

PUBLISHED
EVERY
FRIDAY

THE
CANADIAN GROCER
AND
GENERAL
STOREKEEPER

CIRCULATES
IN EVERY
PROVINCE

QUALITY..

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

That's the _____
STRONG POINT
in
Colman's Mustard

**PEEK
FREAN
& C^{O'S}**

"We hold a vaster assortment than
has been."

Here are some. "There are others."

Perhaps you are looking
for

Plain Biscuits

If so,

Atlantic 190 to lb.
Hotel - 200 to lb.

Are sure to please you.
Cannot be excelled.

A Dainty of
Dainties. . .

Celery Biscuits

Pleasant to the
taste.

MEDICINAL

Plain and real
Celery Flavor.

REMEMBER! It only costs two cents to answer questions.

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

<p>Corn Brooms</p>	<p>BROOMS</p>	<p>"Rose" "Pansy" "Thistle" "Maple Leaf" "Shamrock" "Daisy" "Tulip" and "Good Luck" ...</p> <p>Always reliable and as represented.</p>
<p>STANDARD BRANDS</p>		
<p>"GEM" "WIRE" "SNOW" "OORKER" "HEARTH" "LA BELLE" "BARBERS" "TRAVELLER"</p> <p>Wood, Bone, Nickel, Silver and Plush Handles. Large Variety. Low Prices.</p>		
<p>WHISKS</p>	<p>Corn Whisks.</p>	
<p>The H. A. Nelson & Sons Co., Limited 59 to 63 St. Peter Street MONTREAL Toronto Sample Room: 56 and 58 Front St. West</p>		

EXTENDED INSURANCE.

One of the many liberal features embodied in the **UNCONDITIONAL ACCUMULATIVE POLICY** issued by the

Confederation Life Association.

HEAD OFFICE—TORONTO.

is the provision for Extended Insurance. After three full annual premiums have been paid, the insured is entitled to Extended Insurance for the full amount of the policy for a term of years definitely stated therein. Paid-up and Cash Values also guaranteed.

Rates and full information sent on application to the Head Office, Toronto, or to any of the association's agents.

W. C. Macdonald,
Actuary.

J. K. MACDONALD,
Managing Director



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of losing a customer by offering a substitute for
Millar's Paragon Cheese.

It is the best to be had in Canada, and the dealer who is desirous of satisfying his customers, and at the same time making good profit, will always have it in stock. **HAVE YOU?**

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

Agents—W. H. Duggan & 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. GOLSON & SON, MONTREAL.**

The Top Notch of Quality.

"Hand-in-Hand" Brand Bi-Carb. Soda.

As true as the needle of a compass in the unvarying evenness of the grade. The "Hand in Hand" Brand *has the strength of the strongest, because of its great purity—98 50/100 of pure bi-carbonate of soda in it!* Known as the brand that creates permanent business, and designated by the Trade Mark of a pair of Clasped Hands, which *must* appear on every package or cask of the genuine goods. "The Top Notch of Quality."

Griffin & Skelley's "Griffin" Brand Dried Fruits.

Direct from the Vineyards of the Packers, which are among the largest on the Pacific Coast. Dried Apricots, Peaches, Pears, Raisins and Prunes, grown, cured and packed under the watchful care of men of life-long experience. No tampering with the product after it leaves the packer's hands—your *own* hands will be the first to touch the goods. Above competition—"The Top Notch of Quality."

ARTHUR P. TIPPET & CO., Agts.,

8 Place Royale Montreal.

23 Scott Street, Toronto.

HENRI JONAS & CO.

MONTREAL,

Have received from Messrs. Lout Freres & Co., Bordeaux, France.

(This firm was established in 1825)

Petits Pois Extra Fins in glass jars.
 Champignons (Mushrooms) in glass jars.
 Haricots Verts (String Beans) in glass jars.
 Macedoines (Mixed Vegetables) in glass jars.
 Haricots Flageolets (Lima Beans) in glass jars.
 Fonds d'Artichauts (Artichokes) in glass jars.
 Anchoix a l'Huile in glass jars.
 Anchoix au Sel in glass jars.
 Asperges en branches (Asparagus) in glass jars.
 French Tapioca in ½-lb. packets.
 French Semouille in ½-lb. packets.
 French Capers in bottles and in kegs.
 French Chocolate in ¼ and ½ lb.
 Pures de Tomates in ⅛, ¼, ½ and quart bottles.

Received from Lenoir, Fils, Paris, France.

Champignons Extra.
 Champignons ler Choix.
 Champignons ler Choix, "Dutheil."
 Champignons 2nd Choix, "Rionel."

Received from A. B. Schwarz, Strasbourg.

The celebrated Pates de Foies Gras Truffles.

Received from Bernard, Bizac & Co., Souillac.

Truffles in glass and in tins, all sizes.

Received from R. Aguilar, Seville, Spain.

Spanish Queen Olives. Manzanilla Olives.
 Stuffed Olives, in bottles, kegs and barrels.

Received from Jas. Violett & Co., Bordeaux, France.

French Plums in bottles, tins and 28-lb. boxes.

Received from T. Bertolli, Italy.

Finest Lucca Salad Oil, ½-gallon and 1-gallon tins.

French Vermicelli, Macaroni, Spaghetti, Letters, French Sheet Gelatine
 in 1-lb. packets, French Mustard, etc., etc., etc.

Jonas' Flavoring Extracts are the pioneers in Canada.

ESTABLISHED IN 1870.

Send orders direct to.....

HENRI JONAS & CO., MONTREAL.

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**Cigars
of
Quality.**

If a grocer is going to sell Cigars it will pay him from every point of view to sell my "Pharaoh" 10c. and my "Pebble" 5c. Cigars. They are "Cigars of quality" and by that I do not mean that there is not a handsome profit for the grocer on every one of these two Brands that he sells, **because there is!**

Let no grocer think for the moment that it will not be to his pecuniary advantage to sell my Cigars—let him send in for a "trial order" and prove it **entirely at my expense.** Money back if he isn't suited!

**J. Bruce Payne, Cigar Mfr.,
Granby, Que.**

The grocer who recommends



**"Sterling"
Brand**

pickles and relishes comes into favor with his customers. They are the kind of goods that give satisfaction and bring back customers to one's store again.

Is your stock well assorted? Just look it over and make up memo. of what is needed to properly sort up.

T. A. LYTLE & CO.

124-128 Richmond St. West,

TORONTO



Plenty of Money!

Nine tenths of the grocers who sell Tillson's Pan Dried Rolled Oats have plenty of money. They are successful. They discount their bills and take advantage of the many opportunities that plenty of money always creates. Their credit is A No. 1. They are thrifty, prosperous, happy. When they want money all they have to do is to go around to the Bank and get it.

Tillson's Pan-Dried Rolled Oats

have played their own little part in bringing in "plenty of money" to these men. The well-known high quality of such standard goods adds to the character of a grocer's general stock. Confidence has grown apace—permanent trade has been secured—business has been built up in the only safe way, **on the foundation stones of quality.** Do you, too, want "plenty of money"? The high quality of Tillson's Pan Dried Rolled Oats will help you very materially to get it.

THE TILLSON CO'Y, Limited, Tilsonburg, Ont.

FISH

SEASONABLE LINES
OF BEST QUALITY
AT LOW PRICES.

No. 1 Large Dry Cod, in quintals.
Whole Boneless and Skinless Cod, in 100-lb. cases.
Whole Small Dressed Cod, in 40-lb. cases.
Boneless Fish, "Satisfaction" and "Imperial" Brands, 25 and 40-lb. cases.
Quail on Toast, 1 and 2-lb. bricks, 24-lb. cases.
Pure Cod, 1 and 2-lb. bricks, 24-lb. cases.
Shredded Cod, in Cartons, 2 dozen in a case.
No. 1 Labrador Herrings, brls. and ½-brls.
No. 1 Split Herrings, brls. and ½-brls.
Mackerel, ½-brls. and pails.
New Scaled Herrings.
No. 1 Lake Superior Trout.
Labrador Salmon, ½-brls. and pails.
Finnan Haddie, 15 and 30-lb. cases.

A splendid assortment of all kinds of Canned Fish.

W. H. GILLARD & CO. Wholesale Grocers,  Hamilton.



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.

THE SAUCIEST OF SAUCES.

PATERSON'S

possesses a peculiar
liquancy, and is more
generally used than other
SAUCES.

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



PREPARED BY—
R. PATERSON & SONS, GLASGOW.

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

Agents—
ROSE & LAFLAMME, MONTREAL.



Batty & Co.

ESTABLISHED 1834.

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.

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CIRCULATES
IN EVERY
PROVINCE

CANADIAN GROCER

AND
GENERAL
STOREKEEPER

VOL. XV.

TORONTO AND MONTREAL, FEBRUARY 8, 1901

NO. 6

MUTUAL FIRE INSURANCE FOR GROCERS.*

ONE of the problems that confronts the retail grocer that is proving a very perplexing one, one that calls for a great deal of thought, one on which a great deal has been written, is

THE QUESTION OF EXPENSE

—cost of conducting business. How can it be reduced? Where can we lop off a portion, however small, without impairing the efficiency of the service? Profits are growing smaller, but the item of expense grows on apace under our present system of doing business. In order to hold patronage, new and up to date fixtures, plate-glass fronts, etc., have to be procured. They must be forthcoming, if you wish to avoid the odium of being classed as a back number. One of the items of expense that cannot—or, at least, should not—be done away with is

FIRE INSURANCE

—protection against loss or damage by fire. That protection has, in the main, during the past, been procured by the party desiring same from stock fire insurance companies, ostensibly organized to indemnify the assured in case of loss or damage by fire, but, to judge from the balance sheets published, primarily organized with the intention of realizing 100 per cent. per annum on the capital invested. Some of our State associations, realizing that stock companies were asking the retailer more for this protection than what the hazard warranted, began agitating the question of the formation of mutual fire insurance companies.

* A paper read before the recent convention of the National Retail Grocers Association of the United States, at Detroit.

The question has frequently been asked: Why do grocers invade a field entirely out of their line? They are middlemen and why

USURP THE FUNCTIONS

of an insurance company by the formation of mutual fire insurance companies and by so doing deprive stock companies of what rightly belongs to them? The retail grocer would not fancy the proposition of the consumer forming mutual or cooperative stores, buying direct from manufacturers and disposing of the output direct to the consumer at actual cost. I contend that the consumers would be justified in organizing mutual stores if the profit exacted by the retailer should be exorbitant, and experience has taught us that whenever exorbitant profits are exacted, the question of evading them is discussed and usually results in the effort being made on mutual or associated lines. It is on account of the

OUTRAGEOUS PROFITS

demand by stock insurance companies that they have brought down upon themselves the competition of merchants' mutual fire insurance companies. The stock companies discriminate in the matter of rates against the retailers who have but few and small losses, in favor of the larger dealers, jobbers and manufacturers. In Minneapolis and St. Paul the average rate paid by the retail grocer is about \$1.40 per hundred, while jobbers and manufacturers pay from 35c. to \$1, but 35, 45, 50 and 60c. rates predominate. The apportionment is unjust, but in justice to the stock fire insurance companies, I must say that they are

doing no more than our State Government is doing in the matter of taxation.

THE SMALL DEALER

pays taxes on all that he possesses and the larger one on only that proportion of his wealth that he is unable to conceal, and a perusal of our tax list in Minnesota would indicate that some of the wealthy citizens and corporations have served their apprenticeship on the hide question.

It is this manifestly unfair method of taxing the smaller dealers to pay losses incurred on larger risks that has caused the retail merchants of Illinois, Iowa and Minnesota to organize retail merchants' fire insurance companies, and it is the splendid success of these companies that is inducing the retailers of Michigan, Wisconsin and North and South Dakota to agitate the question of forming mutual fire insurance companies.

Mr. W. A. Scruby, who is at the head of the movement in the State of Iowa, informs us that the

FIRE LOSSES ON RETAIL GROCERY STOCKS in Iowa amount to less than one-fourth of the premiums paid by the grocers. The other three-fourths serve to pay large dividends to stockholders, salaries to officers far more than commensurate with the services rendered, and to accumulate a vast fund in the hands of those who are speculating in fire insurance. One stock company in Iowa is carrying \$44,000,000 of insurance with a capital stock of \$25,000 and is paying annual dividends of 120 per cent. to the stockholders, besides having a divisible surplus of \$282,000 and total assets of \$795,000.

As another instance, a New York insur-



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.

ance company, having a capital of \$1,000,000 is carrying \$43,000,000 in insurance in Iowa. This company has a divisible surplus of \$4,000,000 and its total assets are more than \$9,000,000.

THESE FIGURES ARE STARTLING.

in that they show the enormous profits of the stock insurance companies, and the security they offer the merchant insured with them is not any better, if as good, than that of such a mutual company as is now established in Minnesota, Illinois and Iowa. The merchants can see by these figures what tribute they have been paying for insurance protection, merely to pile up the profits of foreign companies.

We find that some retail merchants are skeptical as to the feasibility of conducting a mutual company on lines as outlined in the by-laws of the Illinois and Minnesota companies. There can be no question about the success of a mutual fire insurance company properly and economically managed. It is a business proposition. Mutual fire insurance companies are among the oldest and best. One company in Rhode Island is over 100 years old, and has policy No. 1 still in force. Mutual fire insurance companies, managed and organized under the auspices of a State retail grocers' and general merchants' association, have the advantage of other mutual companies that those interested enjoy a personal acquaintance with each other, which you will find a great convenience in the mutual insurance problem.

MUTUAL INSURANCE

furnishes the assured insurance at actual cost. After all losses and expenses have been provided for and paid, the balance is returned to the policy holder as a dividend. You will undoubtedly now ask: What if the losses should exceed the amount of premiums collected? Policy holders in the Minnesota company are liable (this liability is fixed by law, and varies in the different States) for a sum equal to and in addition to the cash premium written in their policy.

THE LIABILITY QUESTION

is what stock companies' agents will harp upon. They will advance arguments to the effect that you are bound to be assessed; the assessment argument is about the only one they will use. They will fail—at least we find that to be the case in our State—to inform you that the loss ratio in Minnesota was only 59 per cent. during the past 28 years, and that on all classes of business written, retail grocers and general merchandise stores and stocks are classed by all fire insurance companies as preferred business. You will find if you take the trouble to investigate that the loss ratio of mutual companies is always less than the average, owing to the fact that they, as a rule, write only preferred business. They will fail to inform you that the retail merchants of Illinois have been doing

A DIVIDEND PAYING BUSINESS

during the past year, and that this same company at this time has the confidence of the merchants of the State to such an extent that retail merchants have applied for \$5,000,000 during 1900. They will not mention that the State of Illinois has over 200 mutual companies in addition to the retail merchants' company, all of them doing a dividend-paying business.

Farmers' mutuals, never a whimper from stock company representatives. They don't mention them. Why! because they are a success and if farmers can conduct a mutual fire insurance company successfully would any sane man venture to assert that the retail merchants associated together cannot? Seventy-seven thousand farmers in Minnesota during 1899 carried \$108,000,000 of insurance on the mutual plan at a cost to them of 17c. per hundred. Old line companies claim they cannot carry that business at less than 75c. per hundred. Result, a saving of \$651,224 to the farmers of our State.

The agents and representatives of stock companies will fail to mention these facts. The reason is because they are anxious

for your business for the profit and commission that is in it. It is true that no mutual fire insurance company can guarantee that there will be no assessment over and above the premiums paid, but the fact that the loss ratio is so small, and especially so on preferred risks, says no most emphatically.

Twenty-four mutual companies in Rhode Island are earning \$427,493,000. They have returned in dividends to policy holders \$2,820,000; that would indicate that one of our States, even though it is the smallest, has demonstrated that mutual fire insurance companies are profitable.

Merchants, as a rule, have given this question but

LITTLE THOUGHT;

many of them are under the impression that a mutual company is conducted on the assessment plan, assess after the loss occurs and pay when the assessment has been collected. That is not the method employed by up-to-date mutual companies. In Illinois and Minnesota, a full cash premium is collected, the expenses and losses are paid, and it is only in case premiums collected should prove insufficient for the payment of losses and expenses that an assessment is made.

This movement for cheaper protection against loss by fire is growing, everything is in its favor, safe, reliable protection at actual cost to the assured, the affairs of the company in charge of directors that you are personally acquainted with and in whose election every policy-holder has a voice. United efforts on these lines and other lines as well must result in the material welfare of each individual member.

The employes of Misener Bros., grocers, Brantford, Ont., were given a banquet by the firm on Wednesday last week.

Wede & Johnston, grocers, etc., Fordwich, Ont., have sold their stock, etc., to George McKee, Gorrie, Ont., who will continue the business in Fordwich.

PROMPTNESS and CARE

IN FILLING THEM.

WE SOLICIT

ORDERS BY MAIL.

Do not hesitate because order may be small—"Size makes no difference."

We mean to treat you exactly as if we were face to face.

Lucas, Steele & Bristol, Wholesale Grocers, Hamilton.

When a thing strikes you

you need not always feel hurt. We have some elegant lines of **Canned Fish** which we know will strike you right, and by sending in your order you will feel happy.

Mackerel in 1-lb. tins to retail at **10c.** **CHEAP**
Salmon "Strathcona" in 1-lb. tins to retail at **10c.** **GOOD**
QUICK SELLERS.

WE ALSO HAVE A FINE STOCK OF THE FOLLOWING:

SALMON.

- "Clover Leaf."
- "Maple Leaf."
- "Lynx."

LOBSTERS.

- "Beaver" in 1/2-lb. tins.
- "Sam Bishop" in 1-lb. tins, tall.
- Lobster in 1-lb. glass, a great treat.

JAMES TURNER & CO., Wholesale Grocers, Hamilton.



THE DOMINION BREWERY CO., LIMITED

Brewers and Maltsters

TORONTO

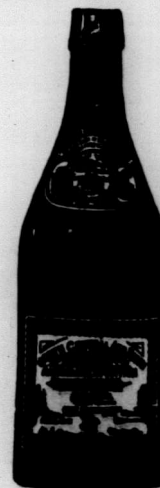
Manufacturers of the Celebrated

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.



**Imperial
Goods**
ALWAYS
THE BEST.

IMPERIAL SOAP *Snow, Imperial,
Cameo, Klondike.*
IMPERIAL VINEGAR
IMPERIAL COCOANUT

Our Travellers always carry samples.

