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FRIDAY

CIRCULATES IN
EVERY PROVINCE

THE CANADIAN GROCER

AND
GENERAL
STOREKEEPER

QUALITY..

When a salesman talks price to you

Ask him about **QUALITY**

When he talks quantity

Ask him about **QUALITY**

When he talks merit to you

Ask him about **QUALITY**

That's the

STRONG POINT

in

Colman's Mustard

Carr & Co.'s BISCUITS.



You want a line of Imported Biscuits to complete your stock.
We will bring you out assorted cases.

FRANK MAGOR & CO.,

Agents for the Dominion.

16 St. John Street, MONTREAL

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

THE CANADIAN

4

THE AUER GASOLINE LAMP

No. 9



No. 3
200 Candle Power

Available for
**STORE,
RESIDENCE
or CHURCH.**

The only Lamp on the Canadian market which
is guaranteed not to clog, flicker or smell.

YOUR MONEY BACK IF NOT ENTIRELY SATISFIED.

For Catalogues and Prices on Lamps, Mantles and Burners,
write

AUER LIGHT CO.,
1662 Metro Bldg. W., MONTREAL.

E. SIMPSON & CO., 360 St. J. St., Agents for the Territories.

FOR PROMOTION

For the
promotion of
the
value of the
company's
products.

MILNER'S PATENTOR COMPANY
and the
value of the
company's
products.

The F. D. MILLER PATENTOR COMPANY
and the
value of the
company's
products.

Meat & Food Chopper



No. 5, - \$2.00
Rapid Grinding &
Peeling Machine



No. 2 1/2, - \$4.50
Fruit, Wine & Jelly Press



"ENTERPRISE" PATENTED

HARDWARE SPECIALTIES

Comprising

Meat and Food Choppers, 25 sizes and styles for home
and power; Rapid Grinding and Peeling Machines
and styles for home and power; Fruit, Wine &
Jelly Presses; Meat Juice Extractors; Churns;
Raisin Seeders, for hand and power; Ice
Vegetable Slicers; Mrs. Fotts' Cold Storage
Sausage Slicers and Lard Freezers.

ARE THE BEST

Write for Descriptions and Prices

The Enterprise Hardware Co.

Dried Fruits

of Highest Quality.

**They
Create
Trade.**

Dried Fruits are growing to be more and more staple articles of trade. Statistics show that more California Prunes are used to day than ever before, and the same remark applies to Dried Apricots, Peaches, Pears and Seeded Raisins. Various brands masquerade under the guise of "best" and play upon the credulity of the dealer and the public by the indiscriminate use of the words, "Just as good as the 'Griffin' Brand."

The "Griffin" Brand of Dried Fruits stands alone in a class by itself. No other Brand can equal it, because no other brand is quite so good. The fruits are grown, cured and packed in one of the largest vineyards on the Pacific Coast. The "Griffin" Brand not only attracts but creates trade. It is the Brand par excellence that stands head and shoulders above all others.

**"Griffin"
Brand.**

**The
Thistle Brand
Fish.**

In addition to the Canned Haddies, Kippered Herring and Digby Chicken put up by the Thistle Canning Co., of Little River, N.S., there are now Herring and Tomato Sauce, Tunny Fish, Butter Fish and Halibut Steak, cured and packed under the "Thistle" Brand.

The high quality of the Thistle Canning Co.'s products is too well known to comment on. The absolute cleanliness of the works and the rich, delicate flavor of the fish has given them a reputation second to none in the country. *The Thistle Brand holds trade—permanent trade!*

Arthur P. Tippet & Co., Agents,

8 Place Royale,
Montreal.

23 Scott Street,
Toronto.

The bed rock of the grocery business is the staples, but the gold rock is the **specialty.**

One of the best specialties a grocer can handle, as commendable as it is profitable, is **Jonas' Military Dressing.** It is undoubtedly the best shoe polish made, and a grocer that prescribes it for dusty boots can soon gain the prestige of a doctor. It is approved by the highest military authorities as a leather preserver, and it puts on a gloss that can be cleaned of mud by water every day for a week at least. Don't you think your customers would be pleased to have such a convenience brought to their notice? Its retail price is the popular one---25 cents a bottle.

You will sell many essences this summer. Think you, you can do better than handle **Jonas' Flavoring Extracts,** now on the market for 31 years?

Henri Jonas & Co., Montreal

WRITE FOR PRICES.

Payne's
"Pharaoh"
and
"Pebble"
Cigars

My "Pharaoh" and "Pebble" Cigars are perhaps my best known brands, because most widely advertised - there are few smokers in Canada that do not know them well. I make various brands, however, and I would like to have you know them as well as you know the "Pharaoh" and the "Pebble." Let me send you a "trial order" of an assortment of a thousand or more at my own expense.

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

LYTLE'S
SWEET
PICKLES

They are in large demand now from the leading grocers in all parts of the Dominion. If you would secure and hold the best trade of your community you will always carry these pickles.

- Made in Canada's largest
- pickle factory, and put up
- in various sized quantities
- to suit the needs of the trade.

T. A. LYTLE & CO.,

124-128 Richmond St. West,

- Ask your Wholesaler
- for Quotations.

TORONTO.

*The
Only
Way*

Honest goods, solid values and fair profits build up a steady trade and hold it, and that's the only way. Any other success is meteor like—flashes up brightly and dies away.

Now it is a very easy matter to load up with goods and keep loaded up, but the trouble is to get the **right** goods.

Molina Rolled Wheat

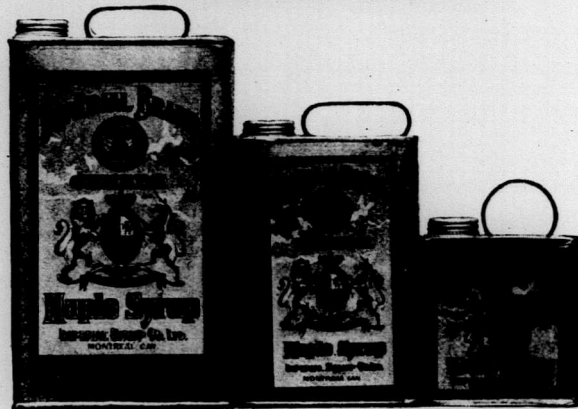
has no superior—no matter how fancy the boxes may be in which it is packed. It satisfies the most fastidious customers.

It is good enough for anyone, yet cheap enough for everyone. There is good profit in it too for the grocer.

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

IMPERIAL BRAND

MAPLE SYRUP



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

Imperial Syrup Co., Limited
88 Grey Nun St., MONTREAL.

ROSE & LAFLAMME, Selling Agents, MONTREAL.

Symington's

"Edinburgh" Coffee Essence

Is the Purest and therefore Best and Cheapest!

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

ANYONE CAN DRINK IT.

THOS. SYMINGTON & CO.,
EDINBURGH and LONDON.

Agents, **W. B. BAYLEY & CO., Toronto**

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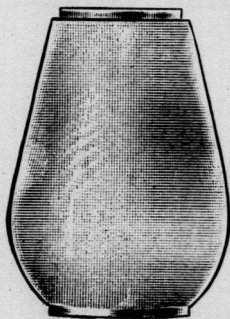
Suitable for Liquids in
PAINTS, SYRUPS,
PICKLES, OYSTERS, ETC.

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

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

Sole Agents
Boeckh Bros. & Company,
TORONTO, ONT.

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

EXTRA FANCY

California Navel
Valencia
Marmalade
Messina Lemons

ORANGES

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

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

Hugh Walker & Son, Guelph, Ont.

A SAVINGS BANK

in Ohio ordered of us last week as an investment for savings funds, 2,500 shares of stock of the **STANDARD SMELTING AND REFINING COMPANY, AT 40c. PER**

SHARE, the price at which we are now offering the first issue of the full paid non-assessable stock of the company. **THE UNION CONSOLIDATED OIL COMPANY, AT 25c. PER SHARE.** The Consolidated Oil now have producing properties that are earning **Over 2 Per Cent. Monthly** on the stock sold. **MONTHLY DIVIDENDS WILL BEGIN IN MAY** and the Smelter Company will easily earn **20 Per Cent. Per Annum** as soon as the plant is in operation in August. Dividends of from 12 per cent. to 20 per cent. per annum are being paid regularly each month **ON THREE OF THE SIX SUCCESSFUL MINES** for which we acted as sole financial agents during the year 1900. April being the 11th consecutive dividend on one stock, the 9th on another, etc., and the other three will soon enter the dividend list. We make a specialty of legitimate working mines, dividend properties and the treasury stock in promising mines. **FIRST ISSUES AT LOW PRICES** which invariably pay the investor unusually large profits, and by our combination plan of dividend payers and first issues have never made a loss for a customer.

Prospectuses of the smelter and oil properties, order blanks, etc., and also booklets of new mines and dividend-payers, special combination plan, latest reports from the properties and full particulars mailed free to any one interested.

W. M. P. McLAUGHLIN & CO., Bankers and Brokers

HEAD OFFICE: The McLaughlin Buildings, St. John, N.B.

BRANCHES:

Confederation Building, - Toronto.
Temple Buildings, - Montreal.
Metropole Building, - Hal fax.

General Managers Canada Branch:

Douglas, Lacey & Co.,
New York and London.

**MAGIC
BAKING
POWDER**

PURE AND WHOLESOME.
ONE POUND CAN 25¢
LONDON, ENG. **E.W. GILLET** CHICAGO, ILL.
TORONTO, ONT.

**IVORY GLOSS
STARCH**

ONE } With New Labels of
POUNDS } British Generals.
SIX } Handsome Embossed
POUNDS } Tin with Hinged Cover.

Has been a Wonderful Success
this Season.

IF NOT YET IN STOCK, DON'T DELAY.

ST. LAWRENCE STARCH CO.

MANUFACTURERS Limited
Port Credit, Ont.

A popular name — **“ROBERTS”**

especially when connected with

KHAKI BUTTER SCOTCH, a first-class, old-fashioned toffee in new form and package. Sells well with fair profit.

CANADIAN BUTTER NUTS are made specially for the Canadian market

Are pure and wholesome. Made from best materials. Attractive package.
Your customers who want **PURE, RELIABLE** confectionery will appreciate these goods.

EBENEZER ROBERTS, LIMITED, LONDON, ENG.

Canadian Agents: **C. E. COLSON & SON, MONTREAL.**



Purity, Popularity, Price and Profit

all plead for your patronage in

WILLIAMS BROS. & CHARBONNEAU'S

Other Specialties —

**WALDORF CATSUP.
WALDORF RELISH.
PREPARED MUSTARD.**

Pickles

A. E. RICHARDS & CO., SELLING AGENTS, HAMILTON

FRUITS

WE ARE SHOWING THE BEST QUALITIES AT LOW PRICES.

CALIFORNIA AND OREGON PRUNES—25 and 50-lb. boxes, all sizes.

FRENCH PRUNES—56 lb. boxes.

CHOICE EVAPORATED PEACHES—25 and 50 lb. boxes, and 50 lb. bags.

CHOICE EVAPORATED APRICOTS—25 and 50 lb. boxes.

We are headquarters for **RAISINS**. Our range is full of splendid goods at close prices.



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



Rowat's Pickles, and Rowat's Worcester Sauce

The most popular in Canada.



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

DOLLARS

are made
by

selling . . .

PATERSON'S SAUCE.



Rose & Laflamme

Agents **MONTREAL**

Batty & Co.

ESTABLISHED 1854

LONDON.



OLIVES
AND
PURE
OLIVE
OILS.



INDIAN
CURRIES
AND
CHUTNIES.

Makers of High-class

PICKLES
OF
ALL KINDS.



SAUCES
OF
ALL KINDS.

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

PUBLISHED EVERY FRIDAY

THE

CIRCULATES IN EVERY PROVINCE

CANADIAN GROCER

AND GENERAL STOREKEEPER

VOL. XV.

MONTREAL AND TORONTO, MAY 3, 1901

NO. 18

THE MISPLACED SYMPATHIES OF CLERKS.

JEROME K. JEROME.

NOW and again, mingled with other sounds of distress, comes to our ears the cry of the clerk. Between the huge forces of labor and capital, girding their loins for the coming struggle—beside which the feeble contests of the past will, when the entire history of the world comes to be written, appear insignificant by comparison—the clerkly band hovers undecided. With a snobbery which is partly humorous, but more pathetic, it tries to persuade itself that it belongs to the aristocratic faction.

Of course, it pays the classes to encourage the poor fellow in this more or less harmless folly of his. His vote is useful at election times, when capital—an utterly insignificant force in itself—finds it necessary to collect around it all those whom it can cajole or bribe into assisting it. The clerk, poor fellow, only gets the cajolery. Call him "Esquire" and talk to him of "our party" and the poor simple fellow asks no more.

The hidden lives of many of these poor fellows are real tragedies—the semi starvation of the whole family, the overworking of the poor young wife, who from a bright girl in a year or two is turned into a draggled, worn, and fretful old woman; the cup of coffee and the bun, or the little packet of dry sandwiches for dinner, eaten covertly while walking in solitude the dreary city streets. But then John is a gentleman, with a silk hat and a frock coat, and, maybe, by still more pinching, some little overworked servant is kept, and gentility is the reward.

Until he grasps the fact that he is a

laborer, dependent upon his labor and not the labor of others, for his well-being, his position will remain unchanged, may possibly—though it is inconceivable—grow worse. Women are being dragged into the ranks now to compete with him, to still further lower his scanty wage. Had he not better dismiss this idea of his that his interests are those of the railway director and the rich shareholder and grasp the simple fact that his interests are opposed to theirs; that individually he is helpless in the hands of his employers; that only by combination can he hope to gain a living wage?

Numbers is the only weapon in the hands of the laborer. If he voluntarily lay that aside he hands himself over bound hand and foot into the hands of the slave-driver. Even a just employer, an employer wishful to do the right thing, is powerless under the circumstances. For him to attempt by himself to institute better wages, easier conditions of life, would be for him to ruin himself in competition with those whose instincts are to grind down and oppress. Capital is a fixed quantity; labor is worth—what you can get for it. The contest under such circumstances is not a fair one. Until labor by combination fixes itself, good employers and bad employers alike can only take advantage of its weakness.

Until labor says to capital: "The world is mine as much as it is yours, it is for all of us alike; I have my value and you yours; the respective amounts shall be fixed between us; it shall not be left merely to you to decide," capital will naturally make terms entirely to its own interest.

It is not just, and it is not honest. The world could not succeed without the exploiter—the man who thinks and plans and organizes. He on his side can not exist without the laborer. The terms between them are not for either of them to decide without reference to the other. To say that the matter should be left to the individual employer and the individual employed is mere jugglery.

A man for his business needs money, just as he needs labor; he buys it at a price fixed by the money market. If money were not organized for its own protection the same state of things would exist to-day that existed a thousand to five hundred years ago, when the robber barons held their castles, and every man with a groat in his pocket was liable to become their victim. Money organized itself against the robber. It secured its police, its soldiery; it made its laws, and it fashioned its governments.

Unionism is not a new thing. In the Middle Ages, the trade unions were huge forces—the only things, indeed, powerful enough to keep despotism in check. They dictated terms to kings and emperors. The liberties of modern Europe have sprung from them.

The laborer, uneducated, uninformed, untaught to think for himself, has hitherto listened sheepishly. Of late, some glimmering of his own rights, of his own power to enforce them, has come to him—much to the indignation and disgust of those whose interests, viewed from a narrow standpoint, are diametrically opposed to his. But the world cannot exist on injustice—at least, not for long. It is to the interests of the generations to come that a fairer arrangement should be arrived at, lest worse things befall.

RISING SUN
STOVE POLISH and **SUN PASTE**
STOVE POLISH
IN **CAKES** WELL KNOWN AND RELIABLE. **IN TINS** GUARANTEED TO THE TRADE



DURABLE
3000 TONS SOLD

STOVE POLISH
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.

EXIT THE FEMALE DRUMMER.

WOMAN, fair woman, is invading the realm of business, and it really seems as though we should have to look up men slaveys to do our cooking and washing if this thing keeps on. The female drummer has ceased to be a novelty. From all accounts I have not yet heard that she has invaded the shoe business to any serious extent, still it may come, alas, any day when the old war horses, whose faces we have known for years, and who have visited the retail trade spring and fall every year for a decade or two, will be laid upon the shelf and their places taken by more (or less) beautiful females who will attempt to induce shoe retailers to place large orders with them. From what I have heard of the invasion of other trades by these petticoated salesmen, I should judge that the change is not exactly agreeable to many retailers, who, although they may have a naturally high respect for the sex, and who are invariably courteous in their treatment of them when in society, are loth to see them mingling in business matters.

It was only the other day that a merchant in another line of business told me of a case where a firm had failed to sell him a bill of goods, the said retailer being very well satisfied to continue trading with the manufacturers who had served him well for several years. For four successive trips the representative of the rival house called and endeavored to have him place an order, but without success, but last fall a change came over the spirit of his dreams when there marched into his store a trig young woman, dressed in the height of fashion, straight-front corsets, L'Aiglon dingle-dangles, and all the rest of the latest ideas. Following her was a hotel porter with two big grips looking like sample cases. It did not take long to find out that the woman represented the firm whose drummer of the male persuasion had been unable to secure an order during the previous seasons, for the woman, with the volubility for which

her sex is noted, opened fire and took the merchant's breath away with the torrent of her praise of the goods.

The dealer was at first courteous and considerate, but firm in his previously announced position that he was well satisfied with the firms with whom he was dealing and did not wish to see the samples. But that made no difference, and for three solid hours that woman talked, wheedled and cajoled in endeavoring to place an order for those goods. The man's patience had deserted him and when the lady commercial ventured to remark: "You don't seem really to like lady drummers," he was hasty enough to give her a most forcible negative, at the same time consigning the entire tribe of female salesmen to the old-fashioned orthodox locality of eternal punishment. It was not a gentlemanly remark. He was not in the habit of saying such things, and he was naturally courteous to women, but he claimed afterwards that he lost his temper under the unusual provocation.

The drummer did not sell the goods, and this dealer told me that the change in the policy of the firm in hiring female drummers was abandoned before the saleswoman had reached the further point of her outward trip, and long before the return route was entered upon there was a telegram calling her back to the factory and she was given a liberal cheque for the remainder of the term for which she had been engaged and allowed to seek some other and perhaps more feminine field of industry. — Geo. E. B. Putnam in *Boot and Shoe Recorder*.

TOAST AND JAM INSTEAD OF PIE.

The most notable change in our diet is the increased use of sugar. That is a consequence of the cheapening of sugar, and it is noticed in England, too, where jam is said to be driving out roast beef as the Briton's dietetic stand-by. The immense increase in the sale of jams, sweetmeats and canned and preserved fruits of all sorts must be noticed by anyone who will go into

a grocery store and look about him. There is an immense sale in this country of British jams and marmalades, which are surprisingly palatable, considering their price, but the big American concerns in the same business seem to be very active, and spread their wares everywhere. It will be found probably, that the English habit of eating toast and jam for breakfast is growing in this country. It is a pleasant habit, and seemlier than the Puritan practice of furnishing forth the breakfast table with pie. —Harper's Weekly.

AN INGENIOUS EGG-TESTER.

James Young, head warehouseman of Watson, Fraser & Co., produce importers, of Glasgow, has devised an ingenious apparatus for candling eggs. It is known as the "Cinematograph Egg-Tester," and works most satisfactorily, having been watched in operation by many gentlemen connected with the trade, and receiving their thorough approval. Four 1,200's of eggs can be passed through in an hour, and effectually tested without breakage. An ordinary 16-candle power electric lamp is inverted with the shade downward. Over this is laid a piece of glass to prevent any dust from getting on to the lamp. The apparatus, which is about eight feet long by two feet broad, is placed on two trestles, in front of which sits the operator on an office stool, a black cloth enclosing him to shut out the daylight. Another man feeds the eggs into a gently-sloping hopper lined with felt, at the bottom of which a band driven by the operator's right hand carries the eggs in a continuous, swift, single stream across the electric lamp, the brilliant rays of which enable him to detect at once black, spotted, watery, or greenish eggs. Bad eggs he tips over into a felt-lined shoot, down which they roll into a box, while the good eggs pass on and spread themselves out on a felt-lined tray, from which two assistants pack them into boxes for customers. —Scottish Trader, Glasgow.

“SWEET AS A NUT”

Is what a customer says of our “Circle” Brand Green Ceylon Tea, in 1 and 1/2-lb. Canisters, at 19c. See travellers' samples of Orange Pekoe line in 1/2-chests.

Lucas, Steele & Bristol, - - 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.



Consumption is bound to increase

and that's not surprising.

IMPERIAL VINEGAR

is becoming so popular on account of its **Purity and Strength** that the consumption of it can't be stopped, and we are glad of it. Why allow yourself to be pestered with the same old story that the vinegar was no use when such a splendid article is obtainable?

**LET THE CONSUMPTION INCREASE
WE HAVE A RELIABLE REMEDY.**

If you have complaints about vinegar just try Imperial. **The finest made in Canada. Always up to the standard. Every package guaranteed.**

Is there anything in this world can be relied on? Yes, **Imperial Vinegar.**

JAMES TURNER & CO. Wholesale Grocers Hamilton.

For
Fall
Import

Place your order now for

Goat Brand Japan Tea

Quality Guaranteed.

Style and Flavor Unsurpassed.

Your Name as Importer on Package
(with five chest order.)

Thos. Kinnear & Co.,

Wholesale Grocers,
49 Front St. E., TORONTO.

COST OF COFFEE PRODUCTION.

HERE has been quite a little interesting correspondence in The New York Journal of Commerce in regard to the cost of coffee production. One of the most interesting is the following, dated Philadelphia, April 15, and signed by Daniel K. Young:

According to the statements of the owners, the cost of producing Santos coffee on the Fazendas Schmidt and Dumont, which probably have more coffee trees than any other plantations in the world, is four cents per pound bagged, ready for shipment on the plantation; five cents per pound in Santos; six cents per pound on board the ship and six and one-half cents per pound in warehouse in New York. At this price nobody makes any money except the brokers, railway companies and steamship lines. These figures are based on the average product of the plantation, which would probably be somewhere between numbers five and six, New York, exchange standards.

Of course, the smaller plantations can not produce at the same price as the larger ones and the question of the survival of the coffee planter is getting to be largely a matter of transportation. Undoubtedly many coffee planters will be forced out of business from mere inability to pay their laborers for the picking of the coffee and the care of the plantation. Probably the first decrease in production will come from this reason. The planter whose shipping facilities are close to a railroad can perhaps make expenses at the above figures, but the one who must cart his product five or twenty five miles to a railroad station

must go to the wall. Of course, this applies with greater force to those planters in Mexico, Venezuela and Colombia, who must put a couple of bags of coffee on a 'burro' and take anywhere from one day to five days' journey before they can reach a shipping point. All of them are at present losing money largely and it is only a question of time when they must stop.

