PAGES

MISSING

VOL. XV. MONTREAL AND TORONTO, MARCH 22, 1901. NO 12

PUBLISHED EVERY FRIDAY

THE CANADIAN GROCER AND GENERAL STOREKEEPER

CIRCULATES IN EVERY PROVINCE

SELL ONLY THE BEST!

In Competition with the World we have received the

Highest Awards Made . . .

These substantiate our claim that : : : : :

Colman's Mustard

IS THE BEST IN THE WORLD

PEEK FREAN & Co's

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

Something Fine

PEEK FREAN'S
Celebrated

Zellar Wafers

THE CHOICEST DELICACY MADE.

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

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

Millar's Paragon Cheese

is manufactured to give perfect satisfaction to the consumer and yield a good profit to the dealer. Our claim that it has been a success is best proven by its wonderful popularity in both Canada and the United States.

The **T. D. Millar Paragon Cheese Co., Ingersoll, Ont.**

AGENTS—W. H. Dunn & Co., Montreal. A. E. Richards & Co., Hamilton.
Joseph Carman, Winnipeg. Martin & Robertson, Vancouver and Victoria, B.C.

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.

"ENTERPRISE"

Patented Hardware Specialties

FOR THE

Grocer and General Store Keeper

COMPRISING

Meat and Food Choppers, *35 Sizes and Styles for Hand and Power*
Rapid Grinding and Pulverizing Mills, *32 Sizes & Styles for Hand & Power*
Raisin Seeders, *for Hand and Power;* ***Smoked Beef Shavers***
Self-Priming and Measuring Pumps ***Self-Measuring Faucets***
Self-Gauging Cheese Knives ***Bung Hole Borers***
Tobacco Cutters, etc.

Are Universally acknowledged to be

THE BEST

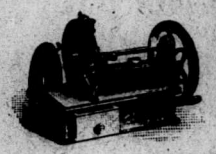
Write for Descriptive ***Catalogue***

Sold by the Leading Jobbers of the Dominion

The Enterprise Mg. Co. of Pa.

Philadelphia, Pa., U. S. A.

ROTARY SMOKED BEEF SHAVER



No. 125, - - $18.00

SELF MEASURING FAUCET

No. 65, - - $3.00

BUNG HOLE BORER

No. 1, - - $1.25
No. 2, - - 1.65
No. 3, - - 2.50

High Quality Draws High-Class Trade

MacUrquarht's Worcester Sauce.

A rich, full-bodied Sauce, brewed with the utmost care and allowed to mature for many months in the vats before it is bottled. ***Not shipped to this country and bottled here, but bottled in England.*** Its rich, round, full "body" gives great strength, piquancy and delicacy of flavor making it the most economical Sauce to use, because a little of it goes a great ways. A Sauce of the highest quality, and "high quality draws high-class trade" you know.

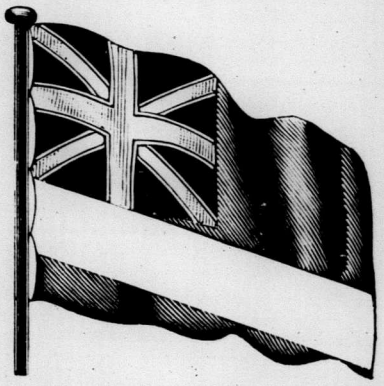
"Griffin" Brand Dried Fruits.

There is nothing finer in Prunes, Seeded Raisins, Dried Apricots, Peaches and Pears than the Griffin & Skelley "Griffin" Brand. The conscientious selection of only the best fruits, from one of the largest vineyards on the Pacific Coast—the cleanliness—the skill of the growers and packers make the "Griffin" Brand a peerless one.

It reaches you in the original package, just as it leaves the hands of the vineyard owners. It has a record for high quality that is unsurpassed.

ARTHUR P. TIPPET & CO., Agts.,

8 Place Royale, Montreal. 23 Scott St., Toronto.



JAPAN TEA

IS THE TEA FOR

CANADIANS.

The favorite tea of the Canadian people is grown and cultivated in the gardens of Japan. It surpasses in flavor and excellence the tea of all other countries---because of the perfect climate of Japan ---and the careful and cleanly method of manufacture.

Be sure you can supply your customers with genuine Japan tea and they'll always be well pleased with your tea department.

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

Cigar Advertising

is like every other kind of advertising—it pays only when you back it up with **quality** in the Cigars you sell. It would be foolish for me to misrepresent the quality of my "Pharaoh" and my "Pebble" Cigars. I am not throwing away my money for the purpose of misleading anyone who reads my advertisements.

In my "Pharaoh" Cigar (which retails for 10c.), I can give you quality and workmanship that the most critical smoker in Canada cannot find fault with. In my "Pebble" Cigar (which retails for 5c.), you will find that the quality never varies from the one standard that has made it famous—the trial order which I should like to send you **represents this standard!**

J. Bruce Payne, Mfr.,
GRANBY, QUE.

MADE IN CANADA.

LYTLE'S SPICED GHERKINS.

Popular with the best grocers everywhere—produced by best Canadian growers—prepared in Canada's largest and best appointed pickle factory—preserved in best Canadian vinegars—you want nothing but the best.

—Ask Your
—Wholesaler
—for Quotations.

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

A Good Proposition.

Just take a few minutes to think about it and we believe you will be fully convinced that we offer you a pretty good proposition in **Tillson's Pan-Dried Oats**. They are sold in bulk—you can make more money selling bulk rather than package goods. You can build up a trade for your store by selling them that isn't possible in any other way.

There are many progressive grocers who have found it a good advertisement to be known as the store where

Tillson's Pan-Dried Oats

are always to be found. You can do the same if you will.

THE TILLSON CO'Y, Limited,
TILSONBURG, ONT.

CEYLON and INDIAN

TEA

Green or Black

The favorite Tea of Britain and her Colonies.

Grown by British Planters. . . . .

Amusing to see foreign teas advertised as clean.

Is it not filth that colors them ?

ROYAL

DRY HOP

YEAST CAKES

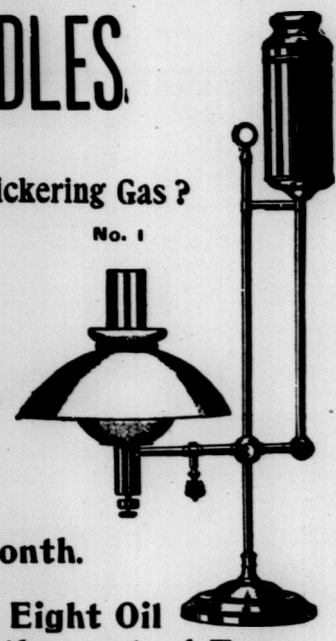
BEST YEAST IN THE WORLD

LONDON, ENG. E.W.GILLETT. CHICAGO, ILL.
TORONTO ONT.

GREASY CANDLES.

Smelly Oil Lamps,
Poor Electricity or Flickering Gas?

Isn't it about time to make a change and



GET more Light
For . . .
Less Money?

Get 100 Candle Power
for 50c. a month.

GET the Light of Eight Oil Lamps for the cost of Two.

GET AN **AUER GASOLINE LAMP.**

Your money back if you don't like it.

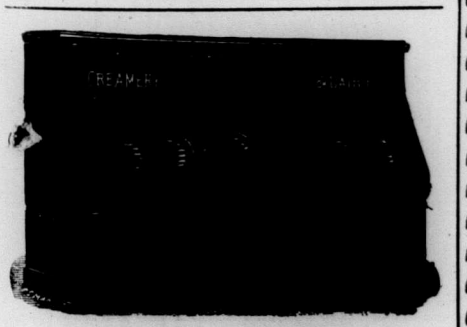
Write for Catalogue. . .

AUER LIGHT CO.

E. Simpson & Co., Moose Jaw, Agents for the Territories. 1682 NOTRE DAME ST. MONTREAL

Soap

"IMPERIAL" and
"SNOW"
Twin Cakes.
NOW IN STORE.
Perkins, Ince & Co., - Toronto.



C. P. FABIEN

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

3169 Notre Dame St., MONTREAL.

FREE! FREE!

GIVEN AWAY WITH

Green Ceylon Teas

To introduce these Teas we are giving away handsome roller top tins, to hold about 60-lbs. each.

The price for

Pekoe Souchong is	16	cents
Pekoe "	17½	"
Orange Pekoe "	18½	"

Equal in draw to high-grade Japans, costing five to ten cents per pound more.

THE **EBY, BLAIN COMPANY,** LIMITED

Wholesale Importing and Manufacturing Grocers.

TORONTO.

PRUNES....

California, 25 and 50-lb. boxes, all sizes.
Oregon, 25 and 50-lb. boxes.
French, 56-lb. boxes.

EVAPORATED APRICOTS—Choice, top laid, papered, 25 and 50 lb. boxes.
EVAPORATED PEACHES—Choice, 25 and 50 lb. boxes, and bags.

A splendid range of Selected Valencias. Get our quotations on above.

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.

A Sure Seller.

PINT AND HALF-PINT BOTTLES.

Sold by all Wholesale Grocers

Batty & Co.

ESTABLISHED 1824

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 CANADIAN GROCER AND GENERAL STOREKEEPER

CIRCULATES IN EVERY PROVINCE

VOL. XV. MONTREAL AND TORONTO, MARCH 22, 1901 NO. 12

SAFEGUARDS UNDER THE CREDIT SYSTEM.

I believe that if all dispensers of credit would take a determined position and exact a signed statement from all customers at least once or twice a year, there would be fewer failures, and that a more intelligent understanding would obtain as to the paying capacity of each trader. Of course no inflexible rule can be laid down, but if, in addition to the statement in all individual cases, the underlying principles of credit can be adhered to, such as character, ability, capacity and producing power, the liability of loss will be greatly reduced. When practicable, it is well to have a personal acquaintance with customers, and through direct observation become familar with and note their business methods and the general atmosphere of their surroundings. Many retail merchants trust out their goods indiscriminately and make losses that impair their obligations to the trade; these people are generally known by the way they pay their bills and should be avoided.

INTEGRITY.

It has been said that a man's integrity is as good as capital; theoretically this may be true, but it will not hold in practice, or only to a very limited degree, as probably some of you may know from experience. If you combine integrity with ample capital and capacity for the necessities of a business, large or small, as a rule you will be safe, but integrity alone will not pay four months' bills without the ability to do business at a profit, and to know beyond a doubt that a profit is earned. If the integrity is there and the high sense of honor prevails in the customer with small capital, he will stop when he knows that his capital is gone and not keep milking you and trading on your confidence until he cannot pay 10 cents on the dollar. I have seen a good many blasted hopes that were nourished upon the idea that a man was too honest to fail, and I have known some cases where a credit line of five or six times his admitted resources has been given, and based absolutely upon that fallacious theory.

THE HONEST BANKRUPT.

An honest bankrupt is deserving of the greatest sympathy, and if his environments will justify it, is entitled to a continuance in business by the sufferance of his creditors, but the man, firm or corporation who makes a false statement on the eve of a failure or at any other time to bolster up credit by deceit, should be driven out of business for the protection of the honest merchant and the safety of the jobber who may be tempted to tumble into the same pitfall again with the vain hope of getting even.

A CASE IN POINT.

I have in mind a corporation which called a meeting of creditors in December last, in a town not far from Hartford. The liabilities amounted to about $17,000, and the assets to about $5,000. The corporation was formed only about three years ago, with a capital of $15,000, of which $3,000 was claimed to be cash and the balance to be goods which had been turned over to the corporation by the three partners who had organized the corporation. The law required that 20 per cent. of the capital stock should be cash. We will admit, for argument, that the corporation had $15,000 of assets. Then what does it show? Simply that they were $12,000 worse off than nothing when they failed, which, added to their assets of $15,000 at the time of incorporation, made a shrinkage of $27,000 in three years.

So far as I have been able to learn, no creditor had received during that period a detailed statement from the concern, and yet they were much discussed by the trade. This is a good illustration of how easy it is to get an account on the books and the weakness of keeping it there after the warning has been given.

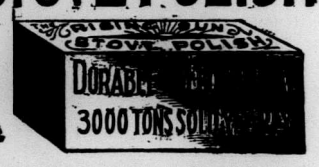
THE SALESMAN.

Now, let me say a word about the salesman. A competent salesman, having the interest of his employer at heart, can most always maintain a harmonious balance between the customer and the employer, especially if he has the entire confidence of the latter, which, with the personal acquaintance of the customer, gives him the key to every situation. He should hold his customer with a firm, but kind and dignified attachment, and always impress upon him that fair treatment is an inflexible rule of his house, and carry it out in practice. The salesman should have the entire confidence of his employer and be advised at all times when going upon his route, as to the condition of the accounts of each customer that he expects to see, and given all other information pertaining to his functions that will not conflict with the confidential features of the business, partnership or otherwise. I believe that he should be made to feel that he has your confidence, that you have an interest in him beyond the monetary feature, and that you want him to be a success. This will give him a marvelous inspiration, and I believe that his efforts and deportment will reflect upon the pages of your ledger—a result that will be ample compensation to you. The salesman is human, just as you are; he has his ambitions and the same sense of feeling for injury or kindness; they differ only in degree, perhaps, but with all of them kind treatment will win.

CHARACTER OF THE SALESMAN.

The salesman who presents your claims for patronage, and who is expected to reflect the dignity and integrity of your house, should be selected for his acknowledged ability and character, even though his price be high, as good brains command and are worthy of a good price and are the cheapest in the end. Mediocre ability will only command a corresponding compensation and is expensive at any price; the brainy man will work all around it.

Impress upon the salesman the importance of getting all possible information about your customers for his own guidance, and that while you must determine the credit from his data and what you may glean from other sources, you expect him to keep an eye upon each customer and know every possible thing

RISING SUN STOVE POLISH and SUN PASTE STOVE POLISH
IN CAKES
WELL KNOWN AND RELIABLE


IN TINS
GUARANTEED TO THE TRADE

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.

that has a bearing upon his solvency or reliability. He must not rely upon the impression of his first investigation, but be constantly on the alert, because in the absence of this there lurks a source of danger, as we are all creatures of habit, and if he relaxes his vigilance you may be unexpectedly a sufferer.

A REASON AND AN INCIDENT.

I was told of an incident during the week by an old broker and manufacturers' representative, which seems to throw a strong light on why a good many small jobbing houses—not only in Philadelphia, but in other cities, too—are gradually drying up.

The incident points to a lack of shrewd business sense as the main reason.

Some years ago the agent mentioned was commissioned to introduce in this market a new brand of soap powder. He had salesmen out drumming the retail trade and turning orders in to the jobber, a la the method that still obtains.

This agent was a sharp fellow, and he was working to get his goods into every jobbing house in Philadelphia. One day his Maryland salesman sent in an order for five boxes from a gilt-edged retail house down along the Eastern Shore. The order was to go through a certain jobbing house, from which this retailer usually bought. That jobber was already handling the soap powder, but there was another jobber who was not—a little fellow, but every one counts.

The agent got his salesman to see the retailer, and the latter consented to allow the order to go through the jobber who was not then handling the powder.

The scheme is perfectly simple and familar, and I only describe it so that what is to come shall be understood.

Armed with his order, the agent went to the jobber. The latter took it, looked at it, and handed it back.

Remember just here that the soap powder paid jobbers a good profit then, and that this one need not have bought more than the five boxes that were already sold.

"I don't know these people," said the jobber, as he handed back the order.

"Well," replied the agent, "but you have no objection to selling them, have you? They are wealthy — gilt-edged people."

"But I'll have to see our salesman who goes to that town about that," said the jobber.

"Why not look in your rating books?" suggested the agent.

The jobber had the retail firm looked up. They were all right. Still he hesitated.

"I don't believe I'll fill the order," he said.

"Very well," said the agent, "you know your own business best, but I'd like to have you give me one reason why you refuse to take this profit that is already made for you, when it involves no risk to you."

"But they're not my customers," was the jobber's reply. "I don't want to do business with people who aren't buying goods of me!"

I admit this is hard to believe, but it is literally true.

"Mr. So-and-So, do you expect to stay in business?" asked the agent.

"Why, certainly," was the reply.

"Well, you won't," retorted the agent, "unless you change your views of business. What are you going to do when your customers die, as they surely will, if you don't get new ones to take their places?"

Well, the jobber said he's see about it, and the agent left the order with him. During the two weeks that succeeded that conversation, he was still seeing about it, and when about three weeks had passed without disposal of the matter, the agent called on him again.

"Say," said the jobber, "I guess those people are all right. I'd like to fill the order, but I haven't got any powder. I don't know whether I want to buy any or not. Do you know where I can borrow any?"

I think that is probably enough of the story to tell, for it should make my point plain. Most of the little jobbers are growing littler because they are out of their element. They are not business men at all. They are unfitted to compete with the larger houses by lack of capital, lack of credit, lack of rudimentary ability. They cannot forge ahead, and so they fall behind. But their extinction, while a seeming hardship, is really in their own interest, for it forces them to drop a line that they could never have succeeded in.—E. J. B. in Grocery World.

ANOTHER USE FOR HONEY.

It is said that a certain lord found so much benefit from the use of the following mixture for rheumatism that he paid his physician £300 for the privilege of making it generally known, pro bono publico.

Recipe:—Sulphur, 1 oz., cream of tartar, 1 oz., rhubarb, 1-2 oz., gum guiacum, 1 drachm, honey, 16 oz.

A tablespoonful night and morning in a tumblerful of white wine and hot water.

This mixture is called "Chelsea Pensioner" and a man of my acquaintance having tried the same has been benefited. —John Browning, Woodchester, in B.B.J.

SOUP AND BOULLION IN CANS.

For this purpose beef shank meat or head and cheek meat are taken. The material is cut into small pieces about an inch square and cooked for ten minutes. It is then put into 2-lb. cans in the proportion of 5 oz. of meat to 6 oz. of carrots cut into small dises, fancy or plain. The cans are then filled to 2 lbs. 1 oz. with soup made of 20 gallons of beef essence boiled down to half its bulk. In the latter are mixed three gallons of mushroom catsup. While the beef essence is being concentrated, there are prepared 20 lbs. of flour made into a batter, in which is mixed 4 lbs. of salt, 8 oz. white pepper, 3 oz. mace and 1 oz. cayenne pepper. This mixture is placed in a jacketed kettle for about 10 minutes, coloring the stock a nice brown. The two mixtures are united in the kettle, and cooked and stirred for about 10 minutes longer, when the heat is shut off. The soup, when being filled into cans, is strained.

After the cans are filled to weight, they are wiped and capped in the usual manner, the centre hole of the caps being left open. The cans on trays are then placed on the retort and processed for 1 hour and 45 minutes at 3 lbs. pressure. The exhaust of the retort is kept closed during this period, but should be opened once or twice during the time to let the condensed water drain out. If this latter procedure is not carried out, there is danger of this water getting into the cans on the lower trays. When the required period has elapsed for the processing, the pressure is allowed to exhaust slowly; the cans are then withdrawn and the vents stopped very quickly, as if much delay occurs at this place there is great liability of the cans absorbing air.

The cans are then returned to the retort and boiled off for 2 hours at 9 lbs. pressure. The exhaust of the retort in this process may be kept open. At the end of this period the cans are withdrawn and allowed to cool off on the trays. They are then run to the washing room, put through the washing machine, and sent to the label and packing room as usual.—National Provisioner.

IT'S WORTH YOUR WHILE to keep a few

Bahama Shredded Pineapples
Aylmer Canned Rhubarb
Aylmer Canned Black Currants
Aylmer Canned Red Currants

Aylmer Canned Spinach
Oshawa Canned Beets
Simcoe Red Kidney Beans
Aylmer Canned Pumpkins

- - - - ALSO - - - -

Libby, McNeil & Libby's Chicken, Veal and Ham Loaves,
Peerless Sliced Beef, and Vienna Sausage.

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

It Seems Ridiculous

A Delicious Cup of Cocoa for ¼ cent.

We have a splendid Cocoa, cheap and good, from which your customers can make **20 cups for 5 cents.**

Thousands of people can't drink Tea or Coffee on account of their action on the nervous system; but this Cocoa is pure (not loaded with sugar and corn starch) and free from every element of an injurious character. **Try it.**

James Turner & Co. Wholesale Grocers Hamilton

THE DOMINION BREWERY CO., LIMITED

Brewers and Maltsters

TORONTO

Manufacturers of the Celebrated

WHITE LABEL ALE

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

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

WM. ROSS, Manager.

Choice Goods
Prompt Shipment
Right Prices
Clean Packages

PRUNES—California, all sizes, - boxes 25 and 50 lbs.
" —French, 90/100, - - - - - 56 lbs.
" —Austria, Sphinx U., - - 25 and 50 lbs.

CURRANTS—Fine Filiatria - Cases and half-cases.
" —Amalias - - " "
" —Crown Vostizza - " "
" —Fine Crown Vostizza " "

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

WRITE FOR PRICES AND GET A SURPRISE.

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

CANNED SALMON COMBINE.

A PRESS despatch from Seattle, Washington, says : "The consolidation of cannery interests of this section, with united capital of $3,500,000 and pack of over 600,000 cases, or one fifth of the entire pack of the Coast, is on the point of actual consummation. The well-known Seattle brokers, Kelley, Clark & Co., and R. Onffroy, of Fairhaven, now in the East, are no doubt the only promoters.

"Six of the principal Puget Sound canneries, six of the largest Southeastern Alaskan canneries and four of the Skeena river and Rivers Inlet, British Columbia, canneries are involved. All but two of the Puget Sound canneries, it is reported, have given options, and these two are said to be willing to do so. Alaskan and British Columbian canneries have also given options.

"In detail, the concerns involved are the following, with the good and poor-year packs of 1899 and 1900, respectively : Ainsworth & Dunn, Blaine and Seattle, 1899 pack, 94,500 cases, and 1900 pack, 65,841 cases ; Anacortes Packing Co., 68,500 and 25,106 cases ; Fairhaven Canning Co., 58,500 and 9,500 cases ; G. T. Myers & Co., 57,000 and 32,100 cases ; Carlisle Packing Co., Lummi Island, 45,000 and 11,200 cases, and Rosario Straits Packing Co., 30,000 and 11,250 cases.

"This makes a grand total of 353 500 cases for 1899 and 154,797 cases for 1900. The British Columbian canneries concerned canned 75,000 cases in 1900 and about the same in 1899, and Alaska canneries, with 1900 packs, were as follows (they were all new in 1900 except the Boston Company, and did not pack the limit) : Jays Straits Packing Co., Petersburg, 35,000 cases ; Boston Fishing and Trading Co., Yes Bay, 33,000 cases ; Taku Fishing Co., Snettasham, 20,000 cases ; Taku Packing Co., Taku River, 17,000 cases ; Chilkoot Packing Co., Chilkoot, 17,900 cases ; Western Fisheries Co., Skagway, 14 000. This gives a grand total of 136,900 cases, with a capacity and probable pack of 300,000 cases.