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

SOME TEA BLENDS.

A GROCER may be selling tea to his customers and the flavor pleasing, but be lacking in body or too light in liquor; by adding to it a small proportion of one or two other varieties possessing these proportions the defect is easily remedied, giving a uniform quality, strength, flavor and pungency.

First, find a combination that will please the majority of your customers, but understand that all combinations of tea must depend upon the grade and character most in demand in that particular section for which they are intended. For instance, Philadelphia, where Oolongs are in most demand, the blend must consist of fully one-half of that variety. As the taste for any particular flavored tea is an acquired and not a natural one, it follows that consumers want that particular flavor again; so first find a combination and maintain its standard of quality at all times. In blending avoid the mixing of teas of a heavy, strong, coarse description with a highly-flavored and delicate character, as it will be beneficial to neither.

For a rich, full-bodied tea—four parts choice Formosa, four parts choice Foochow, two parts choice Ceylon. Another combination—five parts Foochow Oolong, two

parts Moyune Young Hyson, two parts basket fired Japan, and one part Cangon. A green tea blend—two parts pan-fired Japan, four parts Moyune Young Hyson. In a thickly populated or manufacturing district, heavy bodied Foochow Oolongs will be the best foundation of all blends—five parts Foochow Oolong, two parts Cangon, one part Assam. Assams of the finer grades, Pekoe tipped, and flavored strong and pungent, are the best foundation of all blends among Scotch, Irish and English. After blending, allow it to stand in the bin, tightly closed, in order that the different teas may have time to assimilate to each other. Tea should be kept in a dry atmosphere, and apart from any high-smelling articles, such as fish, spices, etc. —J. R. McIntosh, in Grocers' Review.

WILL CATER TO GROCERY TRADE.

The H. A. Nelson & Sons Co. will continue to do business in their Toronto warehouse, the burning of the Montreal premises affecting the Toronto branch only in connection with the stationery lines. Heretofore samples of stationery have been carried in the Toronto branch, but this will now be discontinued and the business confined wholly to the needs of the grocery trade.

"OLD RUT" BUSINESS MEN.

It is queer how some business men of ample means, remarks Ad. Writer, continue year after year in the old rut, doing business without advertising, and complaining of dull trade and too much competition, when they can look across the street and see some pushing young fellow who started on borrowed capital building a fine trade and hiring additional clerks each year, and succeeding admirably, by liberal advertising—letting the people know that he has goods to sell at the right prices, and goods that are fresher and better than "the other fellows keep," because he is constantly selling his and getting new stock. And still, these same merchants will oftentimes decline to give a drummer an order for certain articles because "they don't sell good any more—people call for articles of soap, coffee, hams, shoes, clothing, etc., that the factories or wholesale houses advertise." Thus, he sees all around him the righteous effect of advertising, but continues blind to the fact that it could be effectively applied to build up his business. The time is not far distant when this class of men will be compelled to retire from the field, which will be fully occupied by the more progressive business men—men who not only see, but profitably apply, the merits of advertising.



LET US HOPE

that some day this old world will be run just right and all its evils remedied; then, and not until then, will all the food we eat be absolutely pure. But in the meantime, the grocers of this age can do a great amount of good by selling, as far as possible, those goods which they know to be pure; and of these

IMPERIAL

heads the list.

FISH

Pure Cod—Quail on Toast—I's Blocks. Boneless Fish—Scaled Herring, Labrador—Barrels and Half-Barrels.

ON HAND AT

THE DAVIDSON & HAY, LIMITED

36 Yonge Street, TORONTO.

PREPARATION OF FRENCH PLUMS.

IN a report recently received at the Foreign Office, Mr. W. R. Hearn, our consul at Bordeaux, says that few people in the United Kingdom give the matter a thought, or if they were to do so, would realize the importance of the industry in French plums. If every one of the inhabitants of the British Isles were to eat one medium sized plum a day, the daily consumption would amount to about 6,000 cwt. A very small proportion, however, ever eat a "prune" at all, and yet they are being exported to and through the United Kingdom, at the rate of several hundred tons each week.

Why should not "French plums" be made in the United Kingdom? It has been authoritatively stated that the crop was so abundant last summer that English plums were given away to those who cared to pick them, or allowed to rot on the trees; and yet if the mode of preparation made use of in France were employed in the United Kingdom, those wasted plums, although certainly not equalling the French article in quality and not even able to compete with it as a table delicacy, would prove an immense boon to the many and a means of satisfactory profit to the growers.

The French plum of export is called the

"Prune d'ente," because it is a grafted plum. (Fr. Enter, to graft.)

The species of plum is commonly called "la Robe Sergent," on account of its purple color, which resembles that worn by gendarmes in the reign of Louis XIV. It is grafted on the stock of the "Mirobolant" plum, while the commoner French plums, used for stewing, are taken from a tree called "Prune St. Antoine." The plums are not cultivated in any systematic way, but collected from the trees grown here and there in gardens, orchards, vineyards and fields owned by the peasants, and brought into market at various small towns to which the buyers resort. The idea of plums being grown in vineyards will appear strange, but the present proprietors often grow all sorts of crops between the rows of vines, from maize to strawberries.

The department where the greater part of the plums are grown is the Lot and Garonne, of which Agen is the chief town and market, and there are also plum markets at Monclar, Villeneuve, Sainte Livrade, Lacapelle-Biron, Cancon, Montastruc, Duras, Villereal, Tournon, Lauzun, Tonneins and Porte Sainte Marie. Plums are also grown in the neighboring departments, but the Lot and Garonne is the centre of the trade.

The plums are gathered in a ripe state

from the trees and go through a certain amount of drying before they are brought to market. Either in the sun or in bricked kilns they are dried until the juice is out of the fruit, which has then lost two-thirds of its bulk. They are then taken to the markets and bought by the preservers.

Prices, of course, vary with years and seasons and sizes. The plums are classed according to the number it takes to weigh a French pound. The largest plums take 40 to 44 to the pound, and fetch the highest price, and the sizes then following take 50 to 54, 60 to 64, and so on up to 120 to 124 to the pound, which fetch a very inferior price. Naturally, the prices of the various sizes fluctuate according to supply and demand.—Commerce.

HARTNEY MERCHANTS MEET.

The business men of Hartney, Man., have formed an association for the purpose of advancing the interests of the town and the surrounding district. At their meeting on Wednesday evening, last week, it was decided to encourage the proposal to start a creamery at that place. The officers of the association are: President, James Innes; first vice-president, R. Shone; second vice-president, E. Chapin; secretary, T. D. Sutherland; treasurer, E. K. Strathy.



"THE
SQUARE
THING."



A. F. MacLAREN IMPERIAL CHEESE CO., Limited,
Sole Agents, TORONTO.

That is what we do
with all our customers.

And you will be doing
"the square thing" with
your customers in sell-
ing them

Upton's Jams
Jellies and
Marmalade.

CANADIAN POULTRY IN ENGLAND.

(From the Birmingham Daily Post.)

TURKEYS.

THE development of the poultry industry of this country is one of the most remarkable features of the last quarter of the century just about to expire. The advance is mainly due to the cultivation of a varied taste in the household. No doubt, taking the year through, the pride of place on the dinner table is still enjoyed by the "roast beef of Old England"; but at certain seasons, and notably at Christmas time, the poulterer competes on very favorable terms with the butcher for the patronage of the public. As the demand for table poultry has so extensively increased, an impetus has been given to an important branch of agriculture which is steadily becoming more valuable and profitable. The supply of home bred birds, however, is by no means equal to the demand, and just as we have to depend upon foreign countries in a great measure for other sources of our food supply, so we have also to rely upon the foreigner to make good our deficiency in poultry. Until within recent years, we were dependent upon our neighbors upon the English Channel; but now, thanks to the improved facilities for the carriage of meat provided on the steamships, this country has become a prominent customer of countries farther away, and particularly of many of our colonies. Canada, the home of so many of our kindred, is one of the colonies which is making rapid progress in the business of agriculture. For some years she has supplied us with corn and beef, and she is now anxious to extend her trade with us in poultry.

The principal feature of the poultry market is the steadily increasing demand for turkeys specially prepared for the table—birds which are characterized by speedy growth, fine quality of flesh, and great breast development. The birds reared in Great Britain under prevailing conditions are naturally the best, and they command the highest prices; but Canada is the home of the turkey. The breed was introduced into Europe from North America early in the sixteenth century, and efforts are being made to place upon the British markets Canadian birds which will bear favorable comparison with those from any other country. It is now about 10 years since an attempt was first made to bring Canadian poultry to England for the Christmas markets. At that time the facilities for the carriage of perishable goods on board ship were in a very crude state. The birds were packed loose in their feathers in cases and conveyed in the ship's hold to Liverpool. The journey usually occupied nine or ten

days, and, as the birds remained so long in a close atmosphere, they were found to be in very poor and almost unsalable condition on their arrival. Trade consequently was poor and the experiment of shipping dead poultry to England was a failure. The steamboat companies were appealed to; but very little improvement was made, and during the next three years not more than 1,000 or 2,000 birds were consigned to this country. Still, the merchants on both sides of the Atlantic did not despair, and ultimately representations were made to the steamship companies that the poultry trade might be enormously developed and made to pay all parties if only proper storage on the boats were provided for the birds. In the belief that something would be done, measures were adopted for sending over altogether about 50,000; but the experiment was again disastrous, and the shippers suffered serious losses. Then the Canadian Government took the matter up, and in 1896 communicated with different salesmen in England, asking for their views on the important question of the packing and shipment of poultry. One Birmingham gentleman who was written to impressed upon the Government the necessity of a proper system of cold storage upon every boat, and the adoption of an improved method of packing the birds so that their quality might not be impaired by the journey. If those principles were carried out, he predicted a great future for the Canadian poultry trade generally. These suggestions were acknowledged in a letter of thanks, and on the technical lines which had been emphasized by all their correspondents, the Canadian Government approached the steamship companies. The result was that before the next season commenced several new vessels which had been added to the service, as well as the old vessels, were fitted with cold air chambers.

The previous season had been so disastrous that the merchants were somewhat afraid, and during the winter of 1896 the consignments of turkeys were not more than half those of the previous year. The result, however, was fairly satisfactory, and the trade in the succeeding years advanced enormously, in comparison with previous seasons. But, while the cold air process succeeded, the packing was decidedly poor, and the condition of the birds was not so good as it should have been. It was obvious, therefore, that unless the method of packing was improved the trade must again fail, and so during the past summer two or three poultry experts were sent from Eng-

land to Canada to teach those engaged in the Canadian business how to collect and pack the birds. Their experience has been very beneficial, and now for the first time the poultry is being brought over under the most favorable conditions for the market. The merchants first of all visit the farmers in the autumn and buy the birds, which are delivered alive on specified dates at the important centres, such as Toronto and Montreal. Then they are killed and plucked and hung up for 24 hours in cold chambers. At the end of that time each bird is separately wrapped in parchment paper, and they are packed in cases, each case containing a dozen birds. The cases are conveyed by train to the ports of Portland, Me., St. John, New Brunswick, or to Boston and placed in cold-air chambers on board ship. Cold air is pumped into the chambers by day and night, and the temperature is maintained just above freezing point. The birds are never frozen, but kept in a chilled state, and, as the quality of beef and venison is said to be improved by hanging for several days in the larder, so also is it claimed that the quality of the Canadian birds, which are placed on the British market within 14 days of being killed, is quite as good as that of birds killed in the ordinary way in this country. At present, the season for Canadian turkeys in England commences a week before Christmas and continues until the middle of January, or about a month altogether. The birds are rather larger than the English birds, ranging from about 8 to 30 lb. in weight. The breed is that of the American bronze; but as the trade develops smaller birds will be cultivated, and then Canadian turkeys may be expected in our markets all through the English season, which commences at the beginning of December and continues until the end of March. During the month this year it is estimated that at least 300,000 Canadian turkeys will be shipped to England. The consignments will be distributed at Liverpool and despatched to all the principal centres in the country. Birmingham's share will be probably 70,000.

CHICKENS, DUCKS AND GESE.

Chickens were first imported from Canada about two years ago; but, as in the case of the turkeys, the birds arrived in poor condition owing to the inexperience of the men engaged on the other side of the Atlantic in the work of packing. Altogether some twenty cases, each containing 150 birds, were received. The experiment was a failure, and consequently last year there was practically no trade in Canadian chickens. This season, however, under the improved conditions in regard to carriage and packing, an effort has been made

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to create a demand for the birds in this country. The season opened in October and will close in March. During the early weeks several important consignments of birds arrived in England, and a large proportion were brought into the Birmingham market. They were not only salable, but were considered to be almost equal to the English birds. Their excellent condition was mainly due to the fact that there were only twenty-four in a case, and that each bird was packed as carefully as the turkey. The fowls are mainly crossbred, and with a view to improving the quality and producing table poultry of the best description, Plymouth Rocks are being largely exported from this country to Canada for crossing with the poultry reared by the American farmers. For Christmas consumption alone, some 200 cases of birds were disposed of on the Birmingham market. Shipments arrive weekly, and it is generally believed by the end of March, when the season closes, the experiment of bringing Canadian chickens to England will be found to be a complete success. If so, the trade will become far more extensive another year.

A few cases of ducks were consigned to England last year, and they met with a satisfactory sale. This season nearly 100 cases arrived in this country, each case con-

taining 12 birds, merely for the Christmas market. They average in weight from 8 to 16 lb. a couple; but, as the demand only lasts about a fortnight at present, there is room for development.

The same may be said of geese. Two years ago, about 300 cases of geese were received in England, each case carrying from 14 to 16 birds. They averaged 8 to 12 lb. in weight, and, being rather small when compared with the English birds, buyers were not so keen in demand. The quality, too, was not so good as that of the English, Irish, or French birds. Experience was the same last year, and, as the birds have not yet reached the quality and size of those to which we have been accustomed, few Canadian geese are on the English markets this year. But the farmers are already trying to improve the breed, and the opinion prevails that in the near future the Canadian poultry trade in this country will assume large and rapidly-increasing dimensions. If the quality of the birds is maintained and their condition is assured, the British public will reap the benefit of the enlarged competition, for the Canadian birds are retailed in the market at a cheaper price than those raised in England.

Chas. Moneburg intends starting a cigar factory in Winnipeg.

THE CALIFORNIAN ORANGE CROP.

Estimates of the Californian orange yield grow larger as the season advances. The estimate of all citrus fruits for 1901, in The San Francisco Chronicle annual, was 22,000 carloads, of which 1,145 were set down for central California. The railroad authorities are said to now estimate the southern crop of oranges alone at between 19,000 and 20,000 carloads, of which, up to January 19, 4,400 carloads had been shipped, which breaks all records to that date, while 850 carloads have gone forward from the central part of the State. Our contemporary's estimate of the shipments from the district of which Oroville is the centre was 500 carloads, and the Southern Pacific Company now estimates the total crop from that district at between 900 and 1,000, which goes to show that new groves are coming into bearing of which no one knew anything. It is probable, as is usual in good years, that the citrus crop will exceed all estimates, and that this will be the most prosperous year Californian citrus-growers have ever known. The abundant rains which have fallen in the southern counties will improve the quality of the fruit and strengthen the vitality of the trees to produce next year's crop.

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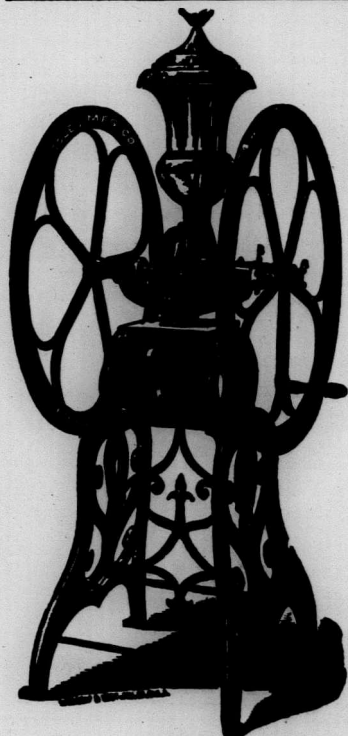
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THE BARBADOES MOLASSES MARKET.

THE condition of the Barbadoes molasses market is interesting at the present moment. Cable quotations received in Montreal this week quote the opening prices on the new crop at 15c., but it is not specified whether this means for goods on the estates or on the coast, or whether it includes the cost of the puncheons or not. If it means f.o.b. the coast and includes the puncheon, then it will cost 33c. to lay new Barbadoes down in Montreal; if it does not include these expenses it will cost 37c.

Several authorities are inclined to take the 37c. view of the quotation as mail despatches from Demarara, dated January 27, say that the weather has been decidedly against the new crop and that the yield will not be nearly so large as expected. To them the anticipated surplus of 4,000 puncheons over last year's production has been wiped out and this year's prices are as high as last year.

Although it really should not do so, this

cable is influencing the spot market. The new goods cannot be brought to the Canadian market before April at earliest, and between now and then the wholesalers must supply the heaviest demand of the year for molasses. During February, March and early April the people of Canada consume more molasses than at any other time of the year.

The stocks held to meet the consumptive demand this year are very light; perhaps the present holdings are not one-fifth of what they were last year. There is only one heavy holder in Montreal, and he is firm. The wholesalers' stocks are light, and the supplies throughout the country are certainly not heavy.

Yet, in spite of this shortage, there are those who fancy the 15c. cable on goods coming here in April must depreciate the spot market. We cannot see how it can, if the present holders of stock consider their own interests. Porto Rico molasses is worth 37 or 38c., whereas last year it sold at 32 or 33c.; the high price has turned almost the entire demand to the West Indian article.

The course of the molasses market during the next few weeks will be watched with interest.

He who would be successful in business should study not only the methods of others, but should experiment with ideas of his own.

SNUFF-TAKING IN CANADA.

A religious paper published in Toronto recently expressed satisfaction at the decrease in the use of snuff. If the writer had perused the last report of the Inland Revenue Department he would probably have concluded that, as far as Canada is concerned, the statement would hardly apply.

It is true, less snuff was subject to excise duty in 1900 than two years before, but, compared with 1899, the quantity was larger rather than smaller.

