBORN, Importers, Montreal.

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The BEST is ALWAYS the CHEAPEST.

## Canned Fruits

We are offering the best  
assortment in Canned  
Fruits at very low prices.

INCLUDING THE BEST WESTERN BRANDS

Pitted Cherries, Red and White  
Plums, Damson and Lombard  
Peaches, Yellow and White  
Pears, Bartlett and Flemish-Beauty  
Red Strawberries, in Syrup and Preserved  
Red and Black Raspberries, do.  
Pineapple, Whole and Chunks  
Blueberries

PRICES ARE RIGHT.

WE ARE SELLERS.

In 2-lb., 3-lb. and gallon tins.

**L. CHAPUT, FILS & CIE., Wholesale Importers, MONTREAL**



# Corks

# Corks

The rapid growth of our cork business has necessitated the establishment of a branch office in Toronto, to look after our Western business. This office is in charge of Mr. E. J. Murphy, and is located at 87 York Street. We manufacture and import every description of corks for all purposes. It will pay intending purchasers to secure our quotations before placing their orders.

**S. H. EWING & SONS,**

96 King Street, MONTREAL.

Telephone Bell Main 65.  
Merchants 522.

87 York Street, TORONTO.

Telephone orders have prompt attention.

Telephone Main 204.

but, 9 to 10c.; salmon, 12½c.; trout, large and medium, 7c.; No. 1 herrings, Nova Scotia, \$4.75 to \$5.25 per bbl.; No. 1 herrings, Nova Scotia, \$2.80 per ½ bbl.; No. 1 Holland herrings, \$6.50 per ½ bbl.; No. 1 Scotch herrings, \$6.50 per ½ bbl.; No. 1 Scotch herrings, 98c. per keg; Holland herrings, 72c. per keg; salted eels, 6½c. per lb.; No. 1 green codfish, \$6.75 per bbl.; No. 2, \$5; large, \$6.50; No. 1 green haddock, \$4.25 per bbl.; No. 1 pickled sardines, \$5.50 per bbl.; No. 2 mackerel, \$12.50 per bbl.; No. 3 mackerel, \$9 per bbl.; cod, 1 and 2-lb. blocks, 6c. per lb.; loose boneless cod, 5c. per lb. in 40-lb. boxes; dressed codfish, \$4.80 per case; dry codfish, \$4.65 per 112-lb. bundle; No. 1 Labrador salmon, \$17.50 in tierces; No. 1 Labrador salmon, \$10 to \$11 per bbl.; No. 1 Labrador salmon, \$6 per ½ bbl.; No. 1 B.C. salmon, \$5 per ½ bbl. and \$9 per bbl.; standard bulk oysters, \$1.30 per gal.; select bulk oysters, \$1.50 per gal.; Malpeque, Blue Point and other shelled oysters, \$6 per bbl.; clams, in shell, \$4.50 per bbl.; Marshall's kippered herrings, and same with tomato sauce, \$1.45 per doz.; Canadian kippered, \$1 per doz.; Canadian ¼ sardines, \$3.75 per 100; canned Cove oysters, No. 1 size, \$1.30 per doz.; canned Cove oysters, No. 2 size, \$2.20 per doz.

### FLOUR AND GRAIN.

**FLOUR.**—There has been a decline on all grades of flour, both Manitoba and Ontario, and the market at present is weaker. Manitoba flour is selling fairly well but business in Ontario brands is quiet. Spring wheat patents have declined 10c.; winter wheat patents are 10c. lower; strong bakers', 10 to 30c. lower, and straight rollers, 15c. lower. We

quote: Manitoba spring wheat patents, \$3.90 to \$4.10; winter wheat patents, \$3.75 to \$4; strong bakers', \$3.50 to \$3.80; straight rollers, \$3.45 to \$3.55.

**GRAIN.**—There is hardly any improvement in the demand for any line this week. Ontario No. 1 spring wheat is quoted at 78 to 78½c. The demand for Manitoba wheat for export is very good, for both future and present shipment. Peas are quiet at 91c.; rye, 64c.; oats, 47c. ex-store; corn, 66 to 67c.; buckwheat, 55½c.; middle freights; feed barley, 53 to 54c.

**OATMEAL.**—A succession of declines in rolled oats has brought the price to \$4.75 per barrel, a decline of 25c. In bags, there has been a decline of 17 to 20c., the price now quoted being \$2.25 to \$2.30.

**FEED.**—There is a good demand for feed, and the supply being unequal to it, the market has become firmer. Ontario bran, in carlots, sells for \$18.50 per ton; shorts, \$22.50; Manitoba bran, \$19; shorts, \$22 per ton, including bags.

**BALED HAY.**—There is still a good demand and the market is firm. Receipts are light. Our quotations are now as follows: No. 1 timothy, \$9.50 to \$10; No. 2, \$8.50 to \$9.25; clover, mixed, \$7.50 to \$8; clover, \$7 to \$7.50 per ton, in carlots.

### MONTREAL NOTES.

Evaporated apples are ¼c. per lb. lower.

Florida tangerines have dropped 25c. per box.

The fixed price for Berger's starch no longer exists, and jobbers are now quoting 10½ to 11c. per 1-lb. package.

Valencia oranges, 420's, Jumbo, are 25c. higher.

Vinlands sweet potatoes have again advanced 25c.

Barbados molasses, to arrive, are quoted at a decline of 1c. for 1 to 4 barrels.

### MERCHANTS OF THREE TOWNS.

Secretary Trowern, of the Retail Merchants' Association of Canada, Toronto, has just returned from an organizing trip through Western Ontario, in which he visited Windsor, St. Thomas and London. Successful meetings of the retail merchants were held at each of these places and they all decided to form branches in affiliation with the Retail Merchants' Association of Canada.

At St. Thomas, besides the meeting for organization, they had a banquet. The officers for the St. Thomas branch are as follows:

President.—E. G. Egan.  
1st Vice-President—Mayor Chant.  
Secretary—F. A. Lemon.

The Windsor meeting was well attended. The officers for that city are as follows:

President—G. H. Nairne.  
1st Vice-President—A. E. Edgar.  
2nd Vice-President—Frank Hutton.  
Treasurer—R. Patton.  
Secretary—B. G. Davis.

In London the merchants were enthusiastic and turned out in good numbers. The officers of the London branch are:

President—T. F. Kingsmill.  
1st Vice-President—E. A. Shoebottom.  
2nd Vice-President—T. A. Rowat.  
Treasurer—John Callard.  
Secretary—E. Sutton.

*There is no better trade-winner than  
a good article - Sell your customers  
Blue Ribbon Ceylon Tea  
address orders to 12 Front St. East - Toronto  
and they will receive prompt attention*

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**BUSINESS CHANGES.**

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

**D**ANIEL JOHNSON, merchant, Combermere, Ont., has assigned to Robert C. McNab.

Ed. Clarke, grocer, Quebec, has assigned.

Jos. Aulseme Lasalle, fruiterer, Montreal, has assigned.

S. Sevigny, general merchant, St. Flavien, Que., has assigned.

Robert Reid, grocer, Beaver Mills, Ont., has assigned to C. J. Hollands.

Wm. Bennett, general merchant, Calumet, Que., is offering 50c. on the dollar.

Henry A. Modden, general merchant, Sault Ste. Marie, Ont., is offering to compromise.

The creditors of Gilbert Labonte, departmental store, Montreal, have held a meeting.

Walter P. Minsella, grocer, Cornwall, Ont., has assigned to J. A. C. Cameron, Cornwall.

The creditors of Alf. Goulet, general merchant, The Brooke, Ont., had a meeting on March 17.

The creditors of Daniel Johnson, general and lumber merchant, Combermere, Ont., meet to-day.

The demand of assignment made on L. J. Amedee Derome, trader, Montreal, will be contested.

Hermenegilde Charbonneau, trader, Montreal, has assigned and Eugene H. Godin is provisional guardian.

Howard R. Kidd, grocer and provision merchant, Peterboro', Ont., has assigned to R. R. Hall, Peterboro'.

Robert Reid, general merchant, Rainy River, Ont., has assigned to Charles J. Hollands, Fort Frances, Ont.