"The plants extend from Chilkoot, in Alaska, south to Seattle, 900 miles along the coast. Some of the best known financiers in the United States are behind the deal and are understood to be actually pledged. Options extend to late in March. It is expected that by April 15 the company will be completed.

"The Sound canneries are the most successful of the independents, those not included numbering eight, which packed in 1900 only 64,000 cases. The new concern will have the most expert managers on the Coast. The Sound plants are bunched mostly near the Fraser River. The bulk of their pack is sockeyes ; fresh fish, pickled fish and cold storage refrigerator lines are in the programme. The secret of Alaska packers' low prices is partly given by this deal. The new corporation will, with immediately in prospect a pack of not less than half of the Alaska, be a formidable rival. The policy of the Alaska has been to deter capital approaching the virgin fishing grounds of the great North."

CHINA TEA SHIPPED TO CANADA.

The exports of tea from Shanghai and Yangtsze ports for the season 1900-1901 to February 11, have been as follows : To Great Britain—Total to date, 8,483,390 lb. black and 3,394,957 do. green; corresponding date last season, 10,407,178 lb. black and 3,384,086 do. green. To United States —Total to date, 10,396,043 lb. black and 13,619,705 do. green ; corresponding date last season, 5,393,179 lb. black and 14,373,236 do. green. To Canada—Total to date, 845,158 lb. black and 945,319 do. green, against 459,031 lb. black and 1,000,670 do. green last season. Export of black tea to Russia direct and Russian

Cheese Perfection

is attained in **MacLaren's Imperial Cheese.** It has a delicious flavor, is rich and creamy and has most remarkable keeping qualities. It never varies from the one high standard that has made it famous.

A. F. MacLAREN IMPERIAL CHEESE CO., Limited.
51 Colborne Street.

PICKLES

Special quotations on Domestic-Bulk and Bottled Goods. Finest Quality.

IMPORTED—We carry a full range of the best goods.

THE DAVIDSON & HAY, LIMITED

36 Yonge Street, - - TORONTO.

Manchuria, 39,220,000 lb, as against 28,810,000 lb. to corresponding date last season; export of green tea to Bombay, 1,896,000 lb., as against 1,254,129 do. last season; do. to Batoum, 4,326,000 lb., against 4,722,600 do. last season.

WINE PRODUCTION OF FRANCE.

THE wine and cider production of France for 1900, according to a report of A. M. Thackara, United States consul to Havre, show an unusually large increase over previous years. The total yield of wine for 1900 was 67,352,661 hectoliters (1,779 255 246 gallons), which is an increase of 19 444,081 hectoliters (493 654,288 gallons) as compared with the production of 1899, and of 31,388 153 hectoliters (829,180,838 gallons) as compared with the vintage of the last 10 years. The wine crop of France for 1900 was the most abundant since that of the year 1875, which reached the enormous amount of 83,830,000 hectoliters (2,214,695,612 gallons). The acreage planted in vineyards in 1900 was 1,730 451 hectares (4,275,944 acres), against 1,697,734 hectares (3,519,-101 acres) in 1899, an increase of 32,717 hectares (80,843 acres). The average production per hectare (2,471 acres) was 39 hectoliters (1,030 gallons), that of 1899 being only 28 hectoliters (740 gallons). The exportations from France into the United States, in gallons, were as follows:

	1900.	1899.
Of ordinary Gironde wines in casks....	227,185	244 791
Of ordinary wines from other districts than Gironde.....	99,735	85 970
Of Gironde wines, in bottles.....	123,353	1.6,710
Other ordinary wines, in bottles.	57,569	49,537
Champagne and other sparkling wines...	460,421	422,590

The wine crop is valued at 1,264,258,000 francs ($244 001 794), according to the estimates made in each department, which are based upon the local selling prices at the vineyards. The cider production of France in 1900 is estimated at 28,408,348 hectoliters (748 463 329 gallons), or 8,537,-280 hectoliters (226,480,338 gallons) more than that of 1889, and 13,949 983 hectoliters (368,516 702 gallons) more than the average production for the last 10 years. Since 1830 the greatest production—31,-608,585 hectoliters (835,003 990 gallons)—was in 1863, that of the past year being the second largest.

A GREAT SOURCE OF LOSS.

INCOMPETENCE is not only a common cause of ill success among merchants, but also among their clerks. Trade unionism is built upon incompetence, for if there were no worthless or poor workmen, there would be no need of rules to keep wages at one level. The good workman gets the top wages without aid of the organization; the inferior one cannot get the standard price without the aid of others. Considering the ill-results of this system and the common consequences of incompetence of store assistants, it is not too much to say that incompetence deserves to be lifted into prominence as an evil to be vanquished like vice in New York or monopoly in industry.

What a great sum in the aggregate the nation, every nation, pays for incompetence within "its midst!" What a waste of time, waste of material and waste of energy incompetence is responsible for! Can improved schooling facilities cure it? It is doubtful. Boys leave school so early that they do not often get the full benefit of the advantages the city offers them, and the ordinary schooling is of little assistance in fitting boys for manufacturing, mercantile or professional pursuits.

When the grocers' clerks' school is started on technical lines, something may be done to improve conditions among the grocers, but until then the clerks must depend upon their own efforts, reinforced by the suggestions and warnings of their employers.

Damage to goods, lack of cleanliness, bad ventilation, poor advertising, poor buying, sacrifice of quality, indebtedness and other evils are directly traceable to the incompetence of grocers and grocers' clerks, and if by one stroke of a magic wand the writer could lift the whole trade out of the slough of incompetence, the transformation would be so marvelous that everybody would exclaim: "What makes the grocery stores so bright and clean, the goods so nice and palatable, the clerks so pleasantly attentive, etc.?" Heaven speed the day when that transformation takes place.—N. Y. Merchants' Review.

THE BEST WAY TO SECURE TRADE

is to give the best value for the money. Other preserves are good, but

Upton's

Jams, Jellies and Marmalade

ARE THE BEST VALUE.

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

SELLING AGENTS.

DISASTROUS FIRE.

On the morning of the 16th inst. our principal warehouses and headquarters were severely gutted by a conflagration, originating at our opposite neighbor's establishment. Our business was, in consequence, necessarily suspended for three days, but it is

NOW AGAIN IN FULL OPERATION AS USUAL.

HUDON, HEBERT & CIE.

Montreal.

A SPECIAL DRIVE IN

CANNED PLUMS, 2-lb. tins, in heavy syrup,

to retail at **10c.**

Write for particulars—this is the season for them.

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

Wholesale Importing and Manufacturing Grocers.

TORONTO, CANADA.

COOPERATION AMONG GROCERS.

COMBINATION, or, more correctly speaking, cooperation, seems to be in the air. The grocers certainly seem to be bitten with it, and not more so here than in Europe. A correspondent of a London grocery paper thus appeals to British grocers to cooperate for various purposes :

It is a well-known fact that at the present time the members of cooperative societies number upwards of 2,000,000, and in addition huge stores and large companies where everything and anything can be procured are gradually crushing the life out of the retail traders, proving the absolute necessity of retailers combining, not only to protect our common interest, but by purchasing in large quantities at first hand and packing and labelling our goods, we could thus do away with the monopolist and cutter, and by fixing selling prices assure ourselves of a living wage.

When the cooperative fever first attacks a person he is apt to conclude that it is a cure for nearly all the ills that flesh is heir to, and we imagine, therefore, that the writer of the foregoing clipping is a new disciple of cooperation. He does not suspect that the cooperative action he advises in regard to prices would render abortive all the cooperative schemes for securing goods at the lowest price, for if excessive competition compels the latter, as he avers, it ought certainly to make the regulation of selling prices a very dangerous, if not suicidal, proceeding.

Cooperation is in danger of being worked to death, and also of being made more or less ridiculous by being applied to cases for which it is not the proper remedy. For one dealer that finds virtue in cooperation, except temporarily, there are doubtless half a dozen for whom it has no efficacy. Temporarily it can often be made useful, but when it becomes a permanency it keeps a dealer back instead of helping him onward.

Just now the card-price form of cooperation seems to be the most popular, and it is no doubt very true that in places where an insane price-cutting has been carried on, card prices come as a grateful mercy to the warring dealers, and we must admit also that some western trade centres have employed the card system for years with every appearance of satisfaction. But whether it is card prices or buying combines, or even cooperative manufacturing, that is under investigation, it will be found, as a rule, that the best results are reached when the system is employed as a bridge or crutch during a critical period, and during that and similar periods only.

With the manufacturing branches harmoniously working together with the wholesalers and retailers, as, for example, in the sugar trade, there is an opportunity for the best effects of the card system to be seen, but even under such circumstances the grocers sometimes find to their regret that all is not as pleasant and profitable as they had reason to expect.

There is some good to be got out of combination. This we freely admit, but there is danger of its beauties being exaggerated and the wholesome influence of the grocers' associations correspondingly weakened.—Merchants' Review, New York.

WILL HANDLE CANE'S WOODENWARE.

Boeckh Bros. & Company, Toronto and Montreal, have been appointed agents in Montreal for The Wm. Cane & Sons Mfg. Co., Limited, woodenware manufacturers, Newmarket, Ont., in succession to H. A. Nelson & Sons Co., who are retiring from business. The experience of Boeckh Bros. & Company in handling these goods in Toronto, and their wide connection in Quebec, should make them valuable agents for these lines in the latter Province.

ROSSLAND BOARD OF TRADE.

At the annual meeting of the Rossland, B.C., Board of Trade, the following officers were elected.

President—J. B. Johnson.
Vice-President—A. S. Goodeve.
Secretary—H. W. C. Jackson.
Council—Messrs. Lalonde, Fraser, Smith, Hamilton, Mytton, Chamberlain, Plewman, McBride, MacNeill, Daly and Coombs.

Lea & Perrins'

are the Originators of the

"Worcester Sauce"

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

Sure as Sunrise!

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

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

Windsor Salt.

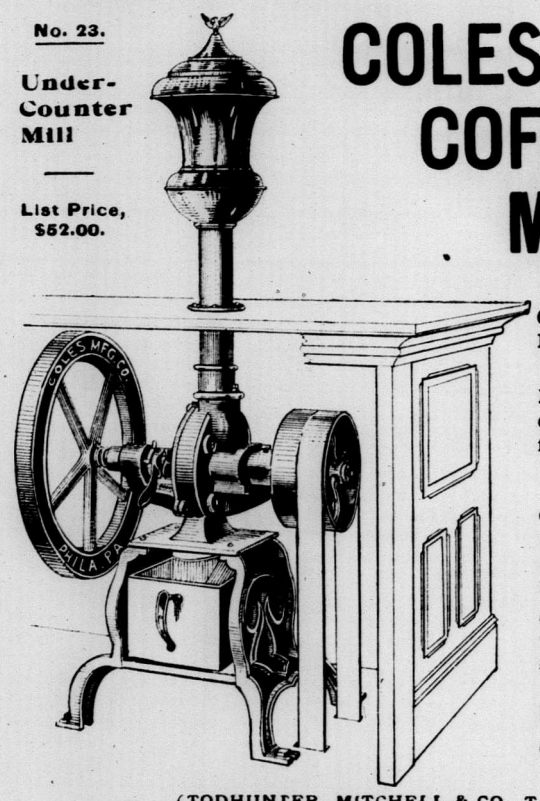
The Windsor Salt Co., Limited, Windsor, Ont.

No. 23.

Under-Counter Mill

List Price, $52.00.

COLES COFFEE MILLS



None better for Granulating or Pulverizing.

Our mills will Pulverize 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.

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

COLES MANUFACTURING CO., PHILADELPHIA, PENN'A.

Purity
Freedom from Acid
Flavor
Strength
Brightness
Freedom from Sediment

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

Wilson, Lytle, Badgerow Co., Limited

TORONTO

President,
JOHN BAYNE MacLEAN,
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NEW YORK. - - - - - - 176 E. 88th Street

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

Published every Friday.

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

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

CASH AND CREDIT IN THE RETAIL STORE

THERE are few questions that concern retail merchants more than the cash and credit systems, respectively, of doing business.

Under the credit system loss of interest is as a rule entailed, and certainly loss of money through bad debts, which even the most careful of merchants occasionally experience. But, in spite of loss through bad debts, there is a fear on the part of many that, in adopting a purely cash system, losses still heavier might be entailed.

Naturally, every merchant desires to adopt that system which will entail the minimum of loss, whether it be through bad debts or loss of customers.

Obviously the nearer the retailer can get to the cash basis the better. But no hard and fast rule can be laid down. What is one man's meat is another man's poison is true in regard to this as to many other questions. Hence every man in business, or about to go into business, must largely determine for himself what is the best system to adopt.

If conditions were everywhere the same it would be a matter more easily to be determined, for then every merchant could be guided by the experience of his fellow. But they are not all the same.

One cannot plunge into the cash system with as much unconcern as an expert swimmer can plunge into a river. It must be done thoughtfully and carefully, and with a view to creating the minimum of friction.

Give notice some time ahead. Advertise liberally in the papers and send a circular letter to each customer. And in both advertisement and letter set forth the advantages of the cash system to your customer as well as to yourself; for in all new departures the customer is more easily won over to it if it can be shown that he will share in the advantages which are likely to accrue therefrom.

CEYLON GREEN TEAS.

ONE of the fruits of the efforts that have been put forth to open up a market in Canada for Ceylon green teas is to been seen in the fact that every wholesale house in Toronto is now handling these teas.

Of course, the quantity is relatively small in comparison with Ceylon black teas and Japan green teas, but the significance is that so many houses are now dealing in them, whereas a few months ago only one tea-package firm dealt in them. Another significant fact is that during the last few weeks Ceylon green teas have begun to figure in the Toronto market reports, while brokers can be seen "drawing" them in the sample-rooms of the wholesale houses, something quite unusual.

FAKE BUSINESS METHODS.

Unbusinesslike methods never cultivate a successful business. They may give some people the idea that great headway is being made, but, like many horses with quick action and short steps, their speed is deceptive, and they are often outside the flag when their competitors are at the winning post.

Fake schemes may bring temporary success, but permanent success, never.

AID FOR BEET SUGAR FACTORIES.

SOME of those engaged in promoting the establishment of beet-sugar factories in Ontario have stated that, unless the bounty which the Government of that Province has promised to give is supplemented by one from the Dominion Government, they will not be able to go on.

This is rather a peculiar position to take. We are told that there are many parts of Ontario which are admirably adapted for the production of sugar beets. And the tests which have been made under Government supervision have more that proved it. So far, then, as soil and climate are concerned, the conditions are favorable.

Besides these natural conditions are (1) the duty against foreign raw sugars, (2) the aid which municipatities are promising, and (3) the bonus to be authorized by the Ontario Legislature, and yet, notwithstanding these supplementary aids, to say nothing of the free importation of machinery which the Dominion Government has decided to concede, we are told by some of the promoters that the encouragement is not sufficient, in the absence of an actual cash bonus from the Dominion authorities, to warrant the industry being started.

Were it not for the fact that in Ontario sugar beets rich in saccharine quality can be, and are being, produced, one would imagine that Nature had been sparse in her bestowals in this respect, and that certain of the promoters of the industry, knowing this, were calling upon the Government of the country to make up for the deficiency.

The people of this country, with but few exceptions, are willing that financial aid should be given to encourage the development of a beet-sugar industry, but, when some of the promoters go to an unreasonable length in their demands, sympathy is alienated rather than attracted.

Integrity may be lightly esteemed by some people, but it is a poor commercial superstructure that can be raised without it.

PROPOSED CURTAILMENT OF CANNED GOODS.

IT was asserted in last week's issue that the proposed scheme to sell the output of the factories of the members of the Canadian Packers' Association was not based on business principles, and would, in consequence, not be successful. It is the purpose of this article to show why it will not be successful.

One of the first objects sought by the proposed scheme is the curtailment of the pack. Although last fall the members of the association declared that the pack of canned vegetables was real large and that the greater part of it was already sold, it is now conceded, even by the canners themselves, that the output was in excess of the requirements of the country. The very fact that an effort is being made to curtail the pack of 1901 by 30 per cent. proves that, if no other evidence was to be had.

But does anyone who has thought the matter over believe for one moment that by the pending arrangement a permanent solution of the difficulty can be secured? We think not.

In the first place, there are probably within the membership of the association 75 per cent. of the total factories in Canada that are packing tomatoes, peas and corn. Now, what are the other 25 per cent. going to do in the meantime? Are they going to follow suit or take advantage of the policy of the association and increase their output? It does not require much contemplation in order to give an opinion. The experience of the past is too well known.

We are fully persuaded that the more the pack of the factories within the association is curtailed the more will that of the factories outside the association expand, for not only will the latter endeaver to increase their capacity but there will be an incentive for further multiplication of factories.

We all know how alert the ubiquitous promoter is. This would be his opportunity. And verily the last state of the canned vegetable industry would be worse than the first.

Although it is held that there is an overproduction of canned vegetables, there is not, we have no hesitation in saying, a man engaged in the industry who would claim that the quantity is in any way commensurate with the possibilities of the country. And yet, here we have a scheme pending whereby it is proposed to retard rather than facilitate the development of an industry which, we have no hesitation in saying, is one of the great natural industries of the Dominion.

The tariff has pretty well insured to them the home market, a duty of 1½c. per lb being levied against foreign goods. This means 54c. per dozen on tomatoes and 36c. per dozen on peas and corn.

The purpose of the tariff is to develop the canned vegetable industry; the purpose of the proposed scheme is to retard it.

But, after all, would not the end sought be more likely to be accomplished if the packers would devote their attention more to the matter of quality than of quantity? We have no hesitancy in saying that had more general attention been given by individual packers to quality the output in 1900 would have been much less than it was. Some of the packs exhibit undoubted signs of haste. To-day these packs are much in evidence in retailers' stores, where they are marked down at low prices with a view of attracting buyers.

Of canned vegetables, the produce of Canada, the packers of this country last year exported the insignificant amount of $17,999. And yet we talk of overproduction. The fact of the matter is that there will always be overproduction until we develop business with Great Britain and other consuming countries.

As long as the home market is the only outlet for the quantity produced, so long will the importance of the industry be in inverse ratio to its possibility. If we refuse to recognize this, then we, by implication, at least, acknowledge that the industry is not natural to this country. And, if that is so, then we are only trying to create a bubble, that, like all other bubbles, will in time burst.

But we do not believe we have a bubble. We believe we have, in canned goods, an industry that is destined to assume important proportions. Our chief lack is a sufficiency of ways and means.

COURTESY TO TRAVELLERS.

THE quality of courtesy should not be reserved to the home circle and for social acquaintance, but it should be incorporated into every field of a man's activity, into every relation of life. Courtesy should be as much a characteristic of the business man as of the social or political leader, for not only will it serve to cement friendship, but will add much to the enjoyment of life generally.

There are some churls who have been successful in business, some mean men who have accumulated large wealth. But they are in the minority and their success has been, as a rule, in spite of rather than due to their lack of good-hearted courtesy, which develops within a man a breadth of view and a sympathy with his fellows that does much in fitting a man for large business transactions.

The majority of merchants consider themselves courteous. They have become accustomed to greet their customers pleasantly, to serve them carefu ly and to receive any complaints or criticisms with due respect. But the true test of a merchant's courtesy is not his manner toward those he sells to, but his treatment of his help and of those he buys from.

One of the greatest difficulties that the commercial traveller has to contend with is the waste of his time, often occasioned by merchants compelling him to wait while they do innumerable things which might well be left for the short time necessary to talk to the traveller. This action is often due to carelessness on the part of the retailer; but, to whatever it may be due, it should not be.

The courteous merchant will make use of the first opportunity to find out what the traveller wants; if he can give an answer off hand he will do so, and this should be considered final by both parties, and if the grocer is busy the traveller should not wait longer. If an off hand answer cannot be given, the courteous merchant will inform the traveller when he expects to be able to deal with him. If an appointment is made, honesty as well as courtesy, demands that it be kept by both parties. In any event, the wise merchant will never forget that the traveller's time is precious as is his own, and will not cause any waste of it that he can by any means avoid.

There are undoubtedly some merchants who are mean in spirit and who purposely subject travellers to indignity as well as delay. Such men lose a great deal more than they gain. They soon are classified

by travellers as mean, and never receive any of the advantages which "the knights of the grip" are frequently able to offer their best customers. And when adversity comes they realize that while they might have been making friends they have been hardening the hearts of men who are then ready to concede nothing, and to be satisfied with nothing less than cold justice. Courtesy, like charity, never fails,

MONTREAL BISCUIT DISCOUNT.

IN our last week's report of the meeting of the Montreal Retail Grocers' Association, we mentioned that it was decided to request the biscuit manufacturers to restore the discount on biscuits from 2½ per cent. to its old level, 10 per cent. There seems to be a difference of opinion as to the justice of this plea.

The manufacturers claim that the change was made on May 1, 1900, to facilitate bookkeeping. Most biscuit making concerns also make confectionery, on which the discount is 2½ per cent. The discounts on the two products being different made the system of account-keeping very complex and somewhat more expensive than it would be if the discounts were the same. So they were made the same. The discount of 2½ per cent. is a simple trade discount, disallowed if the account is not paid within a month. The manufacturers think the retailers have nothing to complain of, for they are really allowed an interest of 30 per cent. a year by this trade discount.

When the discount was reduced there was a general change in prices, totalling, on the whole, to a general reduction of ½c. per lb. Some lines were not changed; others were reduced 1c. per lb. In this way the prices were left as near as possible to the old figures. Of course, there were some changes made, but these would have had to be made in any case. It was a time when the price list needed revision. Some prices were lowered and others raised.

Some of the retailers seem to think that the lowering of the discount deprived them of so much profit. They claim that there are grocers ignorant enough of their own and their confreres' interests to sell the goods at the list prices and trust to the discount for their profit. Then the reduction of the discount would lower their gain. The manufacturers claim that the remedy for this grievance lies in the retailers' own hands. The retail association, however, would like the manufacturers to help them out of the difficulty.

THE RELATIVE DUTY ON OATS AND OATMEAL.

A Chat with some of those Interested.

A MATTER which has very much agitated the oatmeal millers for some time past, particularly those of the Canadian Northwest, has been the question of the Dominion tariff. The millers claim that they are discriminated against in a serious manner by the high duty on raw material as against the duty on imported oatmeal, and, as a result, all the oatmeal mills in Manitoba have been forced to close down and have been out of business now for over three years.

A MEMORIAL PRESENTED.