The quantity for each of the three last years was as follows: 1898, 223,175 lb.; 1899, 218,225 lb.; 1900, 219,737 lb.

Not much satisfaction either can be taken out of the imports, which, for the past five years, were as follows: 1895, 7,456 lb.; 1896, 5,296 lb.; 1897, 9,170 lb.; 1898, 5,610 lb.; 1899, 6,313 lb.

TOBACCO CULTURE IN CANADA.

TOBACCO culture in Canada appears to be gradually becoming an industry of importance.

The yield in the Province of Ontario last year, according to a Government report, was 2,854,900 lb. from 2,477 acres, or 1,153 lb. per acre. In 1899 the quantity was 2,241,562 lb. from 2,206 acres. Essex county is the chief centre of the industry in Ontario, that county producing 2,065,560 lb. in 1900 and 1,636,760 lb. in 1899.

The raising of tobacco is receiving quite a little attention in British Columbia. In the last report of the Dominion Department of the Interior appears the following:

The growing of tobacco does not seem to have received much attention so far in Western Canada, though the plant is, here and there, cultivated, particularly by the Hungarians, who have produced a fairly good article for home consumption. In the Okanagan Valley, however, in British Columbia, a very fine quality is produced which some experts believe to be equal to the best American leaf for cigar-making. Much money goes out of this country for cured leaf, and home production seems likely to supply the home demand in due time; for in that valley, I am informed, there is a large extent of irrigated land available for tobacco culture, which, I believe, is increasing rapidly.

The tobacco crop of British Columbia, as pointed out by the last report of the Vancouver Board of Trade, is handled principally by manufacturers in that Province, who have created a local market for their product.

All tobacco produced for commercial purposes is subject to an inland revenue tax. The returns of the Inland Revenue Department show that the following quantities of Canadian leaf tobacco were subject to this tax during the past three years: 1898, 1,887,959 lb.; 1899, 2,186,427 lb.; 1900, 2,463,375 lb.

Taking Canadian leaf, Canadian cigars, Canadian cigarettes, and Canadian twist, omitting the cigars and cigarettes made from a combination of Canadian and foreign leaf, we have the following quantities for the past three years as being subject to the inland revenue tax:

	1898 (lb.)	1899 (lb.)	1900 (lb.)
Canadian leaf	1,887,959	2,186,427	2,463,375
" cigars	704,910	1,021,650	1,686,140
" cigarettes	896,500	392,500	549,000
" twist	55,379	84,115	58,914

When the cultivation of tobacco for commercial purposes was first mooted in Canada there were a good many people who scoffed at the idea. The success of the industry now appears to be beyond question.

THE SITUATION IN MANITOBA.

WHILE one cannot ignore the fact that the partial failure of the wheat crop in Manitoba entailed a loss to the people in that Province, yet it is not sufficiently heavy to retard the steady development of that part of the Dominion. If it were it would be a reflection on the natural advantage possessed by the Province about which it has been our wont to boast.

It is only right and proper that business men should be guided by the conditions as they exist in Manitoba and cut their garments, financially speaking, according to their cloth. But care, on the other hand, is necessary in order that we do not fly to the other extreme. This we may possibly do if we overlook certain compensating factors. The wheat crop of Manitoba last year was undoubtedly much smaller than for several years. As the president of the Winnipeg Grain and Produce Exchange remarked in his recent annual report, in size it was closely pressed by that of 1887, when the yield was 12,350,000 bushels. But, while the crop was small, a good deal of it ranked high in quality, no less than 70 per cent. of the wheat inspected at Winnipeg being No. 1 hard, the highest percentage recorded. Furthermore, there is the testimony of millers who used last year's Manitoba wheat in their mills as to its excellent flour-producing qualities.

Then, it must be remembered that the dairy and live-stock industries are expanding in a most substantial manner, so that the farmer in Manitoba is becoming less dependent upon grain producing as a source of revenue, although it will always probably be the chief source of money supply.

Although the partial failure of the Manitoba wheat crop last year no doubt meant a great loss to the farmer, it does not appear to have crippled him. This is evident from the reports of the loan companies doing business in that Province. One of them, the Canada Landed & National Investment Co., Limited, in its annual report, which was issued a few days ago, says that, notwithstanding the disappointing harvest in Manitoba, "payments by borrowers have been met very good indeed." And then it adds: "Manitoba is beyond any doubt a great and valuable

Province, into which an industrious and frugal population is flowing steadily, and will become one of the greatest sources of the world's supply of wheat and flour, and dairy products as well."

In the annual report of the Winnipeg Grain and Produce Exchange, already referred to, Mr. William Martin, the president, estimates that this spring over 2,000,000 acres will be under wheat in Manitoba, and 500,000 acres in the Territories, "so that," he adds, "50,000,000 crop is no flight of the imagination."

Mr. Martin may be a little high in his estimates, but from what we can gather 1901 will see a much larger wheat acreage in Manitoba than last year. The acreage in Manitoba last year was 1,800,000, but, of course, the unusual drought prevented the Province from securing a crop that, under ordinary circumstances, would have approximated to it. In 1887 the acreage was only 432,134, and yet the yield was about as large as that of 1900.

CRANBERRIES ARE SCARCE.

Every week brings a stronger tone to the cranberry market. The Cape Cod, Mass., crop has proved much smaller than usual, and, although prices have been so high that the consumption has been considerably curtailed, the demand has been large enough to cause the market to steadily stiffen, until it is difficult to get supplies even at \$11 per bbl., the price now ruling in Toronto.

Canadian berries are also offered in limited supply. It is thought that some holders are waiting for even higher prices. This policy has been a profitable one so far, but it would be advisable not to continue it too long, as in the course of a month or so the demand for cranberries will give way to a demand for early rhubarb. It would be wise to have all cranberries on the market before the first rhubarb arrives.

PEANUTS ARE SCARCE.

The peanut market has manifested a steadily stiffening tendency during the past few weeks, owing to higher prices quoted both in New York and Chicago.

These markets have gone up from $\frac{3}{4}$ to 1c. per lb. owing to a shortage in the crop. The reports from Chicago, which market

most closely affects Toronto, are that the shortage in the crop is considerable, and that a scarcity may be expected before the next harvest.

THE APPLE TRADE OF 1900-1901.

IT is a question whether there is in Canada another industry that has the "ups and downs" that are a feature of the apple trade of Ontario. Two years ago exporters were rejoicing because of the excellent returns that almost every shipment gave. Last year the year's business was measured by almost every exporter according to the amount of his losses. This year the balance seems to be on the side of the exporter.

The year has been a satisfactory one to the shipper, owing to many conditions. In the first place the crop was large, and, as a natural result, the prices paid at the orchards were lower than usual in many cases. Then, early in October, fierce wind-storms blew to the ground great quantities of fruit, enough to reduce the exportable surplus quite perceptibly. As it was not readily understood how widespread was the damage, most of the stock reached the shippers' hands before prices stiffened. Moreover, Canadian apples have this year, as a rule, landed on the British market in much better condition than United States shipments. This has increased the value of the Canadian article and improved the returns to Canadian shippers.

In the meantime the home demand has been fully equal to the average, and, although the price of the best varieties has steadily advanced, there is still a good sale throughout the country.

A STRONG CLOVE MARKET.

The clove market is in a decidedly strong position. This is evident from advices received here during the past few days.

According to these advices, the receipts of cloves in Zanzibar during January were 3,700 bales, against 9,000 bales in January 1900, and 22,500 bales in 1899.

This means a reduction of nearly 59 per cent. compared with a year ago, and of over 80 per cent. compared with two years ago.

In consequence of a report that India will retain all its crop of ginger for home consumption this year, the ginger market has advanced several shillings with the prospect of a still further appreciation in values.

THE LENTEN TRADE IN MONTREAL.

It is generally understood in Montreal that the Archbishop of the Roman Catholic Church will this year allow the faithful immunity from Lenten fasting on account of the prevalence of sickness that requires the bodies to be nourished with meat.

Just how this concession on the part of the Church will affect trade is now being calculated by the various merchants likely to be affected.

The trade most seriously concerned is the grocery trade, for it is during this season that large quantities of molasses, canned goods, fruits and fish are sold to meet the consumers' demand for substitutes for meat.

There is no doubt but that the wholesaler and retailer alike, although to different degrees, will not regard this decree, from a financial standpoint, with favor.

On similar occasions in previous years wholesalers have been caught with stocks of fish laid in for the Lenten trade which they had to sacrifice, as they found it lying on their hands.

It seems that the extra call for fish makes up the bulk of the wholesale grocers' fish trade during Lent.

Fortunately, the stocks of some of the substitutes this year are light. Fish have ruled high and scarce this year, and have not been stocked heavily, and the same may be said of molasses, dried and canned fruits and salmon. As for canned vegetables, they always find a market.

The fish dealers are not worrying over the exemption from fasting. They claim that the Lenten season is gradually losing its identity in their business, whether because they are picking up the all-around-season trade and leaving the extra demand to the wholesale grocers they do not say. They assert that the change will have no effect on the prices of fish.

Two great fish staples, herring and cod, will be high. It costs \$1.75 to lay fresh herring down on the Montreal market, and they are being sold at \$1.85. Since the season opened, they have advanced about 50c. per bbl. On account of the high prices prevailing in the fresh article, smoked herring is decidedly scarce, for there is little stock being cured.

Green cod, which is largely consumed during the Lenten season, is in exceedingly small supply, particularly in No. 1 large and medium. Since the opening of the season, prices have advanced from 1 1/2 to 2c. per lb. to 3 to 3 1/2c. per lb. Dealers say it is almost impossible to get goods.

Salt Labrador salmon is also scarce, and dealers are selling 200-lb. packages, bought early in the season, at \$13.50, which they can scarcely buy at \$15 now. Barrels are selling at \$7 that cannot be brought in and laid down under \$8. When the present stocks are exhausted, prices must advance.

There is no salt salmon trout on the market. Last year, 100-lb. kegs of trout sold at \$3.75 to \$4, but a few barrels that were brought in a few weeks ago went at \$5.

All other fish, including haddies, pike, whitefish and dore, are all arriving in sufficient supply, and no surplus or scarcity is visible. Halibut is in limited supply and worth 11c. Prepared and boneless fish are experiencing the usual demand, and no fluctuations are anticipated.

PROPOSED SALMON COMBINE.

STILL another effort is being made to form a combination among the canners of British Columbia.

A few months ago, it will be remembered, an attempt was made to form a combination which was to include the United States as well as the Canadian salmon canners, but this proved abortive, and it was intimated that was the last of the efforts in that direction.

The proposition now being considered appears to be fully a Canadian affair, and embraces the canners on the northern British Columbian rivers and inlets as well as those on the Fraser river. It is said that every canner on the Fraser river will enter the combine, in regard to which several meetings have recently been held.

The fishermen are also organizing. Five unions have been formed on the different rivers, and an effort is to be made to prevent the Japanese fishermen from fishing on the river during the salmon season. The Indians as well as the white men are becoming members of the unions. It is to be

hoped that last year's strike, which prevented salmon being caught when the run was good, will not be repeated this year.

THE TOURIST QUESTION IN NEW BRUNSWICK.

THE annual meeting of The New Brunswick Tourist Association, which was held in St. John, N.B. recently, shows that that body is not yet weary in well doing.

According to the report of the executive committee, two booklets were issued, one for distributing abroad, the other for visitors to St. John. Over 25,000 of the former were printed, and all but 600 distributed. The association has had illustrated articles, descriptive of New Brunswick, published in several newspapers, magazines and trade papers in Canada and in the United States. Over 22,000 picture post cards were issued by the association and sold to local stationers. Photographs for lantern slides and descriptive matter have been supplied lecturers in New England. These have already been shown in Boston, New York and Philadelphia. In several other ways efforts have been made to advertise the Province.

W. S. Fisher, the president of the association, sketched briefly the progress of the work in St. John since its inauguration, and told of the work of organization in other cities of Canada. He appealed for greater interest and more energetic work in bringing forward these advantages. A report was read showing that about 200 non-resident sportsmen took out licenses last year, bringing to the Government \$6,000 for game and \$3,000 for fishing licenses. These would spend in the Province about \$200,000, and from ordinary tourists, numbering, say, 6,000 per week for 10 weeks, the receipts would probably be \$2,400,000. An estimate of travel compiled from the different railways and steamship services showed that about 5,300 tourists per week visited New Brunswick last year.

The New Brunswick Tourist Association is to be congratulated on the success that has followed their efforts to advertise the great attractions of the Province to summer tourists. It should, moreover, encourage merchants and others in many sections of Canada to organize for the purpose of disseminating information regarding their respective localities.

TRADE IN COUNTRIES OTHER THAN OUR OWN.

CABLE advices from the other side on olives state that holders of the fruit are much firmer on large sizes. So far as can be learned no business has been done on offers made for shipment.

Private cable advices from Patras report a firm market on currants, with the views of holders considerably higher than last reported. Stocks available for export are said to be greatly reduced. London also cables a firm market.

THE APPLE TRADE IN GREAT BRITAIN.

Cable advices from the European markets report satisfactory results on good sound apples there, but that much complaint is made among handlers regarding fruit in poor condition. The latter offerings are selling at low prices. The total exports for the week of January 26 were as follows: New York, 9,038 barrels; Boston, 4,499 barrels, and Portland, 8,262 barrels. This brings the total exports for the season up to 1,111,991 barrels, compared with 1,092,844 barrels for the same period last year.

THE SUPPLY OF GREEN TEAS.

The supply of country green and Pingsuey teas, for the present season, has been estimated at 15,000,000 lb. Present indications are that this figure, says The New York Journal of Commerce, is excessive, estimates being reduced to 14,500,000 lb.

CURRANTS IN NEW YORK.

In currants, the market is quiet and easy, notwithstanding the reports of continued strength shown in European markets. A little business on small orders for country shipments is noted here for barrel stock at a range of from 9 to 9½c. on Amalias and 8½ to 8¾c. on Provincials. Cleaned has little inquiry, and prices are nominally at quotations.—New York Journal of Commerce.

CANNED SALMON IN LONDON.

There has been a much better inquiry for salmon, both on the market and from the country, and, although orders have not been large, there is decidedly a better feeling. Stocks on the spot are not by any means heavy, and with shipments arriving this year later than usual it would not be surprising to see a slight improvement in prices, especially in the better qualities.—Produce Markets' Review.

CURRANTS IN ENGLAND.

The market for currants continues active, and all qualities are rather dearer. The dependency noticeable lately among

holders of finer qualities seems to have disappeared entirely under the influence of an improved demand for these grades, and has given place to an altogether different frame of mind, merchants being now disposed, either on their own responsibility or on instructions from their clients, to advance their pretensions or withdraw their holdings from the market until higher prices are obtainable. The demand from foreign consuming centres is constant and increasing, and most of the parcels sold for countries other than England have already been shipped away, indicating probably that consumers abroad are under the immediate necessity of replenishing their stocks. The currants bought by the trade during the autumn have probably nearly all been consumed for the Christmas trade, and now that the article has again come down to a reasonable level, there is no reason to suppose that the spring and summer demand will be much smaller than usual. A great deal depends on the new crop, which this year offers most interesting matter for speculation, but as nothing definite can be known in this direction for at least three months, the course of trade in the meantime is not likely to be much influenced by the considerations which relate to it.—Produce Markets' Review.

TOMATOES IN BALTIMORE.

Market conditions remained practically unchanged during the past week, a fractional decline of 2½c. on some grades of standard tomatoes and the tin-can combine, as affecting next season's pack, being subjects of interest. Standard 3's are offered in the county at 67½c., but there are many holders who are holding off for better figures, quoting as high as 75c., while others are not in the market, preferring to await the improved prices which they regard as certain to accompany the spring demand. Regarding the situation in tomatoes, a gentleman intimately connected with the trade said last week: "There isn't any good reason why the tomato market should have declined, and numerous are the reasons given for such a course. I would like to be able to fathom the question. The fact remains that the tomato market has again declined, and 3 lb. standards can be purchased at 67½c. per doz. f.o.b. factory, with Baltimore freight rate guaranteed." Two-pound standards and seconds have not been affected as much as the 3-lb. standard tins, and the prices are practically unchanged. Gallons also hold up well.—The American Packer, Baltimore, Md.

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.

Cooney's Blue.

in SQUARES or BAGS.

Brightest, Bluest and Best.

When you sell this Blue you sell the best there is on the market, but not the highest priced.

Made in Dublin by

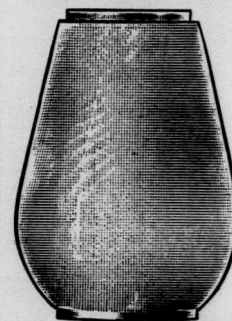
Cooney Manufacturing Co., Limited.

Send for a trial order to

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Selling Agents for Canada.

ARE YOU USING OUR



Cold Blast
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Globes

Aetna or
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Give them a Trial.

THE SYDENHAM GLASS CO.,
of WALLACEBURG, Limited

THE "GLENER"

KINGSTON, JAMAICA, B.W.I.

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

Write for scale of charges, etc., to


THE GLENER CO.,
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"Gleaner" Office, . . . KINGSTON, JA.

"Imperial"

WHITE
WINE
VINEGAR

Has no equal

	Sparkling in Appearance— Clear as Crystal—	SEE IT!
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	Guaranteed Uniform Quality— Full Strength—	TEST IT!

Most
Excellent
Coffee



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

Trial Order Solicited.

IN STOCK, EXCELLENT QUALITY.

*Fancy Malaga Grapes,
Fancy New Messina Lemons,
Fancy Sweet Senora and Jamaica Oranges.*

Do not forget us with your orders, we have full lines, Nuts, Dates, Figs, Fancy Navel and Valencia Oranges arriving shortly.

Hugh Walker & Son, Guelph, Ont.

Laporte, Martin & Cie.

IMPORTERS and
WHOLESALE GROCERS.

AGENTS IN CANADA FOR

"Princess Louise" Japan Tea
"Victoria" Japan Tea
"P. Richard's" Brandy
"Mitchell's" Whiskeys

St. Peter Street,

 **MONTREAL.**

The continued success attending the sale of
"SALADA" Natural Leaf Uncolored Ceylon
 Green, as a rival to Japan, is proof
 . . . evidence of its superior worth.
 . . . Draw this tea against the most expensive
 . . . Japan you can get, and your prompt verdict
 . . . will be in our favor---not a doubt of it.