On the other hand those large plantations along the line of the Tehuantepec railroad in Mexico have a rate of freight of 50 cents per hundred pounds from the plantation to New York, as against 250 cents for the planter in Sao Paulo. These Tehuantepec plantations claim that they can put washed Oaxaca coffee in New York at a cost of five and one-half cents per pound. Now suppose the Brazilian planter receives nothing at all for his coffee on the plantation. It still costs him two and one-half cents per pound in New York in actual transportation expenses. It is probable that no one will dispute the statement that washed Oaxaca will always bring at least three cents per pound more than the average Brazil coffee. Consequently while the Brazilian was getting two and a half cents per pound for his coffee which would only pay the transportation expenses, the Tehuantepec planter would obtain five and one-half cents for his coffee at which price he could live, but not pay any dividends on his stock. There is no place in the world that can compete with him in coffee production, largely on account of his superior transportation facilities, and the superior quality of his product. Moreover, he can also raise rubber, pineapples, sugar, oranges, lemons and other products which pay a profit to reduce the cost of coffee production. A rubber tree shades his coffee tree and it costs him five cents per pound

to produce the rubber after the tree is matured. The rubber sells for 65 cents, handsome profit surely.

Fortunately for the Brazilian the area suitable for coffee planting in this region is limited or the Brazilian would have harder competition than he ever had before. There is no doubt but that were there area enough in Mexico along the line of this railway all other coffee planters would be driven out of business, and no one in the world could compete with such plantations as the 'Doa Rios' and 'Ubero,' run by American capital on American business principles, with a stable government and a railway depot on the plantation itself. Moreover they have two outlets, one by way of Coatzacoaleos to New York and Europe, and the other via Salina Cruz to San Francisco and the Pacific Coast. This road is now being four-tracked so that it will be able to handle all the freight which is presented to it with facility, even to the extent of competing with a Panama canal, because the saving in ocean travel is several days in favor of the more northern route.

The practical question of decrease in coffee is: 'How long is the purse of the planter?' and 'How long will he fight against what appear to be hopeless odds?' and 'How can he pay his laborers for picking his product?'

AN IMPROVED BANANA CRATE.

Letters patent have been issued to George W. Walker, wholesale commission merchant, Guelph, Ont., for a banana shipping crate. The crate is the invention of Messrs. John A. Gallagher and Lorne Walker, who are engaged with Hugh Walker & Son in their establishment on Upper Wyndham street,



No Guarantee Needed

—WITH—

MacLaren's Imperial or
MacLaren's Roquefort Cheese

In White Opal Pots.

They never vary from the high standard that has made them famous



GALLON APPLES

EXPORT QUALITY

PRICE LOW

THE DAVIDSON & HAY, LIMITED

36 Yonge Street,

TORONTO.

Guelph. The chief points of advantage in the crate are economy of time in packing, saving in packing materials, and the carrying of the fruit in perfect condition, the construction of the crates making it impossible for the bananas to become damaged in transit. By the old method the packing of a bunch of bananas occupied a minute and a half, while with the new crate it can be done in 15 seconds. The crate is simple in construction. It comprises two half-cylinders hinged together and lined with canvas to keep the packing in place. When the bunch of bananas is put in the crate is closed and fastened and can be handled much more expeditiously than the old-fashioned box.

Already inquiries for exclusive rights for the United States are coming in. The inventors intend to manufacture and sell the crate in Canada themselves. It certainly looks like a money-making article, as millions of crates are used in a season, and there is no other on the market that possesses anything like the advantages of the Guelph crate.

AN AFTERNOON TEA SCHEME.

A short time ago, says Grocery, London, we threw out a suggestion that a grocer might find it worth while to run a little afternoon tea party if he could spare the room. The more we think over this idea the more we like it. A room where the ladies doing their shopping in the afternoon could drop in for a cup of tea, would, if properly worked, prove a great attraction. The tea should be charged at practically cost price, and the customer should be informed of the cost per lb. of the article she is drinking. A selection of teas at different prices could be kept ready for brewing, and in this way the grocer would

be able to educate his customers to drink a tea of good quality which was remunerative to him. At the same time the tea room would prove an excellent place for pushing new kinds of biscuits, and table dainties, and novelties of all kinds. If the thing were done at all it would need to be done nicely, but with a little brains and skill it might be turned into a magnificent advertisement, which would pay for itself over and over again. We do not propose that this should be a free sampling room; far from it—we suggest that the guests should pay for everything they have, only the prices should be made as reasonable as possible. The room might be utilized occasionally for demonstrations of novelties or otherwise, and in a provincial town, at all events, it would prove a constant draw.

COST OF DOING BUSINESS.

Estimates of the proper cost of transacting a retail general business are apt to range between 15 and 25 per cent. of the gross turnover, although it is considered by some persons that the higher figures are exaggerated, says Merchants' Review, New York. From 15 to 20 per cent. is the usual estimate. It would seem that when a general merchant finds his expenses running above the 20 per cent. mark it is time for him to look for the leaks. The "expenses" are supposed to include rent, clerk hire, light, heating and motive power, advertising, delivery service and general store expenses.

Most merchants try and keep expenses down to the lowest notch, and when they find the cost is rising, when compared with the gross turnover, they push sales with greater vigor than usual. That is the best way of keeping the cost down, and better results can be obtained in that way than

by going over the clerk's salary account or advertising expenses and clipping off a little here and a little there.

A fine roomy store, a good and efficient staff of assistants, and all the other facilities in modern storekeeping should be employed, wherever they can be afforded, the market prices being paid, and then the merchant's calibre will be shown by the amount of business he is able to do with the facilities employed. The better the merchant, the more skilful and energetic, the more business he will do with a specified staff, storeroom, etc., and the lower will be his percentage of cost.

In old business, where dry rot has begun to appear, searching for opportunities to cut down expenses will often reveal plenty of them, but it is questionable whether it is not largely a waste of time to attempt that sort of thing when the business is young and so much remains to be done in respect of developing the selling end of the business.

A CANNING FACTORY'S CONTRACTS.

The Ontario Reformer, Oshawa, Ont., of April 26, says: "The Oshawa Canning Co. have let nearly all their contracts for growing fruit and vegetables for the coming season. They yet have a few acres to let out for small white beans to be delivered in the fall when ripe. Their contracts last year were mutually beneficial and satisfactory to the farmer and the company, and this year nearly double the number have been made. They have already contracted for over 10,000 bushels of tomatoes for this season."



A Large Amount of your Profits are lost in Old Stock.

When you are buying

PRESERVES

buy **UPTON'S**

and save money.

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

SOLE AGENTS.

VANCOUVER GROCERS TALK OF AMALGAMATION.

THE meeting held last evening in the board of trade rooms, of the retail grocers of this city, was not held under the auspices of the association, but convened at the desire of three of its members wishing to lay an amalgamation question before the grocermen of the city. The proposition is that several of the stores shall enter into a combine. At the present moment there are from 75 to 80 grocers in the city, counting in all businesses however small. Taking into consideration merely those whose trade is sufficient in itself to form an appreciable percentage of the total retail trade of the city, there are not more than 40 to 45. It is rather with these latter that the proposed amalgamation would deal. The outlying stores would be untouched, but their proprietors are at liberty to enter into the scheme if so wishing.

It was pointed out that the saving effected would be very great. Quite half of the stores would be closed, and the expenses of delivery, of help, of advertising would be more than cut in half. Moreover, the amalgamation would be able to purchase goods in larger lots and would thus be able to obtain them cheaper. Often it would be in a position to directly import several different lines and this would in a great measure, eliminate the profit of the middleman.

Again the credit of such a concern would stand higher than any one individual, and better terms could be obtained from the wholesale firms. The retail trade could therefore afford to cheapen the prices of living considerably, and at the same time make a greater profit on the goods sold. Further, the credits given could be much more easily controlled.

The method of operation suggested is to form a limited liability company, in which each man would take stock according to the business handled by him. Taking the instance of a grocer having \$10,000 worth of stock, at wholesale figures, \$4,000 worth of good debts, \$1,500 sunk in fixtures and \$7,000 bills payable. In such a case the company would take over his stock at par, his bills receivable as far as could be guaranteed or arbitrated, his fixtures at a valuation, and deduct from this gross amount the amount due by the grocery, giving the incomer stock in the company to the value of his net assets. It would then assume the debts of the concern as its own. The company would thus receive \$15,500 worth of goods, accounts, cash in bank and fixtures, giving stock for \$8,500, and assuming the debts to the amount of \$7,000.

It is not proposed that the amalgamation

should go through at once with all concerned. It is rather the intention that the scheme should be effected gradually so there shall be as little friction as possible. The working capital of the new company would be formed of the cash balances at the banks, the collecting of the debts, amounts dropping in daily, and the cash sales. The credit of such a company would naturally be strong, and it was thought there would be no difficulty in this regard.

No principle would be affected—he would still retain an interest, proportionate to his business hitherto done, in the new concern, and if he desired employment he would be given the preference.

Such was the net result of the discussion which lasted over two and a half hours. The proposition was very well received.

Hitches are possible over the management of the fixtures and over the cash balances, but it is thought that both can be satisfactorily arranged. No action was taken at the time, the whole matter being left to sink into the minds of those attending the preliminary meeting. It will be taken up at the next regular meeting of the Retail Grocers' Association, which will take place next Thursday evening.

It is regarded as assured that the amalgamation will go through.—The Province, Vancouver, B.C., April 22.

THE GROCERS' COMBINE.

The following, signed "Consumer," appeared in a recent issue of The Province, Vancouver: "I see by your paper of the 20th instant that some of the grocermen of Vancouver contemplate forming a combination which they claim will enable them to buy cheaper and thereby sell cheaper to the consumer than individual grocers are able to.

"Of course, if they form a combine or trust, I presume they would have sufficient capital to buy direct and thus do away with jobbers or middlemen, but I have never yet seen where such a combination took place that the public derived any benefit, but as a rule rather the reverse.

"If these merchants who contemplate forming this combine told the public that they had cut down and were selling goods at cost with a view of driving the small trader out of business, and not being able to accomplish their object in this way, think that a combination amongst themselves will enable them to crush all competition, giving them a monopoly and enabling them to put whatever price on goods they like, which certainly would not be to the advantage of the buying public.

"If we look back we find that every

combine or trust has been formed with only one object in view—to control the market and make bigger profits—and if the public have their own interest at heart and bear this in mind they will be careful of supporting men who are so desirous of getting everything in their own hands at the expense of the small dealer. Competition means low prices. Combines mean large profits."

THE BRITISH SUGAR DUTIES.

A Parliamentary paper has been issued containing a copy "of statement relating to intermediate duties on sugar made by the British Chancellor of the Exchequer when opening the Budget." The statement consists of the following "table showing the 'intermediate duties' referred to in the Sugar Resolution: "

Degree of Polarization.	Percentage of duty on refined sugar—i.e. of 4s. 2d. a cwt.	Duty per cwt.
Not exceeding 76	48	3 0
Exceeding 76 and not exceeding 77	49.6	3 0.8
" 77	51.2	3 1.6
" 78	52.8	3 2.4
" 79	54.4	3 3.2
" 80	56	3 4
" 81	57.6	3 4.8
" 82	59.2	3 5.6
" 83	60.8	3 6.4
" 84	62.4	3 7.2
" 85	64	3 8
" 86	65.6	3 8.8
" 87	67.2	3 9.6
" 88	68.8	3 10.4
" 89	70.4	3 11.2
" 90	72	3 12
" 91	73.6	3 12.8
" 92	75.2	3 13.6
" 93	76.8	3 14.4
" 94	78.4	3 15.2
" 95	80	3 16
" 96	81.6	3 16.8
" 97	83.2	3 17.6
" 98	84.8	3 18.4
" 99	86.4	3 19.2
" 100	88	3 20

*This column represents not only the percentage of the full duty chargeable on sugar of a given polarization, but the halfpence and tenths of a halfpenny chargeable. Therefore 106 = 50d. or 4s. 2d., and 28 = 16.4d.

A PEANUT ROASTER IN TROUBLE.

Nicholas Rosart, an Italian fruit vendor, James street, Hamilton, possesses a peanut roaster with an unusually noisy whistle. His custom has been to stand the roaster in front of his shop, the whistle being designed to attract customers. But the power of the whistle made it offensive to neighboring merchants, and the case was taken to court. Magistrate Jeffs, in giving judgment, decided that as the by-law passed by the Hamilton Council allowed merchants two feet in front of their stores to expose only goods that were offered for sale, and as the roaster was not for sale, Mr. Rosart was guilty of "obstructing the street," and a fine of \$2 was inflicted. It was understood, however, that the \$2 would not be collected if the roaster was kept off the walk in future.

James Shuter, general merchant, Thornhill, Ont., died March 17 last without making his will. His wife is asking for letters of administration. The estate is valued at \$5,934, \$5,050 of which consists of realty at Thornhill and the balance in book debts and stock in trade.

PEACHES,
PEARS,
APRICOTS.

CALIFORNIA
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FRUITS.

RUBY and
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PRUNES.

OREGON PRUNES—90/100—30/40, Bxs. 25 and 50 lbs.
SPECIAL PRICES TO CLEAR STOCK THIS MONTH.

THE **EBY, BLAIN CO.,** LIMITED
WHOLESALE GROCERS. TORONTO, ONT.

THE ANTI-TRADING STAMP ACT.

A MOVEMENT TO MAKE IT EFFECTIVE.

At the regular monthly meeting of the Toronto branch of the Retail Merchants' Association of Canada, the trading-stamp situation was discussed at some length. The legislation recently passed by the Ontario Legislature empowering municipalities to prohibit merchants from giving trading stamps to be redeemed by a third party or concern was considered so satisfactory that a resolution was unanimously adopted asking the Toronto City Council to pass a by-law to this effect, as they had been empowered.

CONSIDERS THE ACT SOUND.

In speaking to THE CANADIAN GROCER regarding the matter, E. M. Trowern, secretary of the association, stated: "The Act is absolutely sound, as the Provincial Legislatures only have control of this class of legislation. The Law Clerk of the Ontario House and several eminent legal authorities examined the Act before it was passed and pronounced it constitutional. Similar legislation was granted by the Nova Scotia Legislature and passed by the city of Halifax. The Montreal Trading Stamp Co. appealed against the Act, but it was upheld in the courts. We are now prepar-

ing a by law which will not only be submitted to the municipal council of Toronto, but that of other municipalities in Ontario."

THE TRADING STAMP CO'S VIEW.

The representative of THE CANADIAN GROCER also saw Mr. Hubbell, secretary of The Dominion Trading Stamp Co., Limited, regarding their proposed course of action in the matter. He stated that his company are confident that the Bill is ultra vires, that this view was taken by one of the lead-M.P.P.'s, Mr. Carscallen, of Hamilton, when the Bill was up before the House, who went so far as to say "that the Bill was not worth the paper on which it was printed, and would never stop the trading-stamp business, and that if he was the company's counsel he would advise them to pay no heed to it." The Bill is only a permissive one and does not permit municipalities acting upon it until after January 1. The company in the meantime proposes to contest the validity of the Bill in the highest court if necessary. Mr. Hubbell also states that the company is permanent and intends to continue in business. that, even if the Bill was permitted to stand, it can be evaded in a very simple and effective man-

ner without causing the company any great trouble or expense, that it is the intention of the company to continue in business and meet every difficulty that may arise, that there is nothing illegal in the business he states has been clearly proven, as its entire operation has been reviewed before Chancellor Boyd and Judge Ferguson within the past 18 months, the former having defined the business as "an advertising device whereby local trade was promoted and cash trade stimulated."

"This Bill," said Mr. Hubbell, "as passed is an exact copy of a Bill passed in Rhode Island something more than a year ago, and declared to be unconstitutional by the Supreme Court of that State, Justice Tillinghast rendering the decision, in which he states that the proposition that a merchant can give a stamp or coupon and redeem it himself cannot be prohibited, and that to make a difference between the merchant giving the stamp and redeeming it himself, as against having it redeemed by some other person or company, is not a distinction that requires or will admit of any legislation."

"Has your company experienced legislative opposition in other Provinces?"

"Yes, in British Columbia. The British Columbia Legislature last summer passed an Act compelling the payment of a license to handle stamps in that Province. We are contesting that Act, and are as confident of success there as we are here."

Insist upon getting what you ask for, **and ask for**

LEA & PERRINS' "SAUCE,"

the best that skill can manufacture.

IT IS COMPOSED OF CHOSEN INGREDIENTS ONLY.

J. M. DOUGLAS & CO., Canadian Agents, - MONTREAL, QUE.

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"It's Nothing but Salt"

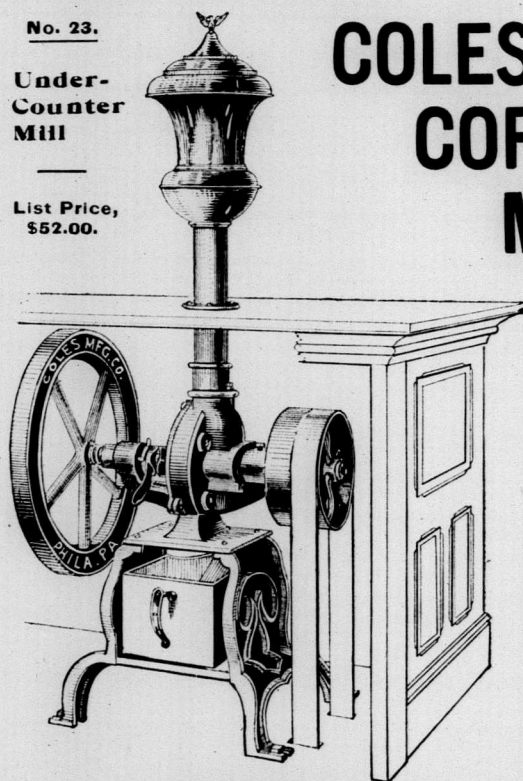
When you buy Windsor Salt you get exactly what you pay for---"**nothing but salt.**" Its purity is almost proverbial---you hear this everywhere, "as pure as Windsor Salt." Perhaps you think that all Salt is Salt---not so. Perhaps your customers think that all Salt is Salt, and perhaps, too, it would be a good idea for you to tell them that they are mistaken and then---**pass out Windsor Salt to prove your statements true.**

Please a woman now and then with suggestions like this and win her gratitude. She'll not forget it; you can rest assured of that.

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

Windsor Salt.

No. 23.
Under-Counter Mill
List Price, \$52.00.



COLES COFFEE MILLS

None better for Granulating or Pulverizing.

Our mills will Pulverize without heating Coffee.

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

A GREAT LABOR-SAVER.

Our Grinders wear longest.

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Freedom from Acid
Flavor
Strength
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PLEASE MENTION THAT YOU SAW
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THE BASIS OF PROGRESS.

THE majority of Canadians are ambitious. The educational facilities enjoyed in early life, the civil liberty, the social conditions, and, what may be most influential, the rapid development of our country, present opportunities for progress and create a desire for improvement that does much to stimulate ambition and develop a nation of progressive people.

But here, as elsewhere, the difference between desire and attainment, between ambition and success, is manifest. And observation leads to the conviction that the same factors that have made for progress in other countries are, to the same extent, effectual in Canada, and apply in the mercantile world as in any other condition of life.

The merchant who starts at the bottom—say, with a small business and meagre capital, may hope to attain large success under certain conditions. The primary factor is that he must work. A merchant has no more right to sit down and expect his business to grow and prosper without the expenditure of much thought and labor in

its interest than has a clerk or an employe of any kind to sit idle during the week and expect his employer to give him full pay at the week's close. The public demands service for its money just as does a private employer, and it bestows its rewards in the shape of steady patronage.

It is not sufficient to merely do what work is forced upon one. The majority do that, and it is only to the extent that one is superior to his creditors that he will develop beyond them. The progressive merchant is thoughtful, alert. He is ever-ready to take advantage of any conditions, to follow up any line of action, to do any extra work which will extend the scope of his business or increase its net profit. If by working half an hour per day extra he can save a small percentage of his expenses he sacrifices the half hour.

The habit of economy grows when cultivated. The merchant who is bound to succeed soon learns that every dollar saved is a source of strength to his business and jealously guards against unnecessary expenses both in the business and on personal account. This habit of economy is a factor that has meant all the difference between success and failure to many men.

It is easy to live on \$1,000 per year, but it is not easy to save money on a net income of \$400 or \$500 per year. Yet many successful merchants bear witness to the fact that they owe their success to the money they saved when their business yielded even less than either of these amounts. Not only did they watch closely the expense of the business, but maintained the strictest personal economy, and though they saved slowly every dollar made them stronger and helped to extend the scope of their undertaking.

Some merchants lack the necessary courage or boldness to launch out into greater expenditure in order to obtain a larger business and a bigger margin of profit. After working hard and living closely until they have more cash than is necessary to the working of their business, they bank their money rather than invest it in better premises, though they are persuaded that the latter move would not only be safe but profitable. Others are too bold, extending their business before their business has grown sufficiently to warrant it, or

before they have accumulated enough capital to insure the success of the extension.

The truly progressive merchant combines courage with caution and extends as his capital increases—and his capital only increases according to the thought and labor expended on it and the proportion of net income set aside from it each year.

When a soap business does not pay it is quite proper to call it a profit-washing concern.

LARGE ARRIVALS OF ORANGES AND LEMONS.

EACH spring brings a consignment of Mediterranean fruit to Montreal. This year it is coming in four steamers, the Jacona, Tiverton, Bellona and Escalona. The first is already in port, the second is on a shoal in the river, but not believed to be in danger, while the other two are still on the way. The first auction will be held on May 8, the second on May 15, and the others are yet to be announced. The total shipment includes 145,000 boxes, and 29,686 half-boxes, each box containing on an average 250 oranges or lemons, making about 30,000,000 in all.

This is the best fruit of its kind that comes to North America during the whole season, the cool northern route via the St. Lawrence giving the Montreal port an advantage in the early season. Buyers will attend from all over Canada and the United States, and the visitors from across the border will probably take away about two thirds of the shipment. Some of the goods are purchased for Montreal, Toronto and Hamilton account, but in all 110,000 boxes and 24,000 half-boxes are consigned to Hart & Tuckwell to be sold by auction under their direction.

Owing to the large amount of fruit coming this year, prices will likely be low, probably ranging about \$2.50 to \$3.50 for Messina oranges, in boxes, and \$1.50 to \$2 for half-boxes.

The Lamp Chimney Trust in the United States is said to have gone to pieces. Presumably the heat of competition was too strong for it.

THE OPENING PRICES OF CHEESE.

IT would appear that while the cheese market, as at present constituted, is considered unsatisfactory for the holders of old cheese, it is shaping itself to escape the demoralization at the end of next season that it met with last fall. Everything would justify a healthier market during the coming summer.

Opening prices on new goods will be from $2\frac{1}{2}$ to $3\frac{1}{2}$ c. below May values of last year, when exporters were paying somewhat over 10c. and sometimes $10\frac{3}{4}$ c. for colored cheese at the factory. This year, quotations will likely range about 7 to 8c. In fact, one buyer told THE CANADIAN GROCER this week that he did not think that exporters would be willing to pay more than 7c. per lb. for new cheese. Perhaps he would be more nearly correct if he said 8 cents.

Whatever be the value set on new goods, it is reasonably certain that prices will not soar as high at any time during the summer as they did last year, when everybody in the cheese business, except the farmer and manufacturer, lost money. We have tried John Bull to the utmost and have determined his capacity. He will not pay 15c. a lb. retail for all the cheese we can produce. Indeed, exporters have difficulty at the present moment to clear out stocks at a fraction under 9c. So it would appear that if the retail price goes above 11 or 12c. in England, the workman there will buy but little cheese. This the English exporters have learned, although they must have found the lesson very expensive.

