

PUBLISHED EVERY FRIDAY

THE

CIRCULATES IN EVERY PROVINCE

CANADIAN GROCER

AND GENERAL STOREKEEPER

COLMAN'S MUSTARD

BEST ON EARTH

CARR & CO.,
LIMITED

Carlisle,
England.



Are the sole manufacturers of
the original

Frank Magor & Co.

Agents for the Dominion.

16 St. John St., MONTREAL.

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

CAFE NOIR BISCUIT

No other firm can approach them.

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THE LIGHT
-OF-
EIGHT OIL LAMPS

-FOR THE-
COST OF TWO.

100 CANDLE POWER

FOR

50 cents a month with
gasoline at 40 cents a
gallon.

Satisfaction guaranteed or money
refunded.



THE AUER GASOLINE LAMP

CHEAPER } THAN } ANY
BRIGHTER } OTHER LIGHT

Write for Catalogue

AUER LIGHT CO.

1682 Notre Dame, MONTREAL

E. SIMPSON & CO., MOOSE JAW, Agents for the Territories.



The Right Article at the Right Price
brings permanent trade to the dealer.

Millar's Paragon
Cheese

will prove a splendid medium for attracting and increasing
business for you. It pleases the most critical. Grocers who
want a pure, reliable article will never be without it.

Manufactured by

The T. D. Millar Paragon Cheese Co.
INGERSOLL, ONT.

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

COLEMAN'S

Established 1868.

SALT

"Educate your customers in regard to quality."

This is especially true with regard to Salt. You want your customers to buy Salt that will bring them in a good return—by producing the finest butter and cheese. You likewise desire to sell Salt to housekeepers that will not set hard in the salt cellar or dredger, and that possesses the pure, sparkling, white color that first-class Salt alone can have.

Educate them thoroughly by advising them to buy Coleman's or Rice's Salt, and the results will give them confidence in your judgment forever after. These Salts are pure—they do not cake—certain to please.

RICE'S

Address:

R. & J. RANSFORD
Clinton, Ont.

SALT

Save Time, Save Money!

"Time is money"—*save time and you save money.* Beyond the few cents extra profit, what can you possibly expect to gain by trying to push the sale of articles of inferior quality? Way down deep in the heart of every grocer is the desire to gain permanent trade—trade that he can count on year in and year out. There is only one way to do that, namely, to bend all energies to obtain the confidence of people who buy goods at your store. Waste no time then and you waste no money. Spend no useless energy in your endeavor to push inferior articles of trade. "Standard goods are best to handle"

"Griffin" Brand Dried Fruits.

The top notch of highest quality at a fair price. Seedless Raisins and Prunes—Dried Apricots, Peaches and Pears.

Not shipped in bulk and handled and re-handled in re packing. They reach you in the **original** package just as it leaves those famous Vineyards on the Pacific Coast.

Stower's Lime Juice.

The pure, concentrated, unadulterated juice of the choicest limes, grown especially for the purpose. The Strongest lime juice made.

Absolutely free from that common fault, "mustiness." Now put up in "pale gin" bottles, labelled especially for the Colonial trade.

ARTHUR P. TIPPET & CO., Agents,

8 Place Royale,
Montreal.

23 Scott St.,
Toronto.



She Has the Money.

Have You the Extracts That Will Please Her ?

Remember, the woman has the money. She has to have flavoring extracts. Are you going to sell her some substitute for an original—an imitation for the real? Or, do you wish to increase your business by retaining her patronage? If so, **Jonas' Flavoring Extracts** will help you do this. What woman won't go to the store where she can get the extract that will please her—that will help make her work easy—that will make her cooking satisfactory, namely, **Jonas'**? She will come to you every time if you can furnish her with that kind. If you cannot—she will have to buy it at your competitor's. The best policy is to always sell

JONAS'
FLAVORING
EXTRACTS.



Manufactured by

Henri Jonas & Co.