Samples for the asking.

"Salada"--Toronto, Montreal.

BUSINESS FIRMS IN THE STATES.

THE following is an extract from the address of President Hanson, at the annual convention of the National Retail Grocers' Association of the United States, at Detroit: "Six or eight months ago, I received the following figures from Dun's Commercial Agency and they should be as near correct as any to be obtained. The number of concerns engaged in the trades in the United States is as follows:

Wholesale grocers.....	2,226
Retail grocers.....	109,145
General stores.....	121,558
Butchers and meat market men.....	38,900
Confectioners.....	7,917
Booksellers, stationers and newsdealers.....	5,101
Boots and shoes.....	22,280
Cigars and tobacco.....	22,817
Clothing.....	14,171
Drugs.....	37,146
Dry goods.....	14,539
Flour, grain and feed.....	15,143
Hardware.....	21,395
Harness and saddlery.....	15,143
Music and musical instruments.....	4,445
Milliners.....	18,268
Saloon and liquor dealers.....	94,094
Or a grand total of 572,178 in all lines.	

"These figures show that the dealers in food products, such as groceries, meats, bakers' goods, confectionery, flour and feed, number 302,756, as against 269,394 in all other lines of trade, or 33,362 more in food products than in all others. This table also shows that the retail grocery business outranks all others in point of numbers, for all,

or nearly all, general stores keep a line of groceries, and it is this large number that we must organize, and nearly every one of these lines of trade have national associations and hold national conventions, and get together and discuss methods for the betterment of their condition. In view of these stupendous figures and facts, I would recommend that the incoming officers do all they can to promote and push forward the work of organization as fast as possible until every State and Territory has a good, live State association and every State association is affiliated with the national association."

WORDS OF PRAISE.

Editor CANADIAN GROCER,—I have been receiving THE CANADIAN GROCER from you regularly since December 1, 1900, and find it very valuable to me in many respects.

HARRY E. VAUX.

Stratford, Ont.; February 4, 1901.

Editor CANADIAN GROCER,—I notice my year is about out, and as I am laid up with a broken leg I have lots of time for reading, and I don't want to miss a number of your paper.

E. A. JACKSON.

Port Whitby, Ont., February 5.

CANADIAN FISHERIES IN 1900.

THE report of the Fisheries Department for 1900 shows that the year has been a satisfactory one in practically every respect. There were 79,863 persons engaged in the industry during the year. They used 5,506,700 fathoms of nets and other fishing gear, representing a capital of \$10,000,000. Nearly 1,200 schooners and tugs, manned by 8,970 sailors, as well as 70,893 other fishermen, using over 38,000 boats, were in the service.

The total value of the catch for the year was \$21,891,706, or about \$2,250,000 more than in the preceding year. The catch, by Provinces, is estimated as follows: Nova Scotia, \$7,347,604, an increase of \$121,569; British Columbia, \$5,214,074, an increase of \$1,500,972; New Brunswick, \$4,119,891, an increase of \$270,533; Quebec, \$1,953,134, an increase of \$119,649; Ontario, \$1,590,477, an increase of \$156,815; Prince Edward Island, \$1,043,645; Manitoba and the Northwest, \$622,911, an increase of \$9,556.

A. W. & E. G. Bishop, grocers, butchers, etc., Kentville, are discontinuing selling groceries, and will handle only meats and vegetables.

MARKETS AND MARKET NOTES

INFORMATION FOR BUYERS.

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

ONTARIO MARKETS.

Toronto, February 7, 1901.
GROCERIES.

THE past week has not been an eventful one in the wholesale grocery trade compared with a week ago, the situation being much as before. Business still lacks life, and the buying is only of a hand-to-mouth character, as a rule. There has been no change in the situation in regard to canned vegetables, the feeling still being unsettled, although ruling quotations are the same as they were last week. The demand is light for canned goods of all kinds. Coffees are still quiet, with prices fluctuating in the outside markets. Sugar is quiet but prices are steady. A fairly good trade is being done in syrups and molasses. In spices, cloves, pepper and ginger are firm. The improved condition of the tea market, as far as prices are concerned, continues, and business is a little more active, although still quiet. In currants, the market is firm, but there is very little doing locally. Valencia raisins are neglected. A little business is being done of a sorting-up character in tapnet figs. Prunes are quiet, trade in this line being somewhat disappointing. A fair trade is noted in dates.

CANNED GOODS.

The situation is still unsettled, although no further change has taken place. The disturbing factor is still the cutting of prices by one of the local wholesalers. Although the feeling is so unsettled and no one knows where prices may go, it is worthy of note that, in spite of the low prices which the house in question are quoting, quotations have remained, generally speaking, quotably unchanged. The demand for tomatoes, peas and corn is almost nil, only an odd case or so going out. The ruling prices are still 80 to 85c. for tomatoes, and 75 to 80c. for peas and corn. Very little is being done in canned fruits and the same may be said of canned meats. In canned salmon there is not a great deal being done, or in fact, in any kind of canned fish. The demand is principally for sockeye salmon at \$1.75 to

\$1.85. Trade is beginning to open up in jams, jellies and marmalades. New season's marmalade of Canadian make will be on the market next week.

COFFEES.

The outside markets are fluctuating from day to day just in proportion as the receipts at the primary points are large or small. The local demand is still light, with green Rio still selling at 9½c. for No. 7.

SUGAR.

The market while quiet, is fairly strong. In New York there are buyers of raw centrifugal at 4¼c., but sellers are wanting 4 5/16c. Receipts for last week at the three Atlantic ports in the United States were 43,648 tons, with meltings 31,000 tons. Beets are about 1½d. dearer, now being quoted at 9s. 3d. for February shipment, and 9s. 3½d. for March. On the local market the demand is just about normal for the season and there has been no change in

See pages 31 and 32 for
Toronto, Montreal, and St.
John prices current.

prices. We quote granulated at \$4.78 to \$4.83 for Acadia and Montreal refined respectively, and yellows are quoted from \$4.13 up.

SYRUPS AND MOLASSES.

A fair trade is to be noted in syrups, and it is noteworthy that there has been a revival for the demand of sugar syrups at from 32 to 40c. per gal. Molasses are also in fair demand at from 27 to 35c. per gal. in half-bbls. and 25 to 33c. in bbls.

TEAS.

The improvement in the price of tea noted last week in medium and fine teas has extended to low grades, and a much better tone prevails. While business is a little better than it was, it is still, however, quiet. There have been some offers on Japan teas, but the holders in Japan will not accept at any price lower than their own. Stocks of Japan tea in Canada are not large, but there are one or two shipping firms which have fairly good quantities on consignment here, and in view of this the wholesalers will only buy from hand-to-mouth. Wholesalers report a fairly good demand for tea, chiefly for blacks. Little or nothing is doing in green teas.

SPICES.

Pepper, which was a little easier in the outside markets, has taken a firmer turn and is now just about where it was before. Cloves are decidedly strong, in sympathy with light receipts in Zanzibar. Ginger is firm, with indications of a further advance. Locally, the demand for spices is light.

RICE AND TAPIOCA.

The feature of the rice market is a scarcity of Japan rice in London, where it is difficult to get supplies. This, buyers on this side of the Atlantic have learned on trying to buy there. Trade locally in rice is fair at 3¼c. for B rice. Tapioca is in fair demand at 4¼ to 5c.

FOREIGN DRIED FRUITS.

CURRANTS—The demand is light, with prices steady in the outside markets. Mail advices from Hancock & Wood, of Patras, under date of January 16, say: "At present, there is nothing to be had in Provincial currants, as all good fruit of this growth and Amalias is held by speculators, who have withdrawn it from the market with the expectation of an improvement later on. The Provincial currants on offer are miserable stuff, and not suitable for grocery purposes." Quotations locally, are much the same as before, Filiatras being quoted at 9½ to 10c., Patras at 11½ to 12c., and Vostizzas at 13 to 15c.

VALENCIA RAISINS—In this line there is scarcely anything being done. The ruling prices are 7½c. for fine off-stalk and 8 to 8½c. for selected, standard fruit.

PRUNES—Trade is quiet and rather disappointing. There are a few Sphinx prunes on the market, which are selling at 6¼c. in cases and 6½c. in ½-cases for U's. French range from 4 to 4½c. per lb., and Californians from 5½ to 13c., according to size and quality.

FIGS—There is a little being done in tapnet figs at from 3 to 3½c., according to quality.

DATES—Trade is fair at 4¼ to 5c. for Hallowees and 4½c. for Sairs.

GREEN FRUITS.

A big movement of lemons continues. The heavy demand is attributed to the prevalence of colds throughout the country. The sales of oranges, especially Navels, is increasing. Other lines continue to sell well. There is a moderate movement of bananas. The export demand for apples keep brisk, and, as stocks are lighter than usual at this season, prices keep stiffening.

The local trade keeps up well. The movement of Malaga grapes continues good at unchanged prices. Sweet potatoes are in moderate request with prices unaltered. Some Cape Cod cranberries have been sold as low as \$9, but fancy stock is firm at \$11. Canadian berries are steady at \$7 to \$8. Cocoanuts are in plentiful supply at \$3.50 per 100 and are moving well at these figures.

COUNTRY PRODUCE.

EGGS—Receipts continue to increase and new-laid are 1c. lower. Stocks of pickled and held are light and the prices of last week, 16 to 17c. for held and 15c. for pickled, are well maintained.

BEANS—The demand is moderate, with prices slightly easier. We quote hand picked at \$1.65 to \$1.70 and primes at \$1.50 to \$1.60.

HONEY—The demand keeps small, and prices are 1 to 1½c. per lb. lower for extracted and 10 to 15c. per doz. for comb. We quote 9 to 9½c. for extracted clover, and \$2.40 to \$2.60 for clover comb.

DRIED APPLES—The market is still quiet and prices are easier. Dried are selling at 3¼ to 4c. and evaporated at 4½ to 5c.

POULTRY—Chickens are sought for. Turkeys, geese and ducks are firm, though there is not much demand. Prices are unchanged. We quote: Turkeys, 9 to 10c. per lb.; geese, 7 to 7½c. per lb.; ducks, 50 to 75c. per pair; chickens, 35 to 60c. per pair.

BUTTER AND CHEESE.

BUTTER—Creamery is scarce, as the January make was light and the demand has kept up well. There are not enough dairy tubs. Dairy rolls and prints are more plentiful, but are decidedly firm. We quote: Dairy prints and rolls, 18 to 19c.; best tubs, 18½ to 19½c.; second-grade tubs, 15 to 17c.; lower-grade tubs, 13 to 15c.; creamery prints, 22 to 23c.; boxes, 20 to 21½c.

CHEESE—The demand is light, and as stocks are fairly large, some holders are manifesting uneasiness. Some cheese has been offered at 10c., but the general quotation is 10½c. for Septembers. Twin cheese are quoted at 11c.

PROVISIONS.

The market continues to decline, a drop of 25c. being noted this week, which makes the price \$7 to \$7.25. Packers state, however, that prices must come still lower before they buy freely. As the pack has been moderate prices of provisions keep firm. Breakfast bacon and backs are ½c. higher. Otherwise there is no change.

FISH AND OYSTERS.

A good demand continues for whitefish, trout and oysters. Prepared fish continue to sell readily. Perch is 1c. per lb. higher.

Labrador herring are 25c. per half-barrel dearer. Digby herring are offering at 15c. per box. We quote: Fresh fish—Codfish, 6 to 7c.; haddock, 5 to 6c.; red snappers, 11c.; British Columbian salmon, 12 to 15c. Frozen fish—Trout, 8c.; whitefish, 7 to 7½c.; perch, 5c.; pike, 6c.; sea herring (large), \$2 to \$2.25 per 100. Smoked fish—Finnan haddies, 6¼ to 7c. per lb.; Digby herrings, 15c. per box; ciscoes, \$1 to \$1.25 per 100; mild cured bloaters, 50 in box, \$1.15; Labrador herrings, \$3 per half-bbl. and \$5.00 per bbl. Salted fish—British Columbian salmon, No. 1, \$14 per bbl.; Labrador salmon, \$14 per bbl.; whitefish No. 1, half bbls., \$6.50; trout, half-bbls., \$5.50; 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, 4c., and 5 lb. boxes, 5c. per lb. Oysters—Southern mediums, \$1.10 per gal.; Baltimore standards, \$1.25 per gal.; Baltimore selects, \$1.50 per gal.; New York mediums, 80c. per 100; New York selects, 90c. per 100.

GRAIN, FLOUR, BREAKFAST FOODS.

GRAIN—There is no change. Ontario wheat is still at 63¼ to 64c. on track outside for both red and white. Manitoba No. 2 hard is quoted 91¼c. at Toronto, grinding in transit. There is a liberal delivery of all grains on the Toronto street market. Prices were as follows: Wheat, white and red, 69 to 69½c.; goose, 65 to 65½c.; oats, 32c.; peas, 64c.; barley, 47 to 48c.; rye, 51½ to 52½c.

FLOUR—There is a good movement. Prices keep firm. 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—Prices are unchanged. The demand keeps good. 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—A reduction of ¼c. in green and ½ to ¾c. in cured hides is noted. We quote as follows: Cowhides, No. 1, 7½c.; No. 2, 6½c.; No. 3, 5½c. Steer hides are worth 1c. more. Cured hides are quoted at 8 to 8½c.

SKINS—Veal skins are 1c. per lb. higher. Sheepskins have advanced 5c. each. We quote: No. 1 veal, 8-lb. and up, 9c. per lb.; No. 2, 8c.; dekins, from 40 to 60c.; culls, 20 to 25c. Sheep are selling at 95c. to \$1.

WOOL—The market is decidedly dull. We quote: Combing fleece, 15 to 16c., and unwashed, 9½ to 10c.

MARKET NOTES.

Apples are 25c. per bbl. higher.
New laid eggs are 1c. per dozen lower.
Cheese has declined ½c. per lb.
Breakfast bacon and backs are ½c. higher. Clear shoulder mess barrel pork is offering at \$17.50.

W. A. McCLEAN & CO.

OWEN SOUND.

Pork Packers and Grain Dealers.

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

COX'S GELATINE

Always
Trustworthy

ESTABLISHED 1725.

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

ROCK SALT FOR HORSES and CATTLE.



TORONTO SALT WORKS, Toronto, Ont.

"Daisy Fruit"

is a great seller. It is a good Fruit Biscuit at a low price. You should have a barrel at least. Samples and prices on application.

THE HOME CAKE CO.
QUELPH, ONT.

Soap

"IMPERIAL" and
"SNOW"

Twin Cakes.

NOW IN STORE.

Perkins, Ince & Co., - Toronto.

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.

Toronto Commission Houses.

Marmalade Oranges.

Our policy, during the last few years, has been to select our importations of Bitter Oranges from the second shipments, thus securing fully matured, well colored fruit, the first shipments usually being on the green side. The really superb fruit we are offering this week proves the correctness of our judgment. "Sunflower" and "Trophy" Brands California Navels still maintain their lead in the Orange trade. See this week's price list for special prices.

McWilliam & Everist,

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

Butter Cheese
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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
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SPRUCE BUTTER TUBS

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Get our quotations now, it will pay you.

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68 Front Street East, Toronto.
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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, February 7, 1901.

GROCERIES.

THE first week in February shows some improvement in trade over the volume of January business. A better feeling seems to pervade the market this week, the only depressing circumstance being the announcement that there will be no Lent. During the season of fasting jobbers always expect an extra demand for canned goods, molasses, syrups, dried and canned fruit, fish, evaporated apples, rice, etc. Much of the butcher's trade becomes the grocer's. Fortunately, the wholesalers have had time and opportunity to prepare in some measure for the change this year, as it was hinted some time ago that the Archbishop would free the faithful from the necessity of fasting. We understand that the wholesale houses have laid in light stocks of fish, and other goods, so far as possible, were bought sparingly. The sugar market remains steady, with raw beet somewhat stronger. The molasses market is also in an improved condition. Canned goods are in more active demand, and the weakness of the past few weeks has disappeared; so far as we can learn, all shipments are now being made at a profit. It is confidently expected that values will be maintained. Dried fruits show no change. Teas have hardly got beyond the quiet stage, although Japans are holding their higher values, and Indians and Ceylons are in a better condition.

SUGARS.

The cable quotes raw beet in London at 9s. 3d., but it is reported that the American trust has bought large supplies at a basis of 9s. 6d. f.o.b. London. This shows not only that paper quotations cannot be relied upon to represent actual transactions, but also that the raw sugar market is strong. On the present basis of values, refiners have been free buyers. American refiners have been taking all the cane offered, paying little attention to European beets. Yet, the beet market maintains a firm undertone. February is considered the quietest month of the year in refined sugar, and prices ought to go as low this month as any time in the year, for in March the demand picks up again and increases steadily until the fall. At present only a moderate trade is being done in refined sugars, the prices being unchanged at \$4.65 for refined, and \$3.95 to \$4.55 for yellows.

SYRUPS.

Business in this line is, perhaps, a little more active this week. The bulk of the demand comes on now. Prices remain at 1½ to 2c. for cane syrup, and 2¼ to 3c., according to quantity, for corn syrup. The

The following Brands manufactured by

The AMERICAN TOBACCO CO.

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Are sold by all the Leading Wholesale Houses

UT TOBACCO . . .

OLD CHUM.

SEAL OF NORTH CAROLINA

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RICHMOND STRAIGHT OUT.

SWEET CAPORAL.

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P.O. Box 731.

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WHOLESALE MERCHANDISE BROKER
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Winnipeg, Manitoba, Canada.

Secretary Winnipeg Fruit and Produce Exchange.
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W. R. ROWAN

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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.

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115 Bannatyne Street East, Winnipeg, Man.

Winnipeg Fruit Merchants.

THE RUBLEE FRUIT CO.

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

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ADVERTISING in WESTERN CANADA

will be Carefully, Efficiently, and Promptly
attended to by

The Roberts Advertising Agency,
WINNIPEG, CANADA.

better article has the preference. Maple syrup is selling fairly well at old figures.

MOLASSES.