The matter was discussed at a meeting of the millers held in Winnipeg in September last, when a memorial was prepared and sent to the Dominion Government praying for a change in the existing tariff. This was backed up by a letter from the Winnipeg Board of Trade endorsing the stand which the millers had taken and also by a similar memorial from the oatmeal millers of Ontario who are also affected by the discrimination, though not so badly, and who are standing by their brothers in the West. No attention was paid to any of these petitions, beyond a formal acknowledgment of receipt from the Minister of Finance.

A DEPUTATION SENT.

Determined to press the matter to the utmost, a deputation, consisting of Mr. E. Nicholson, the well known commission merchant of Winnipeg, Mr. W. Alexander, of Brandon, and Mr. George Dow, of Dow & Currie, Pilot Mound, Man., both prominent millers of the West, and also of leading representatives of the Ontario oatmeal millers, on the 13th ult. waited upon the Government at Ottawa and eloquently urged their claims.

A representative of THE CANADIAN GROCER saw the gentlemen from the West just after their interview with the Government and received some interesting information with regard to the matter. On the evening previous, Hon. Mr. Fielding's budget had been brought down in the House, and with it there was no mention of any change in the tariff with regard to the discrimination referred to.

All three gentlemen looked very crestfallen when seen by the reporter. "We have been turned down, I am afraid," said Mr. Nicholson, "and I can tell you it is a mighty serious thing for us."

THE CRUX OF THE MATTER.

Asked as to the exact position of affairs, Mr. Nicholson replied: "This state of affairs has been brought about by the very unfair duty that is placed on rolled oats and oatmeal imported from the United States. While the duty on the oats (our raw material) is 10c. per bushel, or, on basis of average valuation at American market points, 60 per cent., the rolled oats is only charged at the rate of 20 per cent., and our local market is flooded with the American oatmeal and rolled oats.

"Our mills are at present entirely shut down, and it will be utterly impossible for us to start them up again until the tariff is so adjusted to at least equalize the duty on the raw material and the manufactured article.

"It requires 4½ bushels of oats to make 80 lb. of rolled oats (the standard size of package used in this country), the duty on which would be 45c., whereas, on basis of present quotation for American rolled oats at the mills, which is $1 to $1.05 per 80 lb., the duty on same is only 20 to 21c., a difference of 24 to 25c. in favor of the manufactured article. It must, therefore, be apparent to you, how utterly impossible it is for us to compete against such discrimination, and if the Government cannot see its way clear to afford us some protection we think that they should at least equalize the duty by making it six-tenths (6-10) of a cent per lb. on the manufactured article."

"How long has this state of affairs existed?"

CAPITAL INVESTED.

"Over three years. It is three years since we began the agitation to have the discrimination removed. There are over $120,000 capital invested in the oatmeal mills of Manitoba and were the millers able to run their mills the year around they would disburse about $30,000 annually in wages. Besides this, about $1,000,000 capital is invested in the oatmeal mills of Ontario which are more or less effected by the discrimination. Mr. Fielding in his budget speech admits that there are several discriminations which might be remedied."

"What will you do if the matter is not remedied?"

"There is only one thing to do and that is for our oatmeal millers to pull down their mills, cross over to the United States and build them there. They can there compete for the Canadian Northwest trade better than they can in our own country."

The Geo. E. Martin Co., pork-packers, Toronto, have decided to form a limited company with $200,000 capital, and have applied for incorporation.

HUDON, HEBERT & CIE LOSE BY FIRE.

THE Montreal fire bug is still at work. Last Saturday morning fire broke out in Leeming, Miles & Co.'s wholesale drug establishment at the corner of St. Sulpice and DeBresoles streets, where, amid the drugs and explosives, it acquired a raging ferocity, and before it was extinguished had eaten its way through the two top storeys of Hudon, Hebert & Cie's big wholesale establishment just across DeBresoles street.

To do damage to groceries and the Canadian grocery trade the fire could not have picked upon a spot better suited for its purpose, for this firm, as all the trade knows, does one of the largest wholesale grocery businesses in the Dominion, and has, without exaggeration or dispute, the most handsome suite of offices and sample rooms of any grocery warehouse situated between Halifax and Vancouver. Fortunately, the firemen succeeded in confining the flames to the two upper storeys, but the whole building was watersoaked and put in need of endless repair.

On January 31, last, when they took stock, Hudon, Hebert & Cie had a stock of somewhat over $500,000, $375 000 of which was in their main warehouse. The remaining $125,000 is thus intact and will now serve as a reserve to carry on business. On the $375,000 worth of goods in the fire-wrecked building, the damage is estimated at 50 per cent. There were two bonded warehouses on the upper flats. One contained $31,000 worth of fancy imported groceries, and the other $44,000 worth of fine case-goods liquors. Both of these sections were utterly destroyed, as well as piles of other goods on the same flats. The balance of the stock is more or less damaged by water. The loss is covered by insurance, and a settlement with the underwriters is now being negotiated.

Hudon, Hebert & Cie were never more alive than they are at the present moment. Temporary offices have been taken at 1625 Notre Dame street, where the manager, Mr. Albert Hebert, and his energetic brother, have performed the remarkable feat of reorganizing their business system in two days. They have put their office into direct connection with their new warehouse on De Bresoles street, which comes in quite handy at the present juncture, and with their other warehouse on St. Dizier street, as well as with other public warehouses where they have large reserve stocks. They have been making shipments all this week, but at times they want the assortment to fill orders. However, they have been buying large quantities of spot goods, and, while for some time they will want some imported European delicacies that they alone carry in this market, they hope to be able to satisfy their customers. But they will not be inconvenienced long, for orders for goods were cabled immediately after the fire. Of course, they soon got a stock of staples and domestic goods.

Just as their many friends in the grocery trade sympathize with Hudon, Hebert & Cie in their unfortunate loss and inconvenience, they congratulate them upon their display of fortitude and energy in so quickly recovering.

TORONTO RETAIL GROCERS' ASSOCIATION.

THE adjourned meeting of the Toronto Retail Grocers' Association was held in St. George' Hall, Elm street, on Monday evening. President Panter occupied the chair. The attendance was not as large as usual.

Reports were received from the executive committee, recommending the payment in full of F. S. Mearn's bill for services as solicitor; from the early-closing committee, stating that a conference regarding that matter was to be held this week, and from members who formed part of the deputation which waited on Premier Ross, asking the Ontario Government's support to a bill to be introduced by Geo. P. Graham, M.P.P. for Brockville, giving municipalities power to legislate against the use or giving of trading stamps, etc. The several reports were received, discussed and adopted.

The discussion of the petition in favor of simplification of the legal methods for the collection of small debts, which was left over from the regular meeting, was continued. On motion of J. S. Bond and D. Bell, it was decided that the members use their influence to secure as many signatures of business men to the proposal as possible.

The request of the deputation from the Toronto Journeymen Bakers' Union that the grocers handle only union bread was discussed at some length. Many inconsitencies in the position taken by the deputation, who had practically declared a boycott against all retailers who handled non-union bread, were pointed out by the members, but, in consideration of the fact that the union bakers were fighting for a fair wage against monopolistic concerns, the association finally passed, on motion of A. White and A. W. Johnson, a motion expressing sympathy with union bakers.

A proposal in favor of purchasing paper bags as an association was made by Secretary McKinnon, who stated that the manufacturers and jobbers offer a sliding scale of discounts, according to the quantity purchased. The matter was discussed at some length, and, while nearly all were agreed that to institute this method of buying would be a move in the proper direction, it was resolved to leave the matter over to next meeting in order that it might be more thoroughly discussed,

PUMPKIN FLOUR

WHOLESOME ♦ APPETIZING
ABSOLUTELY PURE

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

TO THE GROCERS

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

FOR SALE BY ALL JOBBERS.

THE MORSE PUMPKIN FLOUR MILLS
LEAMINGTON, ONT.

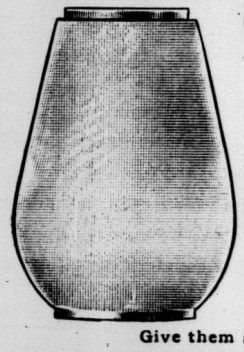
Silver Dust Soap Powder

(Made in Canada)

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

SILVER DUST MFG. CO.,
HAMILTON.

ARE YOU USING OUR



Cold Blast or Jubilee Globes

Aetna or Quaker Flint Chimneys?

Give them a Trial.

THE SYDENHAM GLASS CO.,
of WALLACEBURG, Limited

THE "GLEANER"

KINGSTON, JAMAICA, B.W.I.

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

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

Write for scale of charges, etc., to

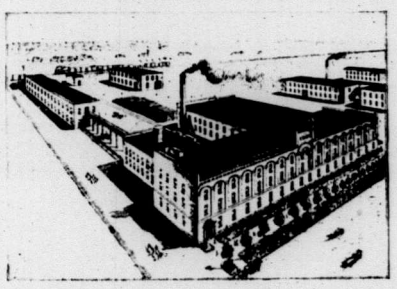
THE GLEANER CO.,
Limited
"Gleaner" Office, . . .KINGSTON, JA.

Imperial White Wine

Manufactured to establish a reputation for Appearance, Flavor and Quality, not to tempt a buyer by "its low price and just as good quality."

There is no question of doubt, Imperial stands highest in the estimation of leading consumers of Vinegar in Canada who have tried it.

See that the name "IMPERIAL" is on the barrel.



THE WALKERVILLE MATCH CO., LIMITED

Manufacturers of the Celebrated

Maple Leaf, Crown, Knight and Imperial **Parlor Matches**

ALSO

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.

THE DELICIOUS FLAVOR OF "KENT" BAKED BEANS

brings customers back again and again. They are at once appetizing and satisfying and create a demand wherever introduced. They are perfectly cooked and need only to be thoroughly warmed to make them ready to use. Put up in 2-lb. flat tins to retail at 10c. Write us for a "sample" can.

THE KENT CANNING CO., Limited,

CHATHAM, ONT.

In April 1899 we imported the first lot of **CEYLON GREEN TEA THAT WAS MADE,** and a year afterwards, feeling sure that it would displace Japans, we issued the following memo:

"FOLLOW THE LEADER."

We commenced introducing Ceylon Green Teas into Canada and the United States thirteen months ago. The Wholesale Trade, generally speaking, scoffed at the idea of their displacing Japan Teas, just as they did when we took up Ceylon Black Teas many years ago. We have predicted all along that Ceylon Green Teas would have the same effect on Japans that Ceylon Blacks have had on China Congous. That we have proved to be right about the latter the whole trade of Canada is in a position to judge. Watch the result of our year's work with Ceylon Greens. The Wholesale Trade in Ontario are tumbling over one another in their endeavor to get out a Ceylon Green packet. You will be offered them by every house within a year, and by many of them in a month or two. In fact, as in the past, the Trade is "following their leader."

THE "SALADA" TEA COMPANY.

Now may we not say, with some pride, **"ARE WE NOT PROPHETS?"** In last week's "CANADIAN GROCER" there appeared the advertisements of eleven (11) Wholesale Houses, all offering **CEYLON GREEN TEAS:** In fact, the Trade is, as usual, "following the leader."

"SALADA" Tea Company.

CORRESPONDENCE

BUSINESS MATTERS IN PHOENIX.

Editor CANADIAN GROCER,—I have not noticed anything in your columns re changes in business in Phoenix, so, as I am at leisure, will write a few lines, hoping you may be able to cull out something of interest to your readers.

Morrin & Thompson, who have been in the grocery and men's furnishing business here since the early days of this city's history, when there was nothing but a couple of stores and two or three hotels, besides cabins, etc., have lately purchased the stock of The Phoenix Trading Co., and moved all their grocery stock into the store lately occupied by that firm, and have been carrying on their men's furnishing business in the former store.

Last week a sale was effected by which they (Morrin & Thompson) came into possession of the grocery and hardware stock of The Wynkoop-Stephen Trading Co., Limited (at a rate on the dollar).

The Wynkoop-Stephen Trading Co., Limited, have compromised with their creditors at a rate on the dollar.

The late managing director of The Wynkoop-Stephen Trading Co., Limited, Thos. Hardy, has just opened a neat grocery, and is doing a cash business, in a store known as "The Pacific Cash Store."

This store is the neatest and best equipped grocery in the city, and I may also say in the boundary country; the stock is new and select, and the fixtures are up to date in every particular. The front counter is nicely arranged with a plate-glass front, and a couple of plate-glass sections have been inserted in the top of the counter, which contain shallow drawers in which are displayed choice confections, etc.

The Hunter-Kendrick Co., Limited, in their branch store here, are contemplating erecting a splendid structure in which to carry on their ever-increaing business. Mr. Chas. Hunter, formerly of London, took charge of the store here on February 1.

I am a reader of your paper, and have been greatly interested in your "Corner for Clerks," as also in your window-dressing articles. A CONSTANT READER.

Phœnix, B.C., March 7, 1901.

THE LABRADOR HERRING QUESTION.

Editor Canadian Grocer,—We can only corroborate the statement made in your correspondence column by A. J. Lloyd, Owen Sound, re Labrador herrings. Every barrel should be stamped with the number of dozen on the outside of barrel; then the retailer could easily ascertain what each dozen cost him, and could put the selling price to suit. We got herrings by the barrel. The agent who sold them to us said there were about 32 dozen in barrel. Now we are sure there were not that many, and unless we went to work and counted them (which is not a nice job, and the herrings never look as nice, nor keep as well after), we could not know what to sell the herrings per doz. for, and we would approve of some means being taken to compel the packers to count and put the number of doz. outside of barrel.

Another matter we would draw your attention to, which, in our experience is very unsatisfactory, that is the packing of apples in barrels. Is there no way in which apples could be graded? We get apples by the carload, and we open and examine one end of some bbls. and find the apples good, but we find in the centre of the barrel they are small miserable stock. I am sure that each one of us in Eastern Canada would be quite willing to pay our share incurred by our Government appointing some uninterested person to examine the bbls. of apples and grade the stock, putting his grade on outside of bbl., so that we would know what we were buying and pay the price as to quality and then we would know how to represent the stock to our customers when selling.

Kindly let me know what others of your readers think on the apple question.

A. COCHRANE,
of Cochrane & Carmichael.

Carleton Place, Ont., March 15.

MARKETS AND MARKET NOTES

INFORMATION FOR BUYERS.

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

ONTARIO MARKETS.

Toronto, March 21, 1901.

GROCERIES.

NO striking developments have taken place in the wholesale grocery trade during the past week. Business is perhaps a little better than it was a week ago, but it is still quiet. Sugar is the most active article in the list; in fact, it is practically the only grocery commodity which can be termed active. In canned vegetables the situation is still somewhat unsettled, as far as prices are concerned, and the demand is only of a hand-to-mouth character. Business is fairly good in coffee. Spices are, as a rule, quiet and steady. Syrups and molasses are in fair request. In teas, prices are steady, but there is not a great deal of business being done. Currants are quiet locally and in the primary market prices are still easy. Valencia raisins are dull and somewhat demoralized as to price. Dates are quiet. In figs, business is confined to tapnets, for which the demand is fair. Payments are, on the whole, fair.

CANNED GOODS.

The proposed syndicate scheme is still the chief matter of interest in the canned-goods trade. The general opinion is evidently not favorable to it. The market is still somewhat unsettled in regard to the price of canned vegetables, no doubt partly due to the fact that parcels of association goods are being offered here and there at less than association prices. There is one brand of tomatoes that is still held at 87½c. per doz., but the ruling price to the retail trade for good brands is 80c. There are some tomatoes to be had at 75c., or perhaps even less, but they are, as a rule, either 1899 pack or off brands of last year's pack. The price of corn ranges from 70 to 80c., and that for peas at from 75 to 80c. The market has fallen off somewhat in regard to beans, and the ruling prices are 75 to 80c. Business still continues but moderate at $1 for white salmon, $1.25 to $1.30 for pink and $1.50 to $1.65 for sockeye salmon. There is a little better demand for fruits, particularly peaches and plums. Trade is quiet in meats.

COFFEES.

The outside markets have taken a decidedly weak turn in regard to Rio coffee, there having been, during the past week, several fractional declines. On the local market, trade has been fairly good and prices are about the same as they were a week ago. We quote Rio coffee as follows: No. 7, 8¾c. per lb.; No. 6, 9c.; No. 5, 9¼c.; No. 4, 9½c. Santos are quoted at from 9 to 12½c.

SUGAR.

This is the most active line in the wholesale grocery trade. In view of the recent sharp decline and the present firm condition of the raw markets, there is a strong opinion that any change which may take place will be in the nature of an advance. In anticipation of this both wholesalers and retailers are buying freely. Beet root raw sugars have recovered 1½d. from the lowest point, and cane sugars in New York are 1-32c.

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

dearer. Cane sugars have for some time been quoted on a lower parity than beet sugars, and it is quite significant that a cargo of Mauritius sugar has sold in London at a better price than could be obtained in New York. According to advices to hand, it is said that Mr. Licht may have to increase his estimate of the Russian beet crop to 940,000 tons, which is 50,000 tons higher than his last estimate. If he does so, it will raise the total of the European beet sugar crop to 6,070,000 tons.

SYRUPS AND MOLASSES.

Wholesalers report a fairly-good trade in syrups, but chiefly for the corn description. The refineries offer a few cheap sugar syrups, but few, if any, transactions appear to result therefrom. There is a fairly good demand for New Orleans molasses at 25 to 35c. per gal. for barrels and half-barrels, respectively.

SPICES.

Advices state that the statistical position in regard to pepper continues to improve, but that it does not induce speculation. It is thought that the quietness in the pepper trade in the primary markets is due to the South African War, and shippers are looking for a better improvement after the cessation of hostilities. Locally, trade is quiet in spices.

RICE AND TAPIOCA.

Business in both rice and tapioca is fair, but without any particular feature. B rice is selling at 3⅝c., and imported Japan at 5½ to 6c. For tapioca, the idea as to price is 4¾ to 5c.

TEAS.

The tea trade continues rather quiet. Brokers report that there is quite an inquiry for Indian and Ceylon teas of the flavory description, but, as these are scarce both here and in the primary market, there is very little business being done. Fine teas are still firm in price, and the same can be said of medium flavory teas. On the local markets low-grade teas are plentiful and cheap. A cable was received this week in reply to a bid for a 6½d. standard, refusing to entertain the order except at an advance of 1d. per lb. Advices from Japan say that there is nothing doing, and teas remaining in stock consist of low, common leaf. A few lots of fine teas are in stock there, but holders will not dispose of them until they can get better prices, which, they claim, will be in May next. On the local market there are few, if any, transactions in Japan teas. Orders at limits have been placed for next season's tea, but the inclination on the part of importers appears to be to wait until cable quotations are received from the other side, consequently, very little business in next season's teas has been done.

FOREIGN DRIED FRUITS.

CURRANTS — Some shipments of currants of low grade are reported to have been made to the United States last week from this market. The quantity, however, was not large. The demand, locally, is quiet, and the outside markets are easy. In London, however, there has been a falling off in importations, and a rather better feeling exists there in consequence. The ruling prices on the local market are as follows for uncleaned fruit: Patras, 11 to 11½c. per lb.; Filiatras, 9¾ to 10c. per lb.; Vostizzas, 12½ to 13c. per lb. Cleaned currants are ½c. per lb. above these figures.

VALENCIA RAISINS — There is very little doing, and prices are rather demoralized on account of the low-grade fruits on the market. For good sound fruit we quote 7 to 7½c. for fine off-stalk, and 7½ to 8½c. for

selected. There is some damaged selected quoted as low as 6½c. per lb.

CALIFORNIAN RAISINS—These are quiet. We quote: 2-crown, 8¾c.; 3-crown, 9c., and 4-crown, 9¾c. per lb.

PRUNES—Business is gradually increasing in this line, and an improvement from this out is looked for. The demand is principally for Californian prunes at 5½c. for 90's to 100's; 6c. for 80's to 90's; 6½c. for 70's to 80's; 7½c. for 50's to 60's; 8½c. for 40's to 50's. There are some French prunes to be had as low as 3½ to 4c. per lb.

DATES—A cable advice received this week reports dates a little firmer in the primary market. Locally, trade is quiet and prices easy. There have been some Hallowee dates, off grade, selling as low as 3½c., but, for good, sound fruit, the ruling quotations are 4½ to 5c., and for Sairs, 4 to 4½c.

FIGS—There are a few tapnet figs still going out at 3½ to 3¾c. per lb.

CALIFORNIAN EVAPORATED FRUITS—The demand continues to improve for Californian evaporated fruits, such as apricots and peaches. The ruling prices to the retail trade are as follows: 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.

GREEN FRUITS.

There is a good business doing. Oranges are in good demand. Jamaicas are about done. Valencias are not offered in as large quantities as the demand would warrant, and, as prices have advanced 2s. in Liverpool, the feeling here is stiff. Some navels in wasty condition arrived here lately. These had to be sold at low prices, but good stock is firm at last week's figures. Bananas are in excellent demand and at steady prices. Choice table apples continue to sell well at $4 to $4.50, but cheaper grades can be had all the way down to $2. Malaga grapes are about done, and the demand is diminishing. Sweet potatoes are arriving quietly at unchanged figures. Cape Cod cranberries continue in fair demand, and, as stocks are light, prices keep stiff. Canadian berries are done. Cocoanuts are steady in price, but are not yet moving freely.

COUNTRY PRODUCE.

EGGS — Prices are steadily declining because of the continued increase in receipts. Quotations are now about 12½ to 13c. for new-laid. Held and pickled stock are practically done.

BEANS—A moderate movement is reported, with prices steady at $1.60 to $1.65 for hand-picked and $1.50 to $1.60 for primes.

HONEY — The demand is light as the season is about over. Prices are steady. We quote 9 to 10c. for extracted clover, and $2.40 to $2.60 for No. 1 clover comb.

DRIED APPLES—There is little doing, but prices are unchanged at 5½ to 6c. for evaporated and 3¾ to 4¼c. for dried.

MAPLE SYRUP—No new stock has yet arrived. Old stock is in fair demand at 85 to 90c., for wine gal.; $1 to $1.10 for Imperial 1-gal. tins; 90c. to $1 per gal. for Imperial 5-gal. tins.

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

CHEESE AND BUTTER.

BUTTER—Dairy rolls are accumulating, but the supply of dairy prints is almost absorbed by the demand. Few tubs are offering. Creamery butter, of all kinds, is plentiful, and prices are easy at unchanged figures. We quote as follows: Dairy prints, 18c.; rolls, 17 to 18c.; tubs, 17 to 18c.; second-grade tubs, 13 to 15c.; creamery prints, 22 to 23c.; boxes, 20 to 22c.

CHEESE—The market is dull, a decline of 1c. having taken place within the week. We now quote 9¼ to 10c. If much fodder cheese is made there will be big break in the market.