The Canadian farmer will not reap much benefit from the healthier tone of the market, for it means he will have to accept lower remuneration for his milk. This will mean that the milk will be smaller. Signs of the diminution of supplies are already evident in that some factories that made cheese last year have decided, on account of the low prices, to discontinue making cheese and are now making butter. It took but few arguments to persuade the factories to make no fodder cheese this year.

From these considerations it would appear that Canada's export of cheese reached a maximum limit last year that it will not

attain to again for some seasons. The exports of cheese from Canada from May 1, 1900, to April 17, 1901, amounted to 2,502,045 boxes, against 2,434,480 boxes for the same period the year previous, showing an increase of 67,565 boxes. The total imports of Canadian cheese into the United Kingdom for the year ending December 31, 1900, were valued at \$18,995,000, against \$15,070,000 for the year previous. Stocks of old cheese in Canada are estimated to be 35,000 boxes, while last year they were cleared before this.

A CANADIAN MINT AT LAST.

IN October last, the Minister of Finance informed a newspaper correspondent that the Canadian Government had obtained the sanction of the Imperial authorities to establish a mint in Canada for the coinage of gold and silver. On Tuesday last, in the House of Commons, Lieut. Col. Prior, one of the members for Victoria, B.C., reminded the Minister of the statement he made six months ago, and hoped he would implement that promise by bringing in a Bill at this session to establish both a mint and an assay office.

The reply of Mr. Fielding was most satisfactory. He said that notice would be given directly for the introduction of a Bill to provide for the establishment of a Royal mint, and that an assay office would follow later.

At present Canada has no gold coinage of her own. The little gold that is in circulation here is composed of British sovereigns and American eagles. But, while a certain amount of notional pride will be satisfied by the establishment of a mint of our own, probably the most important consideration in connection with a mint or an assay office is the trade as well as the gold which either attracts.

Knowing this, the United States Government took steps to establish an assay office at Seattle as soon as the rich discoveries of gold in the Klondyke were revealed to the outside world, and by the time the output of 1898 was brought out the office was ready to deal with it. There being neither assay office nor mint in British Columbia, the gold went to Seattle, a foreign city, and the

great bulk of the trade on Klondyke account as well. According to the United States authorities at Seattle, \$14,000,000 worth of Klondyke gold went into the United States last year.

JAPAN TEA MARKET INJURED.

THE course of the Canadian market for Japan teas, has, since Christmas, been difficult to understand. In spite of a very material diminution in the amount of imports, and in face of the evident fact that the market was bare of low-grade teas, prices rather weakened than stiffened. This may have been due in its entirety to a slow demand on country account, which affected other products such as canned goods. But there are those who have other reasons which may account for the strange turn events took. They attribute the dull market to the three forced sales, all of which were important inasmuch as they involved the property in teas of three very important Montreal houses.

The insurance companies alone put \$60,000 worth of tea on the market, and while this would not have done the market harm if prices had been held, yet, the throwing of this large quantity of damaged goods into retail trade at low prices injured the sale of reasonable priced goods. The tea market has been affected by poor goods just as the Valencia raisin market was last fall, when the poor stuff injured the reputation and wrecked the sale of first-class stuff.

We understand that there were enterprising merchants in Montreal who tried to prevent last week's sale of teas from taking place, by asking the health authorities to step in. Unfortunately, although these gentlemen can prevent the importation of poor stuff, they are not empowered to arrest the sale of unhealthy goods once admitted.

The worst feature of this lamentable state of affairs is that no one can be blamed for it. It certainly is not the fault of the original holders, and the insurance companies can hardly be blamed for trying to get their own. The solution seems to rest with the trade. They can put a stop to such an evil only by refusing to traffic in poor goods. This policy the original holders pursued by handing the damaged teas over to the insurance companies.

SUGAR DUTIES AND SUGAR BOUNTIES.

ALTHOUGH the action of the British Government in placing an import duty on sugar has created much interest, such duty is by no means a stranger to the Customs tariff of the United Kingdom, for, during the last century and a half, it has been more marked by its presence than by its absence. In time of war sugar has been a stand-by as a revenue producer.

During the War of the Spanish Succession and the war which resulted in the United States securing their independence, an increased tax was imposed on sugar. By 1791 the tax had reached 15s. per cwt., or over 1½d. per lb. From that amount there was a gradual increase, until by 1815 the rate was 30s. per cwt., or over 3d. per lb. From 1815 there was a gradual decrease in the rate until the Crimean War, when an extra tax of ¼d. per lb. was imposed, bringing the rate to 2d. per lb. By 1864, however, the tax was down to 12s. per cwt., and six years later it was cut in two. In 1873 it was again reduced by 50 per cent., making it 3s. per cwt., and finally it was removed altogether in 1874 by the then Chancellor of the Exchequer, Sir Stafford Northcote, not to again make its appearance on the dutiable list until 27 years later. The present tax of 4s. 2d. on refined sugar is, it will be noticed, 1s. 2d. higher than the rate obtaining when Sir Stafford Northcote transferred sugar to the free list in 1874.

Aside altogether from the principle of free trade or protection, there are a good many in Great Britain who consider it was a mistake to have sugar removed from the dutiable list, for, as a revenue producer, it was both steady and shared in by all classes of the community.

Now that sugar has been restored to the dutiable list, we think it will be a long time before it will be again taken therefrom, for, besides the demand for revenue purposes, there is a strong feeling in favor of retaliation on the bounty-fed sugars which will have to be reckoned with. It is possible that the same influence may in time be strong enough to induce the British Government to exempt from the provisions of the sugar tax the sugars of the British West Indies. At present, the delicacy of the British Government to do anything that may

be considered an offence to Germany, France and other European countries, which give a bounty on beet-root sugars, prevents it from doing for the impoverished sugar industry of its West Indian colonies that which a strong influence at home has urged that it should do.

Should, however, there be a complete or partial withdrawal of the bounties on sugar in France, Germany and other European countries, the ranks of those who are in favor of a Customs duty on sugar would naturally be weakened to some extent.

Another of many similar conferences of representatives of European powers is shortly to be held to consider the question of doing away with the bounty system. Whether it will be any more successful than its predecessors remains to be seen.

At a convention in London in November 1887, at which Great Britain, Austria, Germany, Belgium, Denmark, Spain, France, Italy, Holland, Russia and Sweden were represented, the bounty system was condemned and the delegates agreed to recommend their respective Governments to abolish it. When it came to the sticking point, only six countries, namely, Great Britain, Germany, Belgium, Italy, Russia and Sweden agreed to boycott, and the scheme fell to the ground.

The late Lord Farrer, when the question of shutting out bounty-fed sugars from Great Britain was being discussed, denounced the scheme as protection disguised. He said: "We virtually promise both for ourselves and our colonies that we and they will not under any circumstances show any favor to the sugars of our West Indian or other colonies or possessions over that shown to the beet sugars of their rivals in Europe." Briefly stated, Lord Farrer did not favor the scheme to boycott European bounty-fed sugars, because by so doing the hands of the British Government would be tied should it ever be found necessary at any time to grant favors to the West Indian sugar industry. For one who was opposed to anything being done in the way of tariff treatment in favor of West Indian sugars, it was a rather peculiar line of argument to take.

But, while such a pronounced free trader

as Lord Farrer was opposed to countervailing duties, one still more prominent in British politics was in favor of them. We have reference to Mr. Gladstone. Away back in 1866, when a delegate to the sugar congress, he pronounced himself in favor of countervailing duties. And, according to speeches which he made several years later, it was evident that he was of the same opinion still.

In 1889 a Bill was introduced in the British House of Commons by Baron H. de Worms providing that by Order-in-Council the importation of bounty-fed sugar, except that in transit, should be prohibited. It was, however, withdrawn to prevent defeat. The Bill was designed to give effect to the sugar bounties convention held the previous year, when the decision was first given by a majority of the powers that sugar was bounty fed.

In 1898 another bounties convention was held in Brussels, at which Germany, Belgium, Austria and Holland expressed their willingness to abolish bounties if Great Britain would agree to establish any penal tariff in connection with the bounty-fed sugar coming into England. The representatives of France and Russia refused, however, to concur, and the scheme fell through. A few months ago, another meeting of the representatives of the powers was held in Brussels to try and arrange the details for another convention to consider the bounty question. At that meeting France offered to make certain radical changes and the result was a decision to summon another regular convention this year at Brussels.

Due chiefly to the competition of the bounty-fed sugars of Europe, the sugar-refining industry of Great Britain has shrunk to a mere shadow of its former self. Where at one time there were 12 refineries on the Clyde there are now but four; in Liverpool five where there was once 12; in London two where there was once 15. About 22 years ago the refineries of Bristol were capable of turning out 2,500 tons of sugar weekly, whereas the one factory now in existence there produces only about one-tenth that quantity.

Small and all as the protection is which the British refineries possess under the new tariff, they will endeavor to hang on to it; and we doubt if any serious attempt will be made to take it away, at least, until the sugars of Europe cease to be fed on the liberal bounties which have become known in England as an abomination.

A CANNER ON THE CANNED GOODS QUESTION.

Editor "The Canadian Grocer." In recent issues of "The Grocer" you have for some reason, best known to yourself, given more than usual space to canned goods, and the manner in which canners are conducting their business, all of which has been uncomplimentary to the canners and detrimental to the canning business. Some of your remarks, especially those pertaining to the export business and the want of enterprise on the part of canners, have been, to put it mildly, very aggravating.

Canners, like other men are only human; their ranks are made up of men from all walks in life; they have been educated in all schools, so that our association is similar in faith, politics, and views of business integrity to other business associations, no better, and, so far as the writer can see, no worse. The chief object of the association has been at all times to elevate the standard of Canadian canned goods, and to protect the interest of those on whom we depend to distribute the goods to the consumer, and to produce them at a price at which the consumer could use them as an every-day article of diet. The three principal objects of our association, our worst enemies must admit, have been accomplished.

Canadian canned goods as a whole will compare favorably with similar products of the world, as evidenced by the gold medals in possession of some of our canners who exhibited at the World's Fair in Chicago and at the Paris Exposition, etc. As for protecting the interest of the trade, it has always been the aim of the association to place every wholesale buyer on the same footing, and this will continue to be our object so long as we remain an association.

Unfortunately for the association and the Winnipeg trade, one of our members is said to have sold a large quantity of goods to a Montreal house early in January, 1900. The sale was made between the expiration of the agreement of 1899 and the renewal of 1900, when the afore-said member was possibly at liberty to make his own price and terms, of which the association at this date have no knowledge and is in no way responsible for. This transaction appears to have given the Montreal house some advantage over the Winnipeg trade, which the association deeply regret, as already expressed to the members of the Winnipeg Guild, and have taken steps to guard against its being repeated by any of its members. This should satisfy our Winnipeg friends.

Much stress is laid upon our paying freight to the eastern markets and selling to the West, and some contend that if we can allow 20c. per hundred lb. to Montreal, we should allow the same to Western buyers.

The geographical situation of the canners is such that the rates vary to Montreal in summer from 8c. to 20c. per hundred lb., which would effectually shut the western packers out of Montreal unless they were allowed to pay freight. If the same discrimination was made from Montreal west, matters would adjust themselves immediately, but, as you know, the freight on canned goods is the same from Montreal to Winnipeg and farther west, as from Windsor. Western packers are at a great disadvantage, as the eastern packer can reach western markets as cheaply as if he were packing

goods in Windsor. The only advantage in allowing freight to Montreal is to allow the western packer to unload his pack in Montreal, sometimes at cost or less than cost, if he desires to do so, but it is far from evident that he can afford to pay the same amount on all shipments.

In regard to prices, compare the price of canned goods to-day with the prices in force when the Americans controlled the markets of Canada, and you will see that the price is reduced in some cases 50 per cent. and over. Or, compare if you will the price for last season with the price of goods of similar quality in the United States, and you will immediately admit that the consumers of Canada have no cause for complaint.

The writer has recently sold peas in the United States at the association prices of to-day, the American buyer paying the duty, which is equal to ours. We would be sorry, indeed, to have our Winnipeg friends take their grievances before the Government, at which you hint, but should they do so, we are strongly of the belief that we have a good defence and only ask to be heard should the question come up.

As to want of business pluck and energy, the public must be our judges. No business has made greater strides in Canada since the inauguration of the National Policy, and we know of no business more difficult to manage successfully. All our raw material is perishable and requires to be handled immediately; our season is short, obliging us to gather a large force of hands together at short notice, many of whom are new recruits each year, and are frequently obliged to work night and day while the season lasts. Owing to the changeable seasons, the yield of fruit and vegetables can only be approximated. If the season is unpropitious and we sell in advance, our friends, the wholesale grocers, demand that the contract shall be filled in full, or a prompt settlement made in keeping with the advance, and if the season is a prolific one the grower demands that we shall take his crop or there will be trouble. Our friend, the wholesale grocer, demands that we shall rebate to him what little profit we have made or he will look elsewhere for his goods; and when the dispute reaches this climax, canners usually yield, knowing that if we seek to export our goods we find the freights so much in favor of points in the United States that we are as likely to make a loss as a profit; and notwithstanding the loss that every canner has made who has exported they are continuing to export goods to England, Ireland, Scotland, Germany, South Africa, China, Australia and other parts of the world, with the hope that some time the quality of the goods will command attention, and that the Government may aid in some way to get better freight rates to the seaboard.

In conclusion, when you write again about the canned goods situation and the abnormal pack, and the difficulties of canners maintaining prices, in all fairness point out to the trade that the consumption of canned goods is much larger at home, that small as the export is it is a factor in disposing of the year's supply, that you have heard of some wholesalers, even in Ontario, who are replenishing their stock of corn and peas, that gallon apples are largely shipped out of the country and that there are a few signs that those who have nerve enough to wait may be paid for waiting.

Pardon me for saying that you have gone

to the wrong source for some of your information, and for trespassing so much on your valuable space.

AN OLD CANNER.

Delhi, Ont., April 26, 1901.

INDUSTRIAL GOSSIP.

Those having any items of news suitable for this column will confer a favor by forwarding them to this office addressed the Editor.

ADVICES received from the Klondyke district this week state that the output of gold in that region this year will be over \$25,000,000.

Henry Clark, Canterbury Station, N.B., has decided to erect a mill, constructed after the most up to date plans in that place.

It is reported in Victoria that R. P. Rithet & Co., wholesale grocers, etc., of that city, are at the back of a proposal to establish a sugar refinery there.

Alex. Forbes, Port Huron, Mich.; Benj. Boutell, G. W. McCormack and H. M. Gillett, Bay City, Mich.; J. W. Steinhoff, H. A. Stonehouse, D. A. Gondoni and Miles McCarron, Wallaceburg, Ont., have been incorporated as The Wallaceburg Sugar Co., Limited, with a capital of \$300,000.

There is a proposal on foot to erect large flour mills at Sydney, N.S. At present the large boats which haul coal from Sydney to Montreal return to the former port with practically no cargo, and it is believed that these could be fitted to carry wheat on the return trip to Sydney to the advantage of both the shippers and the owners of the boats.

The Frontenac County Cheese Board have elected the following officers: President, L. L. Gallagher, Wilton, Ont.; Sec.-Treas., W. McGarvey, Mount Chesney. Several practical speeches were made at the meeting. Mr. Gallagher felt that the coming season would be a trying one. He advocated the use of heavier boxes. J. W. Hart, superintendent of the Dairy School, advised against making fodder cheese. L. W. Murphy advocated stencilling weight on every box of cheese; the system of pencilling weights was a failure.

HONORED THEIR PRESIDENT.

The members of the Commercial Travelers' Association of Canada undoubtedly appreciated the services of their retiring president, Mr. Charles E. Kyle. On Saturday last, an enthusiastic meeting was held in the offices of the association, 51 Yonge Street, Toronto, when, after several eulogistic speeches, Mr. Kyle was presented with an oil painting of himself. After a brief acknowledgement, he returned the picture to the association, to be hung on the walls of the offices.



Royal is the baking powder of highest character and reputation, the favorite among housekeepers. The cheapest to consumers, the most profitable for dealers to handle.

Those grocers who are most successful in business---who have the greatest trade, highest reputation, the largest bank accounts---are those who sell the highest quality, purest, best known articles.

It is a discredit to a grocer to sell impure, adulterated and unwholesome goods; nor is the sale of such goods, even though the profits on a single lot may be larger, as profitable in the long run as the sale of pure, wholesome, high-class articles at a less percentage.

Trade is won and held by the sale of the best, the highest grade, the most reliable goods.

ROYAL BAKING POWDER CO., 100 WILLIAM ST., NEW YORK.

HINTS TO BUYERS.

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

GROCERS wishing to buy canned goods at bargain prices will find Laporte, Martin & Cie ready to quote a selling price for any kind of canned fruits and vegetables.

H. P. Eckardt & Co'y, are selling "Ruby" prunes at a low price.

Lucas, Steele & Bristol offer another lot of Burnett's coffee clearer.

H. P. Eckardt & Co'y, are offering raw sugars in barrels. The samples are fine.

Marshall's round tins of choice red herrings, 100 in tin, are in stock with Lucas, Steele & Bristol.

The A. F. MacLaren Co., Limited, has been appointed agent in Toronto and Western Ontario for the "Falcon" brand of olives.

For Young Hyson points, Lucas, Steele & Bristol are in an exceptionally good position to fill orders.

A grocer in Eganville writes this week to the "Salada" Tea Co. that their Ceylon green tea has given "excellent satisfaction" to his customers.

Laporte, Martin & Cie are offering reductions in Valencia, Malaga and Californian raisins. They have a fine lot on hand and are prepared to sell.

Hugh Walker & Son, Guelph, unloaded a car of navel oranges from Redlands, California, last week in perfectly sound condition, and they are finding a good sale for them.

Grocers wishing a good line of imported pickles at domestic brand prices should write to Laporte, Martin & Cie. They are agents for Flett's goods, a very superior article.

The Victorine Co., of Montreal, are now introducing their goods into Western Ontario. The trade has readily taken hold of this washing compound and the demand is steadily increasing.

Mr. Henri Jonas, Montreal, reports a flourishing trade in his Military Dressing. He says that grocers are awakening to the fact that this is a splendid specialty to handle, having recommendations peculiarly its own. This season of the year is the right time to introduce it.

BACK AT THE OLD STAND.

Hudon, Hebert & Cie, who, an account of the fire, were forced some weeks ago, to take temporary offices on Notre Dame St., have now moved back into their handsome warehouse at the corner of DeBresoles and

St. Sulpice. A staff of workmen have been busy since the disaster renovating, and everything will soon be in apple pie order. To say that Messrs Hebert are glad to be back in their comfortable home is putting it mildly indeed.

CEYLON GREEN TEAS IN LONDON.

It is gratifying to note that encouraging prices for green teas from Ceylon have been realized this week; 5½ to 6d. was realized for teas which would be characterized as pekoe Souchongs if they were Indian black teas, and 4d. for a rough Congou, while, for the Young Hysons, the pekoe-class leaf brought 8 and 8¾d. These teas were far from being green in the ordinary acceptance of the term as applied to China teas, but they drew straw-colored liquors, and the infused leaf was green, and should be welcomed by those who are accustomed to green teas. There is no reason to suppose that Indian planters would fail where Ceylon planters have shown that success can be achieved. There is a large demand for a green tea, and it is to the interests of British planters to supply the demand.—The Home and Colonial Mail, London, April 19.

TRADE CHAT.

J. Parks & Sons, grocers, Parry Sound, Ont., intend erecting a 100 x 24 ft. store this summer.

Brace, McKay & Co., Limited, have been incorporated as general merchants in Summerside, P.E.I., with a capital of \$25,000.

H. St. Pierre, representing a number of the bakers of Montreal, appeared before the Hygiene Committee of the Montreal Council last Friday protesting against grocers exposing bread at the doors of their stores. He held this practice should be stopped as it frequently led to the bread being contaminated by dust. In fact, he thought it would be a wise thing if grocers were prevented from selling bread. The reply given him was that the grocers could not be prohibited from selling bread, but all bread that was contaminated could be seized and grocers might be compelled to keep it inside their stores.

KEEP AT IT.

One step won't take you very far—
You've got to keep on walking;
One word won't tell folks who you are—
You've got to keep on talking.

One inch won't make you very tall—
You've got to keep on growing;
One little act won't do it all—
You've got to keep them going.

—Joliet (Ill.) Republican.

Delicious MUNCHERS

NUTRITIOUS.

Wholesale Agents for Canada,

WARREN BROS. & CO.
TORONTO,

"Chief Keokuk"
Pickles and Condiments.
"Montrose"

Tomatoes, Peas and Vegetables.

SOLD ON THEIR MERITS.

KEOKUK PICKLE CO.
KEOKUK, IOWA, U.S.A.

ALMOST...

every merchant in Canada has customers who are miserable in body and mind because they do not eat proper diet.

"SUPERIOR GLUTEN FLOUR"
CURES.

Without proper food no medicine will avail in cases of Dyspepsia, Obesity, Constipation, Kidney and Liver Troubles, or Diabetes. Samples and prices on application to

E. A. SHOEBOTHAM,
Canadian Agent, LONDON, ONT.
NOTE.—Canadian agencies solicited.

Shredded Whole Wheat Biscuit

For sale by all
Wholesale Grocers.

J. HEWITT, Agent
61 Front St. E., TORONTO.

COWAN'S

Hygienic Cocoa

Royal Navy Chocolate

AND

Famous Blend Coffee
are the favorites with all grocers.

THE COWAN CO., LIMITED, TORONTO

A Quart of Vinegar

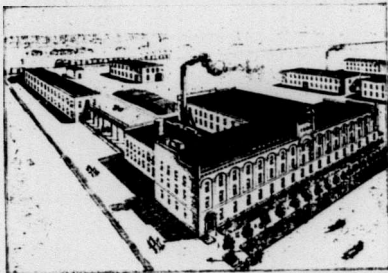


How many times have you been given that order—no mention of brand or quality—simply vinegar? You may not have considered your vinegar trade of much consequence perhaps—not much money in it anyway—but have you given it a fair trial? Do you handle the ordinary article, or the highest grade vinegar manufactured

Imperial White Wine ?

Your competitor may handle "IMPERIAL" and some of your best customers know it. Consumers like fine vinegar, particularly for table use, and when that perfect flavor, and unequalled pickling characteristics can be had in IMPERIAL WHITE WINE—and the cost is no more than the ordinary—why, they get it every time.

Remember the name—"IMPERIAL."



THE WALKERVILLE MATCH CO., LIMITED

Manufacturers of the Celebrated

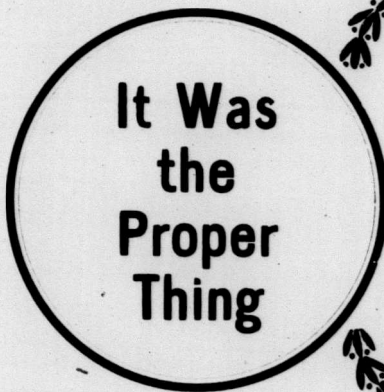
Maple Leaf, Crown,
Knight and Imperial
Parlor Matches



The well and favorably-known
Hero and Jumbo
Sulphur Matches

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

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



that "The Bean County" of the Dominion should also contain the factory where the best "Baked Beans" are obtainable. We are on the ground to make a careful selection of the stock required, and the reputation of the factory for cleanliness insures that proper care would be taken in their preparation. If you have not already stocked them, write us for a sample can.