J. A. Brunet, general merchant, Moose Creek, Ont., has assigned to Daniel Davis; his creditors met on March 20.

Barend J. Stranders, wholesale and retail cigar merchant, Montreal, is an absentee, and a meeting of his creditors will be held to-day.

J. P. Archibald, flour and feed merchant, and grocer, Ingersoll, Ont., has assigned to Richard T. Agar; his creditors meet on March 21st.

James Glanville, general merchant, Bruce Mines, Ont., has assigned to J. H. Glanville, Thessalon, Ont. His creditors meet on March 24.

Wingrave & Co., general merchants, Little Rapids, Ont., have assigned to J. H. Glanville, Thessalon, Ont., and their creditors meet on March 24.

**PARTNERSHIPS FORMED AND DISSOLVED.**

Marshall & Todd, grocers, Kamloops, B.C., have dissolved.

**EVERYBODY** who is progressive

**KNOWS** that

# Clark's Canned Meats

Rank as Leaders.

They Reach The Homes!

## 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

**O**RANGES and LEMONS,  
BANANAS, CRANBERRIES,  
CALIFORNIAN CELERY  
and CAULIFLOWER.

**F**INNAN HADDIES,  
YARMOUTH BLOATERS,  
FRESH SEA HERRINGS,  
SMELTS, OYSTERS.

**HUGH WALKER & SON**

Wholesale Fruit and Commission Merchants

GUELPH, ONT.

## In the Soup



CAPSTAN BRAND ENGLISH WORCESTER SAUCE will impart a delicious flavor. It is also a splendid relish for fish, roast meats, chops, steaks, curries, salads, oysters, etc.

When wanting anything in sauces be sure to write us or see our travellers.

THE CAPSTAN MFG. CO., TORONTO

## GRIMBLE'S <sup>English Malt</sup> VINEGAR

Six GOLD Medals

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

# "Sarnia" OIL

LAMP

Equal to best American Oil.

GROGERS ALL SELL IT.

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

SAMUEL ROGERS, President.



J. S. Legault & Cie, flour merchants, Montreal, have dissolved.

J. Leveille & Co., tea and coffee merchants, Montreal, have dissolved.

F. W. Mitchell & Co., commission merchants, Victoria, B.C., have dissolved.

McFarland & Brockman, crockery and glassware merchants, Nelson, B.C., have dissolved.

Williams & Gorham, general merchants, Long Reach, N.B., have registered a co-partnership.

Osborne & Huffman, general merchants, Kinburn, Ont., have dissolved. D. E. Osborne continues.

The Delhi Fruit and Vegetable Canning Co., Delhi and Niagara, Ont., have dissolved. W. A. Ferguson continues.

J. McNeil & Co., general merchants, Arcola, N.W.T., have dissolved. J. McEwen retires and Jacob McNeil continues.

#### SALES MADE AND PENDING.

The assets of J. A. Lasalle, fruiterer, Montreal, are to be sold.

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

Freeman & Dowdle, general merchants, Cannington, Ont., have sold out.

M. Kennedy, general merchant, Embro, Ont., is selling out by auction.

The stock of Black & Ross, general merchants, Thetford Mines, Que., has been sold.

The stock of the estate of The Rublee Fruit Co., Limited, Winnipeg, has been sold.

The assets of Mrs. Geo. E. Champagne, general merchant, Pierreville, Que., have been sold.

The assets of F. J. K. Alexander, general merchant, Little River East, Que., have been sold.

The assets of A. J. Dionne, general merchant, St. Guillaume D' Upton, Que., have been sold.

The assets of F. X. Roy, general merchant, St. Phillip De Nery, Que., were to be sold on March 20.

G. F. Arnold, general merchant, Hensall, Ont., had his stock advertised to be sold by auction on March 19.

The stock of Sussex & Co., general merchants, Bothwell, Ont., were advertised to be sold by auction on March 19.

The assets of M. P. Plouffe, general merchant, Shawville and Ladysmith, Que., were to be sold by auction on March 18.

#### CHANGES.

Andrew & Son, grocers, London, have sold out to Richard Baker.

Frederick E. Lea, grocer and baker, London, Ont., has sold out to — Bailey.

J. W. Nobles & Son, general merchants,

Grafton, Ont., have sold out to R. Lawless & Son.

Archibald Thompson, grocer, Ottawa, is giving up business on May 1.

S. Wray, grocer, London, has sold out to J. B. Wray.

Dufresne & Chaput, grocers, Montreal, have registered.

Bernard & Bernard, millers, Shefford, Que., have registered.

Dubuc & Cie, grocers, etc., Strathcona, Que., have registered.

James Doran, grocer, Grimsby, Ont., is succeeded by E. Johnson.

W. H. May, crockery merchant, London, has sold out to John Field.

M. M. Sundy, general store, Winger, Ont., is succeeded by T. E. Priestman.

D. Trotter & Son, grocers, Amherstburg, Ont., have sold out to Lovegrove & Scratch.

Edward Cunningham, general merchant, Huttonville, Ont., is retiring from business.

Northgrave Bros., grocers, 440 Spadina avenue, Toronto, have sold out to Wm. Allison.

Geo. Soskin, general merchant, Waubashene, Ont., is opening a branch at Tottenham.

D. F. Knight & Co., general merchants, Gleichen, N.W.T., have sold out to Percy Stockton.

The Ranchers' Supply Co., general merchants, Innisfail, N.W.T., has been succeeded by Geo. W. West.

Mrs. A. Beaudet, grocer and liquor merchant, Ottawa, has disposed of her liquor business.

Wm. Allison, grocer and butcher, Toronto, has been succeeded at 146 Spadina avenue by Albert Knott.

Swain & Clark, general merchants, Grand View, N. W. T., are opening a branch at Boggey Creek.

David Logan and Ashton Munroe have registered as grocers at Pictou, Que., under the style of D. Logan & Co.

Louis Lamoureux, grocer and butcher, Montreal, has sold his grocery to F. X. Quevillon.

J. G. Reiner, general merchant, miller, etc., Wellesley, Ont., has sold out his flour mill to The Tavistock Milling Co., Limited, who take possession on April 8.

#### FIRES.

S. Goldstein, general merchant, Makinak, Man., was burned out.

F. E. Algar & Co., general merchants, Ponoka, N.W.T., were burned out.

L. B. Matusch, general merchant, Ponoka, N.W.T., was burned out.

The Hudson's Bay Co.'s general store at Shoal Lake, Man., was burned out.

#### DEATHS.

D. Mehaney, general merchant, Russell, Ont., is dead.

Milton Dayton, general merchant, Edmundston, N.B., is dead.

#### CANADIAN AGENCIES WANTED BY AN ENGLISH HOUSE.

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

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

## SEED CORN

FIELD VARIETIES ONLY.

## ALSO WHITE BEANS

IN CARLOTS AND LESS.

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

BUY

## Star Brand

## COTTON CLOTHES LINES

— AND —

## COTTON TWINE

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

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

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.



# Graham's Jams, Jellies and Marmalade

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

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

**Canada Preserving Company,**  
HAMILTON.



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

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

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


**Delhi Epicure Pork and Beans** IN TOMATO SAUCE

**Delhi Tomato Catsup** IS A HOME PRODUCT

AND GUARANTEED EQUAL TO THE BEST IMPORTED BRAND.

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

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



**IT WILL PAY**

in the long run to closely examine the quality of the canned goods that you offer to your customers. They may not come back and tell you the quality did not suit—They are more apt to try someone else. **KENT BAKED BEANS** show best when the can is opened. They please the consumer. Delivered in 5-case lots, .90c. per doz.—Retail 10c.

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



## MANITOBA MARKETS.

WINNIPEG, March 17, 1902.

**B**USINESS has been in good shape all week, and shows many signs of genuine spring trade. The heavy blizzard of the past two days will probably be winter's parting gift, and steady, fine weather may be looked for from this on.

**SUGAR**—Sugars promise soon to be "out of sight." Granulated has dropped to \$4.75, and bright yellow to \$4.05. Trade is not specially active.