Cables from the Barbadoes do not give clear or precise information as to what prices prevail on the opening market. The quotation is 15c., but whether that includes the cost of the puncheon or is f.o.b. price are open questions. If it did include the puncheon, the cost here would be 33c., if it did not, it would be 37c.; most jobbers seem to think the latter price to be correct, as latest mail despatches from the Barbadoes say that the crop is not turning out as expected on account of poor weather, and that prices will not be low. At all events, whatever be the opening prices, they need not affect the spot market, which is at present quite firm. Stocks in Montreal are confessedly quite light, perhaps only one fifth of what they were at this time last year, and these stocks must be sufficient to supply the heavy demand which will be over before the new goods arrive in April. The ruling price is still 41c. in single puncheons and 40c. in larger lots.

CANNED GOODS.

The weakness that we have noticed in the canned vegetable market has, happily, disappeared, and holders seem to take a more hopeful view of the market. This is evidently the result of the canners' determination not to lower prices. The demand on country account has also improved very materially during the last few days. Tomatoes are selling at 80 to 90c.; corn, from 75 to 80c., and peas 75 to 95c. Salmon is quite firm at old prices which are well maintained. Fraser river red sockeye is worth \$1.60 to \$1.75; flats, \$1.65 to \$1.85, in case lots. Cohoes are generally selling at \$1.30 to \$1.40, and spring salmon at \$1.15. Fruits are moving slightly better at full values.

SPICES.

Gingers maintain their firmness, while cloves are also announced higher again in primary markets. No ginger can be imported under 9 or 9½c.; last year the laid-down cost was 5½c. The usual trade is being done. We quote: Nutmegs, 40 to 75c. per lb., as to size; Penang mace, 45 to 50c. per lb., as to quality; pimento, 15c.; cloves, 15 to 25c.; pepper, black, 17 to 20c., according to grade; white, 25 to 27c.

DRIED FRUITS.

CURRENTS—There is no change in the market to note. Stocks on hand are light and dealers are disposed to make no concessions. Fine Filiatras are worth 9½ to 10c., while some goods are going at 9c.

VALENCIA RAISINS—It cannot be said that the market shows any improvement on the week's business, at least in regard to

spoiled fruit. The opinion, however, seems to be gaining ground that the difference in values between good and inferior grades will shortly be increased by a rise in the value of desirable fruit. The poor goods have curtailed the demand for good stuff, and it can hardly be doubted that there will be barely enough stocks on this market to fill the consumers' wants. At present, dealers are buying from hand to mouth. Fine off-stalk is worth 7c., selected 7½c. Small orders are numerous.

DATES—Hallowee dates are selling fairly well, the ruling figures being 4 to 4½c. There are some Sairs dates on the market selling at 3½c.

EVAPORATED APPLES—The best grade of evaporated apples is selling at 6½c.; inferior, colored goods bring 5c. The shipments being made appear to be quite numerous.

PRUNES—A small trade is passing in prunes at the following prices: 90-100's, 5½c.; 60-70's, 7c.; 40-50's, 10c.; French prunes, 4 to 5c. and Bosnia prunes, 5½c.

NUTS.

The inquiry for nuts is improved this week, quite a few shelled being called for. Prices are unchanged. Shelled walnuts are worth 21 to 23c.; unshelled, 8½ to 12c.; Sicily filberts, 10 to 11c.; Jordan almonds, 35c.; Valencia almonds, 33c.; Tarragona almonds, 13c. in bags; peanuts, 6 to 8c.

TEAS.

The market for teas appears to be in a satisfactory condition this week. Indian and Ceylon teas are much steadier than they have been, and the downward tendency seems to have lost its force. At the present moment, prices are very low, common Souchongs being obtainable at 12½ or 13c. It seems to be a good time to buy, as a reaction may be expected. Japans maintain their firmness, low grades being very scarce. The higher-grade teas are not so eagerly called for, but they appear to be good property. An active trade is anticipated for this month.

GREEN FRUITS.

During the early months of the year, any vegetables that are placed on the market are handled by the dealers in fruits. These are now beginning to come in, tomatoes, radishes, celery and cauliflower being turned over in some quantity. Trade has been better all around this week, oranges and lemons being in exceedingly good demand. Bitter marmalade oranges are now selling. We quote as follows; Jamaica oranges, bbls., \$5; Californian navels, first grade, \$3.50; second grade, \$2.50 to \$3; Valencia oranges, 420's, \$4; Jumbos, \$5.25 to \$6.50; 714's,

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GOLDEN CROWN LOBSTER, flats and tails.
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.

\$5.00 to \$5.25; Florida, bright and russet, \$4; bitter marmalade, \$3.25 to \$3.50 per box; Messina lemons, 300's, \$2.25 to \$2.50; 360's, \$2 per box; bananas, firsts, \$2 to \$3.50 per bunch; winter apples, \$2.50 to \$3.75 per bbl.; cranberries, \$12 to \$13 per bbl., soft, \$6 to \$6.50; Spanish onions, \$2.25 per case and \$1 per small crate; chestnuts, 10c. per lb.; sweet potatoes, Vinelands, \$4.25 to \$4.50 per bbl.; new figs, fancy, 12 to 15c.; choice, 6 to 8c. per lb. in 10 lb. boxes; Malaga grapes, \$5.50 to \$7 per keg; Californian fancy pears, \$4 to \$5; Catawba grapes, 12 to 17c. per basket; pineapples, 15 to 25c.; Californian celery, \$5 to \$5.50 per case; Californian cauliflower, \$4 to \$4.25 per crate; Florida tomatoes, \$4.50 per crate; radishes, 35 to 40c. per dozen bunches.

COUNTRY PRODUCE.

EGGS—Prices remain at about the same level as last week. The local demand is fair for small lots, and some few orders from outside have been received. We quote: Fall laid fresh stock, 24 to 26c.; Montreal limed, 16 to 16½c.; Western limed, 15 to 15½c., and cold storage, 14 to 15c.

BEANS—The tone of the market continues firm at \$1.55 to \$1.60 for primes.

HONEY—There has been no change in honey; the supply of choice stock is still light. White clover in comb is worth 13½ to 14½c., and white extracted, 9 to 10c. Buckwheat honey in comb is 9 to 11c., and extracted, 7 to 8c.

POTATOES—The demand for potatoes has been fair, while the offerings have not been excessive. Prices are steady at 45 to 47½c. per bag in carlots.

ASHES—The market is quiet and steady. We quote: Firsts, \$5 to \$5.10; seconds, \$4.70 to \$4.75 per 100 lb.

FISH AND GAME.

The feature of the fish trade is the scarcity of herrings, codfish and salmon, particularly the first two. At the beginning of the season codfish that was worth 1½ to 2c. per lb. is now worth 3 to 3½c. per lb., and is hard to get at any figure. Herring have advanced about 50c. per bbl. during the season, and, as fresh herring are exceedingly high this year, the smoked fish is hardly obtainable. Labrador salt salmon is selling at very high prices. Some wholesale houses are selling at \$13.50 for 200 lb., but they cannot buy it themselves at less than \$15. There is no salt salmon trout on the market. Last year salmon trout sold in 100 lb. kegs at \$3.75 to \$4; a few barrels came on this market a week or so ago and brought \$5. We quote: Fresh fish—British Columbian salmon, 10 to 11c. per lb.; haddock, 3½ to 4c.; halibut, 11c.; whitefish, 7½c.; pike, 4½ to 5c.; dore, 6 to 6½c.; mackerel, 10c. per lb.; fresh frozen

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At the Assortment,
At the Price

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Very Choice.
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\$6.00 per Case.
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TORONTO, ONT.

COFFEES ARE UP, BUT WE ARE MAKING
NO CHANGE IN OUR STANDARD
GRADES OF **MOCHA COFFEES.**



S. H. EWING & SONS, Montreal.

96 KING STREET.

herring, \$1.90 per 100 fish; smelts, 6c.; steak cod, 4 1/2 c.; tommy cods, \$1.15 to \$1.20 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, \$6.00 per 200 lb.; small, \$4.25 per 200 lb.; Loch Fyne herrings, \$1.05 per keg; Dutch herrings, 75 to 80c. per keg, No. 2 mackerel, \$10 per bbl.; 1/2's, \$5.50 to \$6. Smoked fish—Finnan haddies, 6 1/2 to 7c. per lb.; smoked herrings, 14c. per box. Prepared fish—Skinless cod, in 100 lb. cases, \$4 to \$4.25; dried cod, in 112-lb. bundles, \$4.75 to \$5.00 per cwt.; boneless cod, in bricks, 5 to 5 1/2 c. per lb.; boneless fish, loose, in 25-lb. boxes, 4c., and 5-lb. boxes, 5c. per lb.; bloaters, \$1 per box.

There is considerable frozen poultry on the market, which was carried over from the holidays; the demand for it is slow. Receipts are small. We quote as follows: Ducks—Blue bills, 40c. per pair; read heads, \$1 per pair; black, 90c. per pair Turkeys, 8 to 10c. per lb.; chickens, 7 to 9c.; fowl, 5 to 7c.; domestic duck, 8 to 9c.; pigeons, \$1.50 dozen; snipe, \$2.10 dozen; plovers, \$3.60 dozen; hares, 20c. per pair; wild geese, \$1.00. Shell oysters—Choice malpecques, \$5 to \$6 per bbl., second grade, \$4 to \$4.50; Miramichi, \$3.50 per bbl. Bulk oysters, \$1.30 for Standard, and \$1.50 for selects.

FLOUR AND GRAIN.

FLOUR—In flour only a small jobbing trade was transacted at unchanged prices. We quote: Manitoba spring wheat patents, \$4.50; winter wheat patents, \$3.65 to \$4.00; straight roller, \$3.25 to \$3.40; in bags, \$1.60 to \$1.70, and Manitoba strong bakers', \$4.10 to \$4.20.

GRAIN—We quote: No. 1 spring wheat, 65c. west; peas, 70c.; rye, 55 to 56c.; No. 2 barley, 49c.; oats, 31 1/2 to 32c.; buckwheat, 52c.; corn, 47 to 48c.; barley, 48 to 52c.; No. 2, 39c.

OATMEAL—Sales have been made at \$3.35 to \$3.40 per bbl. and at \$1.60 to \$1.65 per bag.

FEED—A fairly active trade has been done in feed and prices are fully maintained. Sales of Ontario bran were made at \$18 per ton. We quote as follows: Manitoba bran, in bags, \$17; shorts, \$18; mouille, \$20 to \$24; Ontario bran in bulk, \$17 and shorts, \$18 per ton.

HAY—The tone of the market for baled hay is steady. We quote: No. 1, \$10.50 to \$11; No. 2, \$9.50 to \$10, and clover \$8 to \$8.50 per ton in carlots on track.

LIQUORS.

Whiskies and gin are in fairly good demand, but wines are hardly so active as they have been. We quote:

SCOTCH WHISKIES.

	Per case of quarts.
Roderick Dhu	\$9.50 less 3 p.c. 30 days
U-her's O.V.G. Special Reserve	9.75
U-her'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

CANADIAN WHISKIES.

	In barrels per gal.
Gooderham & Worts, 65 O.P.	\$4.50
Hiram Walker & Sons	4.50
J. P. Wiser & Son	4.49
J. E. Seagram	4.49
H. Corby	4.49
Gooderham & Worts, 50 O.P.	4.10
Hiram Walker & Sons	4.10
J. P. Wiser & Son	4.09
J. E. Seagram	4.09
H. Corby	4.09
Rye, Gooderham & Worts	2.20
Hiram Walker & Sons	2.20
J. P. Wiser & Son	2.19
J. E. Seagram	2.19
H. Corby	2.19
Imperial, Walker & Sons	2.00
Canadian Club, Walker & Sons	3.60

Less than one bbl. per gallon.

65 O.P.	\$4.55
50 O.P.	4.15
Rye	2.25

CHAMPAGNE.

	Quarts.	Pints.
Comte de Castellane—		Per Case.
Cuvee Reservee	\$12.50	\$12.50
Carte d'Or	13.50	13.50
Champagne Ve Amiot—		
Carte d'Or	16.00	16.00
"Blanche	13.00	13.00
"d'Argent	10.50	10.50
Pommery—	Quarts.	Pints.
Sec and Extra Sec.	\$28.00	\$30.00
Mumm's—		
Extra Sec.	28.00	30.00
Moet & Chandon—		
White Seal	28.00	30.00
Brut Imperial	31.00	33.00
Perrier-Jojet—		
Fruit	28.00	30.00
Reserve Dry	28.00	30.00
	GIN.	Per Case.
Pollen Zoon—		
Red, cases of 15 bottles	\$9.75	\$9.75
Green, " 12 "	4.75	4.75
Violette, " 12 "	2.45	2.45
P. Hoppe "Night Cap" Brand—		
Red, cases of 15 bottles	10.50	10.50
Green, " 12 "	5.25	5.25
Yellow, " 15 "	10.75	10.75
Blue, " 12 "	5.40	5.40
Poney, " 12 "	2.50	2.50
Draught—		Per Gal.
Hogsheads	\$2.95	\$2.95
Quarter casks	3.00	3.00
Octaves	3.00	3.00
De Kuyper—		
Violet, 2 doz. cases	5.30	5.30
Green, " "	6.00	6.00
Red, " "	11.50	11.50
White, " "	4.00	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	10.25
Green "	4.85	4.85
Poney "	2.60	2.60
Melcher's—		
Infantes (4 doz)	4.75	4.75
Picnic	7.75	7.75
Poney	2.60	2.60
Blue cases	4.75	4.75
Green "	5.50	5.50
Red "	10.25	10.25
Honeysuckle, small	7.90	7.90
" large	15.25	15.25

PROVISIONS.

Live hogs are going down in price, but pork and pork products seem to be steady. The demand is only for immediate requirements. We quote as follows: Canadian short cut mess pork, \$20.50 to \$21; selected heavy short cut mess pork, boneless, \$21.50 to \$22.50; short cut clear, \$19.50 to \$20; hams, 12 to 14c.; lard, pure Canadian, \$2.15 per pail; refined lard compound, \$1.72 1/2 per pail; Snow White and Globe compound, \$1.62 1/2 per pail; Cottolene, 8 1/2 c. per lb. in tierces and 9 1/2 c. in pails. The statistics of the world's stock of lard held at the world's ports, February 1, 1901, show the stocks to be increasing, but the total is yet much below the amounts held in previous years. On

FOR SALE OR EXCHANGE.

PLANING AND CIDER MILL PLANT, A snap. Will exchange for store stock.
(7) JONATHAN GROH, West Gravenhurst, Ont.

TRAVELLER WANTED.

WANTED—BY A MONTREAL WHOLESALE tea house—a first-class traveller for Eastern Ontario, the Ottawa Valley and the Eastern Townships. None but a well-posted man in the tea business need apply. A good salary will be paid to the right man. Address "Traveller," care THE CANADIAN GROCER, 232 McGill Street, Montreal. (6)

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We make them in all shapes and sizes. We have

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Clothes Baskets,
Butcher Baskets,*

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

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IN ¼-LB. LABELLED TINS. 14-LB. BOXES.

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for those who are looking for a tea to retail at 25c.

125 Half-Chests of a first class liquoring well made Japan Tea, at - - - 17½c.
This is a snap, and no mistake can be made in buying it. Get a sample and compare it with others before placing your orders.

40 Chests of a splendid liquoring good leaf Pekoe Ceylon Tea, at - - - 15 c.
They are low, but this is below its value.

To Retail at 40c., try the **CONDOR L X** in 1 lb. lead packets. Special price to have you try it - - - 25 c.
Is as good as the best in half-chests at that price.

MADAM HUOT'S COFFEE is getting more popular every day, because it is the finest and the purest. No other can take its place once tried. 1 lb. tins, at 31c., 2-lb., at 30c. per lb.

If you want the best black tea in packages, give the **NECTAR** a trial, 25, 35, 50 and 60c. 2,000 fine Nectar Calendars just received from England. Ask for one, they are beauties.

High-Grade Teas, Coffees and Spices, Wholesale.

E. D. MARCEAU, 296 St. Paul Street, **MONTREAL.**

February 1, 1901 the stocks amounted to 187,893 tierces as compared with 165,872 tierces; last year at this time they amounted to 283,972 tierces. It is interesting to note that there is a difference in round numbers of 100,000 tierces between the present world's stock of lard and that of 12 months ago, which indicates that the market will probably continue steady for some weeks to come.

CHEESE AND BUTTER.

CHEESE—The situation does not change in its main features. It still resolves itself into a hold off between buyers and sellers, with the advantage probably lying with the former. The value of finest Western is $10\frac{1}{2}$ to $11\frac{1}{4}$ c., as to grade.

BUTTER—The butter market is quiet and steady. The ruling prices are: 23 to $23\frac{1}{2}$ c. for finest fresh creamery; 22 to $22\frac{1}{2}$ c. for under grades, and 20c. for dairy.

NEW BRUNSWICK MARKETS.

OFFICE OF THE CANADIAN GROCER.

St. John, N.B., February 7, 1901.

WITH the second month of the year business becomes rather more active. There is little of particular interest. Seeds, which usually occupy the interest of many of our dealers early in the season, are so high this year that the tendency is to hold off. In spice, some spring orders are being given. Values rule quite firm, particularly cloves. In nutmegs alone the price keeps low. During the last year or two this line has been sold at much lower figures than formerly. Cream of tartar shows little change, but seems to tend toward easier prices, having receded somewhat from the late high figures. In soda, American is being more largely used, keg goods as well as packages.

OIL—In burning oil the best season of demand is over, but there is a good business yet doing. Prices hold firm. Other grades are having attention. The outlook for lubricating oil is for a large sale. Our large lumber industry creates a large demand. Paint oils have attention; the prices for future are easy. In turpentine, there is always uncertainty. Cod oil continues high, none now coming to hand.

SALT—It was usual at this season to buy at much lower figures than when the season of consumption arrived, but this year the high price leads buyers to hold off as they cannot see the advantage of buying ahead. In fine there is no change. 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—This is still a quiet line. In vegetables, good stocks are held, and prices are low. Owing to some goods being bought outside of the association, particularly tomatoes, the tendency has been to weaken prices. In fish, all lines are firm, particularly kippered herring. The advance in domestic sardines has affected the sale. Prices are, however, firm. In fruits, fair stocks are held. Gallon apples are low, but other lines are firmly held. In meats, business is light.