The Kent Canning Co., Limited, Chatham, Ont.

"An Investment Hint" to the cautious.

Grocers who are doing business with their eyes open cannot fail to realize that Japan Teas are "doomed," because "**SALADA**" Natural Leaf Uncolored Ceylon **SALADA** Greens are superior Teas from every point of view--- and seeing that popular taste and judgment rules, and will for ever rule, "**Merit alone can hold its own.**"

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TORONTO

MARKETS AND MARKET NOTES

INFORMATION FOR BUYERS.

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

ONTARIO MARKETS.

Toronto, May 1, 1901

GROCERIES.

THE wholesale grocery trade during the past week has not been a satisfactory one as far as the volume of business is concerned. As buying is usually lighter at the end of the month than at the beginning, this falling off in business can scarcely be called unnatural. Within the last few days, however, business has shown a little more activity, and, by Wednesday, the wholesalers were receiving a number of fair sized orders. The canned goods situation has not changed any, as far as prices are concerned, but if anything the demand is a little better than it was a week ago. The demand for coffee is not so brisk as it was, but prices in the primary market are firmer. A little more attention is being given to teas this week, and the firmness in prices noted in previous issues has been maintained. Sugar is meeting with a fair demand, and the situation is strong as far as prices are concerned. There is not much being done in either syrup or molasses. In dried fruits, the most interesting feature is the firmness in currants, which are quoted 2s. higher in the primary market. Californian prunes have been advanced in price in the primary market, although at the time of writing local wholesalers have not made any quotable change in their figures.

CANNED GOODS.

If anything, the demand for canned vegetables is a little better than it was a week ago. The demand is principally for tomatoes, although, generally speaking, business is fairly well distributed over the three leading kinds of vegetables. Prices rule the same as before, most of the sales being at 75 to 80c. for tomatoes and 70 to 75c. for peas and corn. Very little is being done in beans, which are quoted at 75 to 80c. The trade in beans this season has been disappointing, not being equal to that of last year. A rather better demand is reported this week for canned

fruits, such as peaches, plums and raspberries, particularly. Strawberries are still very scarce. Business continues to improve, although but slowly in canned salmon. A little more business has been experienced in canned meats. A little is being done in canned lobster, but, in view of the high prices, trade in this line is naturally limited. Prices are firm at \$3.25 in one-lb. talls, \$3.50 to \$3.70 in one-lb. flats, \$1.75 to \$1.80 in half-lb. flats, and \$4.75 per doz. in glass packages.

COFFEES.

The coffee market has ruled strong during the past week both in Europe and America. The advance is largely due to the short interest in Brazilian coffees, and to the rise in exchange. Locally, importers are not inclined to operate, and the demand from the retail has fallen off somewhat. Our quotations on green Rio coffee are still as follows: No. 7, 8¼c. per lb.; No. 6, 9c.; No. 5, 9¼c.; No. 4, 9½c.

SYRUPS AND MOLASSES.

The demand continues to fall off, both for syrups and molasses, and there is now

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

very little being done. Prices remain as before. We quote sugar syrup at 30 to 32c. for medium and 35 to 37c. for bright. Corn syrups are quoted at from 2¾ to 2⅞c. in bbls., 3c. in kegs, and \$1 to \$1.30 in pails. New Orleans molasses runs from 23 to 27c.

SUGAR.

The position of the sugar market has been a very strong one during the past week. There have been several fractional advances in beet root sugars in London, and in New York the refineries are quite willing to pay 4 3/16 for centrifugal sugars. It is fully expected that the centrifugal raw sugars will be selling at 4¼c. in the near future. The demand for refined sugars for prompt delivery is light in New York, but quite a few sugars are going out to fill previously placed orders. According to Willet and Gray, the receipts of raw sugars in the United States last week were 49,564 tons and the meltings 33,000 tons. The total stocks of raw sugar in Europe and America at the end of last week were 1,733,300 tons against 1,707,236

tons the week previous, and 1,475,722 tons last year at the corresponding date. It is expected in Europe that the United States will soon be again coming on that market for raw sugars. In Canada, during the past week, there has been a fairly good demand for sugars. Stimulated, no doubt, to some extent by the expectation of an advance in prices in the near future. The retailers have been buying fairly freely and quite a few carlots have changed hands. The price is still \$4.73 in Toronto for Montreal refined and \$4.68 for Acadia, while yellows run from \$3.88 to \$4.53 per 100 lb.

RICE AND TAPIOCA.

The demand for rice is fairly good, The kind most wanted is, of course, standard B, at 3½ to 3¾c. It is estimated that, of the total consumption of rice in this part of the country, fully 90 per cent. is of the cheaper grade. Tapioca is quiet at 4¼ to 4½c. per lb.

NUTS.

Shelled walnuts continue weak in the primary market, some purchases having been made recently at even lower prices than those ruling a short time ago.

TEAS.

Local representatives of Indian and Ceylon tea houses report a further improvement in the demand from the wholesale trade, and mail advices show that the markets, both in the country of production and in London, rule firm. At the auctions in London, after the close of the Easter holidays, the bidding was, on the whole, steady, and prices were, as a rule, firm, although the medium broken pekoes were a trifle easier. There is a fair demand locally on retail account. Japan teas are very dull, and quite a few complaints are heard from representatives of Japan houses as to the influence of Ceylon greens in preventing sale of their teas, owing to the lower price of the latter. They, however, claim that the relatively low price of Ceylon greens as compared with Japan teas is only a temporary matter. Ceylon greens are about cleaned up on the spot. As far as we can learn no advices have yet been received here in regard to the opening of the market in Japan.

FOREIGN DRIED FRUITS.

CURRANTS—The market in Greece is firmer, and a cable message received from Patras a few days ago by a Toronto house reads as follows: "The market has advanced 2s. per cwt. Expect another

advance. Stocks are light." Wholesalers report a rather better demand, although the volume of business is still light. Prices run as before. Provincials are quoted at 8c.; Filiatras at 8¼ to 9½c.; Patras at 9¼ to 10½c., and Vostizzas, 11½ to 12½. Cleaned currants are selling at from 8½c. up.

VALENCIA RAISINS—The condition of the Valencia raisin market, both at home and abroad, is still unsatisfactory. Mail advices from London state that the market there is stagnant, except for the very worst description of fruit, which is being sold at a low price for shipment to the Continent. Good quality fruit, the advices state, is now moving, buyers being apparently afraid to buy on account of the large quantity of inferior fruit, which is being offered at low rates. Locally, there is very little being done and prices are the same as before. We quote, according to quality, as follows: Fine off-stalk, 6½ to 7½c. per lb.; selected, 7½ to 8½c.

PRUNES—The trade here does not appear to be very well informed as to whether the prices of Californian prunes have been again put back to the figures which ruled up to the 9th of April. We have seen, however, correspondence from one of the large dealers in the United States which indicates that the low prices only ruled for 15 days as stipulated by the association. In fact, from what we can gather, prices on some sizes are even higher than they were previous to 9th of April, although on 40's to 50's the price is much lower than previous to that date. While on the small sizes, notably 100 to 120's, the advance is about ½c. per lb. above the figures ruling two weeks ago. During the low-priced period of 15 days, the local representatives of Californian houses report that very little business was done; in fact, transactions appear to have been confined altogether to spot goods. But the wholesalers report a fair trade being done on retail account. So far, no change has been made in the prices to the retail trade. The reported damage to the prune crop in California by frost is the cause of the firmer tone to the market. We quote Californian prunes as follows: 30 40's, 8 to 8½c.; 40 50's, 7½ to 8c.; 50 60's, 7 to 7½c.; 60 70's, 6½ to 7c.; 70 80's, 6 to 6½c.; 80 90's, 5½ to 6c.; 90 100's, 5 to 5½c.

CALIFORNIAN EVAPORATED FRUITS.—Business continues fair for both peaches and apricots, and quotations rule as before. We quote: Apricots, 11½ to 12½c. per lb., in 25-lb. boxes; peaches, 8½ to 10c. per lb. in bags, and 10 to 12c. in boxes, according to quality.

DATES—Business continues quiet. We quote: Hallowees at 4 to 4½c., and Sairs

at 3½ to 4c. Package dates are quoted at 5½ to 6c. for 1 and ½-lb. packages.

FIGS—A few mat figs are still moving at 3½c. per lb., but business generally in this line is small.

GREEN FRUITS.

There is a good movement of all seasonable lines. The stocks of cranberries and Malaga grapes are practically cleared out. The few grapes left are not in fit condition for shipping. Stocks of navel oranges are becoming reduced, and some houses are asking as high as \$3.75, an advance of 25c., for their best sizes. Mediterranean sweets are now offering all the way from \$2.85 to \$3.25. New Valencias are arriving. These are firm at \$6.25 to \$6.75 for large 420's, an advance of 50c.; ordinary 420's are unchanged. Messina lemons are steady in price. There are liberal stocks on hand, but the movement is moderate. The supply of ripe bananas is not as large as the demand would warrant, but present stocks will ripen in a few days. The sale of pineapples is constantly extending, as more liberal supplies are reducing prices, the basis now being from 9 to 15c., according to grade. Apples are firm at \$4 to \$5 per bbl. and 30 to 40c. per basket for good eating varieties. Cocoanuts are in good demand at \$3.50. There is an improvement in the demand for strawberries, as the fruit now arriving is better than previous arrivals. We quote 11 to 12c. for pints and 23c. for coffin quarts.

COUNTRY PRODUCE.

EGGS—Receipts are very heavy. In fact, the arrivals are so large that picklers are taxed to their full capacity and the offerings for immediate consumption are such as to keep the market easy at 11 to 11½c., the former being the general quotation.

BEANS—There is not much doing. Prices are steady. We quote \$1.60 to \$1.65 for hand-picked, and \$1.50 to \$1.60 for primes.

HONEY—Stocks are moderate, and the demand is light. Prices are firm at 10 to 11c. for extracted clover, and \$2 to \$2.50 for clover comb.

DRIED APPLES—There is practically nothing doing. We quote nominally 5c. for evaporated and 3 to 3½c. for dried apples.

MAPLE PRODUCT—The market has weakened during the week as receipts from Quebec toward the end of the boiling season were larger than anticipated. Prices are still at a fairly high level, however, the decline only amounted to 5c. per gal. Pure stock is quoted as follows: New syrup, 85 to 90c. per wine gal.; \$1.15 per Imperial 1 gal. tin; \$1.10 per gal. for Imperial 5-gal. tins; new sugar, 12½c. per lb.

BUTTER AND CHEESE.

BUTTER—The market is weak. Offerings of all lines are increasing, and a drop of 1c. per lb. is noted throughout. We quote as follows: Dairy prints, 14 to 15c.; rolls, 13 to 14c.; second grade tubs, 11 to 12c.; creamery prints, 18 to 19c.; boxes, 17 to 18c.

CHEESE—The market has regained the ½c. lost last week and now 9½ to 10c. are the general quotations for September makes, and 9 to 9½c. for new cheese.

FISH.

Frozen fish is done. There is a good movement of fresh fish, especially whitefish and trout, which are 2 to 3c. cheaper. We quote as follows: Fresh fish—codfish, 7 to 8c.; whitefish, 8c.; trout, 7c.; halibut, 9 to 10c.; sea salmon, 17c.; haddock, 6c.; herring, 4c.; British Columbian salmon, 16 to 17c. Smoked fish—Ciscos, \$1.25 per 100. Salted fish—British Columbian salmon, No. 1, \$14 per bbl.; Labrador salmon, \$14 per bbl.; green cod, No. 1, \$4.75 to \$5 per 200 lb.; small, \$3.75 per 200 lb. Prepared fish—Dried cod, in 112 lb. bundles, \$4.75 per cwt.; flitched cod, \$5 to \$5.25; boneless cod, in bricks, 5 to 5½c. per lb.; steak cod, 6½c. per lb.; shredded cod (2 doz. in box), \$1.80 per box; boneless fish, loose, in 25-lb. boxes, 4 to 4½c., and 5-lb. boxes, 5c. per lb. Live lobsters are worth 15c. per lb.

VEGETABLES.

The demand continues to improve as prices are nearing a popular basis. We quote: Cucumbers, 75c. to \$1 per doz.; radishes, 30 to 40c. per doz.; cabbage, 30 to 50c. per doz.; rhubarb, 50 to 75c. per doz.; asparagus, 60 to 70c. per doz.; lettuce, 15 to 25c. per doz.; green onions, 10 to 12c. per doz. bunches; yellow Danvers onions, \$1 per bag or \$2.50 per bbl.

GRAIN, FLOUR, BREAKFAST FOODS.

GRAIN—The market is fairly active, but there is no change in values. Ontario wheat is quoted at 64 to 65c. at outside points for both red and white, and Manitoba wheat is worth 90 to 91½c. Toronto, for No. 2 hard. There is a fair delivery of all grains on the local street market. We quote: Wheat, white and red, 69c.; goose, 66c.; oats, 34 to 34½c.; peas, 65c.; rye, 52 to 52½c.; barley, 46c.

FLOUR—The market is steady since last week's decline. We quote on track, Toronto (bags included): Manitoba patents, \$4.20; Manitoba strong bakers', \$3.90; Ontario patents, \$3.35 to \$3.50; straight roller, \$3.10 to \$3.25.

BREAKFAST FOODS—There is a good local demand, and the export trade is improving. We quote: Standard oatmeal, \$3.70 in bags, and \$3.80 in bbls.; rolled oats, \$3.60 in bags, and \$3.70 in bbls.; rolled wheat, \$2.25 in 100-lb. bbls.; cornmeal, \$2.75; split peas, \$4; pot barley, \$4.

HIDES, SKINS AND WOOL.

HIDES—The market continues dull, with no change in prices. We quote: Cowhides, No. 1, 6½c.; No. 2, 5½c.; No. 3, 4½c. Steer hides are worth 1c. more. Cured hides are quoted at 7 to 7½c.

SKINS—A fair trade is doing. Prices are unchanged. We quote: No. 1 veal, 8-lb. and up, 8c. per lb.; No. 2, 7c.; dekins, from 40 to 60c.; culls, 20 to 25c. Sheepskins, 90c. to \$1.

WOOL—There is nothing doing. We quote: Combing fleece, 14 to 15c., and unwashed, 8 to 9c.

MARKET NOTES.

Butter is 1c. per lb. lower.
Maple syrup is 5c. per gal. lower.
Currants are 2s. per cwt. dearer in Greece.
Frozen fish is done, but many lines of fresh fish are offering freely.

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Stock well assorted. Prices right.

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Good goods at moderate prices.

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it and quote rates.

QUEBEC MARKETS.

Montreal, May 2, 1901.

GROCERIES

THE opening of navigation has introduced a little more briskness into the grocery trade, which, this week, has been fairly active in some departments. On the whole, the market presents few new features. Sugar is strong, and is generally expected to advance within some weeks. Retailers are buying fair amounts, but one cannot say that they are stocking heavily. The Barbadoes molasses market is reported at the Island to be a little weaker, the last cable giving the nominal quotation at 10c. first cost. Canned goods remain as reported last week. Tomatoes hang about the 80c. value, with fair quantities selling. Fruits are quite active, and salmon has been frequently inquired for. The feature of the currant market is the upward turn that has taken place at Patras, where an advance of 2s. is reported. Raisins are as dull as ever, and nobody seems to want them. The tea market has been somewhat depressed by two forced sales involving \$60,000 worth of tea, damaged or otherwise. The wholesalers report a little better demand for tea this week from the country. The sale of four steamerloads of Mediterranean fruit will attract a large number of American and Canadian buyers to the city next week. The first sale will be held on May 8.

SUGARS.

The stronger tone noted in the sugar market last week is continued, London raw beet showing an advance of 1 1/2 d. on the week, being now quoted at 9s. 1 1/2 d. This has been chiefly due to the improved demand for beet sugars, generally admitted to be largely for American account, and it is estimated that some 25,000 tons have been bought of late. Cane sugar is quiet and steady. In refined sugar the tone is still strong, maintained by the strength of raw. The trade has full confidence in the future and an advance in all grades is expected. Yet, the buying is not abnormally heavy. The price is \$4.55 for granulated at the refineries and \$3.70 to \$4.35 for yellows, according to quality. It is said that the refiners will hesitate to advance even after another advance in New York, owing to the keen competition being met with American sugars.

SYRUPS.

Few shipments of syrups are now being made. Prices are unchanged at 1 1/2 to 2c. per lb. for cane syrup, and 2 3/4 to 3c. for corn syrup.

MOLASSES.

The last quotation received from the Barbadoes was 10c. first cost. This would

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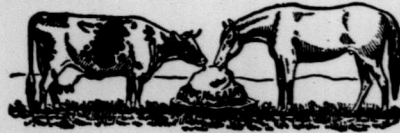
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indicate a weakening, and justifies the action of the dealers here who preferred to hold off when quoted 10½ or 11c. last week. On the whole, however, the market is steady, and no great change is anticipated. At present basis, it would cost 27c. to lay down new goods here. A fair distributing trade continues to be done at 29c. per gal. in any quantity.

CANNED GOODS.

A fair business is being done in canned goods, but unprofitable prices continue to prevail. Tomatoes are worth about 80c.; corn, peas and beans about 75c. to 77½c. About 1,500 cases of corn were disposed of on account of a bank last week at a very low price, but it is said the buyer only lost money on the transaction. The market for salmon continues firm, with fair amounts selling. Fraser River red sockeye is worth \$6.00 to \$7.00; cohoes, \$4.50 to \$5.00 and humpbacks, \$3.50 to \$4.00 per case. It is said that some houses at the Coast are offering Fraser River red sockeye new pack goods at \$4.50, but will only enter into hard and fast contracts at \$4.75. Buyers here are not operating, preferring to wait developments. Fruits are selling well at previous quotations and they form one of the most active lines in the trade to-day.

SPICES.

There is no important change to note. We quote as follows: Nutmegs, 35 to 65c. per lb., as to size; Penang mace, 45 to 50c. per lb., as to quality; pimento, ground, 12½ to 15c.; cloves, 15 to 25c.; pepper, ground, black, 17 to 20c., according to grade; white, 25 to 27c.; ginger, whole Cochin, 15c.; Japan 10c.; Jamaica, 20c.; ground, Japan, 15c.; Cochin, 20c.; Jamaica, 25c.

RICE.

The new arrangements made between the wholesale houses and the milling company do not involve a change in the retail price. We quote: CC rice, \$2.90 to \$3; B rice, \$3 to \$3.15, according to quantity; Japan, imported, 4½ to 5½c.; Canadian Patnas, 3¾ to 4c., imported Patnas, 4¼ to 4½c., according to quality; best Carolina Leads, 9 to 9½c.

CURRENTS—The latest advice from Patras advises us of an advance in currants amounting to 2s. per cwt., goods now being worth 28s. English advices indicate a more active market, with demand for all grades, for both home and export trade. The continent still appears to be a buyer in Greece, and it is probable that the bulk of the fruit still available for export will eventually be put forward to the continental markets. The demand on the Montreal market is limited at 8c., some quoting 7½c.

RAISINS—Business in this line is abnorm-

ally and inexplicably slow. Dealers prefer, however, to hold their stocks even though they be large, to sacrificing the goods. Fine off stalk Valencias are worth 6c.; 2 crown raisins, 7½c., and 3 crown, 8c.

PRUNES—A fairly good business is being done in prunes at the reduced prices. Quite a quantity of damaged fruit was sold this week and it has not improved the market. Californian prunes are worth 5 to 5½c. for 90's to 100's; 6½ to 7½c. for 60's to 70's and 7½ to 8c. for 40 50's. French prunes are selling at 3½ to 5c.

EVAPORATED FRUITS—A fair inquiry has been felt for evaporated fruits this week. Apricots are being held firmly since the report came that the Californian crop was injured by frost. Apples are selling at 5½ to 6c. per lb.; pears, at 9½ to 10c.; peaches at 9 to 9½c. and apricots at 10 to 11c.

NUTS.

The demand for nuts is rather slow and stocks are being cleared out. We quote as follows: Shelled walnuts, 19 to 20c.; unshelled, 7 to 8c.; pure Mayettes, 9½ to 10c.; Sicily filberts, 9 to 10c.; Valencia almonds, 31 to 32c.; Tarragona almonds, 11½ to 12½c.; peanuts, 6½ to 7½c.

TEAS.

The tea market has been attended with unfortunate circumstances this year, a healthy firm market in Japans having been depressed by three forced sales, two held by insurance companies and another on bank account. As a consequence, low-grade Japans, although scarce, can be had for 13 to 14c. per lb. The demand, however, runs principally along the better grades. It is said that some of the tea that was sold by auction last week is being refused. Certain it is that quantities of it were so damaged that some merchants tried to bring in the health authorities to stop the sale. The auctioneers, however, nor any of the parties interested, cannot be blamed, for they guarantee the goods and assure satisfaction. Some of the Japans are said to have brought more than they were worth, while others sold as low as 6½c. Several varieties of black teas were true bargains.

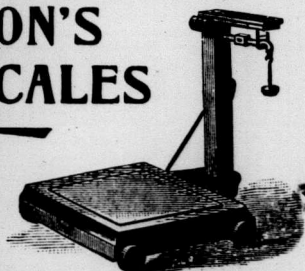
The demand for teas from the country is reported to be improved this week. The inquiry is principally for 18 to 20c. Japan tea, but some blacks of the better grades are also wanted. The higher priced black teas are firm in price. The Japan tea market is expected to open any day.

GREEN FRUITS.

The feature of the green fruit market is the arrival of large quantities of Mediterranean oranges and lemons, mention of which will be found elsewhere. These are not being discharged as quickly as expected,

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JAPAN TEA

The highest standard of purity, the choicest flavor and the greatest refreshment are represented in every package of Japan Tea. It is prepared with care and cleanliness from the tender leaves and buds, and surpasses in flavor and excellence the teas of all other countries.

Every pound is inspected by the Japanese Government.

JAPAN CENTRAL TEA TRADERS'
ASSOCIATION.
Trafalgar Chambers, Sun Life Building
Annex.
Tel. Plain 4142. MONTREAL, CANADA.

96 King Street,

Dear Mr. Jobber,—

Montreal, April 19th, 1901.