FISH AND OYSTERS

There is a good movement of trout, whitefish and finnan haddies. There is a shortage of haddies. No. 1 split herrings are 25c. lower. Baltimore standard oysters are 10c. per gal. lower. We quote: Fresh fish—Codfish, 6 to 7c.; haddock, 5 to 6c.; British Columbian salmon, 12 to 15c. Frozen fish—Trout, 8c.; whitefish, 7 to 7½c.; perch, 5c.; pike, 6c. Smoked fish—Finnan haddies, 7½ to 8c. per lb.; Digby herrings, 18c. per box; ciscoes, $1.25 per 100; mild-cured bloaters, 50 in box, $1.25; No. 1 split herrings, $4.75 to $5 per bbl. Salted fish—British Columbian salmon, No. 1, $14 per bbl.; Labrador salmon, $14 per bbl.; green cod, No. 1, $4.75 to $5 per 200 lb.; small, $3.75 per 200 lb. Prepared fish—Dried cod, in 112 lb. bundles, $4.75 per cwt.; 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. Oysters—Southern mediums, $1.10 per gal.; Baltimore standards, $1.25 per gal.; Baltimore selects, $1.50 to $1.60 per gal.; New York mediums, 80c. per 100; New York selects, 60c. per 100.

GRAIN, FLOUR, BREAKFAST FOODS.

GRAIN — Peas are 1c. higher. Ontario wheat is 2c. higher, the present price of both red and white on track at outside points being 65 to 66c. Manitoba No. 2 hard is quoted 91½c. at Toronto, grinding in transit. The deliveries on the local street market are small owing to the bad roads. We quote as follows: Wheat, white and red, 68½ to 69c.; goose, 65c.; oats, 34 to 34½c.; peas, 66c.; rye, 52 to 52½c.; barley, 45 to 46c.

FLOUR—The market is stiff, but there is no change. We quote on track, Toronto (bags included), as follows: Manitoba patents, $4.40; Manitoba strong bakers', $4.15; Ontario patents, $3.70 to $3.85; straight roller, $3.40 to $3 60.

BREAKFAST FOODS — The demand is moderating. We quote: Standard oatmeal and rolled oats, $3.35 in bags, and $3.45 in bbls.; rolled wheat, $2.50 in 100-lb. bbls.; cornmeal, $2.75; split peas, $4; pot barley, $3 90.

HIDES, SKINS AND WOOL.

HIDES—There is no change. We quote: Cowhides, No. 1, 7c.; No. 2, 6c.; No. 3, 5c. Steer hides are worth 1c. more. Cured hides are quoted at 7½c.

SKINS — The market is firm but quiet. We quote as follows: No. 1 veal, 8-lb. and up, 9c. per lb.; No. 2, 8c.; dekins, from 40 to 60c.; culls, 20 to 25c. Sheepskins, 90c. to $1.

WOOL—The market is steady since last week's decline. We quote: Combing fleece, 14 to 15c., and unwashed, 8 to 9c.

MARKET NOTES.

Currants are easy.
New-laid eggs are 2c. lower.
Split herring are 25c. lower.
The raw sugar markets are firmer.

Fels-Naptha Soap

The great cold water washer—the wonder of the age. Write for booklet.

WARREN BROS. & CO.
TORONTO.

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.

Toronto Commission Houses.

We Are Leaders

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

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

Butter Cheese
Eggs Poultry
Consignments Solicited.
Highest Prices. Prompt Returns.
The Wm. Ryan Co.,
... Limited.
70 and 72 Front St. E., Toronto.

SMOKED MEATS
PURE LARD
Our "MAPLE LEAF" brand is unexcelled.
We are large dealers in EGGS and BUTTER. WRITE US.
D. GUNN, BROTHERS & CO.
Pork Packers and Commission Merchants
76-78-80 Front St. E. - - TORONTO.

Save Money
by placing your orders at once for first quality
SPRUCE BUTTER TUBS
for delivery early this spring.
Get our quotations now, it will pay you.
Rutherford, Marshall & Co.
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68 Front Street East, Toronto.
Telephones 2669 and 2641.

The **DAWSON** Commission Co., Limited
FRUIT, PRODUCE AND COMMISSION MERCHANTS.
Cor. Market and Colborne Streets. TORONTO

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

QUEBEC MARKETS.

Montreal, March 21, 1901.

GROCERIES.

THE wholesale houses say that trade is quite as good as it was at this time last year. Yet, business seems to be forced, and, as a consequence, the transactions between jobbers are few. In some lines the feeling is not healthy and the tone of the market does not seem to improve. Latest despatches from the Barbadoes quote molasses 2c. lower, first cost being 10c. which is equal to 25 to 26c. laid down in Montreal. The sugar market is cabled higher after touching a point below any mark it reached last year; prices of refined are unchanged. Canned goods are in fair request. The reduction in some lines of dried fruits in which there was cutting in prices is now general. Prunes and dates are rather demoralized and it must unfortunately be added that stocks are heavy. One dealer in Montreal holds 1,500 boxes of French prunes bought at 3½c. which he is offering at 3c. to the wholesale trade. The raisin market, so far as the staples are concerned, is firm. Evaporated apples are advancing, one packer wanting 5½c. first cost this week. Teas are quiet and provisions hold their own.

SUGARS.

The raw sugar market is cabled at 9s. 1½d. and much firmer. One speculator on the market prophesies that refiners will raise the price 10c. per 100 lb. in a few days. It is the general opinion that the market has touched bottom. Prices at the refineries now are $4 45 for granulated and $3.60 to $4 25 per 100 lb for yellows, as to quality. City 5c. extra. The demand has been good this week, and we understand the refiners have booked some large orders. We understand that several cars of Russian sugar have gone to Three Rivers.

SYRUPS.

Trade in corn syrup continues quite brisk, and it is at times difficult to supply the demand. Prices are steady at 1¼ to 2c. for cane syrup and 2¾ to 3c., according to quality, for corn syrup.

MOLASSES.

The latest development in the molasses market is the decline to 10c. in the Barbadoes. It is felt that the bottom has not yet been reached, and little business has been done for new goods. The laid-down cost of new molasses in Montreal to day would be 25 or 26c. Naturally, this decline has its effects upon the spot market. Although prices are no lower, the feeling is weaker and no one is buying heavily. The distributing trade is going on in fair volume at

The following Brands manufactured by
The AMERICAN TOBACCO CO.
OF CANADA, Limited.
Are sold by all the Leading Wholesale Houses
CUT TOBACCO . . .
OLD CHUM.
SEAL OF NORTH CAROLINA
OLD GOLD
CIGARETTES
RICHMOND STRAIGHT CUT.
SWEET CAPORAL.
ATHLETE. DERBY

Winnipeg Brokers.

M. B. STEELE
Wholesale Commission Merchant and Broker.
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Sanford Block, - WINNIPEG, CANADA.
P.O. Box 731.

JOSEPH CARMAN . . .
WHOLESALE MERCHANDISE BROKER AND MANUFACTURERS' AGENT.
Winnipeg, Manitoba, Canada.
Secretary Winnipeg Fruit and Produce Exchange
Correspondence and Agencies Solicited.

W. R. ROWAN
Manufacturers' Agent and Commission Merchant.
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OFFICE: 132 Princess St., Winnipeg, Man.

STORAGE
Eastern firms desiring Storage in WINNIPEG will find it to their advantage to communicate with me. Track facilities. Lowest rate of insurance in the city.
E. NICHOLSON
Wholesale Commission Merchant and Broker.
115 Bannatyne Street East, Winnipeg, Man.

Winnipeg Fruit Merchants.

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

Winnipeg Advertising Agents.

ADVERTISING in WESTERN CANADA
will be Carefully, Efficiently, and Promptly attended to by
The Roberts Advertising Agency,
WINNIPEG, CANADA.

35c. in single puncheons and 34c. in carlots. There will be some new molasses for sale here early next week.

CANNED GOODS.

Canned goods show little change. Wholesalers are quite eager to clear stocks, but in most instances prices are being maintained. The packers' determination to maintain prices seems to stimulate the same determination in the grocers. Tomatoes of first grade bring 87½c., while Quebec-packed goods are worth only 80c. Corn brings 75 to 80c. as before, and peas 75 to 95c. Salmon remains as firm as ever, and there is now no red sockeye selling under $6, while prices run as high as $7. Fruits are in fair demand.

SPICES.

All lines are firm. The demand is rather light. 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.

Wholesalers are making arrangements with the mills this week for the supply of rice during the coming season which commences in May. There seems to be no probability of a decline, but it is likely that open quotations will prevail on lots of 25 bags and over in order to prevent importation of foreign rice. We quote: CC rice, $2.90 to $3; B rice, $3 to $3.15, according to quantity; Japan, imported, 4½ to 5½c.; Canadian Patnas, 3¾ to 4c., imported Patnas, 4¼ to 4½c,, according to quality; best Carolina Leads, 9 to 9½c.

DRIED FRUITS.

CURRANTS—The currant market remains quiet with a firm undertone. Fine Filiatras are selling from 9 to 9½c., according to quality.

RAISINS—Valencia raisins are holding their own under a fair demand. Fancy Malaga raisins are being cut to clear before being put into cold storage. Valencias are worth 7c. for fine off stalk. Malagas are quoted in 22 lb. boxes at $2.85 for "Tiger," $3.70 for "Lion," $4.25 for "Elephant" and $4.50 for "Excelsior."

EVAPORATED FRUITS—Evaporated apples are quite firm. One packing concern wanted 5½c. for a carload lot in the city this week. Wholesalers are selling at 5½ to 6¼c., according to quality. Evaporated pears are worth 11 to 11½c.; peaches, 9½c.; apricots, 11c.

DATES—Are somewhat lower in price. There is a lot of poor dates on the market and they seem to have a depressing influence. London Standard and Hallowee dates are offering at 3½c. and New York Standard at 4½c.

PRUNES—There are holders losing money on prunes. French prunes are offering this week at 3¼c. and Californians at 5c. for 90-100's; 6½c., 60 70's; 7½c., 40 50's. Prime cost seems to be little consideration in the making of prices just now. Dealers are eager to clear before goods must be put in cold storage to keep.

FIGS—Table figs that were selling before Christmas at 13½c. are now worth 8½c. Tapnet figs are being cleaned out at 3⅛ to 3¼c. There are few tapnet figs left.

NUTS

The price of nuts remains stationary, but they are not considered first-class stock. We quote: Shelled walnuts and Bordeaux, 20c.; pure Mayette, 21c.; unshelled walnuts, Marbots, 10c.; pure Mayette, 11½ to 12½c.; Sicily filberts, 10½c.; Valencia almonds, 33 to 35c.; Tarragona almonds, 13½ to 14½c.; peanuts, 6½ to 7½c.

TEAS.

The distributing trade in teas is perhaps a little better, but the demand is not heavy. The jobbing trade is decidedly dull. The feature of the tea trade is the improvement of the tone of the Indian and Ceylon tea market. There seems to be a superabundance of low-grade Indian teas on the English market and these were offered for sale at a time when larger buyers could not operate. The anxiety to get bargains has, however, led to a slight recovery and a better condition of affairs is looked for. It is said that many of the larger companies have now given their adhesion to the proposals for reducing the output of Indian teas, and should those be effectively carried out, the level of prices ought gradually to advance. Apart from any combination to reduce output, it is said that individual action is certain to lead to a reduced production of low-grade teas, as current prices have proved unremunerative in many instances. High-grade Indian and Ceylon teas have, on the other hand, been scarce.

The Indian tea market shows a striking contrast to the Japan market. High-grade Japan teas are plentiful and low-grades scarce. The expected brisk demand for Japan teas has not materialized yet.

GREEN FRUITS.

Oranges are in good demand and quoted 50c. per box higher. Bananas are in better inquiry, and the first heavy arrivals of the season are to hand this week, four cars having come to the city. We quote: Californian navels, first grade, $3 35; second grade, $2 50 to $3; Valencia oranges, 420's, $4 50; Jumbos, $5.25

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

Toronto Fruit Merchants.

FANCY NAVEL ORANGES
FANCY MESSINA LEMONS
Also Fine Assortment
EVAPORATED FRUITS.
Strained Honey and Maple Syrup
Your Orders receive prompt and careful attention
CLEMES BROS.,
51 Front East, TORONTO.

NAVEL ORANGES
"Camellia" Brand brings the highest price in open competition in New York, being EXTRA FANCY.
LEMONS—Car fancy Messinas.
DATES, FIGS, APRICOTS, PEACHES, NUTS—Special values.
HUSBAND Bros. & Co.
Telephone 54. 82 Colborne St., Toronto.

Victoria Fruit Merchants.

From the Atlantic to the Pacific,
OKELL & MORRIS'
(Gold Medal Brands) of Whole Fruit Preserves
Messina Orange Marmalade, Tomato Ketchup, Sauces, Pickles and Vinegars
are acknowledged the purest and best. Trade-Builders Trade-Winners 15 Gold and Silver Medals, and 3 Diplomas for purity and excellence. Write for prices t Factory, Victoria, B.C.

Victoria B. C. Commission Merchants.

PATTON & SONS
Wholesale Produce and Commission Brokers
Operating B. C. Cold Storage and Ice Works. Bonded and Free Storage.
Consignments Solicited.
Advances Made on Warehouse Receipts.
AGENCIES ACCEPTED.

New Brunswick Lobster Canners.

GOLDEN CROWN LOBSTER, flats and talls.
GOLDEN KEY LOBSTER, flats only.
GOLDEN CROWN CANNED CLAMS, 1-lb. talls
GOLDEN DIAMOND BLUE BERRIES, 2's size.
W. S. Loggie Company,
CHATHAM, N.B. Limited

to $6 00; 714's, $5.50; Florida, bright and russet, $4.50; bitter marmalade, $3.25 to $3.50 per box; Messina lemons, 300's, $2.50 to $3 00; 360's, $2.75 per box; bananas, $1.00 to $2 00 per bunch. Apples, $4 00 to $5.00 per bbl.; cranberries, $12.00 to $13.00 per bbl., soft, $5.50 to $6.50; Spanish onions, $2.25 per case and $1.20 per small crate; chestnuts, 10c. per lb.; sweet potatoes, Vinelands, $4 25 to $4.50 per bbl.; figs, 8 to 12c.; Malaga grapes, $5.50 to $8.50 per keg; Californian fancy pears, $4 to $5; pineapples, 15 to 25c.; Californian celery, $4 75 to $5 per case; Californian cauliflower, $2.50 to $2 75 per crate; Florida tomatoes, $4 00 to $4 50 per crate; radishes, 35 to 40c. per dozen bunches; Boston lettuce, 35 to 40c. per dozen; Canadian lettuce, 20 to 40c. per dozen.

COUNTRY PRODUCE.

EGGS—Both the supply and the demand have been light. The tone of the market is steady at 15 to 16c. per dozen for new arrivals.

MAPLE PRODUCT—The market is quiet. Syrup is quoted at 50c. per gal., and sugar at 6 to 7c. per lb.

HONEY—There has been no change in honey. White clover comb is worth 13½ to 14½c.; white extracted, 8½ to 10c.; buckwheat in comb, 10 to 12c.; and extracted, 7 to 8c.

POTATOES—The demand is quiet at 38 to 40c. per bag in carlots.

ASHES — The receipts are small and the market is quiet at $4.80 to $4 90 for firsts and at $4.50 to $4 60 for seconds per 100 lb.

FLOUR AND GRAIN.

FLOUR—The demand has been slow and the market quiet. We quote as follows: Manitoba spring wheat patents, $4.25 to $4.50; winter wheat patents, $3.65 to $4; straight roller, $3.30 to $3.40; in bags, $1.60 to $1.70, and Manitoba strong bakers', $4.00 to $4.20.

GRAIN—We quote: No. 1 spring wheat, 78c.; peas, 73c.; rye, 58 to 59c.; No. 2 barley, 49c.; oats, 35c.; buckwheat, 56c.; corn, 47 to 48c.; barley, 48 to 52c.

FEED—The tone of the market is firm with a fair demand. We quote: Manitoba bran, in bags, $17; shorts, $18; mouille, $20 to $24; Ontario bran in bulk, $17 and shorts, $18 per ton.

OATMEAL—The market for rolled oats is quiet and unchanged at $3.35 to $3.40 per bbl. and $1.65 to $1.70 per bag.

HAY — A fair trade has been done in baled hay and the undertone to the market is firm. We quote as follows: No. 1, $10.50 to $11; No. 2, $9.50 to $10, and clover $8 to $8.25 per ton in carlots on tack.

FISH.

All lines are active and prices of herring and cod are firm. We quote: Fresh fish — British Columbian salmon, 10 to 11c. per lb.; haddock, 3½ to 4c.; codfish, 3½c.; halibut, 10c.; whitefish, 6c.; pike, 4 to 4½c.; dore, 5½ to 6c.; fresh frozen herring, $1 20 to $1.25 per 100 fish; smelts, 3 to 5c.; steak cod, 4½c.; tommy cods, $1.75 per bbl. Salt fish—British Columbian salmon No. 1, $13 00 per bbl.; Labrador salmon, $12.50 to $13 per bbl.; green cod, No. 1, $6.50 to $7.00 per 200 lb.; small, $5.00 per 200 lb.; Loch Fyne herrings, $1.05 per keg; Dutch herrings, 75 to 80c. per keg; No. 1 Nova Scotia herring, $4.75 to $5 per bbl.; No. 2 mackerel, $10 per bbl.; ½'s, $5.50 to $6. Smoked fish—Finnan haddies, 6½ to 7½c. per lb.; smoked herrings, 15c. per box. Prepared fish — Skinless cod, in 100-lb. cases, $4 50; dried cod, in 112-lb. bundles, $4.75 to $5.00 per cwt.; boneless cod, in bricks, 5 to 5½c. per lb.; boneless fish, loose, in 25-lb. boxes, 4c., and 5-lb. boxes, 5c. per lb.; bloaters, $1.75 per box. Shell oysters—Choice malpecques, $7 to $8 per bbl.; Miramichi, $5 per bbl. Bulk oysters, $1.30 for Standard, and $1.50 for selects.

LIQUORS.

A good trade has been done in whiskies this week, while gin continues to be in fairly good request. We quote:

SCOTCH WHISKIES.

	Per case of quarts.	
Roderick Dhu	$9 50	less 3 p.c. 30 days
Usher's O.V.G. Special Reserve	9 75	" " "
Usher's G O H.	12 25	" " "
Gaelic, Old Smuggler	9 75	" " "
Greer's O.V H.	9 50	" " "
Old Mull	9 75	" " "
Sheriff's One Star	10 25	" " "
" V.O.	10 50	" " "
Kilmarnoch	9 75	" " "
Doctor's Special	10 00	" " "
House of Lords	10 75	" " "
Bulloch, Lade & Co.—		
Special blend	9 25	
Extra special	11 00	
John Dewar & Sons—		
Extra special	9 50	
Special liqueur	12 25	
Extra "	16 50	
James Ainslie & Co.—		
Highland Dew	6 75	
Glen Lion, extra special	12 50	
J. 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 90
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.:

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

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

GIN.

	Per Case.
Pollen Zoon—	
Red, cases of 15 bottles	$9 75
Green, " 12 "	4 75
Violette, " 12 "	2 45
P. Hoppe "Night Cap" Brand—	
Red, cases of 15 bottles	10 50
Green, " 12 "	5 25
Yellow, " 15 "	10 75
Blue, " 12 "	5 40
Poney, " 12 "	2 50
Draught—	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

PROVISIONS.

The market is steady and demand limited. We quote: Heavy Canadian short cut mess pork, $20 to $20.50; selected heavy short cut mess pork, boneless, $21 to $21.50; family short cut back pork, $20 to $20.50; heavy short cut clear pork, $19 50 to $20.50; hams, 13 to 14c.; bacon, 14 to 15c.; lard, pure Canadian, $2.40 per pail; refined lard compound (Fairbank's), $1 72½ per pail; Snow White and Globe compound, $1.62½ per pail; Cottolene, 8¾c. per lb. in tierces and 9⅝c. in pails.

CHEESE AND BUTTER.

CHEESE—The cheese market shows little change. The demand in England is poor. Prices here are 9½ to 9¾c.

BUTTER—The heavy feeling continues. Fresh made creamery jobs at 22c.; other at 19 to 20½c.; Western dairy at 16c.

J. M. Squier & Son, seed growers and exporters, Wellington, P.E.I., have removed to Lindsay, Ont.

The can-making plant in Wright's canning factory, Picton, Ont., which was destroyed by fire some time ago, is again running at its full capacity.

CONCERNING COFFEES

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

CONCERNING CORKS

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

CONCERNING TEAS

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

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

S. H. EWING & SONS, 96 King Street — MONTREAL.

NEW BRUNSWICK MARKETS.

OFFICE OF THE CANADIAN GROCER.

St. John, N.B., March 20, 1901.

THERE has been quite an active business during the week. The first cargo of Porto Rico molasses has arrived and the second shipment of Barbadoes, which arrived by steamer. In general, prices are easier, particularly in confectionary. Provisions and fish are firm and tending higher. Cream of tartar, which is largely imported here, is higher. In spices, the market is but fairly active. Values are firm, except perhaps pepper and nutmegs. The latter are low. There is much interest here in the effort that is being made to have the Government restrict the preference of 33⅓ per cent. of duty on goods of the manufacture or production of England and her colonies to such goods as are imported through a Canadian port. The board of trade sent a delegation to Ottawa this week to urge this and other matters of maritime interest upon the Government.

OIL—In burning oil, though the demand has begun to fall off, values are firmly held. Grocers—that is, the wholesalers—do very little now in burning oil, particularly with city retailers. In paint oil, the market is weak and tending lower. Considerable was bought previous to the decline, but was resold to arrive. In lubricating oil, values show no change, but dealers are busy booking orders. Cod oil is high and limited in supply. Wax and candles are unchanged.

SALT—In Liverpool coarse salt, there is little movement. There is quite a full stock held. Prices have ruled high, and importers have not been able to force sales as freely as usual. The total quantity imported is not as large as usual. Liverpool fine has been dull. Canadian is being sold. In table salt, some English in tins is being imported. We quote: Liverpool coarse, 50 to 55c.; English factory-filled, 95c. to $1; Canadian fine, $1 per bag; cheese and butter salt, bulk, $2.40 per bbl.; 5-lb. bags, $2.85 to $2.90 per bbl.; 10-lb. bags, $2.70 to $2 75 per bbl.; 20-lb. wood boxes, 22c. each; 10-lb. wood boxes, 14c. each; cartons, $2 per case of 2 doz.; English bottled salt, $1.25 to $1.30 per doz.; mineral rock salt, 60c. per 100 lb.