**CANNED GOODS**—An advance of 10 to 15 per cent. has been made on all lines of tinned meats on this market. The advance of tomatoes noted last week is now general, but trade continues good, and, in fact, better than when these goods were at lower prices.

**EVAPORATED AND DRIED FRUITS**—Trade is steady in these lines, and, although no advance has occurred during the week, the tone of the market is firm, and in many lines shows a tendency to advance.

**FISH**—The Lenten trade, so far as jobbers are concerned, is now about over. The warm weather of the early part of the week has had a bad effect on frozen stock, which will be cleared out as speedily as possible.

**CURED MEATS**—There are no large stocks in the city.

**BUTTER**—Supply is still very short, and no indications of immediate improvement. Contrary to expectations, the mild weather of the earlier part of the week brought larger supplies. The demand for fresh-made butter fit for table use is very keen indeed, and merchants are at their wits end to supply it. Butter of second and third grade is plentiful, but there is little or no inquiry for this article. Prices for strictly fresh-made are high and firm, 20 to 21c. being paid by jobbers for the best grades.

**CHEESE**—The advance in the east has strengthened prices here, but the market is very bare of cheese, and the date of arrival for a new supply has not yet been announced. Price here is 12½c.

**EGGS**—The glut continues and it remains to be seen whether the present cold and stormy weather will affect the supply. Considerably over 1,000 cases have been received in the city during the week and in consequence the price has slumped. Present quotations are 12½ to 13c. Winnipeg. Fresh case eggs are retailing for 15c. And guaranteed new laid for 20c.

**GREEN FRUITS**—Market is reviving to a considerable extent especially in the matter of country trade. The first car of bananas is expected early next week. These will sell at about \$3. Ben Davis is the only variety of apple now on this market. The price is \$6 to \$6.50 for this stock. Lemons have

dropped to \$4.50 per case, but owing to the last advance in California this is not expected to last. Oranges are without change and very firm. Demand is fair.

**VEGETABLES**—Market is dull and without change of any kind.

**FLOUR**—The weakening of the wheat market seems to have affected flour, as there has been a 5c. drop this week. This is the first break in flour prices for many weeks. Trade is slow and export trade limited, owing to low prices. Quotations are as follows: Ogilvie's Hungarian Patent, \$1.95; Glenora Patent, \$1.80; Alberta, \$1.60; Manitoba, \$1.40; Imperial XXXX, \$1.20; Nestor, \$1.10; Lake of the Woods Milling Company Five Roses, \$1.95; Red Patent, \$1.80; Medora, \$1.65; XXXX, \$1.25; Hudson Bay Hungarian Patent, \$1.95; Strong Bakers', \$1.80; Leader, \$1.50; XXXX, \$1.25; Gladstone Sweet Home Hungarian, \$1.95; Home Rule, \$1.80; Headingly Hungarian Patent, \$1.95; Favorite Family Patent, \$1.70; Strong Bakers', \$1.60; Pansy, \$1.25.

**POULTRY**—The mild weather of the early part of the week brought an increase of supply in freshly dressed poultry. Prices of chickens are 11 to 12½c.; ducks and geese, 10c.; turkeys, 12½ to 14c. Demand for frozen stock is very light.

**MILL FEED**—The demand, though not large, is steady, and prices are unchanged for the week. Bran, \$14.50; shorts, \$16.50.

**SPELTZ**—Demand for this grain for seed is on the increase. An agreement appears to have been arrived at among holders to drop the price 25. per bush. in order to bring it within the reach of a larger number, and the quotation for this week is 75c. per bush. of 50 lb. One estate is offering some 2,000 bush. this week, and has already had many inquiries.

**CEREALS**—The market for rolled oats seems to be weaker, although there is no general drop in price. Some houses are quoting a decline of 5c., while others maintain last week's figures, viz.: 80's, \$2.35; 40's, \$1.15; 20's, 55c.; split peas, \$2.85; pot barley, \$2.45; pearl barley, \$3.65; white beans, \$1.80.

## NOTES.

Mr. W. F. Blaine, Canadian manager for The Globe Oil Co., of Toronto, has been in the city for some time past making arrangements for the opening of a Western branch of the company's business. Temporary offices have been secured at No. 5 Nanton Block, and Mr. George W. Campbell has been appointed manager for Winnipeg. Mr. Blaine is leaving for the Coast, and will establish branches at a number of points en route, and will also open offices in the Coast cities. A complete stock of all the goods manufactured by this company will be carried in connection with the Winnipeg office.

Include with first order from wholesale grocer a trial lot of

**H—AND—H**  
TRADE MARK

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



## C. P. FABIEN

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

3169 Notre Dame St., MONTREAL.

## MESSINA LEMONS

This season of colds and grippe makes big demand. We handle the finest stock procurable.

Oranges, Bananas, Grapes, Dates, Figs, Nuts.

## FISH FOR LENT.

Trout, in ½ bbls.; Oysters, Haddie, Herrings, etc.

Write for our Weekly Price List.

WHITE &amp; CO., TORONTO.

Toronto Fruit Merchants.

## ORANGES!

FANCY CAMELLIA NAVELS,  
VALENCIA ORANGES,  
MEXICAN ORANGES.

These lines are fancy and at lowest market price.

**HUSBAND** Bros. &  
Co.

82 Colborne St., TORONTO

McWilliam &  
Everist

Commission Merchants.

Fruit Importers and Exporters.

Canadian Apples a Specialty.

CORRESPONDENCE SOLICITED

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

25 and 27 Church St., TORONTO, Can.

Long Distance Phone Main 645.  
Warehouse Phone Main 3294.

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T. H

Cream

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# Are You One ?

Are you one of the merchants who has written me that **Red Rose Tea** does not suit your customers, or are you one of those who has sent a repeat order about every six weeks for nearly a year past ?

**TO THE FORMER**, of whom there are not very many, I can only say I fully appreciate the difficulty of pleasing everybody, but I believe **Red Rose Tea**, if given a fair trial, will suit a very large majority of any merchant's customers. If you haven't confidence in it now, wait until you know more about it. We will do business together some day.

**TO THE LATTER**, those who have ordered many times and have written such warm words of praise, let me assure you that the quality of **Red Rose Tea** will be fully maintained.

It will be true to its past record. If you are not a customer, I hope you soon will be.

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

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

## Wanted

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

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

## CEYLON TEA DIRECT.

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

**Quality Good.**

**Weight Full.**

**480 Sheets to Ream.**

That's what can be said of wrapping papers that you buy from these mills. We measure up to expectations in every particular.

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

## An Important Announcement.

For the balance of this month, we are offering a large quantity of Ceylon and Indian Teas in 80 and 90-lb. Chests from 12½ to 14c. per lb., usual prices from 17 to 18c. It will pay you to take advantage of this opportunity. These teas are good style and cup quality. If you want something special in Early May picked Japan Teas, drop us a card for samples at 16½ to 18c. per lb. We want to get in touch with Grocers and Tea Dealers who are looking for the best values obtainable. **WE HAVE THEM** in all lines of Ceylons, Indians, Japans, Moyune Hysons and Ceylon Greens. Samples submitted upon application. Our sales for "Ferndale" package teas are increasing daily.

**The R. & J. H. Simpson Co.**

Wholesale Grocers and Tea Importers, GUELPH, ONT.



**EPICUREAN  
CUSTOMERS**

If you have any customers with Epicurean tastes—if they are good cooks, advise them to use

**Dwight's Cow Brand Baking Soda**

The purest, the strongest, the best of all  
Baking Soda.

FOR SALE BY ALL WHOLESALE GROCERS.















# Enterprise

RENOVATOR.

The perfect carpet and clothes cleaner.

Grocers: Send for our special offer.

ENTERPRISE SPECIALTY CO.,  
83 Bay Street, TORONTO.

## FLOUR

MAGOR'S DELICIOUS PATENT FLOUR.

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

JOHN MAGOR & CO., MONTREAL



CRANSTON'S TRADE DUE BILLS.

Will They Benefit Me

1. Yes by saving you the loss caused by forged bills when purchases are made. This is a sum much larger than most dealers have any idea of.