We take this opportunity of advising you that our stock of Chicory, Coffees, Spices, Evaporated Fruits, etc., is replete with excellent values. If you are a prospective buyer of any of the above-mentioned goods, and are in the business for money, the best thing you can do is to communicate with us at once for samples and quotations. We have something "extra good" in these lines to offer you. Awaiting your further favors,

Respectfully yours,

S. H. EWING & SONS, Montreal.

P. S. This letter was incorrectly addressed to Mr. Dealer in a former issue.—S. H. E. & S.

so business has been enjoying a forced quiet this week on account of a shortage in stocks. Californian oranges are now out of the market. Messina lemons are somewhat lower in price. We quote: Messina oranges, \$2.50 to \$3.50; per box and \$1.50 to \$2 per half box; Valencia oranges, 420's, \$4.75; Jumbos, \$5.25 to \$6; 714's, \$5.50; bitter marmalade, \$3.25 per box; Messina lemons, 300's, \$1.50 to \$2; 360's, \$1.75 to \$2 per box; bananas, \$1 to \$1.75 per bunch; extras, \$1.75 to \$2.25; Apples, \$4.00 to \$5.00 per bbl.; sweet potatoes, Vinelands, \$4.00 per bbl.; Malaga grapes, \$5.50 to \$7 per keg; Californian fancy pears, \$4 to \$5; pineapples, 8 to 20c.; Californian green-top celery, \$8 per case; Californian cauliflower, \$2.25 to \$2.50 per crate; Florida tomatoes, \$3 to \$3.25 per crate; radishes, 40 to 50c. per dozen bunches; Boston lettuce, \$1.25 to \$1.40 per dozen; Canadian lettuce, 20 to 40c. per dozen; new Bermuda potatoes, \$8.50 per bbl.; new Bermuda onions, \$3.50 per crate; asparagus, 40 to 50c. per bunch of 3 lb.; strawberries, 35 to 45c.; Egyptian onions, 2c. per lb.; cocoanuts, \$3.25 to \$3.50 per bbl.

COUNTRY PRODUCE.

EGGS—The egg market is easy under heavier receipts. Dealers are paying 9½c. for grades as they arrive. There is a fair local demand, the general selling price being 10½ to 11c. per dozen. Pickling is now commencing.

MAPLE PRODUCT—There has been a good demand for syrup, which has sold well at 7c. per lb. in 15-gal. casks for good quality. In wine measure tins we have sales to report at 75c., and 65c. per small tin. Genuine choice sugar is worth 9 to 10c.

HONEY—The market is quiet and the demand slow, although stocks are generally light. We quote: White clover honey in comb, 13 to 14c.; white extracted, 8½ to 10c.; buckwheat, in comb, 9 to 11c., and extracted, 7 to 8c.

POTATOES—The market is quiet and about steady. Carlots are worth 40 to 43c.

per bag, while good potatoes are being jobbed at 50c.

ASHES—The market continues quiet at \$4.20 to \$4.25 per 100 lb. for first pots. Seconds are worth \$3.85 to \$3.90.

FLOUR AND GRAIN.

FLOUR—The market is firmer in sympathy with the advance in wheat. Western mills are getting 5 to 10c. more money. We quote as follows: Manitoba spring wheat patents, \$4.10 to \$4.30; winter wheat patents, \$3.50 to \$3.80; straight roller, \$3.20 to \$3.40; in bags, \$1.55 to \$1.65, and Manitoba strong bakers', \$3.75 to \$4.00.

GRAIN—We quote: No. 1 spring wheat, 77c. afloat May; peas, 75c.; rye, 58½ to 59c.; No. 2 barley, 53 to 54c.; oats, 36c.; buckwheat, 58½ to 59c.; corn, 54 to 55c.

OATMEAL—The market is steady at \$3.40 to \$3.50 per bbl. and \$1.67½ to \$1.75 per bag. Since the advance in the West, shippers are asking a little more money.

FEED—The market for Ontario bran is weak and lower, carlots having been sold at \$17 to \$17.25 in bulk. Shorts are worth \$17.75 to \$18, and mouillie, \$19 to \$24.

BALED HAY—The market is quiet, and steady this week. We quote as follows: No. 1, \$11 to \$11.50; No. 2, \$10 to \$10.50, and clover, \$8.25 to \$9 per ton in carlots on track.

CHEESE AND BUTTER.

CHEESE—There has been some business done in old cheese at 9½ to 9¾c., although some say the market is lower than that. Some new goods have been sold at a decline of ¼c., 8½ to 8¾c. There are still supposed to be 35,000 boxes of cheese on the Canadian market; last year, stocks were cleared out.

BUTTER—The receipts are rapidly increasing, owing to the large number of factories that commenced on butter this spring. Fresh creamery is now worth 17 to 18c. Dairy is worth about 15 to 15½c. Some fresh Western dairy is reported to have sold at 14½c.

LIQUORS.

A good business has been done again this week. Quite a quantity of goods have been sold lately that were damaged on the outside by water. We quote:

SCOTCH WHISKIES

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

CANADIAN WHISKIES.

	In barrels per gal.
Gooderham & Worts, 65 O. P.	\$4 50
Hiram Walker & Sons	4 50
J. P. Wiser & Son	4 49
J. E. Seagram	4 49
H. Corby	4 49
Gooderham & Worts, 50 O. P.	4 10
Hiram Walker & Sons	4 10
J. P. Wiser & Son	4 09
J. E. Seagram	4 09
H. Corby	4 09
Rye, Gooderham & Worts	2 20
" Hiram Walker & Sons	2 20
" J. P. Wiser & Son	2 19
" J. E. Seagram	2 19
" H. Corby	2 19
Imperial, Walker & Sons	2 00
Canadian Club, Walker & Sons	3 60
	Less than one bbl. per gallon.
65 O. P.	\$4 55
50 O. P.	4 15
Rye	2 25

CHAMPAGNE.

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

	Quarts.	Pints.	Per Case.
Comte de Castellane—			
Cuvee Reservee	12 50	13 50	15 00
Carte d'Or	15 00		
Champagne Ve Amiot—			
Carte d'Or	16 00	13 00	10 50
" Blanche			
" d'Argent			
Pommery—	Quarts.	Pints.	
Sec and Extra Sec.	\$28 00	\$30 00	
Mumm's—			
Extra Sec.	28 00	30 00	
Moet & Chandon—			
White Seal	28 00	30 00	
Brut Imperial	31 00	33 00	

Perrier-Jouet—		
Fruit	28 00	30 00
Reserve Dry	28 00	30 00
GIN.		
Pollen Zoon—		Per Case.
Red, cases of 15 bottles.....		\$9 75
Green, " 12 "		4 75
Violette, " 12 "		2 45
P. Hoppe "Night Cap" Brand—		
Red, cases of 15 bottles.....		10 50
Green, " 12 "		5 25
Yellow, " 15 "		10 75
Blue, " 12 "		5 40
Poney, " 12 "		2 50
Draught—		Per Gal.
Hogsheads		\$2 95
Quarter casks.....		3 00
Octaves		3 05
De Kuyper—		
Violet, 2 doz. cases		5 30
Green, " "		6 00
Red, " "		11 50
White, " "		4 00
Terms, net 30 days, 1 per cent. off 10 days. In five case lots, freight may be prepaid.		
Key Brand—		
Red cases	10 25	
Green "	4 85	
Poney "	2 60	
Melcher's—		
Infantes (4 doz).....	4 75	
Picnic	7 75	
Poney	2 60	
Blue cases	4 75	
Green "	5 50	
Red "	10 25	
Honeysuckle, small.....	7 90	
" large	15 25	

NEW BRUNSWICK MARKETS.

OFFICE OF THE CANADIAN GROCER.

St. John, N.B., May 2 1901.

BUSINESS is quite active, having opened up earlier than usual. In markets there is nothing of particular importance. Ontario flours are rather higher. There are some lines of groceries that seem to hang fire at this season, such as dried fruits and canned goods. The latter show rather better movement, however. In business, few changes are being made. Those which have taken place have been already noted in "The Grocer." The cream of tartar market keeps quite firm.

OIL—In burning oil prices are unchanged. While some business is of course doing, shipments at this season are light. In paint oils, considerable movement is to be noted. Prices have moved up and seem firm, though the market during the spring has been unsettled. Lubricating oils are very active at unchanged prices. Shipments were early this season. Saw mills and pulp mills are the big consumers. In seal oils, the new Newfoundland kind are being offered. Wax is dull, and there is little doing in candles.

SALT—Though the regular Liverpool and Manchester steamers are now going elsewhere, some English coarse salt is afloat for here. Some is due to arrive by sailer. Prices are held firm. There is a brisk if not a particularly active demand. Fair stocks are held. In fine salt an improved sale is being experienced as the summer approaches. We quote as follows: Liverpool coarse, 50 to 55c.; English factory-filled, 95c. to \$1; Canadian fine, \$1 per bag; cheese and butter salt, bulk, \$2.10 per bbl.; 5-lb. bags, \$2.85 to \$2.90 per bbl.; 10-lb. bags, \$2.70 to \$2.75 per bbl.; 20-lb. wood boxes, 22c. each; 10-lb. wood boxes, 11c. each; cartons, \$2 per case of 2 doz.; English bottled salt, \$1.25 to \$1.30 per doz.; mineral rock salt, 60c. per 100 lb.

CANNED GOODS—There is little new. Dealers have fair stocks in all lines. Corn seems rather firmer than the other vegetables, but there is no change in price. Peas seem easy, but, as in corn, there is no change. Tomatoes are perhaps offered rather lower. More of these were sold here

Finely Labelled Goods

are pleasing to the eye and magnetize new customers. See

Clark's Tongue Lunch.

MOLASSES


Barbadoes and Porto Rico.

When you want to buy a car or more, write or wire us for quotations. We are the largest direct importers in New Brunswick.

BAIRD & PETERS, ST. JOHN, N.B.

Returned to Boeckh Bros 2/5/01

It will pay you



to make an attractive display of

BOECKH'S BRUSHES and BROOMS

during this season, while everybody is housecleaning. Let the people see them and they will sell themselves, and more than that, they are sure to give satisfaction. If your stock is not complete you should place your order at once.

Boeckh Bros. & Company,

80 York St., TORONTO.

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33 00

Ogilvie's Hungarian

Ogilvie's Glenora....

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

Superior Quality
Always Good

by the packers outside the association than of the others. Many goods were sold for future during April of last year, but none this season. It is much better that sales should not be made till nearer the season. In canned fish, all prices are firm. Some particularly fine domestic sardines are offered, of course, at quite an advance over the regular. The quality is said to compare well with the imported. While the season is still early for meats, prices show quite an advance over the early spring when our dealers bought. Fruits sell fairly well. This is not a large market, however. Prices are firm.

GREEN FRUIT. This continues to be a very busy line. The season opened very early this year. In oranges, there are many grades offered. Valencias are rather higher. Californians show little change. Fruit is arriving in better condition. The best stock, perhaps, is the Messinas and bloods, though the sale is limited. Lemons are, if anything, lower, but sales are not particularly affected. Pines are received and are low for the season. Bananas are very large sellers and are low, though showing quite a range. Apples are dull, though some trade is being experienced in best stock. Rhubarb is now received from local growers as well as the imported article. Prices are high. The strawberry season is here, though prices are still high.

DRIED FRUIT. The movement is still light. In currants, stocks are small. Some direct goods are expected. Quality of much of the goods offering is poor. Raisins are weak and dull. Seeded are offered lower. Some local seeded are offered. Prunes are lower, but best season of sale is over. Apricots and peaches are having only a fair sale. Dates have some inquiry, and there is an improved sale for package goods. Evaporated apples are lower. They have been a disappointing line, though showing a better profit than last year. Dried are dull. Egyptian onions are quite plentiful. Late

cables show advance in price. There have been few sales at low figures. There would seem to be no Bermuda onions this season. Peanuts are higher.

DAIRY PRODUCE. Eggs are low and seem steady at present price. Receipts are not so large and the demand is but fair. Quality has continued good. While butter shows no change, there is a demand for good stock at full figures. Stocks are light. Cheese shows but little change and there is but a light inquiry.

SUGAR. Values are unchanged. There is a large movement. There are quite free sales of foreign granulated reported at figures well below Canadian prices. A fair quantity of foreign yellows are here.

MOLASSES. The market is quite bare of new Porto Rico, although prices are quoted rather lower here. News from the Island shows quite a firm market. Two cargoes have been due here for some weeks, the continued east winds making it impossible for the vessels to get here. There is a fair stock of Barbadoes held. Some quite low prices are quoted. The market price itself is low.

FISH. Dried keep firm at the rather high figures. Stocks are not large. Pickled are high and not much business is being done. Low are held. Smoked herring, at the high figures, are slow. In finnan haddies, the season is getting on. Sale is now chiefly local. In fresh fish, gasperaux are not as plentiful as last week. There is a large sale. Fresh shad are about due. There are fair receipts of halibut. We quote: Large and medium dry cod, 81 to 81.25; small, 81.50 to 82.75; haddies, 5 to 5.12c; smoked herring, 12 to 13c; fresh haddock and cod, 2.12c; boneless fish, 1 to 5c; pollock, 81.60 to 81.75 per 100 lb.; pickled herring, 82.25 to 82.35 per half bbl.; Canso herring, 85 bbls., 82.75 halves; Shelburne, 81.50 bbls., 82.25 halves; gasperaux, 75c per 100 lb.; halibut, 10c.

FLOUR, FEED AND MEAL.—An advance in flour has been the feature of the week, though it was confined to Ontario. Market is quite firm. In oatmeal there is little change. The demand is light. Breakfast foods have the sale. Cornmeal is higher, and firm. Sales are large. Beans are dull, and if anything are quoted lower. Barley and split peas are firm. Blue peas are scarce. Hay is firm. Seeds move freely. Sales are early this year. Clovers are again higher, and firm. Timothy is rather easier. We quote as follows: Manitoba flour, 81.85 to 81.90; best Ontario, 83.90 to 84.00; medium, 83.65 to 83.80; oatmeal, 83.70 to 83.75; cornmeal, 82.40 to 82.50; middlings, 82.2 to 82.3; oats, 40 to 42c; H. P. beans, 81.65 to 81.75; primes, 81.60 to 81.65; yellow eyes beans, 82.40 to 82.60; split peas, 81.40 to 81.55; barley, 83.90 to 84; hay, 812 to 811; Canadian timothy seed, 82.80 to 83; American timothy seed, 82.40 to 82.70; red clover, 11 to 13c; alsike clover, 13 to 15c; mammoth clover, 13 to 16c.

ST. JOHN NOTES.

Geo. L. Barbour offers choice new Barbadoes molasses.

Hall & Fairweather report an active demand for seeds.

Fresh halibut is perhaps our choicest fresh fish, at least at this season. James Paterson is a large shipper.

The F. C. Colwell Candy Co., the first local house to offer maple syrup from The Imperial Syrup Co., is finding a nice trade. These goods, which are packed in tins, three sizes, and handsomely labelled, are attractive. The quality is guaranteed.

F. T. Thomas & Co., dealers in crockery, glassware, etc., Quebec, have moved to their new store at 10 St. John street, Quebec.

*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*

DO NOT PLACE YOUR ORDERS WITHOUT SEEING OUR PRICES

We can quote for immediate delivery, a fine lot of

Valencia Raisins

F.O.S. SELECTED 4 CROWN LAYERS.

Malaga Raisins

LOOSE MUSCATELS, 2 crowns and 3 crowns.

California Raisins

LOOSE MUSCATELS, 2-crowns, 3 crowns and 4 crowns.

Canned Fruits and Vegetables

We are quoting prices to sell.

We have a pretty large stock and it has to go. If you want any, write us—there is some money for you in it.

Teas !! Teas !!

We have a very complete assortment of teas which we are able to sell at as low price as any house in the Dominion. Try us for a sample order.

We are selling agents for

SIR THOS. LIPTON'S FAMOUS CEYLON TEA.

It is useless to speak of its quality, the name LIPTON is a sufficient guarantee.

Flett's Pickles

We are agents for FLETT'S PICKLES, and can say that our sales are increasing rapidly.

These pickles are guaranteed to be a first-class article, and the price is about the same as domestic brands. **TRY A SMALL LOT.**

We would like to have a chance to give quotations on VINEGAR in bulk. We have it in 8 different strengths.

MALT CIDER and WHITE WINE

60 grains 80 grains 90 grains 100 grains 118 and 122 grains.

See our travellers, write or phone for prices of any goods in our line.

LAPORTE, MARTIN & CIE.

Wholesale Grocers, MONTREAL.

MANITOBA MARKETS.

WINNIPEG, April 29, 1901.

THE weather during the week has been considerably broken by storms of wind and rain, so that seeding has not proceeded quite as rapidly as was expected. The rain, however, was acceptable, and the delay to seeding will not be serious. Four creameries at outside points opened this week, viz., Newdale, Birtle, Minnedosa and Austin. Grass is becoming quite abundant. There is considerable movement in cattle, especially stockers and cows, for the western ranches. The first train of the season leaves for Alberta on May 4. The cattle will be taken on board en route, beginning at Portage la Prairie and as far west as Moosejaw. This train is destined for the High River District. Another train will leave June 4. In spite of the hard winter here and scarcity of feed, the cattle are in very fair condition. Trade in both groceries and produce shows increased activity. Men out selling goods for fall delivery also report good placing orders. There have been few changes during the week, prices for the most part being well maintained.

SUGAR—Prices are unchanged, though there are indications of a slight decline when navigation opens. In the meantime, however, stocks at this point are light, and there is every possibility of a dearth before open water comes. It is mooted that, under existing conditions, sugar could with profit be brought in from the American side. Whether there will be any trade in this direction remains to be seen. Prices for the week are: Granulated, \$5.60, and bright yellow, \$4.65.

CANNED GOODS—The situation here is unchanged, the feeling being strong as to an injustice having been done to the Winnipeg jobbers. The article which appeared in your recent issue on this subject showed some of the facts of the case, but there are many other strong arguments which might be brought to bear against the Packers' Association. Tomatoes are selling at \$2 per case at the present time, so that it can readily be seen that the jobber who has been carrying good goods all winter is showing a loss. Corn and peas are practically in the same condition. It remains to be seen what action will be taken in regard to next season's pack. At any rate, the feeling is strong against the discrimination shown by the Packers' Association of Ontario. The market is all but bare of Californian canned goods.

EVAPORATED AND DRIED FRUITS—The market for these goods is not quite as active as usual at this season of the year.

Prunes have advanced slightly, and will be at their old figures probably by the middle of the week. Apricots have advanced $\frac{3}{4}$ c. in 10 days, but the demand is so small here that the advance makes little difference. Raisins and currants are in reasonable demand. The tone of the market is weaker.

RICE—Indications point to lower prices in Japan, Rangoon and Siam. Stocks here are light at present and I cannot quote any actual decline.

SYRUPS—This market is unchanged, but molasses is rather higher.

COFFEE—Rio shows a decline with Mochas and Javas at old prices. Rio, No. 5 standard 10c.

CURED MEATS—Market is firm with a good demand. Prices are unchanged.

GREEN FRUITS—This market is active. Egyptian onions are expected next week. The first car of coconuts has arrived. Strawberries and tomatoes are growing more plentiful, and rather lower in price. Pie plant is in and selling at $12\frac{1}{2}$ c. per pound. Oranges, \$2.25 to \$4.00; lemons, \$3.50 to \$3.75; bananas, \$2.50 to \$3.00; strawberries, \$8.00 for two dozen boxes; Mexican tomatoes, \$3.50 per crate of four boxes. California celery, \$1.10 per doz. Egyptian onions, 4c. per lb. Coconuts, \$1.00 per doz.

FLOUR—This market is fairly active, but without change in price.

CEREALS—Demand normal and no change in price.

FISH—This market is about over for the season, a few scaled herring and Labrador are being sold, but the demand is very limited.

BUTTER—Fresh creamery is again quoted, the opening price being 26c. per lb. at factories. Dairy butter is without change in the situation. Fresh make fit for table use is in limited supply at 15 to 17c. per lb., other grades are not even asked for.

EGGS—The supplies continue large, and prices are fairly steady at $10\frac{1}{2}$ c. Winnipeg for strictly fresh.

NOTES.

Mr. Wellington Boulter, of Picton, Ont., has been in the city for the past week

interviewing the jobbing trade. He left for the East to day.

The stock and fixtures of Robert Fairley, grocer, of this city, were on Saturday sold by auction by the assignee. The purchasers were Messrs. Campbell Bros. & Wilson, at 45c. on the dollar.

Mr. W. J. Mitchell, for the past two years superintendent of the Government creameries in Assiniboia, passed through the city on Saturday en route East to take up similar work in the Maritime Provinces.

RESTRICTING THE TEA OUTPUT.

So far, the Indian and Ceylon tea planters have not shown the least sign of being able to come to any understanding in regard to the proposal to restrict their output with a view to improving the market. Mr. James Sinclair, who is a distinguished authority on the subject, is now, it is understood, in this country, having come home from Ceylon for the purpose of endeavoring to establish an understanding amongst the companies on a different footing to that proposed up to the present moment. His idea is that there is no need to reduce the plucking area. He is no believer in the general cry that there has been overproduction. He maintains that the market has been got into its present position mainly in consequence of a deterioration in the quality of tea—that, in fact, the planters have paid more attention to quantity than to quality.—Grocers' Journal, London.

BRITISH COLUMBIAN GROCERY TERMS.

The British Columbian Wholesale Grocers' Association has elected the following officers:

S. J. Pitts, president, Victoria.
H. T. Lockyer, vice-president.
F. L. Elworthy, secretary-treasurer.
F. N. Black, honorary secretary, Vancouver.

They have agreed on a basis of credits to retailers, whereby accounts subject to 2 per cent. must be paid by the 10th of the following month; the net price will be accepted 30 days after purchase of the goods, and after this date interest will be charged.

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

PREMIUMS WANTED

We make a specialty of Silverware and other lines for premium purposes, and would be pleased to send catalogue and quote discounts on application. We handle a very desirable line of Silver Polish called Electro-Sterling, and we shortly have a Silver Cream Polish, both of which we can thoroughly recommend. We have several lines and patterns in Spoons and Forks, including the Rogers as per this trade mark. Write for particulars.

S. L. & G. H. ROGERS CO.

The G. Wheeton Mfg. Co.

Confederation Life Bldg., TORONTO

Temple Bldg., MONTREAL.

CURRENT MARKET QUOTATIONS

May 2, 1901.

This list is corrected every Thursday, and the quotations herein given are for the cities of Montreal, Toronto, St. John, N. B., and Halifax. The prices are solicited for publication, and are of such quantities and qualities as are usually ordered by retail dealers on the usual terms of credit. For Winnipeg market report and prices, see page 32.

Goods in large lots and for prompt pay are generally obtainable at lower prices. All quotations for staple products are under the direct control of the Editors, who all daily upon all the leading houses in the principal centres.