CANNED GOODS—There is good general business. There seems to be lots of vegetables, and prices are unchanged. In fruit, our market is short of strawberries. Peaches are firmly held, while blueberries show little sale; the season being early, stocks are limited. Packers are not filling orders in full. Prices are higher than last season. In apples, the 3 lb. tin is a small seller. Gallon apples are in fair demand. A few apricots are held, but there is limited sale. Meats tend higher. Season early for jobbing trade. Salmon are not a large stock and prices are firm. Sardines are slow. In haddies and kippered herring stocks are light. Oysters are easy in price and fair sellers. Pineapples are firm. The Canadian has very much effected the sale of American. The sale of Singapore is limited.

GREEN FRUITS—There is good business, though variety is limited. Some rhubarb and a few cucumbers and very few strawberries are brought in by the retailers. In oranges, there is a big sale. Valencias are rather higher and firm. Nice fruit is being received. There is little sale for the small oranges. Californians are selling rather more freely, owing to the prices being rather lower. Lemons keep low, and there has been a steady sale. Apples are quite scarce, and for best stock full figures are asked. Some few shipments are coming forward from Nova Scotia. Bananas are light sellers.

DRIED FRUITS—In raisins the market is dull. This time last year some money was being made in Valencias, this year it is a question how to get rid of them. There are few holding any quantity. Californians are dull, supply is light, and the sale has been disappointing. Seeded have continued their hold on the trade. Some cheap goods are brought here and somewhat interfere with trade. Currants are light stock, with the price firm and tending higher. The market is supplied from New York. Prunes are low and selling quite freely. Large sizes are firmer. There is but a limited sale of apricots and peaches. Dried apples are low and dull. In evaporated market has been somewhat unsettled, but the general feeling favors firmer values. In onions, high prices rule, and as a result some nice profits are being made.

DAIRY PRODUCE—In eggs, lower prices are the order of the day and nice stock is quite freely offered. Butter is easier, supplies coming to hand more freely. For fancy stock quite full figures are still obtained. Cheese is being received and prices are somewhat easier. Market is short of small cheese.

SUGAR—Prices are lower. There is considerable foreign granulated being imported and some of the samples are very fine. In yellows, both foreign and Montreal goods are being received. The arrangement between the dealers and the refineries is likely to go through.

MOLASSES—The arrival of a cargo of new Porto Rico and of further shipments of Barbadoes, together with quotations from the Islands, has caused quite a drop in figures. Market is easy and buyers backward. Halifax offers new goods freely. The steamer from Barbadoes had quite a little molasses for Montreal. The arrival of new West Indian goods effects sale of New Orleans. Syrup in tins is being sold quite freely.

FISH—There is a very firm market, stocks held are light and prices higher. In dry cod there is quite an advance. Pollock are higher, but the sale is light. In smoked fish the high prices hold. There is some sale. Values are different from last year. In pickled herrings, bay are very scarce. A few Shelburne and Canso are offered. Finnan haddies are scarce and firmly held. The season is getting late for shipments

of fresh fish. We quote as follows: Large and medium dry cod $3 75 to $4.00; small, $2.25 to $2.35; haddies, 5½ to 6c.; smoked herring, 12 to 13c.; fresh haddock and cod, 2½c.; boneless fish, 4 to 5c.; pollock, $1 70 to $1.75 per 100 lb.; pickled herring, $2.25 to $2.35 per half bbl.; Canso herring, $5.00 bbls., $2.75 halves; Shelburne, bbls., $4.50, halves, $2.25; bloaters, 85c. to $1.25; halibut, 11c.

PROVISIONS—In pork, there is but a light sale, with prices high and firm. Beef has rather more inquiry, and the price is firm. Lard is high, and fair stocks are held.

FLOUR, FEED AND MEAL—In Manitoba flour, the lower prices hold. Values had ruled too high, compared with the best Ontario grades. There is a fair movement. Feed is high and not freely offered. Oats are quite firm at rather higher prices. Oatmeal has but fair sale at the advanced price. Cornmeal continues to sell freely at the rather higher figures. Beans are quiet and somewhat easier. Hay is firm. Seeds have more attention, but the prices are high. We quote as follows: Manitoba flour, $4.85 to $4.90; best Ontario, $3.80 to $3.90; medium, $3.65 to $3 80; oatmeal, $3.70 to $3 75; cornmeal, $2.25 to $2.30; middlings, $20 to $22; oats, 39 to 40c.; hand-picked beans, $1.75 to $1.80; prime, $1.65 to $1.70; yellow-eye beans, $2.40 to $2 60; split peas, $4.10 to $4 15; round peas, $3.25 to $3 40; pot barley, $3.85 to $4; hay, $10 to $11.50; yellow buckwheat meal, $1.30 to $1.40 per 100 lb.

ST. JOHN NOTES.

A. L. Goodwin has a car of onions landing.

Geo. E. Barbour is offering some fine Canso pickled herring.

Mr. Wm. McCavour, of McCavour & Co., is home from a holiday in Bermuda.

Mr. Brock, of Nicholson & Brock, Toronto, was in the city during the week.

L. G. Crosby received his first consignment of Porto Rico molasses for the season this week.

Dominion syrup, manufactured by the Dominion Molasses Co., Halifax, is having quite a demand here. It is in 5-lb. tins. It is the intention to put a 2 lb. tin on the market.

A. E. Ireland has opened a grocery store in the Burleigh block, Colborne, Ont.

John Scott has been elected president, W. A. Henry secretary, and Josiah Marshall treasurer and salesman of the company which has bought the Camilla, Ont., cheese factory.

Appearance is not Everything

but Quality with Appearance is all right.

We give you both in

CLARK'S TONGUE LUNCH

Ask your Wholesale House about it.

New Molasses

100 Puncheons Grocery Barbados.

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

Write or wire for Quotations.

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

SPECIAL CARE

is paid to the selection of the material used in : : : : :

BOECKH'S CARPET BROOMS

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

Boeckh Bros. & Company,

80 York St., TORONTO.

Ogilvie's Hungarian
Ogilvie's Glenora....

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

Superior Quality
Always Good

MANITOBA MARKETS.

WINNIPEG, March 18, 1901.

YOUR correspondent calls attention to a mistake in last week's sugar prices. The "20c. advance" should have read a "20c. reduction." This reduction of 20c. is maintained. Trade is steadily improving with the spring weather, but there is little or no change in prices.

SUGARS — Granulated, $5.40 ; bright yellow, $4.55.

CEREALS—Anticipating the advance in duties the rolled-oat market continues firm, and $2 straight is now quoted for the 80-lb. sacks. Pot barley, $2.40 ; pearl barley, $3.75 to $4. Beans, $2.10 to $2.15.

DRIED FRUITS — The demand for dried apples is slow and the stocks are small, the prices are firmly maintained at 6½c. Evaporated range from 6¾ to 7c., according to grade, and the demand is not heavy. The very low price of small prunes has, no doubt, affected the sale of higher grades of dried fruits. Small prunes of very good quality are being sold at 4c., and the trade has been large, carloads being sold where quarter cars were sold formerly. The demand for apricots and peaches is barely normal, and prices are without change ; apricots, 11½ to 12c., and peaches, unpeeled, 8 to 9c. Currants and raisins are without change of price or situation.

COFFEE—Green Rios are firm at from ½ to ¼c. in advance of three weeks ago. The market is in sympathy with the advance in exchanges and the higher price at the point of production, but is looked upon by dealers here as liable to fluctuate rapidly.

CURED MEATS—The market is firm, with a good demand. Prices are : Hams, smoked, 13c. ; bellies, do., 13½c. ; backs, do., 11½c. ; dry salt long clear, 10½c. ; backs, 10½c., and shoulders, 8½c. Lard continues firm at the last advance, and is quoted at $2.35.

BUTTER—The supply of really good fresh made dairy is more limited than last week, while the supply of inferior quality appears to have increased. Strictly fresh made sweet dairy brings 17 to 18c. from the jobbers, but they all declare they do not want other grades at any price.

EGGS—The supply has been very large all week, and prices have dropped steadily. Fresh gathered case eggs are now worth 14c. Winnipeg, and will go lower very speedily.

NOTES.

Among visitors to the city is Mr. Charles J. Mitchell, foreign agent, Toronto.

A HUSTLING TOWN.

A correspondent of THE CANADIAN GROCER writes : "It would do good to the eyes of the merchants of some Central Ontario towns to be in Picton, Ont., on some Saturday and see the numbers in which the farmers and country people come and transact business. From early in the morning until late at night, everything is hustle and bustle, each store being rushed to its fullest capacity."

VANCOUVER GROCERS MEET.

The annual meeting of the Vancouver Retail Grocers' Association was held on Monday evening last week. The retiring president, Thomas Duke, occupied the chair.

The committee appointed to confer with wholesale houses regarding the sale of goods in small quantities at wholesale rates by the latter houses, reported that they had settled the matter satisfactorily.

A proposal to prevent bad debts was discussed at length, and finally it was decided to prepare a black-list of deadbeats, and also a list of those who require more than 30 days to pay their bills, and to furnish every grocery store with a printed copy of the list. Legal advice will also be secured as to whether merchants have the right to advertise accounts for sale.

The following officers were elected :

President—D. Forin.
Vice-President—J. Webster.
Secretary-Treasurer—Wm. Welsh.
Directors—Messrs. Duke, Ford and Edgetts.

Another meeting is to be held this week.

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

Look at this Nice Fresh Stock

OF . . . . .

TEAS

Have your choice now for shipment at opening of navigation.
The demand is good and some lines will advance.
Ask for samples and prices.

STOCK:

1180 half-chests Japan Teas from the best makers, choice and strong liquor.
740 boxes 5, 10, 20, 30 and 40 lbs., Japan Teas.
245 half-chests Dust, Siftings and Fannings.
750 half-chests and caddies Pea Leaf, Moyune and Ping Suey Gunpowders.
1055 caddies Packlin Congous, Oolong and Scented Orange Pekoe.
1230 half-chests and cases Ceylon, Indian, English Breakfast, Green Ceylons.
50 cases Bee Brand Teas, celebrated Ceylon Teas, in sack packages.
135 half-chests Owl Chop Famous Ceylon Tea in packages.

5385 Packages.

All these Teas were imported direct from the place of growth by ourselves, and are of the finest quality. Try a few packages and be convinced once more of the real values we are giving you.

WE ARE SELLERS.

L. CHAPUT, FILS & CIE.,

Wholesale Importers,

MONTREAL.

Sole Agents for
QUINQUINA WINE.

THE ONTARIO BEET-SUGAR BONUS.

IN the Ontario Legislature on Tuesday the Government bill to set apart $75,000 a year for the encouragement of the beet-sugar industry was read a second time.

Hon. John Dryden, Minister of Agriculture, in moving the second reading of the bill, said that for the past 13 or 14 years sugar beets had been grown in Ontario. Last year, however, the first definite test was made with a view to ascertain the exact prospects of the industry. A number of plots were sown at Welland, at Aylmer and at Newmarket. In briefly summing up the results of these tests, Mr. Dryden said the highest yield was 30 tons to the acre on one of the Aylmer plots ; the second highest, 25½ tons, at Newmarket; the third, 24 tons, at Welland. The lowest yield was 4½ tons, on a Welland plot, but the probable reason was not poor soil, but because the farmer did not pay proper attention to the work. The average yield for the whole was 18 tons per acre, which was certainly a very good yield. A Newmarket plot led with 17½ per cent. of saccharine matter. Welland, with 16.8, and Ayler, 16.1, while the lowest was 9 per cent., at Aylmer. The highest percentage of purity was 89.5, at Aylmer, while Newmarket followed with 88.8 and Welland 88.4, and the average was 84. Such returns were eminently satisfactory. The average cost per acre was $28 70, and the average profit on the yield $43 an acre. It was thus established that we could grow the beets satisfactorily, but there was no market for them.

LARGE CAPITAL NEEDED.

The capital required for a sugar beet factory plant was very large, about $500,000 to $800,000, to make it meet with success. The reports of the commissioners who investigated the subject for the Government showed that in Michigan there was general satisfaction with the industry. Experience had shown that during the first year the manufacturers suffered more or less loss ; in the second year they gained something by the farmers' previous experience, while in the third year the factory was almost certain to be a success. To run an ordinary factory, costing about $500,000 or $600,000, a large supply of water was an important consideration. A convenient supply of fuel was also necessary, as 10,000 tons of coal were needed per year and 2,000 tons of lime. An abundant supply of beets and good transportation facilities to get them to the factory were imperatively needed. He thought that beets could be hauled by rail 40, 50 or 60 miles to a factory, provided proper arrangements were made with the railways. Given these conditions, the industry in this country should be a sure success.

THE LEGISLATURE'S DUTY.

With those facts, what was the duty of the Legislature? They had, in the past, spent considerable sums to develop the fruit, dairy and other branches of agriculture, and the iron industry by bounties. Was this industry worthy of their consideration in a similar manner? We could produce 100,000,000 lb. of sugar per year in this Province. To do that would mean that $3,000,000 or $4,000,000, which is now paid to other countries for our sugar, would be put in circulation here. We had passed laws to compel the manufacture of sawlogs and pulpwood in this country; but at present we had to export our beets to the other side to have them manufactured. The Government had, therefore, decided that some encouragement should be given.

HOW BOUNTY IS TO BE PAID.

Their plan was to set apart $75,000 per year for three years, to be paid in bounties, ½c. per lb. for the first year, ¼c. for the second and third years ; $4 per ton to be paid the farmer the first year for all beets, and for the other two years $4 and such additional price at the same price as would correspond to the proportion of saccharine matter above 12 per cent.

So far as he was personally concerned, he was anxious that the industry should go forward, because he believed that the development of the agricultural resources of the Province had only just commenced. They had been talking of New Ontario, with its boundless resources and its illimitable possibilities, but they should not forget old Ontario, and must see to it that its progress was not allowed to lag. He believed that the industry had a bright future in this country.

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.

WARREN BROS. & CO., Toronto, have been appointed agents for Fels Naptha soap. The soap is for use in cold water and without the aid of washing powders. It is reported to have a large sale in the United States.

Pineapple, in chunks, 1-lb. tins, is in stock with W. H. Gillard & Co.

Lucas, Steele & Bristol, Hamilton, are offering Roquefort cheese at close figures.

The Eby, Blain Co., Limited, are offering 2-lb. canned plums in heavy syrup at a price which will enable the retailer to sell them at 10c. per tin and show a good profit.

Lucas, Steele & Bristol offer a full assortment of Goodwillie's fruits, put up in glass.

W. H. Gillard & Co. report that they have in stock an excellent range of all kinds of teas.

Pacific carabus is a substitute for lobster and a great deal cheaper. Lucas, Steele & Bristol have it in stock.

W. H. Gillard & Co. are just in receipt of a line of toilet soap to retail at three cakes for 5c., gross boxes.

T. A. Lytle & Co. are making a specialty just now of spiced gherkins, and their travellers are sending in large orders.

Laporte, Martin & Cie have a large assortment of canned fruits and vegetables in stock. They advise that this is a good time for retailers to revise their stock.

The Aylmer chicken soup for sale by Lucas, Steele & Bristol is meeting with favor everywhere ; the quality is positively excellent.

Laporte, Martin & Cie have received a notice from Ph. Richard, that orders for brandy of this brand have to be sent during next week, if wanted by first steamer. Liquor trade will please note this.

The increasing demand for "Imperial" maple syrup has necessitated The Eby, Blain Co., Limited, placing an order for another carload.

Laporte, Martin & Cie report a good demand for Flett's pickles. "This brand is favorably received by connoisseurs, and, although of a relatively cheap price, the goods are of the choicest quality and every bottle guaranteed," report the firm.

The Eby, Blain Co., Limited, have just passed into stock a shipment of Singapore pineapple chunks in 1 lb. tins. It retails at 15c. per tin.

Laporte, Martin & Cie have received large and numerous orders for the line of cheap canned salmon advertised the week before last. They still have a few cases in stock. This salmon, it will be remembered, can be retailed at 10c. a can and still bring a good round profit.

The following is a copy of a letter dated March 7, received from H. Head, Cloyne, Ont., by The "Salada" Tea Co.: "Kindly send me another 60 lb. of 'Salada' Ceylon green tea as soon as you can, as I have only 5 or 6 lb. left. Your tea has given great satisfaction. It sells very fast ; and it is one of the very best teas I ever drank."

Joseph Vallentine, has bought out the Beaver Cigar Co., Simcoe, Ont.

CURRENT MARKET QUOTATIONS

March 21, 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 28.

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 call daily upon all the leading houses in the principal centres.

BUTTER, CHEESE AND EGGS	Montreal.		Toronto.		St. John, Halifax.	
Dairy, choice, large rolls, per lb.	$.....	$0 18	$0 17	$0 18	$.....	$.....
" " pound blocks	.....	0 18	.....	18	22	23
" " tubs, best	18	19	17	18	21	23
" " tubs, second grade	.....	.....	13	15	17	18
Creamery, boxes	22	22½	20	22	22	23
" prints and squares	24	25	22	23	24	26
Cheese, per lb.	10	10½	9½	10	11½	11½
Eggs, new laid, per doz.	16½	17	12½	13	17	18
CANNED GOODS						
Apples, 3's	90	0 90	0 85	0 90	1 00	1 10
" gallons	2 00	2 10	.....	2 25	2 15	2 25
Asparagus	2 20	2 25	2 00	2 40	.....	.....
Beets	1 00	1 00	95	1 10	.....	.....
Blackberries, 2's	.....	1 30	1 40	1 70	1 50	1 80
Blueberries, 2's	80	85	75	85	95	1 00
Beans, 2's	80	90	80	85	90	95
Corn, 2's	75	90	70	80	85	90
Cherries, red, pitted, 2's	2 15	2 20	2 10	2 25	2 30	2 40
" white	2 00	2 15	2 00	2 25	.....	.....
Peas, 2's	80	90	75	80	80	85
" sifted	1 10	1 10	.....	1 00	1 10	1 15
" extra sifted	1 20	1 20	1 25	1 30	1 20	1 25
Pears, Bartlett, 2's	1 40	1 60	.....	1 50	1 75	1 80
" " 3's	1 90	2 00	2 00	2 40	2 25	2 50
Pineapple, 2's	1 75	2 40	2 25	2 50	2 15	2 25
" 3's	2 40	2 60	2 50	2 60	2 50	2 60
Peaches, 2's	1 50	1 90	1 75	1 90	.....	1 85
" 3's	2 25	2 90	2 50	2 75	2 70	2 85
Plums, green gages, 2's	1 25	1 35	1 10	1 25	1 30	1 60
" Lombard	1 00	1 25	1 00	1 10	1 30	1 50
" Damson, blue	1 00	1 25	.....	1 00	1 10	1 30
Pumpkins, 3's	.....	85	.....	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 60	1 90	1 75	1 80
Succotash, 2's	1 00	1 25	.....	1 15	1 10	1 15
Tomatoes, 3's	80	90	75	85	95	1 05
Lobster, talls	2 75	3 20	.....	3 25	3 00	3 25
" 1-lb. flats	3 00	3 75	.....	3 50	.....	1 25
" ½-lb. flats	1 75	1 85	.....	1 75	.....	1 75
Mackerel	1 00	1 10	.....	1 25	1 35	1 45
Salmon, sockeye, Fraser	1 50	1 85	1 15	1 85	1 50	1 75
" " Northern	.....	.....	1 75	1 65	1 50	1 60
" " Horseshoe	.....	.....	1 60	.....	.....	.....
" Cohoes	1 10	1 25	.....	1 30	1 25	1 50
Sardines, Albert, ¼'s	12	12½	1 25	13	14	15
" " ½'s	20	21	12½	21	20	21
" Sportsman, ¼'s	11¼	12	20	12½	.....	12
" " ½'s	19	20	.....	21	20	21
" key opener, ¼'s	9	11	.....	11	16	18
" " ½'s	.....	18	10½	18½	10	11
" P. & C., ¼'s	20	22½	18½	23	23	25
" " ½'s	27½	30	23	25	23	25
" Domestic, ¼'s	4	4¼	33	36	33	36
" " ½'s	7	8	4	4½	4	4¼
" Mustard, ¼ size, cases 50 tins, per 100	7 50	11 00	8 50	9 00	8 00	9 00
Haddies	.....	1 00	1 10	1 15	1 00	1 10
Kippered Herrings	1 00	1 85	1 00	1 75	1 00	1 10
Herring in Tomato Sauce	1 50	1 55	1 00	1 70	.....	2 00
CANDIED PEELS						
Lemon, per lb	10½	11	11	12	12	13
Orange, "	11	11½	12	13	12	13
Citron, "	14½	15	15	17	15	17
GREEN FRUITS						
Oranges, Jamaica, per bbl	5 00	5 50	4 00	4 50	5 00	6 00
" Mexican, per box	.....	4 00	.....	.....	.....	.....
" Valencia, ord. 420's	4 00	4 25	.....	5 00	4 50	5 00
" " large, 420's	6 25	6 50	.....	6 00	5 00	6 00
" Cal. Navels	2 50	3 75	3 25	3 50	3 25	3 50
Lemons, Messina, per box	2 00	2 75	2 50	2 75	3 00	3 50
" Verdilli, 360's, per box	1 50	2 00	1 00	1 25	.....	.....
Bananas, per bunch	2 00	3 50	1 50	2 00	2 00	2 25
Apples, per bbl.	2 50	3 50	2 00	4 50	2 00	4 00
Malaga grapes, per keg.	5 50	7 00	6 00	7 00	6 00	7 50
Sweet potatoes, per bbl	.....	4 50	.....	5 00	.....	.....
Cranberries, Cape Cod, per bbl.	12 00	13 00	.....	11 50	.....	.....
" " per box	.....	.....	.....	3 25	.....	.....
Cocoanuts, per 100	.....	.....	.....	3 75	.....	.....
SUGAR						
Granulated St. Law'ce and Red.	.....	4 45	.....	4 63	4 50	4 60
Granulated, Acadia	.....	4 40	.....	4 58	4 40	4 45
Paris lump, bbls. and 100-lb. bxs	.....	4 95	.....	5 13	5 55	5 80
" in 50-lb. boxes	.....	5 05	.....	5 28	.....	.....
Extra Ground Icing, bbls.	.....	4 95	.....	5 50	.....	.....
Powdered, bbls.	.....	4 70	.....	5 25	5 55	5 80
Phœnix	.....	4 25	.....	4 43	.....	.....
Cream	.....	4 25	.....	4 43	.....	.....
Extra bright coffee	.....	4 15	.....	4 33	4	4¼
Bright coffee	.....	4 05	.....	4 23	3 75	4 00
Bright yellow	.....	3 95	.....	4 13	.....	3 50
No. 3 yellow	.....	3 80	.....	3 98	3 50	3 92½
No. 2 yellow	.....	3 75	.....	3 93	.....	.....
No. 1 yellow	.....	3 60	.....	3 78	.....	.....