2. By saving you much valuable time by making small change when goods are purchased. You simply take Due Bills for amount of purchase, and as Due Bills are for one cent up the change is instantly made; no more time is consumed than in making change for a cash customer.

3. By saving you all account keeping and bill making and passbook account with customers.

4. By avoiding for you all annoyance of disputed accounts, and practically reducing your credit business to a CASH BASIS, and transfers the risk of credit from storekeeper to customer.

Send for Price List and Samples.

J. K. CRANSTON, Galt.



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

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

**DEAN & McLEOD,**  
Canadian Agents, HAMILTON, ONT.

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

## SILVER DUST SOAP POWDER

MADE IN CANADA BY . . .

**SILVER DUST MFG. CO., - HAMILTON.**

Perhaps there is a fortune for you if you can discover anything better than

# James' "Dome"

Lead for polishing stoves. No dust.

**"Superior Breakfast Cream"** —

Makes the most delicious breakfast porridge, dinner puddings and desserts.

(CEREAL)

**"Superior Gluten Flour"** —

Makes life worth living to those troubled with impaired digestion, dyspepsia, or diabetes.

HAVE YOU GOT THESE TWO NATURAL FOOD PRODUCTS IN STOCK?

**North-Western Cereal Co., London, Canada**

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

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

**JOSEPH CARMAN,**  
Winnipeg, Man.

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



## THE PROVISION TRADE.

The Markets—A Menace to Canadian Meat—Miscellaneous Notes.

### A MENACE TO CANADIAN MEAT.

**A** REPORT has been received by the Canadian Department of Agriculture from a firm engaged in the shipping of meat from the Dominion to Glasgow that a by-law is about to be passed by that city making it compulsory for the meat of all animals imported from Canada for food purposes to undergo a microscopical examination.

This is a law similar to that enforced by the United States against British and foreign meats. Should it be passed it is feared it would injure the Canadian trade, and so steps are being taken to prevent such action. The Hon. Mr. Fisher has communicated with the Glasgow authorities to ascertain the exact situation and, if it is possible, will try and prevent the passing of this law.

### A BUTCHER ASSIGNS.

Joshua Clayton, butcher, 86 and 426 Queen street west, Toronto, made an assignment to E. R. C. Clarkson on March 12. At a meeting of his creditors on Tuesday, March 18, a statement was submitted by the assignee showing liabilities of about \$1,500 and assets of about \$1,000, consisting of \$500 cash and the balance of book debts. The stock had been previously sold and its value is represented by the cash on hand. The assignee was instructed to wind up the estate.

### THE PROVISION MARKETS.

#### TORONTO.

The receipts of dressed hogs are small, but the demand is weak, causing a drop of 25c. per 100 lb. We are quoting Western hogs this week at \$7 to \$7.25 and Northern at \$7.50 per 100 lb. On the local market dressed hogs are dull and 25c. lower. Beef is scarce and has advanced 50c. per 100 lb. all round. On account of the high prices for live lambs on the Buffalo market, where they are quoted at 5½c., the prices here for lambs have advanced 1 to 1½c. per lb. We quote as follows: Dressed hogs, \$7.25 to \$7.50; beef carcasses, \$6.50 to \$7.50 per 100 lb.; hind quarters, \$7 to \$8 per 100 lb.; front quarters, \$5 to \$6 per 100 lb. Veal, 7 to 8½c. per lb.; lambs, 9½ to 10½c. Live hogs: Selects, \$6.00, lights, \$5.75 per 100 lb., and thick fats, \$5.50 to \$5.75; choice export cattle bring \$4.75 to \$5.50 per 100 lb.; lights sell at \$4 to \$4.50.

In the provision market what promises to be a good season is just opening up for all hog products. The prices are steady and unchanged. Lard is in good demand, and a number of houses have booked orders for future delivery next month, indicating that there is no accumulation of stock. We quote: Long clear bacon, 10 to 10½c.; smoked breakfast bacon, 14 to 15c.; rolls, 10½ to 11c.; medium hams, 13½c.; large hams, 12½ to 13c.; shoulder hams, 10½ to 11c., and backs, 13½ to 14c.; Canadian heavy mess pork, \$20.50 to \$21; short cut, \$22; lard, in tierces, 11 to 11¼c. per lb.; tubs, 11¼ to 11½c., and pails, 11½ to 11¾c.

#### MONTREAL.

On most lines of provisions the market is quiet. The demand for smoked meats for the Easter trade has continued to grow, and there is at present a good movement at steady prices. The inquiry for pork is not active. Hog products are somewhat easier. Lard, both pure and compound, is in good demand. We quote as follows: Heavy Canadian short cut mess pork, \$21 to \$21.50; Chicago clear pork, \$22.50 for heavy and \$22.25 for medium; selected heavy short cut mess pork, boneless, \$22.00 to \$22.50; hams, 13c.; bacon, 15c.; lard, pure Canadian, \$2.30 to \$2.35 per pail; refined lard compound (Fairbank's); \$2.05 for 1 to 24 pails; \$2.03 for 25 to 49 pails; \$2.02 for 50 pails and over. Snow White and Globe compound, \$1.75 per pail; Cottolene, 10½c. for 20-lb. pails, and 10¾c. for 60-lb. tubs, for Quebec and Ontario.

#### WINNIPEG.

**BEEF**—The week has brought no change of situation. Supply is short and prices firm. Best city dressed sells at from 7¾ to 8c., country dressed 7 to 7½c.

**VEAL**—Very small number of calves from district surrounding Winnipeg. Quality is still poor. Prices 7½ to 8½c.

**MUTTON**—Little demand for frozen and prices are without change, being 7c. for sheep and 8c. for lambs.

**DRESSED HOGS**—Offerings have been small all week and prices are unchanged at 7½c. off cars here.

**CURED MEATS**—Demand has been fair throughout the week, and prices have remained unchanged. Hams, sugar-cured and smoked, 13¾c.; shoulders, 10¼c.; picnic

hams, 8½c.; breakfast bellies, 14c.; backs, 13½c.; spiced rolls, 11¼c.; dry salt long clear, 11½c.; shoulders, 9½c.; smoked long clear, 13c.; backs, 12c.

**LARD**—The advance noted last week continued, and the market is firm with good demand. Tierces, 12¼c.; 50 lb. pails, \$6.25; 20-lb. pails, \$2.60; American ditto, \$2.65; 10-lb. tins in cases, \$7.80; 5-lb. tins in cases, \$7.90; 3-lb. tins in cases, \$7.95.

**BUTCHERS' CATTLE**—Receipts have fallen even below those of last week, and the market is poorly supplied. Prices are correspondingly firm, 4¾c. off cars has been paid for the very best grades and 4 to 4½c. for others. The present storm will, without doubt, further restrict shipments for some days at least.

**STOCKERS**—Yearlings are worth \$14 to \$16, and two-year-olds, \$18 to \$20. These are prices to farmers.

**HOGS**—Shipments have been slightly larger this week, but still far below requirements. Prices are firm at 6c. for best hogs and 1 to 1½c. lower for unders and covers.

### PROVISION NOTES.

W. J. Webb, butcher, Carberry, Man., is out of business.

Joshua Clayton, butcher, Toronto, has assigned to E. R. C. Clarkson.

Bird & Scarse, butchers, Swan River, Man., are succeeded by Scarse & Work.

Cosman & Wetmore, meat merchants, etc., St. John, N.B., have dissolved partnership. George S. Cosman continues.

H. Charbonneau & Cie, provision merchants, Montreal, have assigned. Eugene H. Godwin is provisional guardian.

### FOOD PRODUCTS FOR EXHIBITIONS.

Secretary Russell, of the Canadian Manufacturers' Association, last Saturday, March 15, shipped some exhibits for the exhibitions at Wolverhampton and Cork, which open about May 1. The consignment for the London Exhibition was shipped some time ago.

The shipment comprises 15 sacks of fine flour, 20 sacks of oatmeal and cereal foods, 5 or 6 sacks of pot and pearl barley, about 30 cases of fancy cheese, 100 cases of canned meats and 200 cases of canned fruits and vegetables. It is also his intention to secure and ship some cases of honey in a few days.

Established 1873.

FOR YOUR...