GREEN FRUITS—In oranges there is quite a large business. Valencias have the trade. Prices are rather higher. The fruit is good, but few of the small are sold here. There are still some Jamaicas, and the quality is extra. Prices keep quite low. But few Floridas are sold. Some Californians are seen, but they are not sellers here. The best grades are too high. Lemons, which have a fair sale, are rather firmer. Quality is fair. In apples but a fair sale can be reported, while good stock is scarce, and quite full figures are obtained. Bananas have a light sale at full figures.

DRIED FRUITS—Raisins are dull. Lower prices rule all round. While stocks held here are light there is no life. The demand right along has been most disappointing. In currants a firm trade is noted. Dealers buy as they need from New York, from which city our market has been largely supplied for now two years. Cleaned are bought almost entirely, chiefly package goods. Dates are fair sellers. The price is low. There is quite a large stock. In prunes, the price is a little lower. There is but a fair stock held. The sale is largely limited to 90-100's in 25 lb. boxes with a few larger sizes. No silver prunes are seen. Figs are dull. In peels, the stock carried over is light. In apricots quite full figures are asked. Evaporated apples are firmer, but are being sold out of store at a lower price than they could be replaced. Dried are in light supply and held rather firmer. The price has been low. Onions are in light supply, and are held firmer at the advance.

DAIRY PRODUCE—Eggs are still high, though no higher than last week. The supply has been light and a good demand is being experienced. In butter, prices are easier, and there is a feeling that the highest price has been reached. More Canadian or Western butter has been brought here than last year. In cheese, trade is quiet and prices firm.

SUGAR—The low figure is making a large sale, particularly for granulated. There is

but little yellow sold in comparison. Some foreign sugars are still offering.

MOLASSES—Market is weak. There is not a large stock here, but holders do not want to carry any over, and buyers are backward, only buying from hand-to-mouth. Both Porto Rico and Barbadoes are offered. The offering of American goods has a further tendency to weaken the market.

FISH—There is rather more active business. There have been free receipts of fresh cod and haddock, which have sold freely at even figures. The stock of pickled fish is light and will be short, but prices are not likely to go much higher. Dry cod is firm. There is not a large stock, little coming to hand, and there is a fair demand. In finnan haddies, there is a large output. Shipments to the west are larger than ever. In cut boneless fish, there is a good demand. Smoked herring is high. Only the limited supply holds the market, as little can be done at present figures. We quote as follows: Large and medium dry cod \$3.25 to \$3.50; small, \$2.00 to \$2.25; haddies, 5 to $5\frac{1}{2}$ c.; smoked herring, $11\frac{1}{2}$ to 13c.; fresh haddock and cod, $2\frac{1}{2}$ c.; boneless fish, 4 to 5c.; pollock, \$1.50 to \$1.65 per 100 lb.; pickled herring, \$2.25 to \$2.35 per half bbl.; Canso herring, \$5.25 bbls., \$2.75 halves; Shelburne, bbls., \$4.50, halves, \$2.50; bloaters, 85c. to \$1.25.

PROVISIONS—There is little doing in barreled goods. The market is largely supplied from Boston. In pork, the sale is chiefly for local mess. Prices are firmly held, though in beef there is a tendency to shade figures. Lard continues high.

FLOUR, FEED AND MEAL—There is little change. The sale for Manitoba is large. In oats and oatmeal the market is quite firm. The sale is not large. Cornmeal is a free seller at even figures. Beans are firm at the high price. There is a demand for yellow eyes. More primes than usual are being sold. Sale in hay is large and values are firmly held at full figures. In seed, dealers are fortunate in having carried over quite a quantity of timothy. Blue peas are scarce. We quote: Manitoba flour, \$5.00 to \$5.15; best Ontario, \$3.90 to \$4.00; medium, \$3.75 to \$3.85; oatmeal, \$3.70 to \$3.75; cornmeal, \$2.20 to \$2.25; middlings \$20 to \$22; oats, 36 to 38c.; hand-picked beans, \$1.85 to \$1.90; prime, \$1.70 to \$1.75; 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, \$9.50 to \$10; yellow huckwheat meal, \$1.30 to \$1.40 per 100 lb.

ST. JOHN NOTES.

John Sealy is finding an active western demand for boneless fish.

Wm. McCavour, McCavour & Co.,

1901. THE MANUFACTURERS' LIST 1901. BUYERS' GUIDE OF CANADA.

FOR UP-TO-DATE BUYERS.

There are few men in business at the beginning of this 20th Century who do not at times need the information this book contains. The smallest as well as the largest buyer can profit by having it at hand.

We do not tell you how to buy goods. We suppose you know that or you would not be in business. We only tell you where you can get any article manufactured in Canada that you may want.

We index 22,000 articles and name 10,000 manufacturers in this book.

We have to travel the length and breadth of Canada to gather this information, for it cannot be got together intelligibly in any other way.

This book is in the interests of all manufacturing industries in this country using electric, steam or water power.

This work is just out of press, bound in cloth, 8x10, stamped in gold, and contains 483 pages. The

publication is compiled from a personal canvass of the Dominion, and VERIFIED to date.

There are 7,800 Manufacturers alphabetically arranged for addressing purposes, giving the kind of factory of each. In addition to this, there are classified in alphabetical order, and not included in the above, 350 Butter Factories and Creameries, 800 Cheese Factories, 250 Fish, Lobster and Salmon Packing Houses, 150 Electric Light Plants. 45 Steam Railway Corporations, 500 Shippers of Grain, Eggs, Hides, Wool, etc., etc. We also give a list of 1,500 Merchants who carry a full line of Hardware.

This work will fully meet your requirements for Addressing, Buying or Selling purposes.

Mailed to any address on receipt of price, \$5.00. Money in letter at sender's risk. Express or Money Orders cost but 5c., which you can deduct from the order. Personal cheques cost 25c. for collection.

THE MANUFACTURERS' LIST CO.,

M. J. HENRY, Sole Proprietor.

Publishers, 34 Victoria Street, TORONTO.

accompanied by his wife, has gone to Bermuda. They will be gone about six weeks.

C. H. Clerke, of St. Stephen, was in the city this week.

Fred Dearborn, of Dearborn & Co., is home from a short visit to Boston.

F. P. Reid & Co., Moncton, received a large shipment of dates by the last London steamer.

Geo. E. Barbour has just received a further shipment of choice New Orleans molasses.

Two new calendars have been received by the trade—one from J. G. Rood & Co., canners, of Nova Scotia, and one from F. H. Tippet & Co., brokers, of this city.

MANITOBA MARKETS.

WINNIPEG, February 4, 1901.

THE week has been an exceedingly quiet one—due to the time of year, and also due in some measure to the mourning for the Queen. Owing to the closing of the wholesale houses, markets are one day short. The board of trade and grain exchange closed on Friday at 5 p.m. and did not reopen until Monday morning. Owing to the cancellation of many functions, there has been some decline in retail trade for the fancier varieties of groceries.

FLOUR—The price has remained the same throughout the week, and trade has been small. We quote: Ogilvie's Hungarian patent, \$2.10; Glenora patent, \$1.95; Manitoba, \$1.60; Imperial XXXX, \$1.20; Lake the of Woods, Five Roses, \$2.10; Red patent, \$1.95; Medora, \$1.60, and XXXX, \$1.35. There is a very active demand for all classes of mill feed, and, as stocks are light, prices may even go higher.

CEREALS—This market is without change, except that Southern rolled oats are offering more freely. Prices, however, are still \$1.70 to \$1.75. A small quantity of new pearl barley has been received, but the quality is not considered first class. The price is \$4 for pearl and \$2.40 for pot barley; split peas, \$2.30. Granulated and standard oatmeal is scarce, but owing to the light demand here the price is not affected; quotations are \$2.25 to \$2.30 per sack. White beans continue high and firm, quotations being \$1.95 to \$2.05, according to quality, the higher prices for choice hand-picked and the other for prime mediums.

DRIED FRUITS—Currants, price is firm and demand very fair. The latest New York advices to this market indicate that the market has advanced in both England and Greece, and it would appear that prices may again advance within the next few weeks owing to the large demand from Germany and Holland. Prices here are

11½ to 12¼c. for best grades and 13 to 13¾c. for cleaned. In Valencia raisins, if anything, the market is easier, with very little doing. On the American market stocks are larger than usual at this season and the stocks are select. Prices are the same as last week. Valencia, fine off-stalk, \$2.25; layers, \$2.40; Sultanas, 13¼c.; seeded muscatels in 1-lb. cartons, 11c.

EVAPORATED FRUITS—From what can be learned here it would seem that practically the whole of the available evaporated apple stock is in the hands of one firm in the east. It is very questionable, however, as to whether this speculation will turn out a success. Prices range from 6½ to 7c. Dried apple stocks are not heavy, but buyers are shy owing to the small difference between evaporated and dried. Dried are variously quoted from 6 to 6¾c., according to quality and color.

NUTS—Demand is very fair. Valencia almonds are high, and appearances point to them going higher; in fact, ordinary Jordans can be bought at almost the same price as the Valencias. Grenoble walnuts are not coming in as plentifully as was expected, but there is an abundance of cheap French stock. Filberts are in fair demand with a fair market. Quotations for nuts are as follows: Tarragona almonds, 15c.; Valencias, 35c.; Jordans, 37½c.; walnuts, 13c.; filberts, 12¼c.; Brazil nuts, large sizes, 15c.; small, 12¼c.; pecans, mammoth, 15c.; peanuts, No. 1 Virginia bright, 7½c.

SUGARS—There has been no change of situation for the week, and at time of writing quotations are: Granulated, \$5.55; bright yellow, \$4.85.

CURED MEATS—The market is firm with a fair demand. Sugar-cured hams, smoked, 12¼c.; breakfast bellies, 12¼c.; dry salt long clear, 9½ to 10c.; smoked, long clear, 11c.; backs, 10¼c.

LARD—Pure leaf, kettle rendered, \$2.20 for 20-lb. pails; 3 and 5-lb. tins, \$6.50 in cases.

GREEN FRUITS—The market has been fair throughout the week without change of price.

THE CHAMBRE DE COMMERCE.

The Chambre de Commerce of the district of Montreal has elected its officers for the current year by acclamation:

President—L. E. Geoffrion.
1st Vice-President—Damase Masson.
2nd Vice-President—H. A. A. Brault.
Treasurer—L. J. A. Surveyer.
Secretary—J. Haynes.

Forty names have been proposed for the council, which consists of 20 members. Elections are held February 13.

COWAN'S

Hygienic Cocoa

Royal Navy Chocolate

AND

Famous Blend Coffee

are the favorites with all grocers

THE COWAN CO., LIMITED, TORONTO

"Chief Keokuk"

Pickles and Condiments.

"Montrose"

Tomatoes, Peas and Vegetables.

SOLD ON THEIR MERITS.

KEOKUK PICKLE CO.

KEOKUK, IOWA, U.S.A.

FISH

Cod { Quintals
Skinless
Boneless
Herrings { Half Bbls.
Barrels
Scaled

FALL CATCH NORTHERN TROUT.

Prompt Shipment. Closest Prices.

WARREN BROS. & CO.

TORONTO.

Shredded Whole
Wheat Biscuit

For sale by all
Wholesale Grocers.

J. HEWITT, Agent

61 Front St. E., TORONTO.

Michael Cavan
& Co.

COMMISSION and
GENERAL MERCHANTS

. BARBADOS, W.I.

The oldest firm in the West Indies.

ESTABLISHED 1797.



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

QUALITY ALWAYS THE SAME.

BRUNNER, MOND & CO'S

BICARBONATE OF SODA
CON'TRATED SAL SODA
AND
SODA CRYSTALS

WINN & HOLLAND
MONTREAL
SOLE AGENTS FOR CANADA

CEYLON AND INDIAN TEA

Green and Black

The Blacks already hold the Canadian market.

Ceylon Greens are rapidly gaining ground.

Could there be a higher endorsement than that?

DAVIDSON & HAY

are now advertising them.

All Wholesale Houses Sell Them.

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.

LAPORTE, MARTIN & CIE, Montreal, have a full assortment of molasses, fish, fruit, canned goods, evaporated apples and everything required for the Lenten season. They would advise their customers to stock their requirements immediately, as values are firm and are more likely to advance than decline.

"Quickmaid" Rennet tablets may be had from H. P. Eckardt & Co.

Look out next week for Lucas, Steele & Bristol's coffee clearer.

H. P. Eckardt & Co. are offering special value in Ceylon and Indian teas.

A shipment of seed pearl tapioca is in stock with The Eby, Blain Co., Limited.

H. P. Eckardt & Co. are selling a sugar syrup in half-bbls. at a very low price.

Canned blueberries, in 2-lb. and gallon tins, are being offered at low prices by H. P. Eckardt & Co.

L. Chaput, Fils & Cie have just finished stock-taking and have some bargains to offer to the trade.

"Griffin" brand seeded muscatels, in 1-lb. packages, may be had from H. P. Eckardt & Co.

W. H. Gillard & Co. have arriving a carload of exceptionally fine evaporated apples, in 25 and 50 lb. cases.

Fresh arrivals of finnan haddie are coming in daily with W. H. Gillard & Co.; cases of 15 and 25-lb.

T. Kinnear & Co. are offering "Sphinx U" prunes in cases and half-cases; also, Californian and French prunes.

Californian evaporated peaches, in 25-lb. boxes and bags of about 80 lb., are in store with The Eby, Blain Co., Limited.

Henri Jonas & Co., Montreal, have a stock of sardines and imported canned goods for the coming Lenten season.

Choice horehound candy, sticks or drops, put up in 5-lb. boxes, is offering by Lucas, Steele & Bristol; also genuine English rock candy.

Just in store with W. H. Gillard & Co., a large shipment of prunes of different sizes, apricots and peaches, in 25 and 50-lb. boxes, showing splendid quality.

Lucas, Steele & Bristol offer choice values in Young Hyson points; also green Ceylons in chests, halves and 1 lb. packets, to retail at 25c.

L. Chaput, Fils & Cie. have reduced prices on table raisins, nuts, both shelled and unshelled, and Californian fruits. It is

a good time for all those who are in low stock to buy these goods.

"Imperial" maple syrup, in quart, half-gallon and gallon tins, is in stock with The Eby, Blain Co., Limited, city selling agents. Another car is in transit.

Cape Breton herring in barrels and halves; also half barrels of genuine No. 1 mackerel and sea salmon may be procured from Lucas, Steele & Bristol.

Several lines of Ceylon and Indian pekoes and orange pekoes, stylish teas with splendid draw, have recently been received by The Eby, Blain Co., Limited.

French prunes, in 55-lb. boxes; Californian prunes, in 25 and 50 lb. boxes, all sizes, also 90 100's, in bags of about 80 lb., are selling rapidly with The Eby, Blain Co., Limited.

LOBSTERS ARE GETTING SCARCE.

A PORT MEDWAY, N.S., despatch says: "This season the winter lobster fishing has been most unsatisfactory. All along the shore it is the one story—lobsters are getting scarcer. Large boats and small boats have thoroughly tried the fishing ground. At last fishermen are beginning to realize that the fishing grounds are getting exhausted. The reason is not far to seek. It is overfishing. Hen and brood have been killed and then it is wondered what has become of them. For years anything in the shape of a lobster has been taken, and it is the old story of greed overreaching itself. There really seems to be but one satisfactory answer as to replenishing the grounds and it is to stop lobster fishing for a time. The loss and hardship are well understood and the remedy severe. To enforce a law against taking small lobsters would have to be at an enormous cost. Even then vast experience demonstrates that it would be only partial. Against such a remedy there will be a great protest, but it now looks as the one way that will save a most profitable industry from destruction.

"The late lobster commissioner did splendid work under the excellent guidance of Professor Prince. What is wanted to aid our fisheries is a special department just as it is with agriculture. Hon. Mr. Fisher has done good work and the Department demonstrated its advantage and great utility. The same can be done for the fishing industry. Better methods of fish-curing and the opening up of new markets have become a pressing necessity. The bait freezers being erected by the aid of the Dominion Government meet a real want and show what can be done to encourage a most valuable industry."

**THE PAPER IN EVAPORATED APPLE BOXES.**

Editor CANADIAN GROCER.—It is not the custom to use colored paper to face evaporated apples. Any one using it must know that the color would come out and injure the fruit. We enclose sample of the ordinary facing paper, and lace paper where fancy stock is desired.

Occasionally colored shelving paper is used, but in all cases that I know of they have used oiled, wax or parchment paper next to the fruit. Certainly no up-to-date manufacturer of evaporated apples would think of putting colored paper next to the fruit.

Yours truly,

R. J. GRAHAM.

Belleville, January 31, 1901.

[NOTE.—The sample of facing paper referred to is a neat, white paper of moderate weight. The lace paper is a fancy imitation of white lace about two inches deep.—Ed. CANADIAN GROCER.]

A NEW WHOLESALE TEA HOUSE.

Mr. R. D. Ross, who has been for so many years prominently associated with the tea trade of Canada, originally with the "Salada" Tea Co., and latterly as manager of the "Monsoon" Tea Co., is launching out for himself in connection with the Ross Tea Co., importers and packers of Ross' high-grade Ceylon teas. They have equipped a plant at 11 and 13 Front street east, Toronto, with the latest and most up-to-date machinery for packing tea in lead packets, and with a capacity for a large output.

Mr. Ross enjoys the reputation of being one of the best judges of Ceylon teas in Canada, and, as he proposes to live up to, and not on, this reputation, a goodly measure of success should be the lot of the new company.

CEYLON GREEN TEA.

The "Salada" Tea Co. is in receipt of the following from The North Bay Supply Co., Limited, North Bay, Ont.:

Dear Sirs.—Our 30-lb. sample order of Brown label Ceylon green is sold right out, and our customers are very much pleased with it thus far. Kindly rush forward order for 500 lb. sent you some days since. We believe this tea will displace our trade for 25c. Japan; in fact, we are so sure of it that we have not given our usual import order for Japan tea. "Salada" tea right through from 25 to 50c. is becoming our leader, and if the year continues as it is starting, our business in "Salada" will be more than four times that of last year.

BUSINESS SUCCESS.