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	3 75
Oiled and Annealed Wire, No. 9	.....	2 80	.....	2 80	.....	.....
White lead, Pure	.....	6 50	.....	6 50	.....	6 80
Linseed oil, 1 to 4 bbls., raw	.....	69	.....	69	.....	77
" " " boiled	.....	72	.....	72	.....	80
Turpentine, single bbls	.....	62	.....	62	.....	62
SYRUPS AND MOLASSES						
Syrups—						
Dark	.....	1⅞	.....	.....	.....	.....
Medium	.....	2⅛	30	32	.....	.....
Bright	.....	2⅜	35	37	34	36
Corn Syrup, barrel, per lb	.....	2¾	.....	2¾	36	38
" " ½ bbls. "	.....	2⅞	.....	2⅞	.....	.....
" " kegs "	.....	3	.....	3	.....	.....
" " 3 gal. pails, each	.....	1 30	.....	1 30	.....	.....
" " 2 gal. " "	.....	1 00	.....	1 10	.....	.....
Honey	.....	.....	.....	40	.....	.....
" 25-lb. pails	.....	90	.....	1 00	.....	.....
" 38-lb. pails	.....	1 20	.....	1 40	.....	.....
Molasses—						
New Orleans	22	30	23	27	29	36
Barbadoes	31	35	.....	.....	31	32
Porto Rico	.....	.....	38	42	28	30
Antigua	31	32	.....	.....	35	36
St. Croix	.....	.....	.....	.....	.....	.....
CANNED MEATS						
Comp, corn beef, 1-lb. cans	1 45	$1 85	$1 60	$1 65	$1 60	$1 70
" " 2-lb. cans	2 65	3 30	2 85	3 60	2 80	2 90
" " 6-lb. cans	8 25	11 00	.....	8 25	8 75	9 25
" " 14-lb. cans	20 00	24 50	.....	19 50	20 00	21 00
Minced callops, 2-lb. can	.....	2 75	.....	2 60	2 50	2 80
Lunch tongue, 1-lb. can	3 00	3 90	.....	3 00	3 00	3 25
" " 2-lb. can	6 00	7 90	.....	7 00	5 80	6 00
English brawn, 2-lb. can	2 25	2 75	.....	2 45	2 75	2 80
Camp sausage, 1-lb. can	.....	.....	.....	2 50	2 50	.....
" " 2-lb. can	.....	.....	.....	4 00	4 00	.....
Soups, assorted, 1-lb. can	1 15	1 50	.....	1 50	1 40	
" " 2-lb. can	2 40	2 45	.....	2 20	2 25	
Soups and Boull, 2-lb. can	1 75	2 50	.....	1 80	1 75	
" " 6-lb. can	3 50	5 85	.....	4 50	4 25	4 50
Sliced smoked beef, ½'s	1 65	1 70	1 65	1 70	.....	2 00
" " " 1's	2 75	3 10	2 80	2 95	.....	3 25
FRUITS						
Foreign—						
Currants, Provincials, bbl.	.....	9	.....	.....	12	12½
" ½-bbls.	.....	9	.....	.....	.....	.....
" Filiatras, bbls.	.....	9	.....	.....	.....	.....
" " ½-bbls.	.....	9¼	.....	.....	.....	.....
" " cases	.....	9¼	9¾	10	.....	.....
" " ½-cases	.....	9½	9¾	10	12¼	12
" Patras, bbls	.....	.....	.....	.....	.....	.....
" " ½-bbls.	.....	.....	.....	.....	.....	.....
" " cases	.....	11	11	11½	.....	.....
" " ½-cases	.....	11	11	11½	.....	.....
Vostizzas, cases	14	15	12½	13	.....	.....
Dates, Hallowees	3½	4½	4½	5	3½	4
" Sairs	.....	.....	4	4½	.....	.....
Figs, 10-lb. boxes	70	90	9½	12	10	12
" Mats, per lb.	3½	3¼	.....	8½	.....	.....
" 7 cr., 28-lb. boxes	.....	.....	.....	16	.....	.....
" 1-lb. glove boxes	.....	.....	.....	12	.....	.....
Prunes, California, 30's	.....	8	.....	13	10	12
" " 40's	.....	7½	.....	10½	8½	9
" " 50's	.....	7½	.....	8½	7½	8
" " 60's	.....	7	.....	7½	7	7½
" " 70's	.....	6½	.....	6½	6½	7
" " 80's	.....	6	.....	6	6	6½
" " 90's	.....	5½	.....	5½	5½	6
" " 100's	.....	5	.....	4½	.....	.....
" Bosnia, A's	.....	.....	.....	9	.....	.....
" " B's	.....	.....	7½	8	.....	.....
" " U's	.....	5	6¼	6½	.....	.....
" French, 50's	.....	.....	.....	.....	.....	.....
" " 110's	3¼	3½	3½	4	.....	.....
Raisins, Fine off stalk	6½	7	6½	7½	8	8½
" Selected	7	7½	7½	8	9	9¼
" Selected layers	7½	8	.....	9	.....	10
" Sultanas	11	13	11	15	10	12
" California, 2-crown	7	7½	.....	8¾	9	9½
" " 3-crown	.....	8	.....	9¼	8½	9
" " 4-crown	.....	8½	.....	10	9	9½
" " seeded, 3-cr.	10½	11	.....	11½	10	10½
" Malaga, Lon. layers	.....	1 50	2 25	2 50	2 25	2 40
" Black baskets	.....	.....	2 75	3 00	2 50	2 75
" Blue baskets	.....	.....	.....	.....	2 80	3 00
" Dehesa clusters	.....	.....	3 50	4 00	3 25	3 50
" Choice clusters	2 75	3 00	.....	3 00	.....	.....
PROVISIONS						
Dry Salted Meats—						
Long clear bacon	.....	10	.....	10	.....	.....
Smoked meats—						
Breakfast bacon	.....	14	.....	13½	.....	.....
Rolls	.....	11	10½	11	9	10
Hams	12½	14	12½	13	12	13
Shoulder hams	.....	11	.....	10½	8	9
Backs	.....	.....	.....	14	.....	.....
Meats out of pickle 1c. less.						
Barrel Pork—						
Canadian heavy mess	.....	19 50	.....	19 00		16 50
" short cut	.....	20 00	.....	20 00	18 00	18 50
Plate beef	12 50	13 50	.....	12 50	13 00	14 00
Lard, tierces, per lb.	.....	10½	.....	10	10	10½
Tubs	.....	10¼	.....	10¼	10¼	11
Pails	.....	10¾	.....	10½	11	11½

IMPERIAL BRAND

MAPLE SYRUP

The Standard from Ocean to Ocean.

Guaranteed pure and to keep in any climate. Your money refunded if not satisfactory.

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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

COFFEE	Montreal.		Toronto.		St. John, Halifax.	
Green—						
Mocha	.....	24	23	28	25	30
Old Government Java	.....	27	22	30	25	30
Rio	.....	10	9	9½	12	13
Santos	.....	.....	9½	10½	.....	.....
Plantation Ceylon	.....	29	26	30	29	31
Porto Rico	.....	.....	22	25	24	28
Gautemala	.....	.....	22	25	24	26
Jamaica	.....	18	15	20	18	22
Maracaibo	.....	13	13	18	13	15
NUTS						
Brazil	.....	.....	15	16	8½	9
Valencia shelled almonds	41	45	.....	40	22	25
Tarragona almonds	15½	16	.....	15	13	15
Formegetta almonds	.....	.....	.....	14½	.....	.....
Jordan shelled almonds	...	50	40	43	.....	.....
Peanuts (roasted)	6½	8	9	10	9	10
" (green)	5½	7	7	9	.....	.....
Cocoanuts, per sack	.....	3 00	.....	3 75	3 50	4 00
" per doz	.....	.....	.....	60	60	70
Grenoble walnuts	11½	13	.....	13½	9	12
Marbot walnuts	10	11	.....	11½	9	10
Bordeaux walnuts	8	9	...	9	9	10
Sicily filberts	12	13	12	12½	9	10
Naples filberts	.....	.....	10	11	10	11
Pecans	12	15	13	15	12	14
Shelled Walnuts	...	.. ..	25	30	.....	.....
SODA						
81-carb, standard, 112-lb. keg	1 65	1 80	2 00	2 25	1 70	1 75
Sal soda, per bbl	70	75	80	90	85	90
Sal Soda, per keg	95	1 00	.....	1 00	95	1 00
Granulated Sal Soda, per lb	.....	.....	.....	1	.....	.....
SPICES						
Pepper, black, ground, in kegs pails, boxes	16	18	.....	18	14	15
" in 5-lb. cans	14	17	.....	19	15	16
" whole	15	17	.....	19	12	13
Pepper, white, ground, in kegs pails, boxes	26	27	26	27	24	26
" 5-lb. cans	25	26	25	26	20	22
" whole	23	25	23	25	20	22
Ginger, Jamaica	19	25	22	25	20	25
Cloves, whole	12	30	14	35	18	20
Pure mixed spice	25	30	25	30	25	30
Cassia	13	18	20	40	16	20
Cream tartar, French	.....	25	24	25	20	22
" " best	.....	28	25	30	25	30
Allspice	10	15	13	16	16	18
WOODENWARE						
Pails, No. 1, 2-hoop	.....	1 90	.....	1 60	.....	1 90
" " 3-hoop	.....	2 05	.....	1 75	.....	2 05
" half, and covers	.....	1 75	.....	1 70	.....	1 75
" quarter, jam and covers	.....	1 45	...	1 20	....	1 45
" candy, and covers	2 70	3 20	1 75	2 70	.....	3 20
Tubs No. 0	.....	11 00	.....	8 50	.....	11 00
" " 1	.....	9 00	.....	7 00	.....	9 00
" " 2	.....	8 00	.....	6 25	.....	8 00
" " 3	.....	7 00	.....	5 85	.....	7 00

PETROLEUM	Montreal.		Toronto.		St. John, Halifax.	
Canadian water white	17½	18	.....	17½	17½	18
Sarnia water white	....	18	.....	16½	17½	18
Sarnia prime white	.....	.....	.....	15½	17	17½
American water white	.....	20	.....	17½	18½	19
Pratt's Astral (barrels extra)		21	.....	17½	19½	20
TEAS						
Black—						
Congou—Half-chests Kaisow-Moning, Paking	13	60	12	60	11	40
Caddies Paking, Kaisow	17	40	18	50	15	40
Indian—Darjeelings	35	55	35	55	30	50
Assam Pekoes	20	40	20	40	18	40
Pekoe Souchong	18	25	18	25	17	24
Ceylon—Broken Pekoes	35	42	35	42	34	40
Pekoes	20	30	20	30	20	30
Pekoe Souchong	17½	40	17	35	17	35
China Greens—						
Gunpowder—Cases, extra first	42	50	42	50	.....	.....
Half-chests, ordinary firsts	22	28	22	28	.....	.....
Young Hyson—Cases, sifted extra firsts	42	50	42	50	.....	.....
Cases, small leaf, firsts	35	40	35	40	.....	.....
Half-chests, ordinary firsts	22	38	22	38	.....	.....
Half-chests, seconds	17	19	17	19	.....	.....
" thirds	15	17	15	17	.....	.....
" common	13	14	13	14	.....	.....
Pingsueys—						
Young Hyson, ½-chests, firsts	28	32	38	32	30	40
" " " seconds	16	19	16	19	.....	.....
" Half-boxes, firsts	28	32	28	32	.....	.....
" " seconds	16	19	16	19	.....	.....
Japans—						
½-chests, finest May pickings	38	40	38	40	.....	.....
Choice	32	36	33	37	.....	.....
Finest	28	30	30	32	.....	.....
Fine	25	27	27	30	.....	.....
Good medium	22	24	25	28	.....	.....
Medium	19	20	21	23	.....	.....
Good common	16	18	18	20	.....	.....
Common	13	15	15	17	.....	.....
Nagasaki, ½-chests, Pekoe	16	22	.....	.....	.....	.....
" " Oolong	14	15	.....	.....	.....	.....
" " Gunpowder	16	19	.....	.....	.....	.....
" " Siftings	7½	11	.....	....	.....	.....
RICE, MACARONI, SAGO, TAPIOCA						
Rice—Standard B	3 00	3 10	.....	3½	3 25	3 40
Patna, per lb	4 25	4 75	4¾	5	5	6
Japan	4 40	4 90	5¼	6	5	6
Imperial Seeta	4 60	4 90	4¾	5¼	5	6
Extra Burmah	.....	....	4¼	4¾	4	5
Java, extra	.....	5¾	6	6½	6	7
Macaroni, dom'ic, per lb., bulk	5	6	....	7¼	.....	.....
" imp'd, 1-lb. pkg., French	8	12	9	10	.....	.....
" " " Italian	8	10	11	12¼	.....	.....
Sago	3½	4	4	4¼	4¼	5
Tapioca	4½	4½	4½	4¾	4½	5

W A. McCLEAN & CO.

OWEN SOUND.

Pork Packers and Grain Dealers.

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

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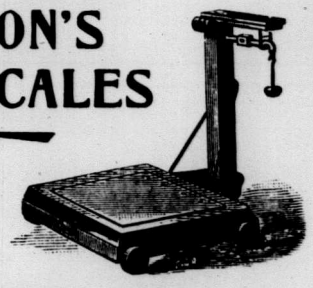
100 STYLES

WILSON'S HIGH-CLASS SCALES

FOR HIGH-CLASS MERCHANTS.



Catalogue Free.

C. WILSON & SON, 69 Esplanade St., E TORONTO, ONT.

Cream OF Wheat

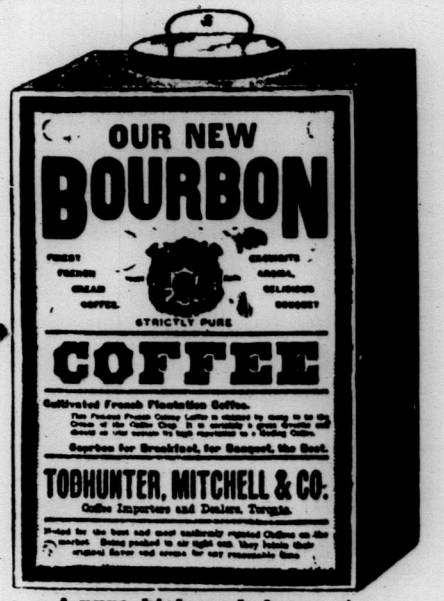
The Most Popular Breakfast Dish in America.

We will fill your orders for a case (36 2-lb. pkgs.) through any wholesale grocer from Halifax to Vancouver.

E. A. SHOEBOTHAM,

Canadian Agent, - LONDON, ONT.

Most Excellent Coffee



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

Trial Order Solicited.

Awaken Rivalry...

If you tell how Mrs. Smith, who uses COW BRAND SODA, makes beautiful bread and cakes, it will not be long before you have a run on your stock of

Dwight's Cow Brand Soda.

John Dwight & Co., Toronto and Montreal.

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

PARAFFINE WAX

In "One Pound Cakes" for

HOUSEHOLD USE

Washing Clothes, Ironing, Sealing Canned Fruit, etc.

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

SAMUEL ROGERS, President.

HEALTH is WEALTH.

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

HIRES ROOTBEER

is a tonic as well as a beverage.

Be sure you sell them HIRES.

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

All Wholesalers keep it.

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.

16,000 ACRES OF OIL

Lands were purchased in the Midway District (one of the promising new oil fields) of California last week by

THE UNION CONSOLIDATED OIL COMPANY

which will be immediately developed, and, as large producing wells have recently been struck on adjoining lands, the probabilities are that this land alone will soon be WORTH MORE THAN THE ENTIRE $5,000,000 CAPITAL STOCK OF THE COMPANY. The company have also acquired two large producing propositions with an aggregate of 5,000 barrels per month, insuring large dividends on the stock by May 1st, and Major Horace H. Russell, the Superintendent of the Company, is now investigating several other oil propositions, the most promising of which will be added to the assets of the Company. The price of the stock is now

17½ CENTS PER SHARE (Par Value $1.00),

full paid and non-assessable, and only 200,000 shares are offered at this figure, when the price will be advanced to 25c. per share if more stock is disposed of for the purchase of additional properties and development.

THE STANDARD SMELTING AND REFINING COMPANY

have sold over 150,000 shares of the 250,000 shares of the inaugural issue of Treasury Stock offered at 40 cents per share through us as fiscal agents, and any of this first issue not taken by our customers within ten days will be offered for public subscription at

40 CENTS PER SHARE (Par Value $1.00),

also full paid and non-assessable, and with the ten-year guaranteed contracts for ores to nearly the full capacity of the plant, this stock should pay FROM 20 PER CENT. TO 40 PER CENT. ANNUAL DIVIDENDS. The plant is now under construction in Yavapai County, Arizona, and over $75,000 worth of new and modern machinery is in Arizona and entirely paid for. We make dividend-paying mining, oil and smelter stocks a specialty, and have several combinations of dividend payers and first issues that are now paying from

10 per cent. to 13½ per cent., and will pay from 20 per cent. to 40 per cent.

this year, dividing the investment and insuring the maximum of profit and the minimum of loss. We handle no mining properties except on the advice of our own mining experts, five of whom we keep continually in our employ. Our home office expert, Capt. L. D. Phillips, who arrived in Yavapai County, Arizona, Tuesday, to make a special confidential report to the firm on the Arizona mining properties, wires:

"Have inspected 'Rebel' (Pride of Arizona Copper Co.) and 'Kicker' (Amalgamated Gold and Copper Co.) They are great mining properties, and you have underestimated them. You can make no mistake in extolling their value."

The stocks of these companies are now selling at 25 cents per share (par value $1.00), but are subject to advance at any time without notice

Prospectuses of all the successful properties for which we act as fiscal agents, dividend payers and first issues, subscription blanks, etc., mailed to any one interested in legitimate mining, oil and smelting investments on application.

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

A SERMON TO SALESMEN.

THE kind of faith every salesman ought to have is, first, the fixed belief that a thing which ought to be done can be done, and then faith in himself that he can and will find out the best way and do it, says N. C. R.

Most men have determination enough to start with. They say, resolutely enough, "I will do so and so, by George!" or "by Jove!" and then tackle the proposition with tremendous energy, only to find out that you can't accomplish things by looking fierce, pounding the table and saying "By Jove!"

A strong resolution is a mighty good thing, but you can't depend upon resolution alone. You have got to learn and practice correct methods and right principles.

If you are depending on your own will-power and personal magnetism, you will find that the other fellow has will-power too, and he may refuse to be magnetized. You have got to appeal to his sober judgment and good sense. You can't persuade him. You must convince him.

If you are not loaded up with solid undeniable facts and evidence so weighty that he cannot resist it, you will find all your mighty enthusiasm and determination oozing out at your fingers' ends. You will give up beaten; while the quiet man who does not pound the table half as confidently as you do, goes ahead and sells the goods because he has studied them and the situation thoroughly and trained himself to meet it.

By faith, I don't mean merely a spirit of self-confidence—a belief that everything comes to him who hustles, and a glowing determination to be a tremendous hustler. That is about the feeling with which overy callow schoolboy starts out to conquer the world. You can hustle and bustle until you are bald and lame and you won't get anywhere unless you hustle intelligently, unless you systematize your efforts.

What I mean by faith is not faith in your personal invincibility—no man is invincible unless he is backed by the right principles—but an unwavering belief that the right principles of success can be found and mastered, and an inflexible determination to discover, master and apply them.

The hollow enthusiasm which imagines that an unsound business system or a false argument can somehow be made stronger than its weakest link is a poor substitute for faith. Genuine faith isn't blind. Its eyes are wide open for flaws and weak links. It does not try to belittle their consequences. It says: "I know there are weak links in my method or my character. I will find and mend them. I will make the whole chain solid and reliable from beginning to end, and then I will rely upon it absolutely, and I know it will sustain me. It is because I will depend only on sound principles that I know I must succeed."

MR. BERNARD GOES TO CHICAGO.

Mr. C. M. Bernard, manager of the Toronto branch of the tea firm of Bernard & Co., Yokohama, Japan, left for Chicago yesterday (Thursday), where he will in future reside, he having been instructed by his firm to open and manage a branch in that city. It is four years since Mr. Bernard came to Toronto, and, during that time, by his courteous and gentlemanly manner, he has earned a high place in the respect of the grocery trade. No one possesses a higher place. It is, therefore, with general regret that the exigencies of business demand his removal to another city. THE CANADIAN GROCER wishes Mr. Bernard success in his new field of labor.

IN LETTERS OF RED.

Mr. James McGuane, the manager of the Boston branch of The "Salada" Tea Co., last week did the largest business in the history of the branch, and he was so elated over it that his report to headquarters in Toronto, was in large letters of red.

Mr. McGuane, who was, it will be remembered, married a few weeks ago, was presented the other day with a handsome tea service by the firm and its employes. With a helpmeet and a silver tea service, an increased trade is only what might be expected.

A LIVE BOARD OF TRADE.

The annual meeting of the Elkhorn, Man., Board of Trade was held recently, when the following officers were elected:

President—F. W. Clingan.
Vice-President—C. F. Travis.
Secretary-Treasurer—G. Silvester.

The board is in a good financial condition, and several new members have joined during the past year. As a result of the board's work, more homesteads in the neighborhood of Elkhorn have been taken up during the past 15 months than during the previous five years. There has also been an increase in the number of settlers from both Europe and the United States.

TWENTY-ONE YEARS ON THE ROAD.

Wholesale grocers in Toronto were early in the week visited by Mr. J. H. Magor, of Frank Magor & Co., Montreal. The object of Mr. Magor's visit was to secure import orders for Keen's mustard and Lazenby's goods. He will also call upon the trade in other Western Ontario cities. One interesting fact brought out in conversation with him the other day was the fact that it is just 21 years since he began to travel.

EARLY CLOSING IN HINTONBURG.

Early closing is being agitated in Hintonburg, Ont. It was proposed about a year ago, and was carried far enough to have a petition signed by nearly every grocer and placed in the hands of the village clerk for the purpose of procuring a by law compelling early closing. Before the council met, some names were withdrawn, and others, seeing the demand was not going to be unanimous, withdrew the petition.

At present, G. W. Mahon and F. H. Gilchrist close at 8 o'clock, p.m., and many others are willing to follow their example, if the rule is made general. On being interviewed on the subject, all except one approved of early closing. The one grocer opposed to it does so on the ground that Hintonburg, which is but a few miles from Ottawa, has an advantage over that city by keeping open until late. He objected also because of the inconvenience to his customers which early closing might entail.

TOMATOES IN NEW YORK.