	Montreal.		Toronto.		St. John, Halifax.	
	\$0 12	\$0 12 1/2	\$0 13	\$0 14	\$	\$
BUTTER, CHEESE AND EGGS						
Dairy, choice, large rolls, lb.	14	15	14	15	20	22
" " pound blocks	14	15	14	15	20	21
" " tubs, best	12	13	11	12	16	18
" " tubs, sec. grade	19	20	17	18	22	24
Creamery, boxes	20	21	18	19	23	25
" prints and squares	9 1/2	10	9	10	10 1/2	11
Cheese, per lb.	11	11 1/2	11	11 1/2	10	12
Eggs, new laid, per doz.						
CANNED GOODS						
Apples, 3's	90	90	0 75	0 90	1 00	1 10
" gallons	2 40	2 10	2 00	2 40	2 15	2 25
Asparagus	2 20	2 25	2 00	2 40		
Beets	1 00	1 00	95	1 10		
Blackberries, 2's	80	85	75	85	1 50	1 80
Blueberries, 2's	80	90	75	80	95	1 00
Beans, 2's	70	80	70	80	85	90
Corn, 2's	2 15	2 20	2 10	2 25	2 30	2 40
Cherries, red, pitted, 2's	2 00	2 15	2 00	2 25		
" white	70	80	70	80	80	85
Peas, 2's	1 00	1 10	1 25	1 30	1 10	1 15
" sitted	1 00	1 10	1 25	1 30	1 20	1 25
" extra sitted	1 00	1 10	1 25	1 30	1 20	1 25
Pears, Bartlett, 2's	1 00	1 60	2 00	1 50	1 75	1 80
" 3's	1 75	2 40	2 25	2 50	2 15	2 25
Pineapple, 2's	2 40	2 60	2 50	2 60	2 50	2 60
" 3's	1 50	1 90	1 75	1 90	1 85	1 85
Peaches, 2's	2 25	2 90	2 50	2 75	2 70	2 85
" 3's	1 25	1 35	1 10	1 25	1 30	1 60
Plums, green gages, 2's	1 00	1 25	1 00	1 10	1 30	1 50
" Lombard	1 00	1 25	1 00	1 10	1 10	1 30
" Damson, blue	1 00	1 25	1 00	1 10	1 10	1 25
Pumpkins, 3's		85	80	85	1 00	1 25
" gallon			2 10	2 25	2 10	2 25
Raspberries, 2's	1 45	1 60	1 60	1 80	1 70	1 75
Strawberries, 2's	1 70	1 85	1 80	1 90	1 75	1 80
Succotash, 2's	1 00	1 25		1 15	1 10	1 15
Tomatoes, 3's	2 75	3 20	75	85	95	1 05
Lobster, tails	3 60	3 75	3 50	3 75	3 00	3 25
" 1-lb. flats	1 75	1 85	1 75	1 80	1 75	1 75
" 1/2-lb. flats	1 00	1 10	1 15	1 25	1 35	1 45
Mackerel	1 50	1 85	1 75	1 85	1 50	1 75
Salmon, sockeye, Fraser			1 60	1 65	1 50	1 60
" Northern						
" Horseshoe						
" Cohoes	1 10	1 25	1 25	1 30	1 25	1 50
Sardines, Albert, 1/2's	12	12 1/2	12 1/2	13	14	15
" 3/4's	20	21	20	21	20	21
" Sportsman, 1/2's	11 1/2	12		12 1/2		12
" 3/4's	19	20		21	20	21
" key opener, 1/2's	9	11	10 1/2	11	16	18
" 3/4's	18	18 1/2	18 1/2	23	10	11
" P. & C., 1/2's	20	22 1/2	23	25	23	25
" 3/4's	27 1/2	30	33	36	33	36
" Domestic, 1/2's	4	4 1/2	4	4 1/2	4	4 1/2
" 3/4's	7	8	9	11		
" Mustard, 1/2 size, case						
50 tins, per 100	7 50	11 00	8 50	9 00	8 00	9 00
Haddles		1 00	1 10	1 15	1 00	1 10
Klippered Herrings	1 00	1 85	1 00	1 75	1 00	1 10
Herring in Tomato Sauce	1 00	1 55	1 00	1 70		2 00
CANDIED PEELS						
Lemon, per lb.	10 1/2	11	11	12	12	13
Orange	11	11 1/2	15	17	15	17
Citron	14 1/2	15				
GREEN FRUITS						
Oranges, Valencia, ord. 420's	4 75		5 50	5 75	5 25	6 00
" " large, 420's	5 25	6 00	6 50	6 75	6 50	7 00
" Med Sweets, per box			2 85	3 75	3 50	4 00
" Cal. Navels	3 00	3 50	3 00	3 50	3 50	4 00
Lemons, Messina, per box	1 75	2 50	2 25	2 50	2 00	3 10
" Verdill, 360's, per box	1 50	2 00				
Bananas, per bunch	1 75	2 25	2 00	5 10	2 00	3 00
Apples, per bbl	4 00	6 00	4 50	5 00		
Sweet potatoes, per bbl		4 00	3 50	3 75		
Cocoanuts, per 100				9		15
Pineapple, each				23		
Strawberries, per quart						
SUGAR						
Granulated St. Law'ce and Red	4 65		4 73		4 50	4 60
Granulated, Acadia	4 50		4 68		4 25	4 45
Paris lump, bbls. and 100-lb. boxes	5 05		5 23		5 55	5 80
" in 50-lb. boxes	5 15		5 33			
Extra Ground 100's, bbls.	5 05		5 60			
Powdered, bbls	4 80		5 35		5 55	5 80
Phoenix	4 35		4 53			
Cream	4 35		4 53			
Extra bright coffee	4 25		4 43		4	4 1/2
Bright coffee	4 15		4 33		3 75	4 00
Bright yellow	4 05		4 23		3 50	
No. 3 yellow	3 90		4 08		3 80	3 92 1/2
No. 2 yellow	3 85		4 03			
No. 1 ye low	3 70		3 88			

HARDWARE PAINTS AND OILS

	Montreal.	Toronto.	St. John Halifax.
Wire nails, base	2 85	2 85	3 20
Cut nails, base	2 35	2 35	2 85
Barbed wire, per 100-lb.	3 05	3 05	3 50
Oiled and Annealed Wire, No. 9	2 80	2 80	6 80
White lead, Pure	6 25	6 37 1/2	71
Linseed oil, 1 to 4 bbls., raw	72	70	74
" " boiled	75	73	74
Turpentine, single bbls.	57	53	63

SYRUPS AND MOLASSES

	Montreal.	Toronto.	St. John Halifax.
Syrups—			
Dark	1 1/2	30	32
Medium	2 1/2	35	37
Bright	2 3/4	37	34
Corn Syrup, barrel, per lb.	2 3/4	2 3/4	36
" " 1/2 bbls.	3	3	38
" " kegs	3	3	
" " 3 gal. pails, each	1 30	1 30	
" " 2 gal. " "	1 00	1 00	
Honey		40	
" 25-lb. pails	90	1 00	
" 38-lb. pails	1 20	1 40	
Molasses—			
New Orleans	22	30	23
Barbadoes		29	27
Porto Rico		38	42
Antigua			34
St. Croix			35

CANNED MEATS

	Montreal.	Toronto.	St. John Halifax.
Comp. corn beef, 1-lb. cans	1 45	1 85	1 60
" " 2-lb. cans	2 65	3 30	2 85
" " 6-lb. cans	8 25	11 00	8 25
" " 14-lb. cans	20 00	24 50	19 50
Minced callops, 2-lb. can		2 75	2 60
Lunch tongue, 1-lb. can	3 00	3 90	3 00
" 2-lb. can	6 00	7 90	7 00
English brawn, 2-lb. can	2 25	2 75	2 45
Camp sausage, 1-lb. can			2 50
" 2-lb. can			4 00
Soups, assorted, 1-lb. can	1 15	1 50	1 50
" 2-lb. can	2 40	2 45	2 20
Soups and Bouilli, 2-lb. can	1 75	2 50	1 80
" 6-lb. can	3 50	5 35	4 50
Sliced smoked beef, 1/2's	1 65	1 70	1 65
" 1's	2 75	3 10	2 95

FRUITS

	Montreal.	Toronto.	St. John Halifax.
Foreign			
Currants, Provincials, bbl	8		12
" " 1/2-bbls.	8		12
" " Filiatras, bbls	8 1/2		
" " 1/2-bbls	8 1/2		
" " cases	8 1/2	9 1/2	10
" " 1/2-cases	8 1/2	9 1/2	10
" " Patras, bbls	8 1/2	9 1/2	10
" " 1/2-bbls	8 1/2	9 1/2	10
" " cases	10	11	11 1/2
" " 1/2-cases	10	11	11 1/2
Vostizas, cases	14	15	12 1/2
Dates, Hallowees	4	4 1/2	4
" Sals	3 1/2	3 1/2	4
Figs, 10-lb. boxes	70	90	12
" Mats, per lb.	3 1/2	3 1/2	4 1/2
" 7-cr., 28-lb. boxes			16
" 1-lb. glove boxes			12
Prunes, California, 30's	8	8	10
" " 40's	7 1/2	7 1/2	8 1/2
" " 50's	7	7	7 1/2
" " 60's	7	7	7 1/2
" " 70's	6 1/2	6 1/2	6 1/2
" " 80's	6	6	6 1/2
" " 90's	5 1/2	5 1/2	5 1/2
" " 100's	5	5	5 1/2
" " Bosnia, A's			8
" " B's		7 1/2	8
" " U's		6 1/2	8
" " French, 50's	5	6 1/2	6 1/2
" " 110's	3 1/2	3 1/2	4
Raisins, Fine off stalk	6	7	8
" Selected	6 1/2	7 1/2	8 1/2
" Selected layers	7	8	9
" Sultanas	8	10	10
" California, 2-crown	6	6 1/2	8 1/2
" " 3-crown	7	7 1/2	9 1/2
" " 4-crown	7 1/2	7 1/2	9 1/2
" " seeded, 3-cr.	9 1/2	10	10 1/2
" Malaga, Lon. layers	1 50	2 25	2 50
" Black baskets		2 75	3 00
" Blue baskets			2 50
" Dehesa clusters		3 50	4 00
" Choice clusters	2 75	3 00	3 25

PROVISIONS

	Montreal.	Toronto.	St. John Halifax.
Dry Salted Meats—			
Long clear bacon	10		10 1/2
Smoked meats—			
Breakfast bacon	14	13 1/2	14
Rolls	14		11
Medium Hams	12 1/2	14	12
Large Hams		12	12 1/2
Shoulder hams	11		10 1/2
Backs			14
Meats out of pickle 1c. less			
Barrel Pork—			
Canadian heavy mess	19 50	19 50	18 50
" short cut	20 00	20 00	19 00
Plate beef	12 50	13 50	13 00
Lard, tierces, per lb.	10 1/2	10 1/2	10
Tubs	10 1/2	10 1/2	10 1/2
Pails	11	11	11

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.

ARE YOU ABOUT BUYING A GROCERY BUSINESS? Have W. T. Robson's opinion as to its value. It won't cost much, and it may save you considerable. Do you want to sell your business? Write W. T. Robson. He knows good men wanting to buy. Do you want a partner? Write W. T. Robson. No publicity. State clearly what you have to offer. Address, W. T. Robson, practical valuator, care THE CANADIAN GROCER, Toronto. (17)

THE KENSINGTON.

PAN-AMERICAN ACCOMMODATION, 25 rooms, just finished and furnished new, within sight and ten cent fare of grounds. Rates from 50c. up. For particulars write JOHN T. JAMES, Bridgeburg, Ont. (18)

GROCCERS HAVE HOMES TOO

So even if you are not selling "H and H" you no doubt have stains to remove and things to renew like anybody else.



It is an economizer in the home. It cleans carpets (on the floor) like new. Cleans clothing, and almost everything. Is an antiseptic also. Takes out grease and oil in a twinkling. Prove it. It is its own best advertisement. Drop a card for **FREE SAMPLE** with letter of special instructions.

JAMES McINTOSH, 34 Yonge St., TORONTO
Sole Agent for Canada. Sold by wholesale grocers.

PARAFFINE WAX

In "One Pound Cakes" for

HOUSEHOLD USE

Washing Clothes, Ironing, Sealing Canned Fruit, etc.

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

WE SELL

MOLASSES

and, if you consult your own interests, you will write or wire us for quotations before buying elsewhere.

In Stock
New Crop Barbados
New Crop Ponce
New Crop Fajardo
New Crop Antigua
and all other grades.

The Dominion Molasses Co., Limited,
Halifax, N.S.

COFFEE	Montreal.	Toronto.	St. John, Halifax.
Green—			
Mocha.....	24	23	25
Old Government Java.....	27	30	25
Rio.....	10	8 1/2	12
Santos.....		9 1/2	10 1/2
Plantation Ceylon.....	29	26	29
Porto Rico.....		22	24
Gautemala.....		22	24
Jamaica.....	18	15	18
Maracalbo.....	13	13	13
NUTS			
Brazil.....		15	16
Valencia shelled almonds.....	31	32	40
Tarragona almonds.....	11 1/2	12 1/2	15
Formegetta almonds.....			14 1/2
Jordan shelled almonds.....		40	43
Peanuts (roasted).....	7 1/2	8	10
(green).....	6 1/2	7	9
Cocoanuts, per sack.....	3 00		3 75
per doz.....			60
Grenoble walnuts.....	9 1/2	10	12 1/2
Marbot walnuts.....		9 1/2	9
Bordeaux walnuts.....	7	8	9
Sicily filberts.....	9	10	11
Naples filberts.....		10	11
Pecans.....	10	12	13
Shelled Walnuts.....	19	20	25
SODA			
B-carb, standard, 112-lb. keg.....	1 65	1 80	2 00
Sal soda, per bbl.....	70	75	80
Sal Soda, per keg.....	95	1 00	1 00
Granulated Sal Soda, per lb.....			1
SPICES			
Pepper, black, ground, in keg.....	16	18	18
pails, boxes.....	14	17	19
in 5-lb. cans.....	15	17	19
whole.....			12
Pepper, white, ground, in keg.....	26	27	26
pails, boxes.....	25	26	26
5-lb. cans.....	23	25	25
whole.....			20
Ginger, Jamaica.....	19	25	22
Cloves, whole.....	12	30	14
Pure mixed spice.....	25	30	25
Cassia.....	13	18	20
Cream tartar, French.....	25	24	25
" best.....	28	25	30
Allspice.....	10	15	13
WOODENWARE			
Pails, No. 1, 2-hoop.....	1 90		1 60
" 3-hoop.....	2 05		1 75
" half, and covers.....	1 75		1 70
" quarter, jam and cover.....	1 45		1 20
" candy, and covers.....	2 70	3 20	1 75
Tubs No. 0.....	11 00		8 50
" 1.....	9 00		7 00
" 2.....	8 00		6 25
" 3.....	7 00		5 35

PETROLEUM	Montreal.	Toronto.	St. John, Halifax.
Canadian water white.....	14 1/2	15 1/2	17 1/2
Sarnia water white.....	16	17	16 1/2
Sarnia prime white.....		18	15 1/2
American water white.....		19	17 1/2
Pratt's Astral (barrels extra).....	18 1/2	19	17 1/2
Black— TEAS			
Congou—Half-chests Kalsow, Moning, Paking.....	13	60	12
Caddies Paking, Kalsow.....	17	40	18
Indian—Darjeelings.....	35	55	35
Assam Pekoes.....	20	40	20
Pekoe Souchong.....	18	25	18
Ceylon—Broken Pekoes.....	35	42	35
Pekoes.....	20	30	20
Pekoe Souchong.....	17 1/2	40	17
China Greens—			
Gunpowder—Cases, extra first.....	42	50	42
Half-chests, ordinary firsts.....	22	28	22
Young Hyson—Cases, sifted extra firsts.....	42	50	42
Cases, small leaf, firsts.....	35	40	35
Half-chests, ordinary firsts.....	22	38	22
Half-chests, seconds.....	17	19	17
" thirds.....	15	17	15
" common.....	13	14	13
Pingsueys—			
Young Hyson, 1/2-chests, firsts.....	28	32	38
" " seconds.....	16	19	16
" Half-boxes, firsts.....	28	32	28
" " seconds.....	16	19	16
Japans—			
1/2-chests, finest May pickings.....	38	40	38
Choice.....	32	36	33
Finest.....	28	30	30
Fine.....	25	27	27
Good medium.....	22	24	25
Medium.....	19	20	21
Good common.....	16	18	18
Common.....	13	15	15
Nagasaki, 1/2-chests, Pekoe.....	16	22	
" " Oolong.....	14	15	
" " Gunpowder.....	16	19	
" " Siftings.....	7 1/2	11	
RICE, MACARONI, SAGO, TAPIOCA.			
Rice—Standard B.....	3 00	3 10	3 1/2
Patna, per lb.....	4 25	4 50	5
Japan.....	4 40	4 90	5 1/2
Imperial Seeta.....	4 60	4 90	5 1/2
Extra Burmah.....			4 1/2
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Ceylon and Indian.

If you have not yet in stock

GREEN CEYLON

do not delay any longer as your customers will certainly call for it. Now is the time to buy. With your first purchase, we will give you **free**, a fancy Rolling Top **Tea Canister**. We have just received a large consignment. : : : :

WRITE US FOR SAMPLES.

L. Chaput, Fils & Cie.

MONTREAL.

AMONG TORONTO RETAILERS.

Worse Than Departmental Stores. "The competition of the departmental stores," said an East End retailer the other day, "is not as difficult to meet as that of the few retail grocers who cut prices indiscriminately. There are several firms in Toronto whose methods interfere with the business of almost every dealer in the city. They seem to consider that their business will not prosper unless they are continually offering some lines at or even below cost. And there is no question but that they get a good deal of trade by these means. Every grocer within a half-mile or even a mile of one of these men loses, now and then, a customer, who has been attracted by the bargains. Sometimes they find goods not quite as represented, and return to their regular grocer, but others stay, thus giving the cutter his trade and encouraging him to continue in his trying methods.

"These cutters do not seem to realize the difference between a big trade and a profitable one. I would offer no objection to their methods if they were able to buy cheap by buying large quantities for cash, and were giving the public the benefit, but in many cases they do sell for less than cost, losing money themselves and demoralizing trade generally. The worst of the matter is that this class of dealer often runs his business without profit, or even at a loss, in the hope of building up a big trade, hoping to make his money later. In one case I know of the wholesale dealers in the city have become aware of his methods, and have refused to sell him except c.o.d. I suppose if he could get ample credit he would be more reckless.

"The departmentals have been greatly abused, but candidly I don't believe any up to date grocer has reason to fear their competition. Their expenses are just as heavy in proportion to their turnover as are those of a well-established grocer, and as they conduct their business to get a good margin of profit they could not undersell me in filling a family order, so I have no fear that they will get many of my customers. But these cutters do not fight fair."

RAMBLER.

IMPORTS OF PRODUCE INTO LIVERPOOL.

According to the report of the Anglo-Canadian Produce Co., Liverpool, the imports of dairy produce and provisions from the beginning of the year up to April 19, 1900, were as follows:

	Report to April 18, 1901.	Report to April 19, 1900.
Cheese, boxes	164,610	180,701
Butter, packs	114,268	19,269
Bacon, boxes	217,905	186,752
Hams, "	76,726	70,259
Lard, tons	28,583	27,731

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

War Tin Tea

Packed by

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

London,
England.

The most attractive package
on the market.

Design registered for the
Dominion.

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

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

Canadian Agents:

C. E. COLSON & SON,

Montreal.



The issue of May 31st..

will be devoted almost exclusively to articles
connected with * * * *

Canada's Export Trade

Published with a view to bringing the
importers and dealers in all kinds of food-
stuffs in the United Kingdom, South Africa,
Australia and the West India Islands into
direct contact with manufacturers and *
exporters throughout the Dominion, it pro-
vides an excellent advertising medium for
those who wish to reach far-away buyers.

Copy for special advertisements can be
received up to May 24, but choice positions
are filling up rapidly.

Rates on application. —————

THE MacLEAN PUB. CO., Limited,
Montreal and Toronto.

THE PROVISION TRADE.

The Markets—Exposing Bad Meat For Sale—Miscellaneous Notes.

HE EXPOSED MEAT THAT WAS BAD.

IN the High Court of Justice, Toronto, on Thursday, April 25, in the case of Rex versus Dungey, a motion was made on behalf of the defendant for writ of certiorari to remove conviction for exposing and offering for sale on the public market, of the town of Mitchell, a quantity of meat (dressed beef) unfit for food for man. The information laid by the sanitary inspector of the town charged that defendant "did expose and offer for sale meat unfit for human food, contrary to the laws and statutes relating thereto." The case came on for hearing March 6, before the convicting justices, and, after taking the evidence of witnesses (who were also cross-examined for defendant) in support of charge, was adjourned until March 14. On that day the justices announced that a case had been made out under the Public Health Act, though not sufficiently serious to warrant a committal for trial under the Criminal Code, and thereupon all parties agreed to an adjournment to March 19, to enable the defendant to defend if he desired. On March 19, the defendant, by counsel, objected to proceed under the Health Act, and asked for a dismissal, whereupon the hearing was further adjourned, without defendant's consent, for a week, and coming then on again, the case was heard; defendant objected to the jurisdiction under the Act, but offering no defence, was convicted and fined \$5 and costs. It was contended for the prosecution that, as the conviction was under the Act, the proceedings are not removable owing to the provisions of section 121. For defendant, it was contended that the complaint, having been treated as one under section 194 of the code, and defendant having been asked to elect for or against summary trial, there was no jurisdiction to dispose of the case under the Health Act. Held, that though it may have been intended to charge defendant under section 194 of the code with an indictable offence, in which case scienter must be alleged. The information did not go far enough to warrant such an assumption. All that is necessary under section 11 of the by-law, pursuant to section 122 of the Health Act, is that the party charged offered for sale as food meat, etc., which by reason of disease, etc., is unfit for use, and the information sufficiently complies with these provisions. The defendant was not charged with having "knowingly

and wilfully exposed," etc., and the mere asking him to elect as to a summary trial does not oust the jurisdiction which, in the absence of such a request, the magistrates undoubtedly possessed. Here, the proceedings really amounted to complaint under the Act. The accused was given ample opportunity to defend, and his refusal to do so, and his objection to the jurisdiction, is frivolous. If a person voluntarily appears before a magistrate, and a charge is there made against him, it seems that neither information or summons is necessary. The motion must, therefore, under section 121 of the Health Act, be refused, and with costs.

PECULIARITIES PERTAINING TO THE HANDLING OF POULTRY.

"Some queer things happen in the poultry business," said a big receiver. "The other day we sold a man some poultry and the next day or two he came in our store and said he couldn't use it because it was moldy. I offered to bet him \$200 to \$100 that the poultry he bought from us was not moldy, but he wouldn't bet. You see he found he couldn't find demand for the poultry at a price he was willing to sell it and wanted to throw it back onto us. We couldn't see it that way."

Another dealer tells the following story: "About a year ago a man shipped us some poultry and drew on us for more money than the poultry would bring. We wired him to reduce the amount of his draft and we would accept. He did so and we paid him about three-fourths value of the goods. He then wired us to get a certain price for the stock or store it. Well, the poultry was moldy, evidently having been held some time, and we knew the shipper could never get the price he asked for it and if we put it in the freezer we probably would not have gotten enough out of the stock when we did sell it to reimburse us for money advanced, so we sold it, making a good sale, and sent the shipper the balance due him. He got mad because we didn't hold the poultry and made a claim on us for the difference between what we got for him and what he would have secured had we sold at his figure. We never paid the claim."

"The large quantity of frozen poultry in storage, some of which is being placed on the market, is having a depreciable effect on the price of fresh stock," said a receiver the other day. "You see this lot of frozen

turkeys. Well, they are of fair quality and I sold some of them at 8c. this morning. Including storage charges the owner of the turkeys lost about \$5 per barrel. There is so much frozen poultry that must be marketed that I look for even a lower range of values than we have now, and we are lower than at this time a year ago."