## EASTER TRADE

our "Maple Leaf" Brand

### SMOKED MEATS

will give perfect satisfaction. Order early.

## D. GUNN, BROTHERS & CO.

PORK PACKERS

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

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

Satisfy your customers with



AND



A POST CARD WILL BRING YOU PRICE LIST.

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

# CREAM



# CHEESE

Delicious Flavor!  
Fast Seller!

Attractive Package!  
Retail at 10 cents!

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



There are  
no finer

# HAMS

made than the

**"STAR" Brand**

Put up by

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

## 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.



## TESTING THE AGE OF EGGS.

ACCORDING to The Backer und Konditor Zeitung—a German bakers' and confectioners' organ—the age of an egg is now discovered by immersing it in a solution of salt containing, as far as I can gather, about eight ounces to the pint. When the salt has thoroughly dissolved, the egg to be tested is dropped gently into the glass containing the solution. If the egg is only one day old it sinks immediately to the bottom; if three days old it sinks just below the surface only, and from five days and upwards it floats. Another process has just been awarded a medal in Saxony by the National Society of Poultry breeders, and is described in a German contemporary. It is well known that the air cavity at the blunt end of the egg enlarges as the age of the egg increases. Consequently, if the egg be placed in a solution similar to the one described above, it will have an increasing tendency to float with the long axis vertical. A scale of angles is placed at the back of the vessel, and from the inclination of the egg to the horizontal, the age can be gauged almost to a day. A new laid egg lies horizontally at the bottom of the vessel. When three to five days old the egg raises itself from the horizontal, so that its long axis makes an angle of about 20 deg. with the horizontal. At eight days this angle increases to about 45 deg.; at 14 days it is 60 degs.; at about three weeks it is about 75 deg., whilst after four weeks it stands upright on the pointed end. If the egg is bad or over five weeks old, it floats.

## COLD STORAGE ON STEAMERS.

In the House of Commons on Monday, Mr. Smith, of Wentworth, was informed by Mr. Fisher that four steamers have been fitted up with cooling apparatus in the compartments used for carrying perishable products in conformity with the agreement with the Government of Canada. Other steamers are being fitted up in the same way for the trade of 1902. Since last year seven steamers have been fitted up with fans to produce a circulation of fresh air in the compartments in which perishable products are carried.

## IMPORTS OF VEGETABLES.

The following return, brought down by Hon. Wm. Paterson in the House of Commons on Friday, shows the quantity of vegetables imported into the ports of Montreal and Toronto, and the Customs duty paid upon them for the years 1900 and 1901:

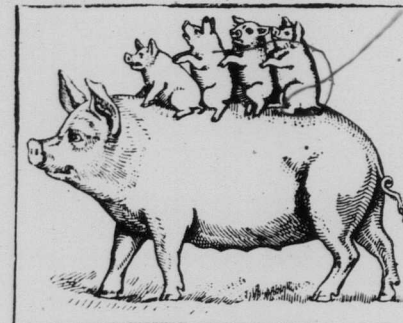
	1900.		1901.	
	Quan'ty.	Duty.	Quan'ty.	Duty.
Melons, number..	54,838	\$ 522	42,296	\$ 482
Potatoes, bush....	18,078	2,710	6,981	1,047
Sweet potatoes, bu	4,506	450	5,070	507
Fresh tomatoes, bu	2,937	1,145	6,066	2,283
Tomatoes and vegetables canned, lb	71,104	1,066	78,852	1,183
Other vegetables, fresh or salted...		3,139		3,896
Total .....		\$9,022		\$9,398

## 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.

LARD Guaranteed  
PURE.BACON and  
HAMS

of the Best Quality.

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

All first-class Grocers and Provision dealers should handle the

"L. & S." and  
"Imperial"

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

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

Fowler's Canadian Company, Limited,

Pork Packers and Exporters, HAMILTON, CANADA.

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

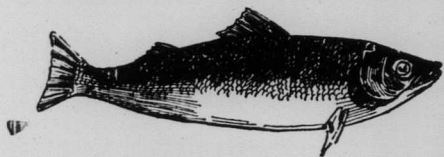
- ALSO -

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

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



**FOR LENT**



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

SEASON 1902.

**Butter  
Tubs**

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

**WALTER WOODS & CO.**  
HAMILTON.

Established 1862.

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

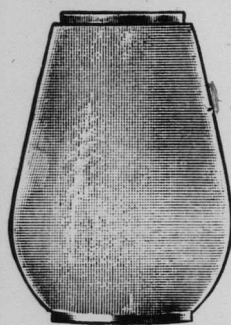
Offices—11 Victoria St. . . . ENG.  
Warehouses—48-52 Thomas St.

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

REFERENCE—Canadian Bank of Commerce.

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

ARE YOU USING OUR



Cold Blast  
or Jubilee  
Globes

Aetna or  
Quaker Flint  
Chimneys?

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

ESTABLISHED 1869

**Geo. Stanway & Co.**  
Brokers and  
General Commission Merchants

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

Correspondence Solicited.

**Wheatine**

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

SELLING AGENTS.

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

**COX'S GELATINE** Always  
Trustworthy  
ESTABLISHED 1725.

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

**Eggs and Butter**

IN GOOD DEMAND:

Egg Cases Supplied.  
Correspondence and Consignments solicited.

Write us for prices on

**Lard, Cheese,  
Jam, and Cooked  
Prepared Ham**

**The J. A. McLean Produce Co., Limited**  
75-77 Colborne Street  
Telephone Main 2491. **Toronto.**

TELEPHONE: MAIN 2927

CABLE ADDRESS: "TIMA"

The  
**International Mercantile**

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

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

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

Correspondence Solicited

The  
**International Mercantile Agency**  
of Toronto



### COLLAPSE OF THE U. S. TOMATO COMBINE.

THE N. Y. Journal of Commerce, in a recent issue said:

"It was learned to-day from an apparently reliable source that the proposed tomato packing combine, which it was confidently expected would include the majority of the tomato packers of Maryland, Delaware, and New Jersey has practically fallen through. The proposed consolidation was incorporated under the name of the American Packing Company, with a capitalization of \$20,000,000. It is stated that the principal obstacle to the success of the scheme has been the failure to get financial interests of sufficient weight to finance the deal. The committee having this matter in charge, it is stated, failed to obtain the support of Philadelphia and were in New York a day or so ago trying to interest New York capital, but received little or no encouragement. It could not be learned to-day who were the financial interests approached here. It is a matter of surprise to brokerage interests here that the scheme has fallen through, since the options do not expire until April 1 next. In some quarters there is an impression that negotiations may be continued until the options expire, but, in others, there is a feeling that the Philadelphia reports, though unofficial in character, are true enough, and that other influences aside from the lack of financial support have brought about the failure. It is known that many packers identified with the move have been currently reported to be sellers of futures, being led to do so by a lack of confidence in the movement. Sales of futures from packers having given options to the combines are said to have been made with the understanding that business done would be turned over to the combine on the completion of negotiations.

"In this connection private advices from a thoroughly reliable source in Philadelphia state: 'In keeping with our prediction of February 18, published in your valued columns, we were yesterday informed by a representative of the firm, who claimed that they had been appointed selling agents of the packers' trust, that the matter had failed to materialize, or, in other words, that it had fallen through. This information we consider thoroughly reliable, as the firm from whom it emanates were among the prime movers, and struggled hard to make the combine a success. From present indications there will not be sufficient spot tomatoes to last later than June 1, the largest holders of same in this vicinity having stated yesterday that their stock was nearly exhausted. We confidently expect to see standard Delaware and Maryland goods sell

at \$1.50 per doz. long before new goods are ready for delivery. The market on future standard Delaware and Maryland 3s. is firm at 82½ to 85c., regular f.o.b. shipping points, with a large majority of packers refusing to entertain any business under last-named price. In future gallons nothing obtainable in Maryland and Delaware packed goods under \$2.20 regular county, and standard Jerseys at 5c. per doz. more.

"We think the dissolution of the so-called Packers' Trust will have a tendency to advance prices, for the reason that it was anticipated that the combine, if successful, would name a lower price on futures than any yet made, and now that it is a thing of the past we believe that it will have a tendency to make packers and growers more independent than ever, having nothing to dread in the way of a lower range of prices at the hands of the Trust."