A New York grocer in conversation with The Journal of Commerce of that city on Tuesday said: "Canned tomatoes moved out more freely on the break to 7½ to 10c. per dozen less than production for low grades, and best grades average 10 per cent. less than contract prices. Sales have been made of fine Jersey tomatoes at 70c. in large cases, against 85c. cost on contract and 80c. to produce. New York State corn is firmer in price, with only fair demand passing, offerings having been taken off the market."

ON HIS USUAL WESTERN TRIP.

Mr. Colson, of C. E. Colson & Son, Montreal, representing Crosse & Blackwell, Limited, London, England; James Epps & Co., Limited, London, England, and J. & G. Cox, Edinburgh, Scotland, is making one of his usual trips through Western Ontario. He was in Toronto on Tuesday and reported business good.

PERSONAL MENTION.

Mr. J. A. Gunn, of D. Gunn Bros. & Co., Toronto, returned last Friday after a three months' stay in Great Britain, where he visited all the large commercial centres in the interest of the firm's export trade.

W. F. England, Crediton East, Ont., writes: "Am well pleased with THE CANADIAN GROCER, and anxiously await each number."

At a meeting held on Saturday last in Belleville it was decided to proceed towards organizing a pork-packing company with $150,000 capital. The following officers were elected: President, Mayor R. J. Graham; secretary, James Knox; treasurer, James Anderson.

THE WISEST USE OF A CASH REGISTER.

BY ERNEST W. MILLER, GROCER, HAGERSTOWN, MD.

THE following arguments why or how a cash register does benefit a business are based upon actual experience :

1. How it will save money. Not so long ago a customer owed a bill, or two bills of $4.15 each, being for the same article on different dates. The goods were ordered by 'phone, delivered and charged through a cash register, No. 95. The customer called at the store on one Thursday, paid the two bills, ordering another lot of the same thing, $4.15, paying for all at one time. The $8.30 was registered as received on account. The amount being registered on the daily detail slip R. C. on account. The green check filed as a ticket of credit for the bookkeeper.

The other item, $4.15, being a cash item, was registered as cash ; also printed on the detail slip as cash. You will see this closed the whole transaction. Two days later, on Saturday, another telephone order for the same article, $4.15, was received, delivered, charged and registered as a charge. Ticket filed for same for bookkeeper, sale registered as charge upon detail slip. Later this bill was presented and disputed, the customer saying he had been in the store on Saturday and paid old bills, $8 30 ; also for the new lot, $4.15, which was true as to Thursday but not as to Saturday. We proved clearly by showing daily detail slip that we were correct ; that he was in the store on Thursday, not on Saturday. He paid the last bill willingly, being perfectly satisfied that we were correct. We saved $4.15.

With only a money drawer we could not have made it clear. The detail slip did the work. No clerk or set of clerks would take time to enter up transactions like the cash register will do it. Remember, the detail slip is dated every day, taken off and filed away for reference. I have had other cases similar to this.

2. It will save a customer. A lady paid me a bill under protest that it was paid, but she had no receipt. She named the date. We referred to the detail slip, and found she was correct. We were in error. The clerk failed to mark the item paid. We also found the rebate check (a cash check) of the same date she paid, all proving very clearly that she was right. We gave her the money back and kept her as a customer. This register also showed the clerk in the transaction. Later she came in the store in a hurry one day, had some bills, paid the clerk all together. After she had gone out the clerk looked up the account, as we always have a duplicate of all items, and found she had paid one bill the second time. We paid her the money back, and she is still our customer. The register shows it every time.

All goods sold for cash are registered as cash and printed on the daily detail slip. All goods sold on credit are charged through the register, which also prints the amount on the detail slip and registers the number of charges. A file near the machine holds the charge slips only ; the number of slips must correspond to the number of charges registered. If the file is one short we look it up by referring to the detail slip. We locate it, also the clerk, and we find the item for the bookkeeper, otherwise it is a loss.

Each clerk registers in his letter only.

Each item paid out is also registered. The ticket is filed on a separate file. The clerk writes on the ticket for what purpose the money is paid. The number of "paid outs" must correspond with the number of tickets. We can always locate it.

All money received on account in a like manner. In case a ticket is not filed we can locate it there by always protecting our customer, and don't have to take anybody's word for it.

3. The rebate check is worth something —we give 3 per cent. of the face in goods. A customer will demand his rebate checks. The correct amount of money or the purchase must be registered, or the check would not be received. One occasion a check was returned to me calling for 13 cents. The customer stated he bought $1.13 worth of merchandise, showing his check. I knew the clerk ; there was his letter. He received the $1.13, registered only 13 cents. The register only adds what is indicated by the check ; also on the detail slip. Therefore, the cash should have been $1 ahead. It was not. Where is the dollar? Where is the clerk? The 18th century cash box will not show it. The right kind of a cash register will.

4. The premium plan. It costs money to have tickets printed to give your trade, besides that you would have to hunt the amount of the purchase, and sometimes run out. The cash register prints the amount as you go. The customer gets it when he gets his change. The register does it systematically at little or no cost. Then you can have the article, terms, etc., all printed on the back of the rebate check that you wish to give away. When you are busy the checks explain. Why, the register does the talking ! The clerks go about their businsss. When you change your premium plan you change the electro on the register. We only give out the cash checks. This is the only way to turn your business into a cash business or to treat your cash trade fair. A man that runs a punch card ought to hang himself. Look at a punch card and see how dirty ("microbatic he gets"), then you will use a cash register. When I run a punch card system the customers would "fergit their keards," and quarrel the next time to have the card punched.

Remember, I am not selling cash registers, but I am using one.

On several occasions I gave a premium for a certain number of checks issued on a special day—advertised it previously, and it was a grand success. My credit customers were not in the game. Some paid cash just that day and bought often.

5. To advertise an article. Just have the electro fixed to print what you wish to advertise. Here are several samples :

Eat wholesome canned goods. Ask for the "Premier" Brand of corn and tomatoes, "Sweet Vernal" Brand of peas. One can given for $5 worth of these rebate checks.

ERNEST W. MILLER,
Hagerstown, Md.

ENAMEL WARE.

Everybody uses Enamel Ware. Our stock is complete. To introduce it we will give 25c. worth for every $10 worth of rebate checks.

ERNEST W. MILLER,
Hagerstown, Md.

THE saving of 1c. in buying counts as much as the making of 15c. by labor and is much easier.

By buying at our big store you can save money. This claim is strong, but true, for if you return $5 worth of these green rebate checks we will give you 15c. in trade free.

A good washing powder is

FAIRBANKS' GOLD DUST.

For every $1 worth of rebate checks we will give you one 5c. package free.

ERNEST W. MILLER,
Hagerstown, Md.

The results have been very satisfactory, and your competitor does not know what you are doing.

These are all actual facts, and I cannot find a way to do it but to use a cash register.

Other advantages :

It numbers your customers.

It tells what each clerk sells.

It keeps all cash and credit business separately.

It saves your clerks from wearing out their pockets carrying "your" money.

It attracts attention.

It saves the expense of a cashier.

It will settle disputes in change simply by making up the cash account. It shows up all mistakes and who made them.

It pays for itself in time.

It enables you to test your clerks.

It enables you to sleep at night.

—Grocery World, Phila., Pa.

The above article was the outcome of a prize of $5 offered by The Grocery World, a grocer's trade paper, published at Philadelphia, Pa., for the best paper on the subject "The Wisest Use of a Cash Register" ; and, coming as it has from a disinterested party, from the selling standpoint, and citing actual cases to prove each point, it is worthy of careful perusal by every thoughtful merchant. Space will not permit a description of the Register, which really must be seen to be appreciated, but suffice to say that it keeps a separate detailed account of each person's sales—cash or credit ; money or merchandise received on account or paid out, and, if desired, can be arranged to keep each man's cash in a separate locked compartment, controlled by each one exclusive of the other, except the proprietor, so that if a mistake occurs it can be immediately traced to the one who made it.

Those who have used this register also testify especially to its value in checking the delivery of goods sold on credit without being charged, which has always been a source of considerable loss and annoyance to retail merchants. Any other information desired concerning this machine may be had by addressing CLAYTON J. WHIPPLE, 208 McIntyre block, Winnipeg, calling attention to this paper.

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

RUTH PERRY, general merchant, Gad's Hill, Ont., has assigned in trust to J. Loughlin, and a meeting of her creditors has been called for March 27.

R. J. Palmer, grocer, etc., Ottawa, has assigned.

D. Levasseur, general merchant, Matane, Que., has assigned.

R. B. Rose, grocer, Elgin, Ont., has assigned to R G. Murphy.

R. R. Argue, (late) general merchant, Wilfrid, Ont., is offering to compromise.

Jolly & Donaldson, general merchants, Allenford, Ont., are offering to compromise.

Hudon, Hector & Co., general merchants, etc., Angelie (Rimouski), Que., have assigned.

W. F. Powell, general merchant, etc., Lac du Bonnett, Man., has assigned to C. H. Newton.

A statement of the affairs of H. Cairns, general merchant, Sawyerville, Que., has been prepared.

A meeting of the creditors of David Hecht, general merchant, Tichborne, Ont., will be held on March 25.

A meeting of the creditors of Roberge & Landry, general merchant, Thetford Mines, Que., will be held on March 25.

The Leduc Mercantile Co., general merchants, Leduc, N.W.T., have assigned to W. J. Richardson, Edmonton.

Paul Bissonette, general merchant, Casselman, Ont., has assigned, and a meeting of his creditors will be held on March 26.

The Neepawa Trading Co., Limited, general merchants, Neepawa, Man., have assigned to Alex. Davidson, Winnipeg, and their creditors have been called to meet on March 25.

PARTNERSHIPS FORMED AND DISSOLVED.

G. A. Emard & Cie., grocers, Montreal, have dissolved.

Ehrlich & Humphrey, produce dealers, Greenwood, B.C. have dissolved.

Fargey & Swales, general merchants, La Riviere, Man., have dissolved. John H. Fargey continues.

SALES MADE AND PENDING.

C. Labelle, grocer, Montreal, has sold out.

The assets of Esdras Paradis, grocer, etc., Plessisville, Que., have been sold.

The assets of F. C. Daniels, grocer, Ottawa, have been sold at auction.

T. Pinniche, fruiterer, etc., Nakusp, B.C., is advertising his business for sale.

D. McGregor, oatmeal miller, Ripley, Ont., is advertising his business for sale.

The stock of Benor, Taylor & Co., general merchants, Alliston, Ont., has been sold.

David Gowland, general merchant, Fulton, Ont., has been sold out by the bailiff.

The assets of A. Gibeault, general merchant, St. Lucie de Doncaster, Que., have been sold.

The assets of D. Campbell, general merchant, Little Metis, Que., are to be sold to day (Friday).

The assets of Lemay & Marchand, general merchants, Shawanegan Falls, Que., have been sold.

Eugene Tremblay, general merchant, Murray Bay, Que., has sold his stock at 68c. on the dollar to Alp. Larouche.

The stock of F. Veilleux, general merchant, St. Francois, N.E., Que., has been sold at 64c. on the dollar to L. P. Gagnon & Co., Que.

The stock, etc., of the J. F. Brownscombe Co., Limited, general merchants, Uxbridge, Ont., is advertised for sale by auction on March 27.

CHANGES.

C. Interman, grocer, Edmonton, N.W.T., has closed his business.

J. M. Hicks, grocer, etc., Essex, Ont., has sold out to George Powell.

S. F. Wigle, grocer, etc., Essex, Ont., has sold out to Alliston & Co.

Robin & Fontaine have registered as general merchants in Valcourt, Que.

Hebert & Patenaude have registered as general merchants in St. Valentin, Que.

Henry Baker, manufacturer of cigars, Stratford, Ont., has sold out to Henry Yost.

G. W. Ray, general merchant, Newdale, Man., has been succeeded by W. R. Lavery.

John W. Bannister, general merchant, Vanessa, Ont., has sold out to Milton Hyde.

Chas. P. Park, general merchant, Newcastle, N.B., has sold out to G. S. Stothart.

W. A. Piggott, general merchant, Granville Ferry, N.S., has sold out to G. M. Harris.

Barker & Gardner, general merchants, Macleod, Man., have sold out to Frank H. Barker.

R. L. Twohey, general merchant, Port Colborne, Ont., has sold out to J. H. Stanley.

F. A. Leak, manufacturer of cheese, etc., Blythewood, Ont., has removed to Stratford, Ont.

E. Lafontaine, confectioner, etc., St. Jean Baptiste, Man., has been succeeded by Joseph Fortier.

Herald & Arnott, general merchants, Manitou, Man., have been succeeded by Laidlaw & Arnott.

Mrs. J. A. Labossiere has registered as proprietress of J. A. Labossiere & Fils, grocers, Montreal.

Mrs. Stanislas Racicot has registered as proprietress of S. Racicot & Co., cigar dealers, Montreal.

FIRES.

H. & S. Smith, gristmillers, Durham, N.S., have been burned out.

The stock of Hudon, Hebert & Co., wholesale grocers and liquor dealers, Montreal, has been damaged by fire and water. The loss, which amounts to about $100,000, is covered by insurance.

DEATHS.

James Shuter, general merchant, Thornhill, Ont., is dead.

Thos. Smith, of T. Smith & Co., tobacconists, Quebec, is dead.

CAN TALK HEALTH AS WELL AS BUSINESS.

Mr. R. Tasker Steele, of the wholesale grocery firm of Lucas, Steele & Bristol, and president of the Hamilton City Improvement Society, Hamilton, Ont., is taking a great deal of interest in the movement that is being made by scientists and medical men to combat the tuberculosis evil. At a meeting of the Improvement Society the other day he read extracts from newspaper reports of the Ottawa conference on tuberculosis, and emphasized the importance of something being done to stop the ravages of that terrible slayer, consumption. He said he came back from Ottawa satisfied that tuberculosis was not hereditary, but very infectious.

In connection with the interesting information read by Mr. Steele was advice from an Old Country physician to people to wash their hands before eating. Mr. Steele said he was afraid the people of Hamilton were not all as careful in this particular as they might be. He spoke of efforts he had made to get the railway companies to clean up their cars, and he expressed thanks to ex-Mayor Teetzel and Mayor Hendrie, both of whom were present, and to last year's council for the consideration shown the society of which he was head.

With regard to the establishing of sanitoria in different parts of Canada for poor people, or people in moderate circumstances, Mr. Steele said he hoped Hamilton would take the lead, and come to be known as the Health Hub of Canada. An effort should be made to get the Dominion and Ontario Governments to cooperate with local boards of health and other organizations in the establishing of these sanitoria. The climate of Hamilton was all right, Mr. Steele said, and he knew of an Englishman who had been cured of consumption by coming to Hamilton.

He was very anxious to see public opinion roused up, and he said he hoped the press and the medical men would do all they could for the movement.

No action was taken at the meeting, President Steele modestly remarking that this did not come within the scope of the Improvement Society. He was afraid if the society undertook too many things it might come to be called the City Interfering Society.

REGISTERED Bow Park BRAND

HAMS

AND

REGISTERED Bow Park BRAND

BACON

are pleasing hundreds of our customers. They will draw trade to you. Have you tried them?

Write us at once for our price list of smoked meats and lard.

The Brantford Packing Co.
LIMITED

BRANTFORD, ONT.

Butter

We have made arrangements for a continuous and ample supply of the finest Western Butter. This will include the output of some of our finest creameries, and we can promise our customers the best Butter, both Creamery and Dairy, at profitable prices.

If you have Butter to sell, we have exceptional facilities for handling it, and shall be glad to have you send it to us for sale direct or on commission.

F. W. FEARMAN CO.
Limited

Pork Packers and Lard Refiners,

HAMILTON, ONT.

Your Customers

will know you handle the best goods if they see

REGISTERED Bow Park BRANDS

PICKLES

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

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

Shuttleworth & Harris,

BOW PARK FARM

BRANTFORD - - ONTARIO

Agents for the Maritime Provinces:
W. S. OLAWSON & CO., ST. JOHN, N.B.

THE CANADIAN PACKING CO.
LONDON, ONT.

WE SELL CPC LARD BACON, HAMS CANNED MEATS

GUARANTEED CHOICE AND PURE.

GOLD MEDAL, PARIS 1900.

Please order goods through your wholesale house.

INCREASE YOUR BUSINESS.

In selling only goods of unquestionable superiority. In offering to your customers only brands which give you full guarantee of quality and high value, like

The Condor Japan Teas at **19**c. to **40**c.

The ∃MD Black Japan and China Green Teas, at **11**c. to **40**c.

The Old Crow Blends of Black Teas, at **20**c., **25**c., **30**c. and **35**c.

The Condor Vinegar, 100 grains, at **30**c.

The Old Crow Vinegar, 75 grains, at **22½**c.

NECTAR The perfection of all black teas in lead packets, at **20c., 26c., 38c., 45c.**

Madam Huot's Coffee

The gem of all Coffees in tins.

1-lb. at 31c. per lb.
2-lb. at 30c. "

SPECIAL--

200 Half Chests Uncolored Siftings, choice liquor, at 6½c.
90 Half Chests Fannings, nicest, largest leaf, extra liquor, at 10c.
46 Half-Chests Moyune Young Hyson, good leaf, excellent liquor, at 13½c.
100 Half-Chests Japan Tea, a bargain, at 18½c.

This lot was imported to sell at 21c., but, as the demand for teas of that class is light, I have secured it at a price below the cost to shippers—DON'T MISS THIS.

JUST IN FROM COLOMBO--bought before the advance—

25 Half-Chests of a beautiful Golden Tipped Ceylon Orange Pekoe, 50-lbs. each, at 32½c.
25 Matts, **8 x 5-in.** boxes each, same tea, at 35c.

TERMS: 3% 30 Days.

ASK FOR PRICES AND SAMPLES.

SPECIALTY of High-Grade Goods in Teas, Coffees, Spices and Vinegars—WHOLESALE.

E. D. Marceau, 296 St. Paul St., Montreal

WINNIPEG'S COMMERCIAL CLUB.

THIS new commercial club of Winnipeg is rapidly making its way among the business men there and already the membership is over 250. The Ottawa Bank block, a handsome solid stone structure has been purchased and is now undergoing a vigorous overhauling. All the carpets and floor coverings have been ordered from England and the furniture and fittings are coming from the leading Canadian and American houses. Mr. Thomas Black and Mr. Geo. Mitchell, two members of the house committee, are devoting themselves to the getting of the club house in shape by May 1.

The basement will be devoted to lavatories, storage and heating, the ground floor to handsome reception rooms and offices, the second floor to reading and writing parlors overlooking Main street, a large dining room, kitchens, pantries and storeroom; third floor smoking and lounging room in front, large billard hall and bathrooms and rooms for attendants in the rear.

Mr. William Baylis, who was formerly steward of the Manitoba Club, and who recently has had charge of the C.P.R. dining hall at Moosejaw, will act as steward of the new club.

INQUIRIES REGARDING CANADIAN TRADE.

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

1. The possessors of the rights for the whole of a patent process of manufacturing white lead make inquiry with a view to ascertain whether there is an opening for the introduction of their process in Canada.

2. A firm at Tangiers (Morocco) ask to be furnished with addresses of Canadian tanners of goat and calf skins.

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

1. A firm of wholesale fish dealers would like to hear from Canadian producers of dried codfish, boneless, skin and fins off, made up in 1-lb. parcels.

2. A London house requires the services of a Canadian agent in touch with firms purchasing extract of meat.

3. A London and Calcutta house is prepared to appoint a competent Canadian representative to handle their teas.

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

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 wholesale house in the Dominion.

Canadian Agents:

C. E. COLSON & SON, Montreal.

BUSINESS SUCCESS VS. PERSONAL INTEGRITY.

PROF. FRANKLIN H. GIDDINGS.

THIS is an age of specialization and of commercial standards. Men judge one another by their business success, and business brings a fearful pressure upon every man to devote his entire energy to some one line of activity in which he can hope to attain pre-eminence. This is in itself a plain violation of moral law, and there is nothing mysterious in the undermining of personal and public integrity through the insidious action of an excessive commercialism. That the business man who devotes his entire energy and thought to business matters should look without horror upon the control of politics and law by an unscrupulous use of money is no occasion for surprise. It is a normal and necessary consequence of the conditions supposed. Unhappily, our educational policy, which should be the great corrective of such tendencies, has been corrupted and made to encourage the very evils that education should prevent. We have encouraged specialization, which is

A PROPER THING

to do just to the extent that by specialization we mean thoroughness, minute and exact knowledge within a certain limited field. But specialization in this sense need not and should not be at the expense of a broad outlook upon the world and a correlative strengthening of varied sympathies. Education should make the average man see that business interests are but one small part of life, and that citizenship is a word of larger import than trade. It should make him feel a strong sympathy with every spontaneous popular movement. He should care about the well-being of other classes than the one to which he belongs. He should be interested in the

PROGRESSIVE CIVILIZATION

of other nations than his own. Above all, he should be interested in the history and development of thought, in the broadening of the mental horizon of the race, and in the expression of its struggles and aspirations in the enduring forms of literature and art. If the ethical motive is what I have here described it as being, then it is the duty of all teachers of morality to insist that any man who knowingly neglects to cultivate throughout his business or professional life some interest or interests that have no direct relation to his business or profession, who intentionally or by negligence permits his sympathies with all mankind, and with the progress of science and art, to die, is an immoral man, as much to be condemned by a sound public opinion as one who transgresses the conventional code of right doing.

Moreover, the expansion of thought and sympathy must ideally extend into future time.

THE EVOLUTION OF SOCIAL RELATIONS

is not ended, and the development of the human mind is not complete. The ethical motive does not merely constrain us to act with reference to the many-sidedness of life; it constrains us to act also with reference to the further development of life. It is therefore our duty to form and to cherish ideals. We must believe that many things can be made better than they are at present, and that life in many ways can be made more desirable. But these ideals must not be narrow, exclusive, or grotesquely disproportioned to one another, or to the world of fact. They must be brought into harmony, order and measure. In fine, the ethical movement must be strengthened and directed by reaffirming the Platonic doctrine of correlation, subordination and proportion in all that we think and in all that we do.

CONCENTRATED JAMS.

OBSERVANT visitors to the great exhibitions of grocery and confectionery at the Agricultural Hall last autumn did not fail to note the prominence assigned to partially boiled-down fruits, with a view to their ultimate conversion into preserves, seeing in the idea a possible valuable resource to the British market gardener, now so often handicapped by glutted markets and low prices. The aim, however, of the American experts is to go yet further and to work their pulps with due proportions of sugar into practically jam bricks. One need not be very old to remember how housekeepers of the recent past used to pride themselves upon the stiffness and firmness of their damson or cherry "cheeses," which could be stamped out in fanciful forms with a pastry cutter and were not even sticky to the touch. Those were due to careful boiling to exactly the right point, after processes of putting the fruit through fine sieves and bringing the sugar to candy. This, upon a wholesale scale, is what American jam boilers want to accomplish, and many experiments in that direction are now being carried out.