"Do you know why the big steamship companies most always get heavy fowls?" asked a receiver. "Well, I will tell you. They send us an order for so many pounds of poultry without, as a rule, specifying weight of the fowls and we naturally give them the heavy ones. But there is no harm in so doing. The heavy fowls cut to advantage where there are so many to serve. You can get more meat from a 7 @ 8 lb. fowl than you can from two 3½ or 4 lb. birds."

I have frequently pointed out in these columns how much better the results would be if shippers and packers would select their stock more closely and discontinue the practice of mixing culls, large and small fowls. Dealers here point out that nine out of every ten shippers would make more money if they would not send their shipments here packed so indifferently. It may seem to some that this matter of packing poultry is of little importance, but one day's visit on the New York poultry market, or any large market for that matter, would quickly dispel any such thought. As one man put it, "close, selected, carefully packed poultry makes a mark," and every experienced poultry packer or shipper known what that means. When a receiver is obliged to examine a lot of poultry to see what it is before he dare offer it for sale he finds it much more difficult to dispose of such quickly and to best advantage; but when he receives stock that is properly packed and marked he can and will nearly every time sell it without examining it very closely if at all; and what is more, the man who ships the poultry establishes a reputation for his goods with the buyer or buyers and they look for the mark, frequently paying a good price in order to secure it. I have heard shippers say that they get just as much money for their poultry whether they mix the stock or not, but I can't believe it. There are times, perhaps, when the difference in prices received would not be very marked, but the average yearly price on goods selected and carefully packed and marked will be greater than if they were mixed.

Pick out a commission house you have confidence in and consign your poultry to it. Don't jump around first to one, then to another. It doesn't pay to juggle your business in such a manner. Give a house a fair trial, be honest in your statements to



REGISTERED
Bow Park
BRAND

MIXED PICKLES

draw the best trade to your store, and as they are quick-sellers they are profit-makers for the grocer.

Ask your wholesaler or write direct for quotations.

Prepared by . . .

Shuttleworth & Harris,
BRANTFORD, ONT.

Quality Counts.

The Demand for

REGISTERED
Bow Park
BRAND
HAMS
AND

REGISTERED
Bow Park
BRAND
BACON

is increasing every day. Our hundreds of well pleased customers will guarantee their quality.

Are you selling our meats? If not, why not? They will draw trade to your store. Your name on a post card will bring you a price list.

The Brantford Packing Co.
BRANTFORD, ONT. LIMITED

LARD

You can buy good lard and you can buy poor lard. Poor lard is not cheap at any price and good lard is worth more than to-day's prices. We can sell you good lard, the very finest, and in the following packages:

- Tierces = 400 lbs.
- Tubs = 60 lbs.
- Pails = 20 lbs.
- Pails, tin = 10 lbs.
- Pails, tin = 5 lbs.
- Pails, tin = 3 lbs.
- Cartons = 1 lb.

F. W. FEARMAN CO.
Limited
Pork Packers,
Hamilton.

THE CANADIAN PACKING CO.
LONDON, ONT.



GUARANTEED CHOICE AND PURE.

GOLD MEDAL, PARIS 1900.

Please order goods through your wholesale house.

them, ship your poultry in the manner they instruct you to and they will give you the best of service. By consigning your stock regularly to one firm, it works out in a regular channel at full value. In other words the receiver relies on your mark of goods arriving regularly and secures a buyer to take it every week, provided of course the stock is of required quality and properly packed.—N. Y. Produce Review.

BOOK FOR THE PROVISION TRADE.

The meat and pork trades have hitherto had very scanty literature—in fact, none, except fragmentary publications of no permanent value. It would seem, however, that there are matters of vital importance in connection with those trades which require explaining, and the explanations require putting on record in an agreeable and handy form. This has been done by William Douglas & Sons, Limited, Putney, London, who are putting through the press a voluminous book entitled "Douglas' Encyclopædia," which will take its place as the standard book of reference in the meat and pork trades. Numerous contributors from all parts of the world have lent their aid to compiling this quarto volume, with the result that there is no subject of any consequence in connection with meat and pork with which it does not deal in an authoritative manner. Abattoirs, bacon factories, sausage factories, provision factories and butter factories are all dealt with and copiously illustrated. Recipes for all the industrial operations in connection with meat and pork, sausage-making, curing, etc., are supplied in abundance.

The creation of an encyclopædia of any set of subjects is no light task, and, in connection with the subjects chosen, has been one of enormous difficulty. The purchasers of the volume will judge how well the work has been done. The price in England is 7s. 6d., and in all other countries 10s., or its equivalent in value.

ST. JOHN, N.B., PROVISION MARKET.

The American market is rather easier, though prices are high. In the local market there is no change, and business is light. Smoked meats have a light sale at full figures. Lard is still high.

THE PROVISION MARKET IN TORONTO.

The Toronto provision market might be said to be in a normal position. The demand on export account is occupying the attention of so many packers throughout the Province that houses catering to the domestic trade are kept well supplied with orders. The competition of live hog buyers is keen and prices are kept at the top limit, which is slightly lower than a fortnight ago. Provision prices are unchanged, and some lines, notably lard, long clear bacon, rolls and heavy mess barrel pork, are scarce.

TRADE IN COUNTRIES OTHER THAN OUR OWN.

CANNED FRUITS IN LIVERPOOL.

Private mail advices from Liverpool state: "The market here on canned fruits is decidedly weak. On apricots the situation is demoralized, and it is understood that several shipments aggregating several thousand cases have been embarked for the American market. These, it is hoped, will partially relieve the situation, although it is too late in the season and too near the new crop to expect any permanent benefit."

TEAS IN NEW YORK.

Country greens and Pingsueys continued to be fairly well held. Spot stocks were not large and they appeared to be fairly well concentrated. No supplies of importance are expected to come forward for the balance of the season. Buyers in some instances were showing more interest, and the business transacted was at full prices. The only sale reported was 200 pkgs. country greens. No invoice trading was reported in black teas, but some jobbers reporting an improvement in the distributing business and on a fairly steady basis of values.—N. Y. Journal of Commerce, April 30.

CHANGE IN PRUNE PRICES.

A despatch from San Jose, Cal., under date of April 25, says: "The directors of The Cured Fruit Association have decided upon the following changes in placing the basic price back to three cents: Without differentials, 100s. to 120s., 11-2 cents; 120s. up, 11-1 cents; the half cent differential allowed on export is removed. While these quotations remain for the rest of the season it is not expected there will be any further business, actual prices remaining at two cents or little better.

"The total results of the special sales for the past 15 days amount to 1,200 cars, or 72,000,000 pounds, leaving 55,000,000 pounds for the probable carryover. The association now has funds to pay one cent and a fraction dividend."

CANNED GOODS IN THE UNITED STATES.

Discussing the situation in canned goods Thos. J. Meehan & Co., writing from Baltimore, state: "Everything points to still higher prices for tomatoes, and during the last day or two the prices of 2-lb. seconds and standards have each advanced 21-2c. per dozen. The causes for the improvement in the tomato market have been explained and understood fully, so that there is no guesswork about it. All the indications still point toward a higher range of prices throughout the spring and summer. The holders are very firm, and the stocks in first hands have decreased rapidly during the past three or four weeks. The opening of the new pineapple season is attracting more attention, and already the jobbers are beginning to send in their orders for all of the different grades of pineapples to be placed when reasonable prices are named in order to secure prompt shipment out of the new pack. All the news from the pineapple crop is favorable, and the quality this season should excel that of any previous season. It is anticipated that there

will be a large demand for new pineapples, especially if the new prices are at all reasonable, of which there can hardly be any doubt at this time. Very little interest is being taken so far about the opening of the pea-packing season. There is time enough for that, however, because new peas will not be packed until late in May or early in June, as the season is over two weeks late in this section. The lateness of the season and the excessive rain all over the country is not good for the early crops, but the ill-effects may be overcome by seasonable weather hereafter."

LARGE APRICOT CROP EXPECTED.

Late advices from the Coast state that, notwithstanding the reports of frost damage to apricots, the crop this year will be larger than was the case last year, owing to the fact that the southern part of the State promises a fair to good crop against a poor one in 1900. The trade here has held to the opinion that a good deal of early and sensational damage reports was circulated for effect, and this opinion has been strengthened of late by the inconsistent and persistent efforts of growers in trying to create the impression. "The inconsistency is shown," said a dealer to-day, "in varying statements setting forth the damage done at a time when it was impossible to fully estimate the extent of the injury. There has been some damage to apricots, but from my advices a large share of the frost injury is confined to localities that have not been large producers. Other sections in the south of the State will come into bearing this year, and will probably buy up the average yield." —New York Journal of Commerce.

THE PRICE OF SUGAR IN ENGLAND.

The Grocers' Journal, London, England, under date of April 20, in an article on the sugar duty, says: "The collection of the new taxes will cause the Government some trouble, and grocers also a deal of annoyance; but it should really result in no monetary loss to them if they are wise—and wise in time. Now, when the public are fully apprised of the Government's intentions, is the time for grocers to wake up to the exigencies of the moment, shake off the trammels of a pernicious custom, slow grown up, and at last realize a profit on the sale of sugar. The Chancellor very kindly took into consideration in his proposals the position of the grocer, and, in his statement to the House, said the tax could be recouped to the seller by the addition of 1-2d. per pound to the consumer, 6d. being left over for handling at the Customs House. This is thoughtful and well meant, but it has been pointed out that while the 1-2d. per pound would recoup the tax, it would not meet the extra charges by rail, in consequence of the necessary abolition of the through freight, nor meet the loss of capital locked up in stocks. And it is not certain that grocers will unite to get the full cost from the public.

"The Bradford Association have taken the bull by the horns, and meeting last Thursday decided to put up the price of sugar 1-2d. a pound to their customers, and resolved on a commensurate advance in syrup; but though this may do very well at present and on stocks in hand, it will not do for stock to be bought, and grocers will find that they will need at least to put up the price to the public by a penny per pound if they are not to be worse off than ever in the sale of this indispensable commodity."



ABSOLUTELY **BEST** AND **PUREST**

QUALITY ALWAYS THE SAME.

BRUNNER, MOND & CO'S

BICARBONATE OF SODA
CON'TRATED SAL SODA
AND
SODA CRYSTALS

WINN & HOLLAND
MONTREAL
SOLE AGENTS FOR CANADA

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

N. F. BEDARD, produce dealer, Montreal, has assigned, and a meeting of his creditors has been called for May 6. The liabilities amount to \$31,290, the principal creditors being: A. Magor, \$8,100; Hochelaga Bank, \$4,941; estate Victor Beaudry, \$6,165; Mrs. N. D. Bedard, \$1,100; A. Valiquette, \$1,140; Cross & Bernard, \$695.

Paul Riedel & Bro., grocers, etc., Grand Forks, B.C., have assigned.

F. X. Gagnon & Co., grocers, Quebec, are offering 50c. on the dollar.

H. Lamarre has been appointed curator of F. Dutrizac & Co., grocers, Montreal.

A. T. Davis & Co., general merchants, Manor, Man., have assigned to Joseph Collin.

F. Paquet, general merchant, Paquetville, Que., has comprised at 25c. on the dollar.

Robert J. Thompson, merchant, Somerville Tp., Ont., has assigned to John McLennan.

Girard & Co., general merchants, St. Liboire, Que., have compromised at 25c. on the dollar.

V. E. Paradis has been appointed curator of Alp. Letourneau, general merchant, Petit Mechins, Que.

The Dominion Mfg. Co., manufacturers, biscuits, Montreal, have assigned, and their assets are to be sold.

A meeting of the creditors of J. E. Tremblay, general merchant, St. Anne de Bellevue, Que., has been held.

PARTNERSHIPS FORMED AND DISSOLVED.

Endicott & Preston, general merchants, Pilot Mound, Man., have dissolved.

G. R. Russell & Bro., general merchants, etc., Prince Albert, N.W.T., have dissolved.

The Canadian Chicory Mfg. Co., Outremont, Que., have dissolved, and Joseph Beaubien has registered as proprietor.

A. G. Adams, general merchant, Campbellton, N.B., and Wm. Currie & Co., general merchants, etc., Eel River Crossing, N.B., have amalgamated.

SALES MADE AND PENDING.

H. J. Miller, grocer, Hamilton, is advertising his business for sale.

Thomas Henderson, grocer, Milton, Ont., is advertising his business for sale.

The assets of Isaac Hirtle & Co., grocers, Lunenburg, N.S., have been sold.

Charles Brown, general merchant, Hillton, Man., has sold his hardware stock.

The stock of A. Bertrand, general merchant, Edmunston, N.B., has been seized under bill of sale.

The store of the estate of M. Weidman, general merchant, Winnipeg, has been sold at 50c. on the dollar.

The stock of L. Rondeau & Cie., grocers, Quebec, has been sold at 71½c. on the dollar to Geo. Lavere.

CHANGES.

White Bros. have registered as grocers in Montreal.

Isidore Dion, baker, St. Johns, Que., is retiring from business.

Cordimier & Lorain have registered as grocers in Wotton, Que.

Richard Parsons, grocer, London, has sold out to Bunt & Co.

Dulton & Co., grocers, St. Thomas, Ont., have retired from business.

Parent Fieres have registered as grocers, etc., in Pointe Claire, Que.

A. Dulmage, general merchant, Lakelet, Ont., has sold out to Wm. Bushfield.

Smith & Proctor, produce dealers, Halifax, are opening a branch in Sydney.

Joseph Fortier, confectioner, St. Jean Baptiste, Man., has retired from business.

W. R. McCormick, general merchant, Didsbury, N.W.T., has sold out to J. Studer.

H. Higgins, grocer, etc., Alexander, Man., has been succeeded by Watson & Higgins.

Isaac Kingswood, grocer, St. Thomas, Ont., has sold his bakery to Frank J. Jackson.

Wm. R. Thompson has registered as proprietor of Thompson & Brouillet, grocers, Montreal.

Coleman & Randall, grocers, etc., Trail, B.C., have been succeeded by Coleman, Strachan & Co.

Mrs. L. P. St. Onge has registered as proprietress of L. St. Onge & Cie., grocers, etc., Montreal.

Adams, Currie & Co., general merchants, etc., Campbellton, N.B., have been succeeded by Wm. Glover.

Mrs. Emile Nantel has registered as proprietress of E. Nantel & Cie, manufacturers of biscuits, etc., Montreal.

R. Richardson, general merchant, Bedford, N.S., has registered consent for his wife, Lydia P. Richardson, to do business in her own name.

FIRES.

The Baxter & Galloway Co., Limited, millers and grain dealers, Burlington, Ont., have been burned out; insured.

DEATHS.

Eliza Brown, general merchant, Bracebridge, Ont., is dead.

James Daly, of J. & J. Daly, provision dealers, Quebec, is dead.

Gordon Paterson, of Paterson Bros.,

general merchants, Fisherville, Ont., is dead.

G. A. Leslie & Co., general merchants and lobster dealers, Spry Bay, N.S., is dead.

H. B. Elderkin, of H. Elderkin & Co., general merchants, Port Greville, N.S., is dead.

MANITOBA FLOUR FOR HUDSON BAY.

A special consignment of 20 carloads of flour has been made by The Hudson's Bay Co. here to Montreal, for shipment to England by the St. Lawrence route, which is expected to be open for navigation by May 4. A large portion of this shipment will be transshipped on board the company's vessels in London for despatch to its trading posts in Hudson Bay. A number of people still resident here will remember that Winnipeg, not so very long ago, received via Hudson Bay its supplies from England, when the surrounding country produced very little else than buffaloes and imported all its requirements.

What a change is now seen, when, from selected No. 1 hard wheat, Winnipeg manufactures its own breadstuffs, and The Hudson's Bay Co. forwards flour of its own make to its trading posts in the Bay, via the Canadian Pacific Railway and Atlantic liners across the ocean and back again, thus successfully competing with flour made in England, and hitherto purchased there by the company.—Telegram, Winnipeg, April 24.

G. A. LESLIE DEAD.

Though G. A. Leslie, of G. A. Leslie & Co., general merchants and lobster packers, Spry Bay, N.S., had been unwell for several years, his death, on Wednesday of last week, was unexpected. About four years ago, he went to California for his health, and returned about a year ago much improved. His death occurred at the residence of his brother, R. J. Leslie, Halifax, where he had gone to consult a physician.

Mr. Leslie, who was 55 years of age, was widely known throughout Nova Scotia. He leaves two sons and two daughters. John, the eldest son, is now residing in Butte, Montana, and the younger is serving in that section of the American army operating in the Philippine Islands. One of the daughters is married in California, and her sister is living with her.

A PRETTY PRIVATE POST CARD.

The prettiest and most attractive private post card that has ever come to this office is that issued by W. H. Gillard & Co., wholesale grocers, Hamilton, Ont. It is printed in red, gold and blue, and, in design, is quite unique.

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

Appointed by Royal Warrant Black Lead Manufacturer to



HER MAJESTY THE QUEEN AND



TRADE

"CERVUS."

MARK



H.R.H. THE PRINCE OF WALES.

FOR "CLEANLINESS" USE ONLY

NIXEY'S REFINED BLACK LEAD

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

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



For **SNOW**
White **LINEN**
ALWAYS BUY



**NIXEY'S
BLUE**

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



In 2, 5 and 10-cent Blocks.

Sells freely.

SAVE YOUR KNIVES BY USING

**Nixey's
Knife Polish**

EASY BRILLIANT LIKE SILVER

6 & 7 TINS

WILL NOT WEAR BLADES—VERY BEST

Emery Cloth, all numbers.

**NIXEY'S Egg Shell Enamel
BERLIN BLACK.**

Dries dead in a few minutes.

No Smell.

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

**NIXEY'S Fine Black Varnish.
GLOSSY BLACK.**

In 6d. and 1/- bottles.

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

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

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

THE VALUE OF CHARACTER.

It has been repeatedly remarked by those who have had large opportunity for observation that there are not enough honest, capable, reliable men to do the world's work, says Michigan Tradesman.

The saying is a true one and its truth exemplified every day. How common it is that men in important positions of trust and responsibility, whether public or private, are found to be defaulters or otherwise false and untrustworthy. How much more common is it that men in public or private service have no other care than to draw their salary or wages and to do as little for it as possible.

Employers or persons in authority always know the degree of reliability and usefulness of the men under them and, except in cases where political or other influences which create discriminations are concerned, the persons whose services are most willingly dispensed with are those who are least desirable and least valuable. Of course, there are exceptions to this rule in times of great industrial depression, when many establishments are closed or are working on short time; but, as an ordinary thing, the really valuable and faithful workers are seldom out of employment for any length of time. There is always something against a man who is unable to hold a place.

This subject comes up in an article on the causes of poverty in The Journal of Ethics for April, by J. G. Phelps Stokes. He holds that, while poverty is usually attributed to lack of employment, vice and crime, it will be found that lack of employment is ordinarily due to some defect of character and qualities in the individual. If persons are given to crime and vice, it is also because of defects in moral nature and disposition.

Of course, poverty is often due to misfortune or to circumstances beyond human control. Undoubtedly much poverty is due to sickness and death; but sickness is most often due to impairment of tissue vitality, to defective physical personality, which results either from unhealthful occupations or environment, or from violation (conscious or unconscious) of the recognized laws of health.

The poverty that is ascribed to drunkenness and to various forms of vice and crime can similarly be traced to defective personality as its cause and fountain head. For drunkenness and wrongdoing are but evidences of moral weakness; are but manifestations of defective personality. The shiftless, idle, drunken father of a family consigns his wife and children to misery and want, and they are the innocent and helpless victims of his misconduct and worthlessness. Any charity that enables such a creature to live without rendering any compensation to society is on a wrong basis. It ought to be so arranged as to help the innocent while excluding from all benefits the cause of their trouble.

If any system of socialism can ever be made practicable, it must be so organized as to punish the persistently idle and to provide that no man shall be allowed to eat who does not render some compensatory service. As matters now stand, a vast burden is placed upon the honest, industrious classes by compelling them to support criminals and the habitually idle and vicious classes.

Mr. Phelps thinks that the outcry of an excess of honest, efficient laborers unable to

secure employment is seldom based on fact. The exception is in times of extraordinary commercial and industrial depression. Then great numbers who would otherwise be at work are, from no fault of their own, condemned to enforced idleness. Except under such conditions, he holds that there is everywhere an oversupply of shiftless or inefficient people in whom defective or undeveloped personality is a conspicuous characteristic.

For the services of people of this latter class there are comparatively few demands, other than of temporary nature. Such people are replaced as speedily as circumstances allow, by workers of more efficient personality. Under ordinary circumstances it is chiefly persons of inefficient or undeveloped personalities who swell so largely the ranks of the unemployed.

The greatest evil of poverty is that it places so many women and children, by no fault of their own, but through the pitiful condition forced upon them by worthless heads of families, amid surroundings that familiarize them with vice and are likely to drive them to crime. If they could be rescued from such associations great good would be accomplished, and it is to this that philanthropy should especially address itself.

Charity should be so organized that it would devote itself to rescuing the young of both sexes from vicious surroundings, so that they might be brought up in virtue, honesty and industrious habits. As for habitual adult male idlers, they should all be put in a workhouse and condemned to hard labor.

It is a conspicuous fact that many men who hold foremost places in commercial, industrial and financial affairs in this country started out as poor boys, often with but scanty education. But they had all the elements of character that make men valuable to society. They were honest, industrious, faithful to every duty and responsibility committed to them.

The fact that they had been faithful in humble situations warranted the belief that

they would be faithful in still more important positions. Combined with their honesty and reliability, they were industrious, they were intelligent, they were alert to improve themselves and to increase their usefulness and to promote the interests of their employers. Their good qualities and faithful services met due recognition, not probably because of any gratitude on the part of their employers, but because they had urgent need of such men in their business.

And the need for honest, faithful and able men in every department of business is greater than ever before, because business combinations and operations are on a vaster scale than ever before. The stockholders in the great trusts and corporations engaged in carrying on the industries, the commerce, the transportation and general business interests of the country must trust the management and the special details of their enormous concerns to others. These others are required to have all the high qualities necessary for such great responsibilities. The men who start in the lowest places have every opportunity to rise to the highest, and it rests upon them to do so. In attaining success they will only be doing what others like them have done before.

Character is one of the most important qualities required. Let that fact be taken to heart by every boy who has a worthy ambition to rise in the world.

INQUIRIES AND ANSWERS.

BROOM FIBRE WANTED.

"Z" wants to know where strong fibre for yard brooms can be bought.

JAPAN TEAS.

To "Ignorance," Dunnville, Ont.: "In reply to your inquiry inserted in THE CANADIAN GROCER of April 19, I beg to inform you that the man who makes the statement that all Japan teas are artificially colored is away off."

KNOWLEDGE.

Montreal, April 20.

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

EMPIRE

SMOKING TOBACCO

In 5, 10 and 15c. Plugs.

EMPIRE costs you only 39 cents, and pays a good profit.

EMPIRE is well advertised.

EMPIRE is selling well in almost every store from Halifax to Dawson City.

EMPIRE is A BIG PLUG FOR LITTLE MONEY

Made by

THE EMPIRE TOBACCO CO.,
LIMITED

MONTREAL, QUE.

GILLARD'S PICKLE

IS SOLD BY ALL WHOLESALE GROCERS IN CANADA.