"Brokers here confidently expect a revival of interest in futures, as many buyers have held off, expecting a lower basis from the combine."

### THE BEET-SUGAR BOUNTIES.

Referring to the effect of the removal of the European beet-sugar bounties Willett & Gray in their circular say:

"The concensus of opinion is that as the bounties are not to be abolished until September, 1903, after two crops are marketed, that there will be little, if any, diminution in the enormous production of beet sugars and that low prices will continue for a long time to come. Germany will keep her 400 sugar factories going and will get just enough advantage out of the reduced import

duty of 53c. per 100 lb. and the low cost of her labor, and, by reason of her favorable location, to enable her to continue holding the English market, where she has established a large trade for her sugars. Cuba and the British West Indies cannot successfully compete with Germany for the English trade and must look to the United States for a market."

### RULING ALARMS APPLE DEALERS.

Mr. Eben James, fruit merchant, has entered an appeal against the fine imposed recently by Magistrate Denison for infringing the Fruit Marks Act passed last year. He points out that 10 bbls. of the apples in question were held in storage, and were not being offered for sale. The other 8 bbls., he claims, had been overfaced, but were rebranded at the other end, and the original brand scraped off, making the branded end, or what applemen understand as a faced end, considerably inferior to the opposite end. Magistrate Denison held that either end of the barrel was the face, but this, Mr. James says, is never admitted by apple dealers.

With regard to the 10 bbls. held in storage, Mr. James holds that until they were offered for sale they were not liable to fine. If the magistrate's ruling is upheld, any large grower packing his fruit for storage in the orchard and intending to subsequently repack for export might be held liable to a fine of \$1 per bbl. on the entire pack. In many seasons 100,000 bbls. are stored in Canada, and, in the haste to get them under cover, are packed in a hurry, and, should Col. Denison's decision hold, the business would be a dangerous one.—Mail and Empire.

**POPULARITY**

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

**"BOBS"**

**CHEWING TOBACCO**

In 5 and 10c. Plugs.

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

BOBS is well advertised.

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

BOBS is A BIG PLUG FOR LITTLE MONEY

Made by

**THE EMPIRE TOBACCO CO.,**  
LIMITED

**MONTREAL, QUE.**



# CEYLON TEAS

## BLACK AND GREEN

**The Blacks** are now used  
everywhere in Canada.

**The Greens** are displacing  
Japans

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



**GROCERS**

should think of this before  
ordering stocks for coming  
season.



WHY ARE  
**Southwell's**  
Jams



superior to all other  
Imported Lines?

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

Many imported Jams taste all alike.

**Southwell's Don't.**

WRITE FOR PRICE LIST, ETC.

**FRANK MAGOR & CO.**

16 St. John St., MONTREAL.

DOMINION AGENTS

The best grocers keep the best Imported Biscuits.

Try an assorted case of

**CARR'S**



They will  
bring you  
additional  
trade, and  
mark you  
as

One of the  
live  
grocers  
of Canada.

**FRANK MAGOR & CO.,**

Agents for the Dominion.

16 St. John St., MONTREAL

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

**Current Market Quotations for Proprietary Articles**

March 20, 1902.  
Quotations for proprietary articles, brands,  
etc., are supplied by the manufacturers or  
agents, who alone are responsible for their  
accuracy. The editors do not supervise them.  
If a change is made, either an advance or  
decline, it is referred to in the market  
reports, as a matter of news whether manu-  
facturers request it or not.

**BAKING POWDER.**

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

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

<b>MAGIC BAKING POWDER.</b>		
Cases Contain.	Sizes of Cans.	Per Doz.
4 doz.	4-oz.	\$0 85
4 "	6-oz.	0 80
4 "	8-oz.	1 00
4 "	12-oz.	1 50
4 "	16-oz.	1 80
1 "	2 1/2-lb.	4 50
1 "	5-lb.	7 75

<b>BERKEY CREAM BAKING POWDER.</b>		
1/2 size, 5 doz. in case.....		40
1/4 size, 4 doz. in case.....		75
1/2 " 3 .....		1 25
1 " 2 .....		2 25

<b>BLACKING.</b>		
<b>SHOE POLISH.</b>		
Henri Jonas & Co.	Per gross	
Jonas	\$9 00	
Froment	7 50	
Military dressing	24 00	

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

<b>BLACK LEAD.</b>		
Reckitt's per box .....	1 15	
Box contains either 1 gro., 1 oz.		
size: 1/2 gro., 2 oz. or 1/4 gro. 4 oz.		

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

<b>CARR &amp; CO. LIMITED.</b>		
Frank Magor & Co., Agents		
Cafe Noir.....	0 15	
Ensign .....	0 12 1/2	
Metropolitan mixed .....	0 09	
Special price list of Fancy Tins for Xmas		
trade and other lines on application.		

<b>CANNED GOODS.</b>		
<b>MUSHROOMS.</b>		
HENRI JONAS & CO.		
Mushrooms, Rionel .....	\$15 50	
" 1st choice Duthell.....	18 50	
" 1st choice Lenoir .....	19 50	
extra Lenoir .....	22 00	
Per case, 100 tins.....		

<b>FRENCH PEAS—DELOREY'S</b>		
HENRI JONAS & CO.		
Moyen's No 2 .....	\$9 00	
" No. 1.....	10 50	
1/2 Fins.....	12 50	
Fins.....	14 00	
Tres fins.....	15 00	
Extra fins .....	16 50	
Sur extra fins .....	18 00	

<b>FRENCH SARDINES.</b>		
HENRI JONAS & CO.		
1/2 Trefavennes .....	\$9 50	
1/2 Rolland.....	9 50	
1/2 Delory .....	10 50	
1/2 Club Alpins.....	12 50	

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

JOHN P. MOTT & CO.'S.		
R. S. McIndoe, Agent, Toronto.		
Mott's Broma .....	per lb 0 30	
Mott's Prepared Cocoa.....	0 28	
Mott's Homeopathic Cocoa (1/4's).....	0 22	
Mott's Breakfast Cocoa (in ns).....	0 40	
Mott's No. 1 Chocolate.....	0 30	
Mott's Breakfast Chocolate.....	0 28	
Mott's Caracass Chocolate.....	0 40	
Mott's Diamond Chocolate.....	0 28	
Mott's French-Can. Chocolate.....	0 18	
Mott's Navy or Cooking Chocolate.....	0 28	
Mott's Cocoa Nibs .....	0 35	
Mott's Cocoa Shells.....	0 05	
Vanilla Sticks, per gross.....	0 90	
Mott's Confectionery Chocolate 0 31	0 43	
Mott's Sweet Chocolate Liqueurs 0 19	0 30	

**CHOCOLAT-MENIER**

DRINK  
CHOCOLAT-MENIER

Chocolate-Menier 1/4 and 1/2 lbs. 30c. per lb.  
Crocquettes and Pastilles 20c. or per case  
of US \$20.  
Menier Breakfast Cocoa 1/4 lb. tins 15c.  
1/2-lb. " 50c.

<b>Chocolate—</b>		
Caracass, 1/4's, 6-lb. boxes.....	per lb.	0 42
Vanilla, 1/4's .....		0 42
"Gold Medal" Sweet, 1/4's, 6 lb. boxes		0 29
Pure, unsweetened, 1/4's, 6 lb. boxes		0 42
Fry's "Diamond," 1/4's, 14 lb. boxes		0 24
Fry's "Monogram," 1/4's 14 lb. boxes		0 24
<b>Cocoa—</b>		
Concentrated, 1/4's 1 doz. in box.....	per doz.	2 40
" 1/4's .....		4 50
" 1 lb. .....		8 25
Homoeopathic, 1/4's 14 lb. boxes.....		
" 1/4 lbs. 12 lb. boxes .....		