Indeed, so far has it gone that certain wholesale dealers in American produce have submitted to the War Office a number of specimens of these "jam bricks" for the use of the troops in South Africa, pointing out at the same time the valuable saving that would be effected in freight and transport could oiled tissue paper take the place of the present tins, glass jars or crockery pots. The samples received the fullest consideration, as the condensed soups supplied through the same house had won special commendation from Earl Roberts, but were not adopted, which, it may be said, did not cause any surprise to those concerned, who are themselves the first to admit that there are still obstacles to be overcome before a perfect solidified preserve is available. That these will be surmounted within the next few months no one has the slightest doubt, and meantime the samples in England are attracting much interest throughout the grocery trade. The problems have been overcome with respect to mince meat, long regarded as impossible of compression, and the traveler, the soldier, the sportsman or any other to whom small bulk is a consideration can now purchase a hard, heavy cube of about two or three inches in size, from which a few fragments chipped off and moistened with sherry, brandy and water or milk will prove an excellent presentment of the favorite Christmas delicacy.
—London Telegraph.

We will direct enquirers to you
if you send card saying that you have in stock
H AND H
TRADE MARK
THE GREAT CLEANER.
We get many letters daily from prominent ladies throughout Canada.
WHOLESALE TRAVELLERS, by mentioning it, may find it the nucleus for a general order.
Ask Wholesale Grocers.
JAMES McINTOSH, Sole Agent for Canada,
34 Yonge Street, Toronto.

"Chief Keokuk"
Pickles and Condiments.
"Montrose"
Tomatoes, Peas and Vegetables.
SOLD ON THEIR MERITS.
KEOKUK PICKLE CO.
KEOKUK, IOWA, U.S A.

Choice Cucuta
Maracaibo Coffee
GREEN OR ROASTED.
Write for samples and prices.
Exceptional Values.
WARREN BROS. & CO.
TORONTO.

Shredded Whole Wheat Biscuit
For sale by all
Wholesale Grocers.
J. HEWITT, Agent
61 Front St. E., TORONTO.

COWAN'S
Hygienic Cocoa
Royal Navy Chocolate
AND
Famous Blend Coffee
are the favorities with all grocers
THE COWAN CO., LIMITED, TORONTO

LOUIT'S CHOCOLATE is delicious

Henri Jonas & Co. can fill your order for French Capers

The Progressive Grocer

of to-day always has an up to-date stock on his shelves. He realizes that their quality must appeal to the tastes of his most particular customers as a means of retaining their patronage. Once they discover he is not selling them articles A1 in quality—well, their orders are placed elsewhere.

TAKE EXTRACTS FOR INSTANCE.

EVERY GROCER knows that there is no other article in his store that he should be so particular about as EXTRACTS. So much depends upon their quality to make your lady customers' cooking delicious and satisfactory. It is to your advantage to see that they get the right article.

Jonas' Flavoring Extracts

are pronounced by cooks and housewives, from the Atlantic to the Pacific, to be without an equal. Their wonderful record of thirty years and over places them at the head of all other extracts.

In selling JONAS' FLAVORING EXTRACTS you need never fear that the purchaser will be dissatisfied. They are PURE, STRONG and RICH.

—MANUFACTURED BY—

HENRI JONAS & CO., MONTREAL.

Send to Henri Jonas & Co. for your Olives

Jonas' Military Dressings outshine all others

TRADE IN COUNTRIES OTHER THAN OUR OWN.

TEAS IN NEW YORK.

A DULL, dragging market has been experienced throughout the week, and the close was flat. The offerings at Wednesday s auction sale will be fairly large, and many of the trade are holding off for this sale. Disappointment appears to be general over the action of the market, an improvement in the demand in the present low basis of prices being expected, but thus far it has failed to materialize; prices have been irregular.—New York Journal of Commerce, March 18.

OUTLOOK FOR PRUNES.

A San Francisco despatch says: "One Philadelphia firm has purchased 40 carloads of outside prunes. This has given considerable strength to the market. Californian Product Company expects to clean up this week, leaving but two outside concerns with prunes unsold. Prices have advanced to a basis of two and a quarter cents on carloads to primary points. Now that the association controls unplaced stocks, there is assurance that current rates will be maintained, and it is believed that buyers will take hold more freely. Conditions are more hopeful and healthy than for a month past."

ALASKA SALMON PACK.

A San Francisco despatch says: "It is stated that the Alaska packers have placed 350,000 cases of red salmon. This leaves little to be sold until the season's pack is determined. All the expected pack of medium reds and pinks has been placed by both Alaska Packing and Pacific Steam Whaling companies, some independent canners not offering, expecting better prices. Sales of Alaska reds have been made to foreign buyers at 90c. There is no harmony among the Sound companies, so no prices are yet fixed for sockeyes or humpbacks; heavy pack expected. Offers for future sockeyes at $1 not confirmed."

BANANAS FOR CANADA.

Referring to the situation on bananas, a leading dealer said the other day: "There is a noticeable improvement in the situation, particularly as regards country shipments, and this is due to the opening up of safer communication with distant points. This week, there has been some business done in carload lots with points as far north as Montreal, Canada, and a number of the intermediate markets have taken larger lots than is customary at this season. Under the improved conditions, and taking into consideration that cargoes arriving are not large, it is not unlikely that we shall see higher prices than those which now rule during the next few weeks. In fact, an advance may be looked for each week until such time as the importers reach the point where the imports pay a profit. At the present time, and under conditions ruling for the last few months, the imports have been showing a loss. The advances expected are not likely to go beyond the point where consumption will be curtailed, since such a course would, later, when domestic green fruits became very plentiful, react on the importers. The outlook, therefore, is for an advance to a point of profit, and not beyond."

ORANGE SALES HEAVY.

This week will go down in the history of the fruit trade as being the one during which the largest quantity of Californian fruit ever sold in any market of the United States during a similar period of time was disposed of in New York. The offerings at auction on Monday were 64 carloads, on Wednesday 68 carloads, and on Friday 52 carloads, making a total of 184 cars, or 66,608 boxes.—New York Journal of Commerce.

WEAKER TURN TO COFFEE MARKET.

Prices during the week have shown a reactionary tendency. Lewisohn Bros., who, during the past few weeks have accumulated a large line of coffee here, in Europe and in Brazil, have not been aggressive buyers, although, as prices for futures in the local market have weakened, they have been moderate buyers of the fall deliveries. The principal depressing factor has been the movement of the Brazil crop. The receipts at Santos have been unusually large for the season of the year, running considerably in excess of general expectations. The continued full movement of the crop, taken in connection with the fact that the receipts at Rio and Santos to date are 8,893,000 bags, and that the receipts during May and June, owing to an expected early movement of the new crop, are expected to amount to 750,000 bags, leaves little room for doubt that the receipts for the crop year, July 1, 1900, to July 1, 1901, will reach 10,000,000 bags. The advices received from Brazil quite generally are of the opinion that the yield from the growing crop will be in excess of all previous records. The four Dutch brokers in their circulars issued at Rotterdam at the close of February estimated the next Rio crop at 4,000,000 to 4,250,000 bags and the next Santos at 7,250,000 to 7,750,000. This large prospective supply of coffee, together with present large visible supply, naturally has a tendency to make many of the trade pessimistic as to the future of the market so far as prices have been concerned, and there has been comparatively little force to the buying power.—New York Journal of Commerce.

A CANNING FACTORY FOR SALE.

The Perth, Ont., Canning Co., composed almost entirely of local capitalists, has decided to sell the plant of their factory. This concern was organized several years ago by an expert canner, who undertook the management of the business. Great difficulty was found, however, in securing a sufficient quantity of vegetables, and operations were discontinued at the end of 1899.

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, 2½ lb. boxes. Write for illustrated catalogue.

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

YOUNG & SMYLIE
Established 1845. BROOKLYN, N.Y.

"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.
GUELPH, ONT.

ROCK SALT FOR HORSES and CATTLE.

TORONTO SALT WORKS, Toronto, Ont.

WOODEN PACKAGES

Suitable for Liquids in
PAINTS, SYRUPS.
PICKLES, OYSTERS, ETC.
Sizes 1, 2, 3 and 5 Gallons.
Plain or finished wood.
Manufactured by
The Wm. Cane & Sons Mfg. Co., Limited,
Newmarket, Ont.
Sole Agents
Boeckh Bros. & Company,
TORONTO, ONT.

YOU GAIN

By purchasing a package of **Ceylon Green Tea** now, as we give a fancy canister, free of charge, with each half-chest, in order to get them started.

These Teas are bound to find their way to the front in a very short time.

Write to

JOHN SLOAN & CO.

Wolesale Grocers, - - - TORONTO.

JAMS- WHOLE FRUIT. NOT MESSES.

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.

CARR & CO'S BISCUITS.

You want a line of Imported Biscuits to complete your stock.

We will bring you out assorted cases.

Dominion Agents:
Frank Magor & Co.,
16 St. John St., Montreal.

For British Columbia:
C. E. JARVIS & CO.,
Vancouver, B.C.

Current Market Quotations for Proprietary Articles

March 21, 1901.

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
" 2, in 6 "	80
" 12, in 6 "	70
" 3, in 4 "	45
Pound tins, 3 doz. in case	3 00
oz. tins, 3 " "	2 40
oz. tins, 4 " "	1 10
lb. tins, ½ " "	4 00
Diamond— W. H. GILLARD & CO.	
1 lb. tins, 2 doz. in case ... per doz	2 00
½ lb. tins, 3 " " ... "	1 25
¼ lb. tins, 4 " " ... "	0 75

IMPERIAL BAKING POWDER.

Cases Contain.	Sizes of Cans	Per Doz.
4 doz.	10c.	$0 85
3 "	6-oz.	1 75
2 and 3 doz.	12-oz.	3 40
2 a 3 doz.	16-oz.	4 35
1 doz.	2½-lb.	10 40
½ and 1 doz.	5-lb.	19 50

MAGIC BAKING POWDER.

ases 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 "	2½-lb.	4 50
1 "	5-lb.	7 75

JERSEY CREAM BAKING POWDER.

⅛ size, 5 doz. in case	40
¼ size, 4 doz. in case	75
½ " 3 " "	1 25
1 " 2 " "	2 25

BLACKING.

CARR & SONS.

	per gross
No. 2—¼ gross boxes	2 70
No. 4—¼ gross boxes	5 75
No. 5—¼ 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 lots	0 16
Nixey's "Cervus" in squares, 1 oz., in bags ½ 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: ½ gro., 2 oz. or ¼ gro. 4 oz.	
Nixey's Refined 1d. 2d. and 1s. pkts.	
" Silver Moonlight 5 and 10c pkts.	
" Nixelene Paste 1d 2½d. 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
" " F, 3 strings	3 35
" " G, 3 strings	3 10
" " I, 3 strings	2 85

BISCUITS.

PEEK, FREAN & Co.

Metropolitan mixed	40 lb. tins 10c.
Florence Wafers	8 lb. tins 36c.
Venice Wafers	8 lb. tins 36c.
Florence Wafers	Small tins $3.70 per doz

CARR & CO., LIMITED.
Frank Magor & Co., Agents.

Cafe Noir	0 15
Ensign	0 12¾
Metropolitan mixed	0 09

Special price list of Fancy Tins for Xmas rade and other lines on application.

CANNED GOODS.

MUSHROOMS.

HENRI JONAS & Co.

Mushrooms, Rionel	$14 75
" 1st choice Dutheil	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
½ Fins	12 50
Fins	14 00
Tres fins	15 00
Extra fins	16 50
Sur extra fins	18 00

FRENCH SARDINES.

HENRI JONAS & Co.

¼ Trefavennes	$9 00
¼ Rolland	9 50 10 00
¼ Delory	10 50
¼ Club Alpins	11 50

CHOCOLATES & COCOAS.

Epps's cocoa, case of 14 lbs., per lb	0 35
Smaller quantities	0 37½

CADBURY'S.

Frank Magor & Co., Agents.	per doz
Cocoa essence, 3 oz. packages	$1 65
Mexican chocolate, ¼ and ½ lb. pkgs.	0 40
Rock Chocolate, loose	0 40
" 1-lb. tins	0 42
Nibs, 11-lb. tins	0 35½

TODHUNTER, MITCHELL & CO.'s.

Chocolate—	per lb.
French, ¼'s—6 and 12 lbs	0 30
Caraccas, ¼'s—6 and 12 lbs	0 35
Premium, ½'s—6 and 12 lbs	0 30
Sante, ¼'s—6 and 12 lbs	0 26
Diamond, ¼'s—6 and 12 lbs	0 22
Sticks, gross boxes, each	1 00
Cocoa—	
Homeopathic, ¼'s, 8 and 14 lbs	0 30
Pearl, " " " "	0 25
London Pearl 12 and 18 " "	0 22
Rock " " " "	0 30
Bulk, in boxes	0 18
Royal Cocoa Essence pkgs., per doz	1 40

FRY'S.

Chocolate—	per lb.
Caraccas, ¼'s, 6-lb. boxes	0 42
Vanilla, ¼'s	0 42
"Gold Medal" Sweet, ¼'s, 6 lb. bxs	0 29
Pure, unsweetened, ½'s, 6 lb. bxs.	0 42
Fry's "Diamond," ¼'s, 14 lb. bxs.	0 24
Fry's "Monogram," ½'s, 14 lb. bxs.	0 24

Cocoa—	per doz.
Concentrated, ¼'s, 1 doz. in box	2 40
" ½'s, " "	4 50
" 1 lbs. " "	8 25
Homoeopathic, ¼'s, 14 lb. boxes	....
" ½ lbs. 12 lb. boxes	....

JOHN P. MOTT & CO.'s.
R. S. McIndoe Agent, Toronto

Mott's Broma ... per lb.	0 30
Mott's Prepared Cocoa	0 28
Mott's Homeopathic Cocoa (¼'s)	0 32
Mott's Breakfast Cocoa (in tins)	0 40
Mott's No. 1 Chocolate	0 30
Mott's Breakfast Chocolate	0 28
Mott's Caraccas Chocolate	0 40
Mott's Diamond Chocolate	0 23
Mott's French-Can. Chocolate	0 18
Mott's Navy or Cooking Chocolate	0 28
Mott's Cocoa Nibbs	0 35
Mott's Cocoa Shells	0 05
Vanilla Sticks, per gross	0 90
Mott's Confectionery Chocolate	0 21 0 43
Mott's Sweet Chocolate Liquors	0 19 0 30

COWAN COCOA AND CHOCOLATE CO.'S.

Hygienic Cocoa, ½ lb. tins, per doz	$3 75
Cocoa Essence, ½ lb. tins, per doz	2 25
Soluble Cocoa, No. 1 bulk, per lb	0 20
Diamond Chocolate, 12 lb. boxes	0 25
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.

	¼-lb. Jar.	1-lb. Jar.	5-lb. Jar.
After Dinner	$2 40	$4 25	$18 60
Devilled	2 65	4 75	....

"THE EDWARDSBURG BRANDS"

Starch ..and Syrup

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

EDWARDSBURG STARCH CO'Y, Limited,

Established 1858.

164 St. James St., MONTREAL. | Works: CARDINAL, ONT. | 53 Front St. East, TORONTO.

DUNN'S PURE MUSTARDS

GIVE UNBOUNDED SATISFACTION.

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

COFFEE.

JAMES TURNER & CO.

	per lb
Mocoa	0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

TODHUNTER MITCHELL & CO.

Excelsior Blend	0 31
Jersey "	0 29
Rajah "	0 20
Old Government Java	0 28 0 30
Maracaibo	0 18 0 20
West India	0 16 0 18
Rio, choice	0 12

CLOTHES PINS

BOECKH BROS. & CO.

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

EXTRACTS.

HENRI JONAS & Co.

	Per gross
½ 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, Ancho 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
2½ oz. Round quintessence extracts	2 00
4 oz. Jockey decanters "	3 50

FOOD.

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

GILLETT'S POWDERED LYE.

4 doz. in case $3 60

JAMS AND JELLIES

SOUTHWELL'S GOODS. Frank Magor & Co., Agents.

	per doz
Orange Marmalade	1 50
Clear Jelly Marmalade	1 80
Strawberry W. F. Jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black Curran " "	1 85
Other Jams, W. F.	1 55 1 90
Red Currant Jelly	2 75

T. UPTON & CO.

Jams—	
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 07
30-lb " " "	0 06¾
Jellies—	
1-lb. glass jars, per doz	$1 00
7-lb wood pails, per lb	0 06¾
14-lb. " " "	0 06¾
30-lb. " " "	0 06½

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 & SMYLIE'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 4
"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
" " 5 lb. cans	1 50
"Purity" Licorice, 200 sticks	1 45
" " 100 sticks	0 73
Dulce, large cent sticks, 100 in box	

MUSTARD.

COLMAN'S OR KEEN'S.

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

BAYLE'S PREPARED MUSTARDS.

Robert Greig & Co., Toronto, Agents.

	½-lb. jars	1-lb. jars
Horseradish per doz.,	$1 75	$2 50
English Sandwich "	1 75	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 Parlor, single cases	1 60
" five cases	1 50

MINCE MEAT.

Wethey'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 07½

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.

	½ Pints.	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
Tobasco Pods in vinegar, ½ pt. "		3 25

QUICKMAID RENNET TABLETS

Single dozens	$0 00
¼ gross, with or without wooden bxs.	0 00
½ gross	0 00
1 gross	0 00

SODA.—COW BRAND

Case of 1 lbs. (containing 60 pkgs. per box, $3.00.
Case of ½ lbs. (containing 120 pkgs., per box, $3.00.
Case of lbs. and ½ lbs. (containing 30 1 lbs. and 60 ½ lb. package per box, $3.00.
Case of 5c. pkgs (containing 96 pkgs) per box $3.00

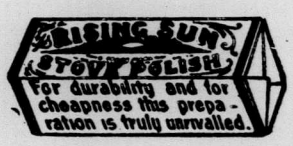
SOAP

A. P. TIPPET & CO. AGENTS

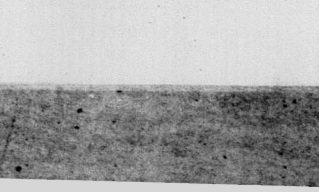
Maypole Soap, colors per grs. $10.20. black.
Maypole Soap per grs., $15.30.
Oriole Soap, per gross $10.20

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

STOVE POLISH.



	Per gross
Rising Sun, 6-oz. cakes, ½-gross bxs.	$ 8 50
Rising Sun, 3-oz. cakes, gross bxs	4 50
Stn Paste, 10c. size, ¼ gross boxes	10 00
Stn Paste, 5c. size, ¼ gross boxes	00



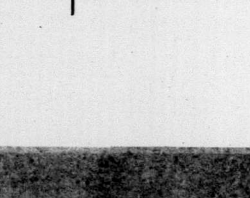
No. 4—3 dozen in case, per gross	4 80
6—3 dozen in case " "	8 40

STARCH.

EDWARDSBURG STARCH CO., LTD.

Laundry Starches—	per lb
No. 1 White or Blue, 4-lb. cartons	0 05¾
No. 1 " " 3-lb. "	0 05¼
Canada Laundry	0 04¼
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 07
Kegs Silver Gloss, large crystals	0 06
Benson's Satin, 1-lb. cartons	0 07½
No. 1 White, bbls. and kegs	0 04½
Benson's Enamel, per box	3 00
Culinary Starch—	
Benson & Co.'s Prep. Corn	0 06
Canada Pure Corn	0 04½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. cart.	0 09
Edwardsburg No. 1 White or Blue, 4-lb. lumps	0 07½

KINGSFORD'S OSWEGO STARCH.



SILVER GLOSS	40-lb. boxes, 1-lb. pkgs.,	0 08
	6-lb. boxes, sliding covers (12-lb. boxes each crate)	0 08½
	PURE—40-lb. boxes 1-lb. pack	0 07
	" 48-lb. " 16 3-lb. boxes	0 07
	For puddings, custards, etc.	
OSWEGO CORN STARCH.	40-lb. boxes, 1-lb. packages	07½
ONTARIO STARCH	38-lb. to 45-lb. boxes, 6 bundles	0 06
STARCH IN BARRELS	Silver Gloss	0 07½
	Pure	0 06½

BEE STARCH.

Cases, 64 pkgs. 48's	$5.00
½ Cases, 32 pkgs. 24's	2.50

Packages 10c. each.

Cases each 60 1-lbs	0
" " 60 ½-lbs	0
" " 30 1-lbs	0
" " 120 ½-lbs	0 36

TEAS.

SALADA CEYLON.

	Wholesale	Retail
Brown Label, 1's	0 20	0 25
" " ½'s	0 21	0 26
Green Label, 1s and ½s	0 22	0 30
Blue Label, 1s, ½s, ¼s and ⅛s	0 30	0 40
Red Label, 1s and ½s	0 36	0 50
Gold Label, ½s	0 44	0 60

Ceylon Tea, in 1 and ½ lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c	0 19
" " ½-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 ½'s	0 35	0 50
Blue Label, 1-lb. and ½'s	0 28	0 40
Green Label, 1-lb.	0 19	0 25
Green Label, ½'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.

LUDELLA CEYLON, 1's AND ½'S PKGS.

Blue Label, 1's	0 18½	0 25
Blue Label, ½'s	0 19	0 25
Orange Label, 1's and ½'s	0 21	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ¼'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

TOBACCO.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 3½s, 5s and 10s	0 39
Royal Oak, 2 x 3, Solace, 8s	0 52
Something Good, 7s	0 48
Chewing—Bobs, 5s and 10s	0 36
Currency, 13¾oz. bars, spaced 9s	0 39
Currency, 6s and 10s	0 39
Old Fox, Narrow 10s	0 40
Snowshoe, 10½ oz. bars, spaced 8s	0 44
Snowshoe, pound bars, spaced 6s	0 44
Snowshoe, 2x4, 6s	0 44
Pay roll, 6s	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.

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In fact, all kinds; besides being very neat in appearance, they are strong and durable. Send your orders to

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GREEN TEA

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With Bulk Teas we give a handsome tin, capacity 60-lbs., free with every order for 100-lbs.

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

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SATISFYING FULLY, RECUPERATING QUICKLY, DIGESTING EASILY.
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THE EXPRESS ROLLER MILLS
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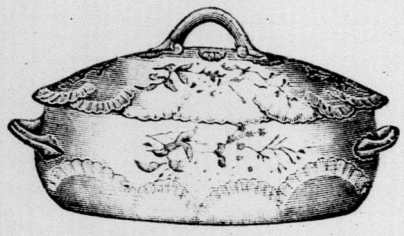

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Condensed Mince Meat

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