THE chief cry from all great institutions—railroad, big manufacturing establishments, trusts, insurance companies, publishing houses, banking and merchandising concerns—is for men of brains—clever, keen, enterprising men of executive ability—men who do things. For such men there is no practical limit to the salaries they can attain. Since the beginning of time there never was a period when genius, or even first-rate ability could command in the business world anything like the salary it commands to day.

The fact is that capital alone is pitifully helpless. Brains mean more than capital the world over. Capital is much more dependent upon man than man is upon capital. The human being who thinks and works can do something without capital; capital can do nothing without human aid.

In business it is not so much a question of money as of brains. The strongest house with a weak management, I care not how old or how respectable its history, will go to the wall, while the weak house with a strong management will become big and powerful. This is inevitable. Man is king, not capital, and this will hold true throughout the ages, whether there be trusts or no trusts, combinations of capital or no combinations. Brains must at all times and under all conditions be reckoned with.

I am not so pessimistic as Mr. Croker about the future of the young man. This is a problem that the latter will work out for himself. There doubtless will be fewer individual business men, but it doesn't follow at all that there will be less successful men, and measured, too, by the dollar.

But what is success anyway? It cannot be measured alone by the accumulation of money. This would be a most imperfect and misleading measurement. Many things enter into the problem of working out a successful career. The very brief span of life allotted to man must be taken into consideration. If one sacrifices health, comfort,

pleasure, family and friends merely to build up a name as the head of a business, gaining with all a fortune at middle life, has he lived wisely and well? Has his life been full and rich? Has he got all out of it that he was entitled to, has it meant to him what it should mean, according to his own estimate? With all his worries and strife—with all his business losses from failures and dishonesty—with meeting ruinous competition, and a thousand other annoying and trying conditions inevitable in the life of the business man who has carved out his own career—has he worked out the problem of living as well as the chum of his boyhood who has had all these 20 odd years a snug berth and salary?

The latter has had no serious cares, no worries, and no notes to pay. He has had time to be a good fellow—to be a good husband, and a good father, and to make friends—time to get pleasure out of each day and each week and each year as they went by—time to read and think, and grow broader, and sweeter, and wiser—time to keep health and youth. Possibly he is not worth as much in hard cash at 50 as his boyhood friend, and possibly he is worth a good deal more. At all events, he has sipped daily of the sweets of life, while the other has waited for success to crown his efforts before tasting these pleasures. But pleasures do not wait on any man. They must be taken as they pass by.—Munsey's

RUNNING AS USUAL.

B. G. Davis, secretary of the Windsor, Sandwich and Walkerville Retail Grocers' and Provision Dealers' Association, writes: "Your last issue contains a notice of the fire at The Walkerville Match Co's plant which might mislead the trade. The factory itself is intact. It was the warehouse only that was destroyed. This was situated 500 feet from the main building. The company are to rebuild this at once and the factory is running as usual and they are prepared to fill all orders."

FOR BUYERS AND SELLERS.

THIS is an age, probably more than any other when men are devising ways and means of facilitating business. The conditions under which business is done to-day necessitate it. And he who would keep in the van cannot afford to ignore the facilities thinking minds have provided.

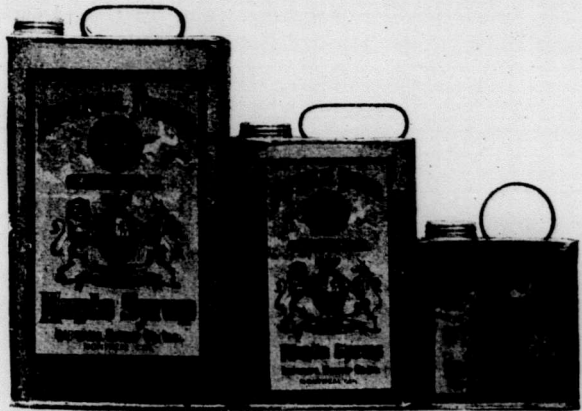
One thing it is important that a man in business should know is the names and addresses of those from whom he can buy goods and of those to whom he can sell goods.

To secure this is usually a most difficult undertaking, and the wider his trade the more difficult it is. This has now been made easy for every business man, manufacturer, or wholesaler, no matter in what branch of trade he is engaged, consequent upon the appearance of a book which gives the name of every manufacturer in every branch of trade within the confines of the Dominion of Canada. "The Manufacturers' List Buyers' Guide of Canada" is the name of the book, and the publishers are The Manufacturers' List Co., 34 Victoria street, Toronto.

It tells where to obtain any article that a buyer may want. About 22,000 articles are indexed in the book, and the names of 7,800 manufacturers are alphabetically arranged for addressing purposes, giving the kind of factory of each. Not included in this, and also arranged alphabetically and classified, are 350 butter factories and creameries, 800 cheese factories, 250 fish, lobster and salmon packing houses, 150 electric light plants, 45 steam railway corporations, 500 shippers of grain, eggs, etc. Another valuable list is that of the classified manufacturers. In this 4,995 classes of goods are enumerated alphabetically, with the different makers of each below them. Altogether there are over 10,000 manufacturers named in the book.

To obtain the technical information contained in this book for classification it was necessary to visit each factory personally throughout the Dominion, as in no other way could it be gathered so completely and intelligibly. And no manufacturer has been omitted because he did not see fit to advertise in the book or subscribe for it.

It is well printed, and bound in a strong cloth cover, stamped in gold, contains 483 pages, 8 x 10, and is sent to any place in the Empire on receipt of \$5.



ROSE & LAFLAMME, Selling Agents, MONTREAL.

Imperial Brand

MAPLE SYRUP

The Standard from Ocean to Ocean.

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

Imperial Syrup Co., Limited

88 Grey Nun St., MONTREAL.

BUSINESS CHANGES.**DIFFICULTIES, ASSIGNMENTS, COMPROMISES.**

LYONS & CO., fruiterers and confectioners, Fort William, Ont., have assigned to Russell A. McDougall.

B. B. Brown (late), grocer, Vancouver, has assigned.

Ezra McIntosh, grocer, Dundela, Ont., is offering 30c. on the dollar.

T. N. Gauthier, general merchant, Carleton, Que., has compromised.

F. X. Julien, general merchant, Lambton, Que., is offering to compromise.

Dugald Campbell, general merchant, Little Metis, Que., has assigned.

Oppenheimer Bros., Limited, wholesale grocers, Vancouver, have assigned.

Gagnon & Caron have been appointed curators of Zoel Tardif, grocer, Montreal.

A. E. Lechance, grocer, etc., Sherbrooke, Que., is offering 30c. on the dollar, cash.

L. J. Desilets, general merchant, St. Gertrude, Que., is offering 50c. on the dollar, cash.

J. O. A. Deguire & Co., general merchants, Glen Robertson, Ont., have compromised.

Adelard Lauzon, grocer, Montreal, has assigned, and a meeting of his creditors has been held.

J. O. Faubert & Co., general merchants, Barrington, Que., have assigned to Alex. Desmarteau.

J. McD. Hains has been appointed curator of Mrs. E. A. Atkinson, general merchant, L'Avenir, Que.

Arthur Hotte, general merchant, St. Cyrille de Wendover, Que., is offering 50c. on the dollar.

J. McD. Hains has been appointed curator of R. Bourbeau, general merchant, Victoriaville, Que.

G. N. Picket, manufacturer of biscuits, Maissonneuve, Que., has assigned, and a meeting of his creditors has been called.

V. E. Paradis has been appointed curator of Alph. Mercier, general merchant, St. Angele (Rimouski), Que.; also of F. Veilleux, grocer, etc., St. Francois, N.E., Que., and of Esdras Paradis, general merchant, Plessisville, Que.

PARTNERSHIPS FORMED AND DISSOLVED.

Tardif, Frere & Cie, grocers, Montreal, have dissolved.

The Royal Tobacco Co., Montreal, have registered partnership.

Lanouette & Desorey, grocers, Montreal, have registered partnership.

Denis, Dionne & Co., cigar mfrs., St. Cesaire, Que., have dissolved.

Cockburn & Dionne, butter mfrs., St. Joseph de Chambly, Que., have registered partnership.

T. F. Mitchell, grocer and produce

dealer, Carleton Place, Ont., has admitted a partner under the style of Mitchell & Latimer.

E. Charbonneau & Co. have registered partnership as tobacconists and cigar dealers, Montreal.

Coppleman & Hartwell, general merchant, Wawanesa, Man., have dissolved. W. F. Hartwell continues.

W. W. Lewis & Co., general merchants, etc., Louisburg, N.S., have dissolved. W. W. Lewis continues under the old style.

SALES MADE AND PENDING.

Thomson & Acton, fruiterers, Nelson, B.C., have sold out.

The Hamilton Yeast Co., Hamilton, Ont., have sold out.

The assets of Gustave Trudeau, grocer, Montreal, have been sold.

The stock of J. G. Desautels & Co., grocers, Montreal, has been sold.

The assets of S. Racicot, grocer, Montreal, are to be sold on February 5.

M. Parker, tobacconist, etc., Vancouver, is advertising his business for sale.

The assets of Lalonde & Frere, general merchants, St. Benoit, Que., have been sold.

The stock of the estate of E. J. Crawford, general merchant, Souris, Man., has been sold.

C. Shaw & Co., crockery dealers, etc., Ottawa, have sold their stock at 30c. on the dollar.

Charles Mason & Co., general merchants, Shelburne, Ont., are advertising their business for sale.

CHANGES.

W. T. Groom, grocer, London, Ont., has sold out to J. G. Pritchett.

A. R. Smith, general merchant, Brussels, Ont., has removed to Stratford.

M. B. Hatch, grocer, etc., St. Thomas, Ont., has sold out to Precious & Co.

M. S. Houle, general merchant, Letellier, Man., is removing to St. Boniface, Man.

George Arnold, general merchant, Louisville, Ont., has sold out to F. H. Bedford.

George Harris, baker and confectioner, Amherstburg, Ont., has sold out to Samuel Cox.

J. G. Quarry, general merchant, Mount Carmel, Ont., has sold out to Hall & Glavin.

D. W. Marsh, general merchant, Calgary, N.W.T., has been succeeded by Wood & Greene.

Ann Carnahan, general merchant, etc., Wetaskiwin, N.W.T., has sold out to J. W. Herrick.

John Robinson, general merchant, Grand Valley, Ont., has been succeeded by Warren & Grayden.

Mrs. Eusebe Labossiere has registered as proprietress of E. A. Labossiere & Co., grocers, Montreal.

Thos. Badenach has registered as proprietor of J. Rattray & Co., wholesale cigar dealers, etc., Montreal.

Hunter & Moore, general merchants, Boissevain, Man., have been succeeded by Hunter, Moore & Aitkens.

R. A. Rogers & Co., Limited, wholesale provision dealers, Winnipeg, are applying for incorporation.

The stock of M. R. Campbell, grocer, etc., Brussels, Ont., has been sold to L. L. Barber at 76c. on the dollar.

FIRES.

Burgess & Co., confectioners, etc., Ottawa, have suffered damage from smoke and water.

On Wednesday night last week W. Mitchell's general store, Brownhill, Ont., was destroyed by fire. The loss is placed at \$1,500, partly covered by insurance.

DEATHS.

Pierre Turgeon, grocer, Quebec, is dead.

George Deolet, grocer, Ancienne Lorette, Que., is dead.

P. Grandy, general merchant, Belle Oram, Nfld., is dead.

AMERICAN CONFECTIONERY IN ENGLAND.

The London Daily Telegraph calls attention to the enormous increase in the use of American confectionery in England, which, it says, would be even greater than it is were the American manufacturers to show more elasticity in trade methods. It also declares that America is soon likely to be supplying "jaw-bricks." The most suitable campaigning samples have already been submitted to Lord Roberts, and have been sent back for improvements. These are now assured.

SALUTING THE QUEEN.

One of the best calendars and especially appropriate at the present time is "Soldiers of the Queen," which the Queen City Oil Co. are sending out. It represents a Highlander, a South Wales lancer and a Canadian mounted infantryman saluting and cheering a large portrait of the Queen. The drawing is excellent and there is no doubt that the whole calendar will be much appreciated by anyone fortunate enough to get one before the supply is exhausted. No doubt any of our readers may have one by writing them.

TO DEFEND SUNDAY TRADING.

An association has been formed in Glasgow, according to The Scottish Trader, of merchants who carry on business directly or indirectly on Sundays, for the purpose of opposing all legislation interfering with Sunday trading, and to educate public opinion in favor of such trading.

A TEA THAT HAS

a flavor which is

**SMOOTH
and
PURE**

is the kind of tea your customers
mostly desire.

WHEN YOU SELL THEM

JAPAN TEA

they will always be well pleased with
its flavor—which is always the same—
smooth and pure. It is known by its
taste—by the vim it imparts—by its
invigorating properties.

See that your
customers get it.

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

Ogilvie's Hungarian

Ogilvie's Glenora....

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

Superior Quality
Always Good

HOW PRICE-CUTTING BEGINS.

A **J**OBBER, according to an exchange, gives the following somewhat terse account of how price-cutting by jobbers generally commences :

"A travelling man starts out on his route and finds business exceedingly dull. A man sitting in the office of a wholesale house employing him drops him a note, asking him why no orders are received. The traveller writes back the condition of things, but does not send any memoranda with it. He works conscientiously and hard, but the roads are bad, farmers are not getting their produce to market and are unable to get to town to buy what little they need and are ready to purchase. The merchants on the traveller's route still refuse to place orders in advance of actual requirements, although he dilates nobly on the trade that soon must materialize.

"More letters come from the man paid to do the 'punching up' for the house. More explanations and the sole results of additional letters, now of an exceptionally severe tone. Then he gets desperate, walks into a store where he is well known and says: 'Mr. —, my house, tells me I must sell goods; can't I take your order?' Something in the expression of the travelling man's face checks the refusal which was on the merchant's lips when he saw him coming, and a conference ensues, with the final result of an order for goods, it is true, but at prices which startle the 'house' when it is received. A very strong interrogation point comes in the next letter, and the poor traveller writes back that he had to do it to meet prices made by another house. That

is a clincher for his employers, and they have to grin and bear it. Inside of a week the prices made by the salesman are known within a radius of a hundred miles, and are met by the representatives of other houses in the same line.

"I have told you what many of the jobbers really believe to be the genesis of most of the demoralization of jobbers' prices that you hear so much about, but I leave it to you to determine whether the travelling man is altogether to blame, and whether, if such an impossible state of affairs should exist as the transaction of business without the travellers, conditions would be difficult."

THE COUNTRY GENERAL STORE.

If the books of the universe could be balanced in order to show the relative usefulness of the different branches of trade and industry, it is probable that the business of general storekeeping would rank high, remarks Merchants' Review, New York. It even might, like Ben Adhem's name, "lead all the rest." It has served as the training school of more great Americans than our colleges have done, and it fills a field in which hard work and anxiety are more commonly met with than the usual rewards of industry and perseverance.

The country storekeeper fills a position of great responsibility and ought to be better remunerated. He at least should receive more consideration when oleo legislation, pure food legislation and collection bills are on the tapis.

At the beginning of the new century this

is a good time to reverse the traditional treatment of the country dealer and give him as much consideration as the pimply-faced bulbous nosed saloon-keeper receives.

Success to the general stores of the country and their proprietors!

INQUIRIES REGARDING CANADIAN TRADE.

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

1. A company manufacturing crucible tool and mining drill steel, files, machine planing irons, etc., would be prepared to arrange for its agency with a first-class Canadian firm possessing the necessary connect.on.
2. A London house seeks the service of a good Canadian representative to introduce glues.
3. The manufacturer of a patent file-cutting machine wishes to appoint a Canadian agent.
4. A firm manufacturing carriage upholstery, etc., asks for names of Canadian shippers of sea grass.
5. A Leeds house wishes to secure the services of a responsible Canadian agent to attend to the purchase and shipment of apples on their behalf. First-class references required.
6. A London firm dealing in oils, wax, honey, minerals, drugs, gums, etc., would be pleased to hear from Canadian shippers of their lines.
7. A company using considerable quantities of asbestos is prepared to hear from Canadian owners of developed deposits of asbestos of good quality.

The pork-packing factory at Stouffville, Ont., has started operations. The building formerly occupied by the vinegar works has been remodelled and fitted with a modern packing plant.

*The best selling tea in Canada today is
Blue Ribbon Ceylon
packed and sold by
Blue Ribbon Tea Co.
12 Front St. East - Toronto*



Boston Laundry Starch...

is the best domestic starch ever offered to the Canadian trade. It is very simple to use, gives a beautiful hard finish to linen and cotton goods, and is sold at popular prices by all dealers at 10c. a package. One package goes as far as two of the ordinary cold water starches.

SOLD BY

THE F. F. DALLEY CO.,
LIMITED
HAMILTON.

SHORT ROLLS.

Cured Meats are higher in price, and are going to be high this Summer, but the price of Short Rolls has not yet advanced.

This line of meats is of especial value; they are boneless, sugar cured, and new. We can recommend them. Try them.

F. W. FEARMAN CO.

Limited

Pork Packers and Lard Refiners,
HAMILTON, ONT.

TO THE RETAILER:

It is a pleasure to sell

REGISTERED
Bow Park
BRANDS

PICKLES AND RELISHES

as you can guarantee them to be of the finest quality, and they draw the best trade to your store.

We ship the same day the order is received.

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.



GUARANTEED CHOICE AND PURE.

GOLD MEDAL, PARIS 1900.

Please order goods through your wholesale house.

COSTA RICAN COFFEE.

COSTA Rican coffee, according to The Bulletin of the Bureau of American Republics, is quite similar in appearance to the celebrated Java coffee, the grains of both varieties being thick, oblong, and of a yellowish and sometimes greenish hue. It is a well known fact that in Europe, and to some extent in the United States, Costa Rican coffee is often sold under the name of "Java" or "Mocha," which it very much resembles, not only in appearance, but also in the delicacy of its flavor, which is so highly relished and appreciated by the consuming public. The Agricultural Department of the United States, at the solicitation of the Costa Rican legation, analyzed a number of samples taken indiscriminately from different lots of coffee from that Republic, and found them to contain from 1.16 to 1.27 per cent. of caffeine. The quality of the coffee, however, does not depend upon the greater or lesser percentage of caffeine that it contains, but its great desirability and popularity is due to the rich flavor of the extract.