<b>THE COWAN CO. LIMITED.</b>		
<b>Cocoa—</b>		
Hygienic, 1-lb. tins, per doz.....	\$7 25	
" 1/2-lb. tins .....	3 75	
" 1/4-lb. tins .....	2 25	
" fancy tins .....	0 90	
Hygienic, 5-lb. tins, for soda water		
fountains, restaurants, etc. per		
lb. .....	0 50	
Perfection, 1/2-lb. tins, per doz.....	3 00	
Cocoa Essence, sweet, 1/2-lb. tins,		
per doz.....	2 25	
Chocolate—	per lb.	
Queen's Dessert, 1/4's and 1/2's.....	\$0 40	
" 6's.....	0 42	
Mexican Vanilla, 1/4's and 1/2's.....	0 35	
Royal Navy Rock .....	0 30	
Diamond .....	0 25	
" 8's.....	0 28	

<b>WALTER BAKER &amp; CO., LIMITED.</b>		
Premium No. 1 chocolate, 12-lb. boxes.....	per lb.	\$ 35
Vanilla chocolate 6-lb. boxes .....		47
German sweet, 6-lb. boxes.....		27
B'kfast cocoa, 1/2-lb. tins, plain; 6-lb.		
boxes .....		51
Cracked cocoa, 1/2-lb. pkgs., 12-lb. boxes		35
Caracass sweet chocolate, 6-lb. boxes		37
Soluble chocolate (hot or cold soda)		
1-lb. cans .....		45
Vanilla chocolate wafers, 48 to box,		
per box .....		1 00

<b>CHEESE.</b>		
Imperial—Large size jars, per doz. ....	\$ 8	
Medium size jars .....	4 50	
Small size jars .....	2 00	
Individual size jars.....	1 00	
Imperial Holder—Large size .....	18 00	
Medium size .....	15 00	
Small size .....	12 00	
Roquefort—Large size, per doz.....	2 40	
Small size.....	4 00	

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Mercantile  
Damasco  
Gairo  
Sirdar  
Old Dutch

C  
UNITED  
Clothes Pin  
case, per  
doz. pack  
6 doz. pack

COUPON  
For sale in C  
Limited, M  
File, M  
\$1, \$2,

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

Allis  
2 00 books  
2 00 books  
3 00 books  
5 00 books  
10 00 books  
15 00 books  
20 00 books  
25 00 books  
30 00 books



“THE EDWARDSBURG BRANDS”

Starch

... and Syrup

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

**EDWARDSBURG STARCH CO'Y, Limited**  
**Established 1858.**

164 St. James St.,  
**MONTREAL.**

Works:  
**CARDINAL, ONT.**

53 Front St. East,  
**TORONTO.**

**DUNN'S PURE MUSTARDS**

GIVE UNBOUNDED SATISFACTION.

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

**COFFEE.**

<b>JAMES TURNER &amp; CO.</b>		per lb.
Mexico	0 32	
Damascus	0 28	
Cairo	0 20	
Sidar	0 17	
Old DutobRio	0 12½	

**CLOTHES PINS.**

<b>UNITED FACTORIES, LIMITED.</b>		
6000 Pins (full count), 5 gross in case, per case	0 55	
1 doz. packages (12 to a case)	0 70	
6 doz. packages (12 to a case)	0 90	

**COUPON BOOKS—ALLISON'S.**

For sale in Canada by—The Eby, Blain Co., Limited, Toronto. C. O. Beauchemin & Pils, Montreal.		
\$1, \$2, \$3, \$5, \$10 and \$20 books.		
	Un- Covers and num- Coupons bered. numbered.	
15 lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
500 to 1,000 books	3c.	3½c.

<b>Allison's Coupon Pass Book.</b>		
200 books	3 cents each	
300 books	3 cents each	
400 books	3 cents each	
500 books	4 cents each	
1000 books	5½ cents each	
1500 books	6½ cents each	
2000 books	7½ cents each	
2500 books	8 cents each	
3000 books	12 cents each	

**EXTRACTS.**

<b>HENRI JONAS &amp; Co.</b>		Per gross.
8 oz. London Extracts	\$6 00	
2 oz. " (no corkscrews)	5 50	
2 oz. " "	9 00	
2 oz. Spruce essence	6 00	
2 oz. " "	9 00	
2 oz. Ancho extracts	12 00	
4 oz. " "	21 00	
1 oz. " "	36 00	
1 lb. " "	70 00	
1 oz. Flat	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 d. z.	
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 ½ lb. tins	1 25
" 1 lb. tins	2 25
" Groat, ½ lb. tins	1 25
" 1 lb. tins	2 25
<b>GILLETT'S POWDERED LYE.</b>	
4 doz. in case	\$3 60

**JAMS AND JELLIES.**

<b>SOUTHWELL'S GOODS.</b>		per doz.
Frank Magor & Co., Agents.		
Orange Marmalade	1 50	
Clear Jelly Marmalade	1 80	
Strawberry W. F. Jam	2 00	
Raspberry " "	2 00	
Apricot " "	1 75	
Black Currant " "	1 85	
Other Jams, W. F.	1 55	1 90
Red Currant Jelly	2 75	
<b>Jams—T. UPTON &amp; CO.</b>		
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	
<b>Jellies—</b>		
1-lb. glass jars, per doz.	\$1 00	
7-lb. wood pails, per lb.	0 07	
14-lb. " "	0 07	
30-lb. " "	0 06½	

**LICORICE.**

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

**MINCE MEAT.**

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

**MUSTARD.**

**COLMAN'S OR KEEN'S**

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

**HENRI JONAS & Co. Per gross**

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

**ORANGE MARMALADE.**

**T. UPTON & CO.**

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

**PICKLES.**


**STEPHENS'**

**A. P. Tippet & Co., Agents**


Patent stopper (pints), per doz.	2 30
Corked (pints), " "	1 90



**SODA.—COW BRAND.**

**DWIGHT'S**  
  
**SODA**  
 Case of 1 lbs containing 60 pkgs., per box, \$3.00  
 Case of 1/2 lbs. (containing 120 pkgs.) per box, \$3.00  
 Case of lbs. and 1/2 lbs. (containing 30 packages) per box, \$3.00  
 Case of 5c. pkgs (containing 96 pkgs) per box \$3.00.

**EMPIRE BRAND.**  
 Case 120 1/2-lb. pkts. (60 lb.) per case \$3.00  
 Case 96 1c-oz. pkts. (60 lb.) per case \$3.00

**SOAP**  
  
**MAYPOLE SOAP**  
 WASHES & DYES  
 A. P. TIPPER & CO., AGENTS  
 Maypole Soap, 10c. 10c. 10c.  
 Maypole Soap, 10c. 10c. 10c.  
 Ortol Soap, 10c. 10c. 10c.

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

**GOLD SOAP**  
  
**GOOD AS GOLD**  
 Write for prices.

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

**Culinary Starch—**  
 Benson & Co.'s Prep. Corn..... 0 07  
 Canada Pure Corn..... 0 05 1/2  
**Rice Starch—**  
 Edwardsburg No. 1 white, 1-lb. cart 0 10  
 Edwardsburg No. 1 White or Blue, 4-lb. lumps..... 0 08 1/2  
**BEE STARCH.**  
 Cases, 64 pkgs. 48's..... \$5.00  
 1/4 Cases, 32 pkgs. 24's..... 2.50  
 Packages 10c. each.