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

GILLARD'S PICKLE—Cases of 2 Dozen.

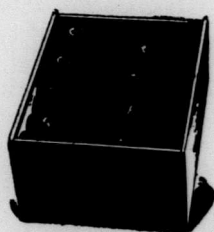
5-Case Lots and over \$3.20 Per Dozen.
Less Quantity, 3.30 "

GILLARD'S SAUCE

is a good sauce, none better for gravies, soups, etc.

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

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



LICORICE..

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

OUR LATEST NOVELTY—
BLOW PIPES, 300 TO BOX
Styled, TRIPLETS.

YOUNG & SMYLIE

Established 1845. BROOKLYN, N.Y.

EASILY DIGESTED

The Graham Wafers

manufactured by the Gardiner Co. are the best on the market.

Try a Tin and be Convinced.

THE GARDINER BISCUIT CO., Kingston.

W. A. McClean, Owen Sound,

has sold out his pork-packing house, and has only until the 25th of April inst. to make delivery of contents. He offers, subject to tender, to that date, or any time between now and then that may please. Say, 250 Hams, S. P., 10 to 16 lb.; 200 Backs and Bellies, S. P.; 12) Spiced Rolls; 100 Backs and Shoulders on salt. (Dry Salt) 25 Sides, P. C. Bacon, 30 to 40 lb. All C. o. b. here. This is as nice a lot of meat as it is possible to make.

W. A. McCLEAN & CO.

Silver Dust Soap Powder

(Made in Canada)

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

SILVER DUST MFG. CO.,
HAMILTON.



It's Not Only The Men

whom good things please. Ladies enjoy a good cake, bread, or bun, as well as any man, and wise grocers will help them in their efforts to excel in their baking by selling Dwight's Cow Brand Soda. Its purity and uniform strength ensure best results.

John Dwight & Co., Toronto and Montreal

Victoria, B.C. Halifax, N.S. St. John, N.B.
Quebec, P.Q. St. John's, Nfld.

HEALTH is WEALTH.

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

HIRES ROOTBEER is a tonic as well as a beverage.

Be sure you sell them HIRES.

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

All Wholesalers keep it.

Here is our **PUSH**—it deserves yours. Get up and hustle. Send us your order for One Gross Hires Rootbeer Extract, giving your jobber's name through whom you wish it filled, and we will send you One Case (2 dozen bottles) Hires Carbonated Rootbeer, **FREE**.

Your gain, \$2.40 besides the freight on the extract. This offer closes June 1st, 1901.

PRICE TO DEALERS.

One gross Rootbeer Extract, \$24.00 less 10 per cent.
One dozen " " 2.00 less 5 per cent.

SEND YOUR ORDER TO....

W. P. DOWNEY, Sole Canadian Agent,
20 and 22 St. Peter Street, MONTREAL.



THE TIME TO INSURE IS NOW

While you are WELL, STRONG and INSURABLE
THE
Confederation Life

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

PROTECTION FOR YOUR FAMILY.
PROFITABLE INVESTMENT FOR YOURSELF.

Pamphlets and full information sent on application.

Hon. Sir W. P. Howland, K.C.M.G., C.B., - - - President.
W. H. Beatty, Esq., W. D. Matthews, Esq., - - - Vice-Presidents.
W. C. MACDONALD, ACTUARY. **J. K. MACDONALD,** MANAGING DIRECTOR.

HEAD OFFICE, - TORONTO.

JAMS- WHOLE FRUIT. NOT MESSSES.

Southwell's

Pure Fruit
Jams, Jellies and
Marmalades



Are chosen by connoisseurs.
They cannot be equalled.

FRANK MAGOR & CO.

AGENTS FOR CANADA

16 St. John St., MONTREAL.

Current Market Quotations for Proprietary Articles

May 2, 1911.

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

BAKING POWDER.

Cook's Friend—		
Size 1, in 2 and 4 doz. boxes.....		\$ 2 40
" 10, in 4 doz. boxes.....		2 10
" 12, in 6 ".....		30
" 12, in 6 ".....		70
" 3, in 4 ".....		45
Found tins, 3 doz. in case.....		3 00
oz. tins, 3 ".....		2 40
oz. tins, 4 ".....		1 10
lb. tins, 1/2 ".....		4 00
Diamond— W. H. GILLARD & CO.		
1 lb. tins, 2 doz. in case.....		per doz. 2 00
1/2 lb. tins, 3 ".....		1 25
1/4 lb. tins, 4 ".....		0 75

IMPERIAL BAKING POWDER.

Cases Contain.	Sizes of Cans.	Per Doz.
4 doz.	10c.	\$0 85
3 "	6-oz.	1 75
2 and 3 doz.	12-oz.	3 40
an 13 doz.	16-oz.	4 35
4 "	2 1/2-lb.	10 40
1/2 and 1 doz.	5-lb.	19 50

MAGIC BAKING POWDER.

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

JERSEY CREAM BAKING POWDER.

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

BLACKING.

CARR & SONS.		per gross
No. 2—1/4 gross boxes.....		3 70
No. 4—1/2 gross boxes.....		5 75
No. 5—1/4 gross boxes.....		8 00
COONEY'S		
Boxes, each 4 doz.....		\$4 50
SHOE POLISH.		
HENRI JONAS & Co.		Per gross.
Jonas'.....		\$9 00
Froments.....		7 50
Military dressing.....		24 00

BLUE.

Keen's Oxford, per lb.....	\$0 17
In 10 box lots or case.....	0 16
Reckitt's Square Blue 12-lb. box.....	0 17
Reckitt's Square Blue 5 box lot.....	0 16
Nixey's "Cervus" in squares, 1 oz. in bags 1/2 and 1 oz. and in pepper boxes, 2c. and 10c.	
Cooney's Royal Windsor, per gross.....	4 80
Universal, bag, per gross.....	4 80

BLACK LEAD.

Reckitt's per box.....	1 15
Box contains either 1 gro., 1 oz. size: 1/2 gro., 2 oz. or 1/4 gro., 4 oz.	
Nixey's Refined 1d. 2d. and 1a. pkts.	
" Silver Moonlight 5 and 10c. pkts.	
" Nixelene Paste 1d. 2 1/2d. 5d. size.	
Nixey's Jubilee, round in 1 and 2 oz. blocks.	
Cooney's Universal, per gross.....	4 80

CORN BROOMS

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

BISCUITS.

PEEK, FREN & Co.		
Metropolitan mixed.....	40 lb. tins 10c.	
Florence Wafers.....	8 lb. tins 35c.	
Venice Wafers.....	8 lb. tins 35c.	
Florence Wafers.....	Small tins \$3.70 per doz	
CARR & CO., LIMITED.		
Frank Magor & Co., Agents.		
Cafe Noir.....	0 15	
Ensign.....	0 12 1/2	
Metropolitan mixed.....	0 09	
Special price list of Fancy Tins for Xmas trade and other lines on application.		

CANNED GOODS.

MUSHROOMS.		
HENRI JONAS & Co.		
Mushrooms, Rionel.....	\$14 75	
" 1st choice Duthell.....	17 50	
" 1st choice Lenoir.....	18 50	
extra Lenoir.....	20 00	
Per case, 100 tins.....		
FRENCH PEAS—DELORY'S		
HENRI JONAS & Co.		
Moyen's No. 2.....	\$9 00	
" No. 1.....	10 50	
1/2 Fins.....	12 50	
Fins.....	14 00	
Tres fins.....	15 00	
Extra fins.....	16 50	
Sur extra fins.....	18 00	

FRENCH SARDINES.

HENRI JONAS & Co.		
1/2 Trefavennes.....	\$9 00	
1/2 Rolland.....	9 50	
1/2 Delory.....	10 50	
1/2 Club Alps.....	11 50	

CHOCOLATES & COCOAS.

Epps' cocoa, case of 14 lbs., per lb.....	0 35
Smaller quantities.....	0 37 1/2
CADBURY'S.	
Frank Magor & Co., Agents	
Cocoa essence, 3 oz. packages.....	\$1 65
Mexican chocolate, 1/2 and 1 lb. pkgs.....	0 40
Rock Chocolate, loose.....	0 40
" 1-lb. tins.....	0 42
Nibs, 11-lb. tins.....	0 35 1/2
TODHUNTER, MITCHELL & CO.'s	
Chocolate -	
French, 1/2's-6 and 12 lbs.....	0 30
Caracas, 1/2's-6 and 12 lbs.....	0 35
Premium, 1/2's-6 and 12 lbs.....	0 30
Sante, 1/2's-6 and 12 lbs.....	0 25
Diamond, 1/2's-6 and 12 lbs.....	0 22
Sticks, gross boxes, each.....	1 00
Cocoa -	
Homeopathic, 1/2's, 8 and 14 lbs.....	0 30
Pearl, " " ".....	0 25
London Pearl 12 and 18 ".....	0 22
Rock " " ".....	0 20
Bulk, in boxes.....	0 18
Royal Cocoa Essence pkgs., per doz.....	1 40

Chocolate— FRY'S.		per lb.
Caracas, 1/2's, 6-lb. boxes.....		0 42
Vanilla, 1/2's.....		0 42
"Gold Medal" Sweet, 1/2's, 6 lb. bxs.....		0 29
Pure, unsweetened, 1/2's, 6 lb. bxs.....		0 42
Fry's "Diamond," 1/2's, 14 lb. bxs.....		0 24
Fry's "Monogram," 1/2's, 14 lb. bxs.....		0 24
Cocoa—		per doz.
Concentrated, 1/2's, 1 doz. in box.....		2 40
" " ".....		4 50
" " ".....		4 25
Homeopathic, 1/2's, 14 lb. boxes.....		
1/2 lbs. 12 lb. boxes.....		
JOHN F. 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 (1/2's).....		0 28
Mott's Breakfast Cocoa (in tins).....		0 40
Mott's No. 1 Chocolate.....		0 30
Mott's Breakfast Chocolate.....		0 28
Mott's Caracas 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 80
Mott's Confectionery Chocolate 0 21		0 43
Mott's Sweet Chocolate Liqueurs 0 19		0 30
COWAN COCOA AND CHOCOLATE CO.		
Hygienic Cocoa, 1/2 lb. tins, per doz.....		\$3 75
Cocoa Essence, 1/2 lb. tins, per doz.....		2 25
Soluble Cocoa, No. 1 bulk, per lb.....		0 20
Diamond Chocolate, 12 lb. boxes.....		0 35
Royal Navy Chocolate, 12 lb. boxes.....		0 30
Mexican Vanilla Chocolate, 12 lb. bxs.....		0 35

CHEESE.

Imperial—Large size jars, per doz.....		\$8 25
Medium size jars.....		4 50
Small size jars.....		2 40
Individual size jars.....		1 00
Imperial Holder—Large size.....		18 00
Medium size.....		15 00
Small size.....		12 00
Paragon—Large size, per doz.....		8 25
Medium size.....		4 50
Small size.....		2 40
Individual size.....		1 00
BAYLE'S POTTED.		
Robert Greig & Co., Agents, Toronto.		
1/2-lb. Jar.....	1-lb. Jar.....	5-lb. Jar.....
After Dinner.....	\$2 40	\$4 25
Devilled.....	2 65	4 75

Edwardsburg Silver Gloss Starch.

Your idea may be that all starch is starch and that your customers won't detect even a slight difference in quality. You may think that because there is a cent or two extra profit on "Mushroom" brands (that come and go), you can retain the confidence of your trade—it doesn't pay to trifle with the confidence that a customer has in you and your goods.

Edwardsburg Silver Gloss Starch is as staple as flour. In the name there is the fame of nearly half a century. In the making there is the skill of long experience combined with honesty of purpose and unequalled manufacturing facilities. Edwardsburg Silver Gloss Starch represents the highest type of perfection there is or can be in starch. Kegs of 100-lbs.—handsome enamelled horse-shoe tins holding 6-lbs.—handsome 1-lb. packages that give a touch of life and color and "go" to a grocer's shelves.

Edwardsburg Starch Co'y, Limited

Established 1858.

164 St. James Street,
Montreal.

Works,
Cardinal, Ont.

53 Front Street East,
Toronto.

DUNN'S PURE MUSTARDS

GIVE UNBOUNDED SATISFACTION.


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


COFFEE	
JAMES TURNER & CO.	
Mexico	0 32
Damascus	0 28
Cairo	0 20
Star	0 17
Old Dutch Rio	0 12 1/2
TODHUNTER MITCHELL & CO.	
Excelsior Blend	0 32
Jersey	0 29
Rajah	0 20
Old Government Java	0 28
Maracaibo	0 18
West India	0 16
Rio, choice	0 12
CLOTHES PINS	
BOKKH BROS. & CO.	
Clothes Pins (full count), 5 gross in case, per case	0 55
4 doz. packages (12 to a case)	0 70
6 doz. packages (12 to a case)	0 90
EXTRACTS.	
HENRI JONAS & Co. Per gross.	
1 oz. London Extracts	\$6 00
1 oz. " " (no corkscrews)	5 50
2 oz. " "	9 00
1 oz. Spruce essence	6 00
2 oz. " "	9 00
2 oz. Anchor extracts	12 00
4 oz. " "	21 00
8 oz. " "	36 00
1 lb. " "	70 00
1 oz. Flat	9 00
2 oz. Flat, Anchor extracts	18 00
2 oz. Square	21 00
4 oz. " " (corked)	36 00
8 oz. " "	72 00
Per doz.	
4 oz. " glass stop extracts	3 50
8 oz. " "	7 00
2 1/2 oz. Round quintessence extracts	2 00
4 oz. Jockey decanters	3 50

FOOD.	
ROBINSON'S PATENT BARLEY	
1/2 lb. tins	1 25
1 lb. tins	2 25
Groats, 1/2 lb. tins	1 25
1 lb. tins	2 25
GILLETT'S POWDERED LYE.	
4 doz. in case	\$3 60
JAMS AND JELLIES	
SOUTHWELL'S GOODS. per doz.	
Frank Magor & Co., Agents.	
Orange Marmalade	1 50
Clear Jelly Marmalade	1 80
Strawberry W. F. Jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black Currant	1 85
Other Jams, W. F.	1 55
Red Currant Jelly	2 75
Jams—	
T. UPTON & CO.	
1-lb. glass jars 2 doz. in case, per doz	\$1 00
5-lb. tin pails, 8 pails in crate, per lb	0 07
7-lb. wood pails, 6 " "	0 07
14-lb. wood pails, per lb	0 06 1/2
30-lb. " "	0 06 1/2
Jellies—	
1-lb. glass jars, per doz	\$1 00
7-lb. wood pails, per lb	0 06 1/2
14-lb. " "	0 06 1/2
30-lb. " "	0 06 1/2
KNIFE POLISH.	
Nixey's "Cervus" 6d. and 1s. tins	
For price list and sliding scale apply W. G. Nixey 12 Soho Sq. London, Eng.	

LICORICE.	
YOUNG & SMYLLIE'S LIST.	
5-lb. boxes, wood or paper, per lb	\$0 40
Fancy boxes (36 or 50 sticks) per box	1 25
"Ringed" 5 lb. boxes, per lb	0 40
"Acme" Pellets, 5 lb. cans, per can	2 00
"Acme" Pellets, fancy boxes (40) per box	1 50
Tar, Licorice and Tolu Wafers, 5 lb. cans, per can	2 00
Licorice Lozenges, 5 lb. glass jars	1 75
" " 20 5 lb. cans	1 50
"Purity" Licorice 10 sticks	1 45
" " 100 sticks	0 73
Dulce, large cent sticks, 100 in box	
MUSTARD.	
COLMAN'S OR KEEN'S.	
D. S. F., 1/2 lb. tins, per doz	\$1 40
" " 1 lb. tins, "	2 50
" " 1 lb. tins, "	5 00
Durham, 4 lb. jars, per jar	0 75
" " 1 lb. "	0 25
F. D., 1/2 lb. tins, per doz	0 85
" " 1 lb. tins	1 5
BAYLE'S PREPARED MUSTARDS	
Robert Greig & Co., Toronto, Agents.	
1/2-lb. jars 1-lb. jars	\$1 75 \$2 50
Horseradish	1 75
English Sandwich	2 50
JONAS' FRENCH MUSTARDS	
HENRI JONAS & Co. Per gross.	
Pony size	\$7 50
Imperial, medium	9 00
Imperial, large	12 00
Tumblers	12 00
Mugs	13 20
Pint jars	18 00
Quart jars	24 00

MATCHES.	
Eddy's Telegraph, single cases	\$3 70
five cases	3 50
Telephone, single cases	3 60
five cases	3 40
Eagle Parl., single cases	1 60
five cases	1 50
MINCE MEAT.	
Wetley's Condensed, per gross, net	\$12 00
per case of doz., net	3 00
ORANGE MARMALADE.	
T. UPTON & CO.	
1-lb. glass 2 doz. case, per doz	\$1 00
7-lb. pail 6 pails crate, per lb	0 07 1/2
PICKLES.	
STEPHENS.	
A. P. Tippet & Co., Agents.	
Patent stoppers (pints), per doz	2 30
Corked pints, " "	1 90
BAYLE'S.	
Robert Greig & Co., Toronto, Agents.	
1/2 Pint. Pints	
Pandora, per doz	\$2 15 \$3 60
Sliced Sweet	1 75 2 85
Hot Stuff	1 75 2 85
Tobasco Sauce, 2-oz. bottle, per doz	\$4 25
Tolasco Pods in vinegar, 1/2 pt.	3 25
QUICKMAID RENNET TABLETS	
Single dozens	\$0 85
1 gross, with or without wooden box	2 40
Retail 1c. per package. 10 Tablets make 10 Quarts for 10 cents. Recipe book with each package.	

SODA.—COW BRAND

 Case of 1 lb. (containing 60 pkgs., per box, \$3.00)
 Case of 1/2 lb. (containing 120 pkgs., per box, \$3.00)
 Case of 1 lb. and 1/2 lb. (containing 30 packages) per box, \$3.00
 Case of 5c. pkgs (containing 96 pkgs) per box \$3.00.

SOAP

 A. P. TIPPER & CO., AGENTS
 Colors: Maypole Soap, 100 lb. black \$10.30
 Maypole Soap, 50 lb. black \$5.30
 Ortol Soap, per gross \$10.30
 Gloriola Soap, per gross 12 00
 Straw Hat Polish, per gross 10 20

STOVE POLISH.

 For durability and for cheapness this preparation is truly unrivalled.
 Per gross:
 Rising Sun 6-oz. cakes, 1/2 gross boxes \$8 50
 Rising Sun 3-oz. cakes, gross boxes 4 50
 Sun Paste, 10c. size, 1/2 gross boxes 10 00
 Sun Paste, 5c. size, 1/2 gross boxes 5 00


DUSTLESS LABOR
 BEST IN THE WORLD.



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

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

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


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

KINGFORD'S OSWEGO STARCH

 SILVER GLOSS (40-lb. boxes, 1-lb. pkgs. 0 01 1/2
 (12-lb. boxes each crates) 0 08

PURE—40-lb. boxes 1-lb. pack 0 07
 " 48-lb. " 16 3-lb. boxes 0 07
 For puddings, cuttards, etc.
 OSWEGO 40-lb. boxes, 1-lb. packages 0 07 1/2
 CORN STARCH }
 ONTARIO } 38-lb. to 45-lb. boxes, 6 bundles 0 08
 STARCH IN } Silver Gloss 0 07 1/2
 BARRELS } Pure 0 01 1/2


BEE STARCH.
 Cases, 64 pkgs. 48's 5.50
 1/2 Cases, 32 pkgs. 24's 2.50
 Packages 10c. each.


TEAS.

 SALADA CEYLON. Wholesale. Retail
 Brown Label, 1's 0 20 0 25
 " 1/2's 0 21 0 26
 Green Label, 1's and 1/2's 0 22 0 30
 Blue Label, 1's, 1/2's, 1/4's and 1/8's 0 30 0 40
 Red Label, 1's and 1/2's 0 36 0 50
 Gold Label 1/8'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 0 19
 " 1/2-lb. " " 0 20
 Blue Label, retail at 30c 0 22
 Green Label " 40c 0 28
 Red Label " 50c 0 35
 Orange Label, retail at 60c 0 42
 Gold Label, " 80c 0 55

CROWN BRAND
 Wholesale Retail
 Red Label, 1-lb. and 1/2's 0 35 0 50
 Blue Label, 1-lb. and 1/2's 0 28 0 40
 Green Label, 1-lb. 0 19 0 25
 Red Label, 1/2's 0 20 0 25
 Japan, 1's 0 19 0 25
 "SNELLINGS PATENT"

 English Breakfast Hopped Tea, 29c.; retail, 40c.
 A. Waddell & Co. agents, Toronto.
 Samples on application.


RAM LAL'S PURE INDIAN TEA
 GUARANTEED ABSOLUTELY PURE
 AS MANUFACTURED ON THE
 TEA GARDENS OF INDIA.
 Cases each 60 1-lb. 0 85
 " " 60 1/2-lb. 0 85
 " " 30 1-lb. 0 85
 " " 120 1/2-lb. 0 36


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

TOBACCO.
 THE EMPIRE TOBACCO CO., LIMITED.
 Smoking—Empire, 3/8's, 5's and 10's 0 39
 Royal Oak, 2 x 3, Solace, 8's 0 52
 Something Good, 7's 0 48
 Chewing—Bobs, 5's and 10's 0 36
 Currency, 1 1/2 oz. bars, spaced 9's 0 39
 Currency, 5's and 10's 0 39
 Old Fox, Narrow 10's 0 40
 Snowshoe, 10 1/4 oz. bars, spaced 8's 0 44
 Snowshoe, pound bars, spaced s. 0 44
 Snowshoe, 2x4, 6's 0 44
 Pay roll, 6's 0 44

WOODENWARE
 BOECKH BROS. & COMPANY.
 Washboards Leader Globe 1 55
 " Improved Globe 1 65
 " Standard Globe 1 80
 " Solid Back Globe 1 90
 " Jubilee (perforated) 2 10
 " Crown 1 45
 F.o.b. Toronto.
 Matches, Kodak, per case (200's) 9 boxes to packages, 40 packages to case 3 30

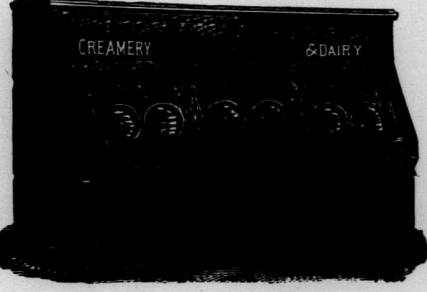
YEAST.
 Royal yeast, 3 doz. 5c. pkgs. in case 1 00

Mediterranean Fruits
Granulated and Raw Sugars
Molasses and Syrups, Glucose, Etc.
Excelsior Macaroni
White Castile Soap
C. A. CHOUILLOU & CIE.
 14 Place Royale (Customs House Sq.) MONTREAL.

"Daisy Fruit"
 is a great seller. It is a good Fruit Biscuit at a low price. You should have a barrel at least. Samples and prices on application.
THE HOME CAKE CO.
 QUELPH, ONT.

EGGS, BUTTER, CHEESE, ETC.
 CONSIGNMENTS SOLICITED.
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