The consumption of Costa Rican coffee in the United States as well as in Europe is constantly increasing, and the high prices it commands, compared with those obtained for coffees of the same grade from other countries, is proof of its growing popularity in the coffee-consuming countries of the world.

OX TONGUES IN CANS.

The tank is built of $\frac{3}{8}$ -inch sheet iron or steel, 9 ft. x 4 ft. x 1 ft. 8 in. This is set up on a substantial frame so that the top of the tank will be about 2 ft. 10 in. above the floor. To prepare the solution of calcium chloride fill the tank with water, bring to a boil and put in about 35 pounds of calcium chloride to each 100 pounds of water. This gives a solution which boils at 225 degrees F., which is the temperature necessary for ox tongues.

The cans are put into the bath with the vents open; they should be immersed until tops of the cans are just above the liquid in the bath. The temperature is raised, and the cans processed for 1 hour and 15 minutes. The process time is taken from the time the steam issues from the vents of the cans. When the required time has elapsed, the vents are stopped while the cans are still in the bath.

After the vents are stopped the cans are removed from the bath and placed in the retort, where they are boiled off for two hours at a pressure of $3\frac{1}{2}$ pounds. The exhaust on the retort may be left open during the boiling off. The cans are withdrawn on the trays and taken to the shower

room, and there showered until cool. They are then put through the usual washing process, sent to lacquering room and then labeled.—National Provisioner.

ODD ADVERTISEMENTS.

An observer of the peculiarities of people copied, according to an exchange, the following from advertisements from various sources:

"Annual sale on. Don't go elsewhere to be cheated—come in here."

"A lady wants to sell her piano, as she is going abroad in a strong iron frame."

"Mr. Brown, furrier, begs to announce that he will make up gowns, capes, etc., for ladies of their own skins."

"Bulldog for sale; he will eat anything; very fond of children."

"Widow in comfortable circumstances wishes to marry two sons."

"To be disposed of, a small phaeton, the property of a gentleman with a movable headpiece as good as new."

TEA-GROWING ON PAPER.

Tea-growing is becoming a newspaper industry in this country. About 60 acres of land in Summerville, S.C., are laid out as a tea plantation, and the quantity of matter written about the enterprise could hardly be greater if it promised to supply the entire domestic demand for tea, with some left over for Europe. But the industry may grow more rapidly during the next decade than it has during the past five or six decades, for there is talk of capitalists in

Connecticut having bought some thousands of acres of land near Charleston, S.C., for tea raising purposes, and it is also said that a couple of syndicates are being formed for a similar purpose. The tea duty looks like a fixture, and, with the present party in power, there is always a possibility of getting an increase of duty or even a bounty. Any Congress that will seriously discuss Mr. Hanna's arguments in favor of bounties to rich shipowners wouldn't mind a little thing like helping two or three tea companies at the expense of 76,000,000 people. Therefore, we think there are possibilities in these tea schemes in South Carolina, and, if the worst comes to the worst, the domestic tea could always be disposed of as a curiosity.—Merchants Review, New York.

A CONDENSED PORK AND BEAN RATION.

A recent patent has been granted to a Chicago party for preparing compressed and baked pork and beans, according to The National Provisioner. The beans are first soaked in cold water in the usual way. They are then boiled with the pork and the seasoning added. The pork and beans are then dried and crushed to a paste, to which is added flour and water. The whole mass is then firmly compressed and afterwards reduced to the form of cakes which are finally baked.

One of the claims consists in making an improved condensed ration consisting of a compressed, coherent, baked cake or biscuit, composed of a homogeneous mixture of cooked pork and beans and flour.

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.



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.

Reliable goods bring you new
customers.

Southwell's Pure Fruit Jams



Are always reliable.

They stand at the head.
Send for reduced price list.

FRANK MAGOR & CO.

AGENTS FOR CANADA

16 St. John St., MONTREAL.

Current Market Quotations for Proprietary Articles

February 7, 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 de-
cline, 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, 1/2 ".....	4 00	
Diamond—		
1 lb. tins, 2 doz. in case.....	per doz 2 00	
1/2 lb. tins, 3 ".....	1 25	
1/4 lb. tins, 4 ".....	0 75	

IMPERIAL BAKING POWDER.

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

MAGIC BAKING POWDER.

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

JERSEY CREAM BAKING POWDER.

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

BLACKING.

Keen & Sons.	per gross
No. 2—1/4 gross boxes.....	2 70
No. 4—1/2 gross boxes.....	5 75
No. 5—3/4 gross boxes.....	8 00
Cooney's	
Boxes, each 4 doz.....	\$1 50

SHOE POLISH.

Jonas'	per gross
Froment's.....	\$9 00
Military dressing.....	7 50
24 00	

BLUE.

Keen & 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, 1/2	
and 1 oz. and in pepper boxes, 2c. and 10c.	
Cooney's Royal Windsor, per gross.....	4 80
Universal, bag, per gross.....	4 80

BLACK LEAD.

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

CORN BROOMS

BOCKH BROS & COMPANY	doz. no
Bamboo Handles, A, 4 strings.....	4 35
" " B, 4 strings.....	4 10
" " C, 3 strings.....	3 85
" " D, 3 strings.....	3 60
" " E, 3 strings.....	3 35
" " G, 3 strings.....	3 10
" " I, 3 strings.....	2 85

BISCUITS.

PEEK, FRENCH & 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 12 1/2
Metropolitan mixed.....	0 09
Special price list of Fancy Tins for Xmas	
trade and other lines on application.	

CANNED GOODS.

MUSHROOMS.	
HENRI JONAS & CO.	
Mushrooms, Rionel.....	\$14 75
" 1st choice Duthell.....	17 50
" 1st choice Lenoir.....	18 50
extra Lenoir.....	20 00
Per case, 100 tins.	

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

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

CHOCOLATES & COCOAS.	
Epps's cocoa, case of 14 lbs., per lb..	0 35
Smaller quantities.....	0 37 1/2

CADBURY'S.	
Frank Magor & Co., Agents.	per doz
Cocoa essence, 3 oz. packages.....	\$1 65
Mexican chocolate, 1/2 and 1/4 lb. pkgs.	0 40
Rock Chocolate, loose.....	0 49
" 1-lb. tins.....	0 43
Nibs, 11-lb. tins.....	0 35 1/2

TODHUNTER, MITCHELL & CO.'S.	
Chocolate—	per lb.
French, 1/2's—6 and 12 lbs.....	0 30
Caracas, 1/2's—6 and 12 lbs.....	0 35
Premium, 1/2's—6 and 12 lbs.....	0 30
Sante, 1/2's—6 and 12 lbs.....	0 36
Diamond, 1/2's—6 and 12 lbs.....	0 33
Sticks, gross boxes, each.....	1 00

Cocoa—	
Homeopathic, 1/2's, 8 and 14 lbs..	0 30
Pearl, " " ".....	0 25
London Pearl 12 and 18 ".....	0 23
Rock " " ".....	0 20
Bulk, in boxes.....	0 18
Royal Cocoa Essence, pkgs., per doz.	1 40

Chocolate—	per lb.
Caracas, 1/2's, 6-lb. boxes.....	0 42
Vanilla, 1/2's.....	0 43
" Gold Medal Sweet, 1/2's, 6 lb. bxs.	0 39
Pure, unsweetened, 1/2's, 6 lb. bxs.	0 46
Fry's "Diamond," 1/2's, 14 lb. bxs.	0 34
Fry's "Monogram," 1/2's, 14 lb. bxs.	0 34
Cocoa—	per doz.
Concentrated, 1/2's, 1 doz. in box..	2 40
" " ".....	4 50
" 1 lb. ".....	8 25
Homoeopathic, 1/2's, 14 lb. boxes..	
" 1/2 lbs. 12 lb. boxes.....	

JOHN F. MOTT & CO.'S.	
R. S. Melndoe Agent, Toronto.	
Mott's Broma.....	per lb. 0 30
Mott's Prepared Cocoa.....	0 28
Mott's Homeopathic Cocoa (1/2's).....	0 33
Mott's Breakfast Cocoa (in tins).....	0 40
Mott's No. 1 Chocolate.....	0 30
Mott's Breakfast Chocolate.....	0 28
Mott's Caracas Chocolate.....	0 40
Mott's Diamond Chocolate.....	0 23
Mott's French-Can. Chocolate.....	0 18
Mott's Navy or Cooking Chocolate..	0 28
Mott's Cocoa Nibs.....	0 35
Mott's Cocoa Shells.....	0 05
Vanilla Sticks, per gross.....	0 30
Mott's Confectionery Chocolate. 0 21	0 43
Mott's Sweet Chocolate Liquors 0 19	0 30

COWAN COCOA AND CHOCOLATE CO.	
Hygienic Cocoa, 1/2 lb. tins, per doz..	\$3 75
Cocoa Essence, 1/2 lb. tins, per doz..	3 25
Soluble Cocoa, No. 1 bulk, per lb....	0 30
Diamond Chocolate, 12 lb. boxes.	0 35
Royal Navy Chocolate, 12 lb. boxes.	0 30
Mexican Vanilla Chocolate, 12 lb. bxs	0 35

CHERRY.	
Imperial—Large size jars, per doz..	\$8 25
Medium size jars.....	4 50
Small size jars.....	2 40
Individual size jars.....	1 00
Imperial Holder—Large size.....	18 00
Medium size.....	15 00
Small size.....	12 00
Paragon—Large size, per doz.....	8 25
" Medium size.....	4 50
" Small size.....	2 40
" Individual size.....	1 00

BAYLE'S POTTED.	
Robert Greig & Co., Agents, Toronto.	
1/2-lb. 1-lb. 5-lb.	
Jar. Jar. Jar.	
After Dinner.....	\$2 40 \$4 75 \$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 SHIP-
MENT** guaranteed.

EDWARDSBURG STARCH CO'Y, Limited,
Established 1858.

164 St. James St.,
MONTREAL.


Works:
CARDINAL, ONT.

53 Front St. East,
TORONTO.

DUNN'S PURE MUSTARDS

GIVE UNBOUNDED SATISFACTION.

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

COFFEE.		LIQORICE.		MATCHES.		
JAMES TURNER & CO. per lb		YOUNG & SMYTH'S LIST.		Eddy's Telegraph, single cases..... \$3 70		
Mocha	0 38	5-lb. boxes, wood or paper, per lb....	\$0 40	five cases	3 50	
Damascus	0 38	Fancy boxes (35 or 50 sticks) per box..	1 25	Telephone, single cases	3 60	
Cairo	0 20	"Binged" 5 lb. boxes, per lb.....	0 40	five cases	3 40	
Sirdar	0 17	"Acme" Pellets, 5 lb. cans, per can..	2 00	Eagle Parlor, single cases	1 60	
Old Dutch Eto.	0 13 1/2	"Acme" Pellets, fancy boxes (40)		five cases.....	1 50	
TODD HUNTER MITCHELL & CO.		per box		ORANGE MARMALADE.		
Excelsior Blend.....	0 31	Robinson's Patent Barley 1/4 lb. tins..	1 25	T. UPTON & CO.		
Jersey	0 29	" " " 1 lb. tins ..	2 25	1-lb. glass ..	2 doz. case, per doz..	\$1 00
Rajah	0 20	" " " Groats, 1/4 lb. tins ..	1 25	7-lb. pail 6 pails	crate, per lb	0 07 1/2
Old Government Java	0 28	" " " 1 lb. tins ..	2 25	PICKLES.		
Maracaibo	0 18	GILLET'S POWDERED LYE.		STEPHENS'.		
West India	0 16	4 doz. in case		A. P. Tippet & Co., Agents.		
Rio, choice	0 12	4 doz. in case		Patent stoppers (pints), per doz....		2 20
CLOTHES PINS		JAMS AND JELLIES.		Corked		1 90
BOEKH BROS. & CO.		SOUTHWELL'S GOODS. per doz.		BAYLE'S.		
Other Pins (full count), 5 gross in	0 55	Orange Marmalade.....	1 50	Robert Greig & Co., Toronto, Agents.		
case, per case	0 70	Clear Jelly Marmalade.....	1 80	1/2 Pints. Pints		
doz. packages (12 to a case)	0 90	Strawberry W. F. Jam.....	2 00	Pandora, per doz.....		\$2 15 \$3 60
doz. packages (12 to a case)	0 90	Raspberry " "	2 00	Sliced Sweet.....		1 75 2 85
EXTRACTS.		T. UPTON & CO		Hot Stuff.....		1 75 2 85
HENRI JONAS & Co. Per gross		Jams—		Tobacco Sauce, 2-oz. bottle, per doz....		\$4 25
1 oz. London Extracts	\$6 0	1-lb. glass jars, 3 doz. in case, per doz		Tolasco Pts. in vinegar, 1/2 pt.		3 25
1 oz. " " (no corkscrews)	5 50	5-lb. tin pails, 3 pails in crate, per lb.		SODA.—COW BRAND		
2 oz. " "	9 00	7-lb. wood pails, 6 " ..		DWIGHT'S		
1 oz. Spruce essence	9 00	14-lb. wood pails, per lb.				
2 oz. " "	9 00	30-lb. " "		Case of 1 lbs. (con		
2 oz. Anchor extracts.....	12 00	Jellies—		taining 60 pgs.)		
4 oz. " "	21 00	1-lb. glass jars, per doz.....		per box, \$3.00		
8 oz. " "	36 00	7-lb. wood pails, per lb.		Case of 1/2 lbs. (con		
1 lb. " "	72 00	14-lb. " "		taining 120 pgs.		
1 oz. Flat	9 00	30-lb. " "		per box, \$3.00.		
2 oz. Flat, Anchor extra. ts.	18 00	KNIFE POLISH.		Case of lbs. and 1/2		
2 oz. Square	21 00	Nixey's "Cervus" 8d. and 1s. tins		lbs. (containing 50		
4 oz. " " (corked)	36 00	For price list and sliding scale apply W. G.		1 lbs. and 60 1/2 lb.		
8 oz. " "	72 00	Nixey 12 Soho Sq. London, Eng.		packages per box, \$3.00.		
				Case of 50. pgs (containing 96 pgs) per		
				box, \$3.0		

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.

SOAP



A. P. TIERNEY & CO., AGENTS
Maypole Soap, colors per grs., \$10.50.
Maypole Soap, black, per grs., \$15.50.
Orchid Soap, per gross, \$10.20

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



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

STARCH.

EDWARDSBURG STARCH CO., LTD.

Laundry Starches—
No. 1 White or Blue, 4-lb. cartons per lb 0 05½
" " " 3-lb. " 0 05½
Canada Laundry 0 04½
Silver Gloss, 6-lb. draw-lid boxes 0 07
Silver Gloss, 6-lb. tin canisters... 0 07
Edwards' 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

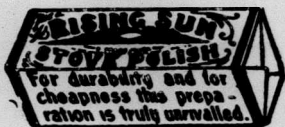
Rice Starch—
Edwardsburg No. 1 white, 1-lb. cart. 0 09
Edwardsburg No. 1 White or Blue, 4-lb. lumps..... 0 07½

KINGFORD'S OSWEGO STARCH.



SILVER { 40-lb. boxes. 1-lb. pkgs., 0 08
GLOSS { 6-lb. boxes, sliding covers 0 18½
(12-lb. boxes each crate)

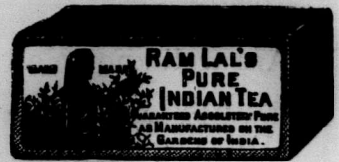
STOVE POLISH.



Rising Sun, 6-oz. cakes, ½ gross bxs. \$ 50
Rising Sun, 3-oz. cakes, gross bxs 4 50
S in Paste, 10c. size, ¼ gross boxes... 10 00
S in Paste, 5c. size, ¼ gross boxes.... 00



PURE—40-lb. boxes 1-lb. pack..... 0 07
" 48-lb. " 16 3-lb. boxes.. 0 07
For puddings, custards, etc.
OSWEGO } 40-lb. boxes, 1-lb. packages..... 07½
OORN STARCH }
ONTARIO } 38-lb. to 45-lb. boxes, 6 bundles 0 08
STARCH IN } Silver Gloss..... 0 07½
BARRELS } 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-lb. 0 38
" " 60 ¼-lb. 0 35
" " 30 1-lb. 0 35
" " 150 ¼-lb. 0 38



TEAS.
SALADA OEYLON.
Wholesale. Retail

Brown Label, 1's 0 20 0 25
" " ½'s 0 21 0 26
Green Label, 1's and ½'s 0 22 0 30
Blue Label, 1's, ½'s, ¼'s and ⅛'s... 0 30 0 40
Red Label, 1's and ½'s 0 38 0 50
Gold Label, ½'s 0 44 0 60



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



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

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Royal Oak, 2 x 3, Solace, 8s 0 52
Something Good, 7s 0 48
Chewing—Bobs, 5s and 10s 0 36
Currency, 13½oz. barr, 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 8s. 0 44
Snowshoe, 2x4, 6s 0 44
Pay roll, 6s 0 44

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" Standard Globe 1 80
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English Breakfast Hopped Tea, 29c.; retail, 40c.
A. Waddell & Co., agents, Toronto.
Samples on application.

Matches, Kodak, per case (200's) 9 boxes to packages, 40 packages to case 3 30

YEAST.

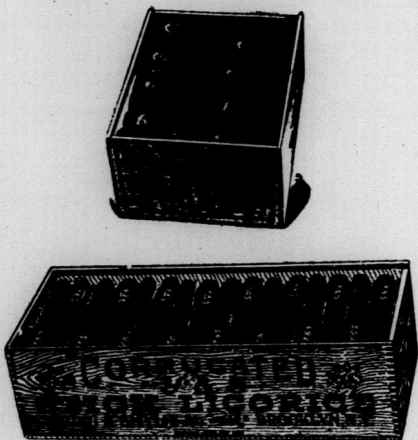
Royal yeast, 3 doz. 5c. pkgs. in case... 1 00

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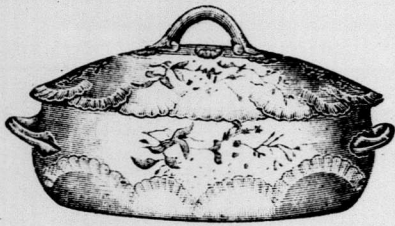
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