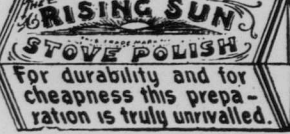
**BRANTFORD STARCH WORKS LIMITED**  
 Ontario and Quebec.  
**Laundry Starches—**  
 Canada Laundry, boxes of 40 lbs. \$0 05 1/2  
 Acme Gloss Starch—  
 1-lb. cartons, boxes of 40 lbs.... 0 05 1/2  
**Finest Quality White Laundry—**  
 3-lb. Canisters, cases of 48 lbs... 0 06 1/2  
 4-lb. 0 06 1/2  
 Barrels, 175 lbs. .... 0 05 1/2  
 Kegs, 100 lbs. .... 0 05 1/2

**Lily White Gloss—**  
 1-lb. fancy cartons, cases 30 lbs. 0 08  
 6-lb. toy trunks, 8 in case 0 08 1/2  
 6-lb. enameled tin canisters, 8 in case ... 0 08  
 Kegs, ex. crystals, 100 lbs 0 07  
**Brantford Gloss—**  
 1-lb. fancy boxes, cases 36 lbs... 0 08 1/2  
**Canadian Electric Starch—**  
 Boxes of 40 fancy pkgs, per case 3 25  
**Celluloid Starch—**  
 Boxes of 45 cartons, per case... 3 75

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

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

**SUN**  
  
**STOVE POLISH**  
 DUSTLESS, LABOR SAVING.  
 BEST IN THE WORLD.

**RIISING SUN**  
  
**STOVE POLISH**  
 For durability and for cheapness this preparation is truly unrivalled.

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

**TEAS.**  
  
**SALADA CEYLON.**  
 Wholesale Retail

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


**KOLONA**  
  
**PURE CEYLON TEA**  
 BLACK  
 Ceylon Tea, in 1 and 1/2 lb. lead packages, black or mixed.

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

**CROWN BRAND**  
 Wholesale Retail  
**Red Label, 1-lb. and 1/2's.**..... 0 35 0 50  
**Blue Label, 1-lb. and 1/2's.**..... 0 38 0 40  
**Green Label, 1-lb.**..... 0 19 0 25  
**Green Label, 1/2's.**..... 0 20 0 25  
**Japan, 1's.**..... 0 19 0 25

**RAM LAL'S PURE INDIAN TEA**  
  
 GUARANTEED ABSOLUTELY PURE  
 AS MANUFACTURED ON THE  
 GARDENS OF INDIA

**Cases each 60 1-lb.**..... 0 35  
 " " 60 1/2-lb. .... } 0 35  
 " " 30 1-lb. .... }  
 " " 12 1/2-lb. .... } 0 36

**LUDELLA CEYLON, 1 AND 1/2'S PKGS**  
  
**Blue Label, 1's**..... 0 18 1/2 0 25  
**Blue Label, 1/2's**..... 0 19 0 25  
**Orange Label, 1's and 1/2's**..... 0 21 0 30  
**Orange Label, 1's and 1/2's**..... 0 28 0 40  
**Brown Label, 1's**..... 0 30 0 40  
**Green Label, 1's and 1/2's**..... 0 35 0 50  
**Red Label, 1/2's**..... 0 40 0 60

**TOBACCO.**  
**THE EMPIRE TOBACCO CO. LIMITED**  
 Smoking—Empire, 3 1/2's, 5s and 10s... 0 39  
 Royal Oak, 2 1/2's, 5s and 10s... 0 52  
 Something Good, 7s..... 0 48  
 Cheving—Bobs, 5s and 10s..... 0 36  
 Currency, 1 1/2 oz. bars, spaced 9s... 0 39  
 Currency, 6s and 10s..... 0 39  
 Old Fox, Narrow 10s..... 0 39  
 Snowshoe, pound bars, spaced 6s... 0 43  
 Pay roll, 6s..... 0 44

**WOODENWARE**  
**UNITED FACTORIES, LIMITED.**  
 Washboards Leader Globe..... 1 40  
 " Improved Globe..... 1 50  
 " Standard Globe..... 1 50  
 " Solid Back Globe..... 1 75  
 " Jubilee (perforated)... 1 85  
 " Crown..... 1 25  
 F.o.b. Toronto.


**YEAST.**  
 Royal yeast, 3 doz. 5c. pkgs. in case.. 1 60  
 Jersey cream yeast cake, 3 doz. 5c... 1 60  
 Victoria " " " 3 doz. 5c... 1 60  
 " " " 3 doz. 10c... 1 80


**We are always glad**  
 to receive orders for the insertion of advertisements. But will those who send us "Condensed" or "Want" advertisements please bear in mind that they can only be inserted when cash or stamps accompany the order. The rate is 2c. per word each insertion, numbers and contractions counting as words.  
 MACLEAN PUB. Co., Limited  
 Montreal. Toronto.

**WESTERN** Incorporated 1851.  
**ASSURANCE COMPANY**

**Fire and Marine**  
 Capital - - - \$2,000,000.00  
 Assets, over - - - 2,900,000.00  
 Annual Income - - - 3,000,000.00

Head Office: TORONTO, ONT.  
 Hon. Geo. A. Cox, President. J. J. Kenny, Vice-President  
 C. C. Foster Secretary.

**Soap**  
 "IMPERIAL" and  
 "SNOW"  
 Twin Cakes.  
 NOW IN STORE.  
 Perkins, Ince & Co., - Toronto.  
  
**MOTT'S DIAMOND CHOCOLATE**  
 IS THE BEST  
 ASK FOR  
**MOTT'S**

**ROCK SALT FOR HORSES and CATTLE**  
  
**TORONTO SALT WORKS, Toronto, Ont.**

**BASKETS**  
 We make them in all shapes and sizes. We have  
**Grain and Root Baskets,**  
**Satchel Lunch Baskets,**  
**Clothes Baskets,**  
**Butcher Baskets,**  
 In fact, all kinds; besides being very neat in appearance, they are strong and durable. Send your orders to  
**Oakville Basket Co.**  
 Oakville, Ont.

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## The Auer Gas Lamp

### Money-Back Style.

THIS style is particularly suited for a reading light—the shades prevent the light from tiring the eyes and the burner can be raised just the same as any other students lamp.

IT can be carried around the house with perfect safety and as the base is heavily weighted there is no danger of its up-setting.

THE light is soft enough for the most sensitive eyes and yet strong enough for the finest print.

OUR CATALOG SHOWS ALL OF OUR DIFFERENT STYLES.—WRITE FOR IT AND OUR DISCOUNTS.

**Your Money Refunded if you are not Satisfied.**

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



A few points about "Empire" Soda of interest to Grocers.

It is being thoroughly advertised to the consumer.

You'll be asked for it.

It is put up in attractive, easily handled packets.

Makes handsome store displays.

Its purity and unvarying strength is unquestioned.

Gives satisfactory results.

It gives you a good profit.

Money in your till.

Lots of other reasons, too.

**WINN & HOLLAND,**

MONTREAL, QUE.

SOLE AGENTS FOR CANADA.

### ADVERTISING in WESTERN CANADA

will be Carefully, Efficiently, and Promptly attended to by

**The Roberts Advertising Agency,**  
WINNIPEG, CANADA

## THE "GLENER"

KINGSTON, JAMAICA, B.W.I.

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

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

Write for scale of charges, etc., to

**THE GLENER CO.,**

Limited

"Gleener" Office, KINGSTON, JA.

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

## 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.

## 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.

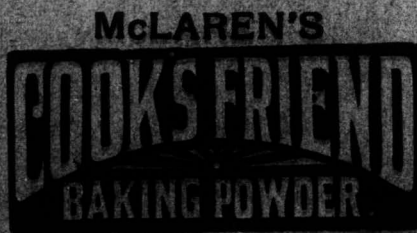
"Clippings from any Canadian paper on any subject."

### CANADIAN PRESS CLIPPING BUREAU,

222 McGill Street, MONTREAL, QUE  
Telephone Main 1256.

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

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



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



# 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  
**YOUR PROFIT..\$21.00**

## Sell Wethey's Condensed Mince Meat

Then you sell  
your customers  
what they want  
and they will come  
back for more.

For sale by all wholesalers.

MANUFACTURED BY

**J. H. Wethey, St. Catharines  
Limited.**

# Crosse & Blackwell, Limited

## Pickles, Sauces, Jams and Preserved Provisions.

**C. E. COLSON & SON,**

**MONTREAL.**

CHAS. F. CLARK, President.

JARED CHITTENDEN, Treasurer.

...ESTABLISHED 1849...

## BRADSTREET'S

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

Offices Throughout the Civilized World.

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

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

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

—OFFICES IN CANADA—

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

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

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

MONTREAL, QUE.  
TORONTO, ONT.

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

**Oakey's**

The original and only Genuine Preparation for Cleaning Cutlery 8d. and 1s. Canisters

## 'WELLINGTON' KNIFE POLISH

**JOHN Oakey & Sons, Limited**

MANUFACTURERS OF

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

Wellington Mills, London, England.

Agent:

**JOHN FORMAN, 644 Craig Street  
MONTREAL**