MONTREAL.



Through Experimenting?

If the inducement of larger profits has been held out to you from the sale of certain brands of Cigars that are comparatively unknown, then you are experimenting and juggling with the confidence of smokers who buy of you. Are you through experimenting?

No Cigar manufacturer, anywhere, can offer you larger profits than I do when you sell my "Pharaoh" 10c. Cigar and my "Pebble" 5c. Cigar, because you cannot hold your trade on Cigars if the quality and workmanship of each one of them is not exactly up to one high standard. Test my "trial offer" by sending in for an assortment of a thousand or more, to-day. *Money back if you want it!*

J. BRUCE PAYNE, CIGAR MFR.,
Granby, Que.

PICKLES FOR THE PICNIC SEASON.

The outing season always brings with it a large demand for pickles. Everybody, when they go picnicing, carries a bottle of pickles--one or more in the basket. Grocers will find it worth their while to push pickles at this particular time--and the best pickle to push is

"STERLING" BRAND

pickles--made in Canada's largest pickle factory.

T. A. LYTTLE & CO.,

124-128 Richmond St. W., TORONTO.

The Other Kind

Your customers have been asking about those PAN-DRIED Oats made by Tillson, which they see advertised and you have made up your mind to send an order in to prove their merit, when a representative of "the other kind" comes along. "I admit," he says, "that Tillson's Rolled Oats have a great name, but there is another kind a little cheaper and I think them just as good." At last he persuades you to take the other brand and another chance has slipped by to give your customers the satisfaction of using the Rolled Oats, which have no equal for flavor and cleanliness.

You know why he pressed the sale of the other kind—
Next time send your order in direct and we are confident
that one trial will convince you that the only kind is . . .

**Tillson's
Pan-Dried**

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



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

All Bacon and Hams

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

Our Lard is absolutely pure, and we are confident of repeat orders wherever it receives a trial.

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

Farmers' Co-operative Packing Co.

C. F. HODGES, General Manager.

OF BRANTFORD, LIMITED.

COURTENAY'S

ORIGINAL AND
GENUINE



WORCESTERSHIRE SAUCE. THE PUREST SAUCE MADE.

Manufactory:

Worcester, Eng.

Canadian Agents,

W. H. Dann, 295 St. Paul St., Montreal.

H. Wright & Co., 51 Colborne St., Toronto

There's a Cause
for Everything.

The cause of the big demand for

JAPAN TEA

in Canada is due to its superior flavor, aroma, purity and strength. Japan Tea has made life for all other teas a disappointment.

MAGIC
TRADE MARK
SODA
OR SALERATUS
IS THE BEST.
LONDON, ENG. **E.W. GILLETT**, CHICAGO, ILL.
TORONTO, ONT.

THE SECRET
OF THE
SUPREMACY OF
**IVORY GLOSS
STARCH**

is due to its superiority over all other starches. Nothing but intrinsic merit could have forced it to so high a place in the estimation of the housekeepers of Canada. It can always be depended upon. The more it is used the more evident becomes its superiority.

One pounds--with new labels of British generals.
Six pounds--handsome embossed tin with hinged cover.

ST. LAWRENCE STARCH CO.

Manufacturers, Limited

PORT CREDIT, ONTARIO.

IMPERIAL BRAND
MAPLE SYRUP



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

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

ROSE & LAFLAMME, Selling Agents, MONTREAL.

Symington's

**"Edinburgh"
Coffee
Essence**

Is the Purest and therefore Best and Cheapest!

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

ANYONE CAN DRINK IT.

THOS. SYMINGTON & CO.,
EDINBURGH and LONDON.

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

High-Grade Ceylons

We have an exceptionally fine range of High-Grade Ceylons to retail at
50 to 60 cents per lb., costing 30 to 35 cents.

These Teas are of superior style and liquoring qualities—which are difficult to secure.
 We can serve you to advantage.

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



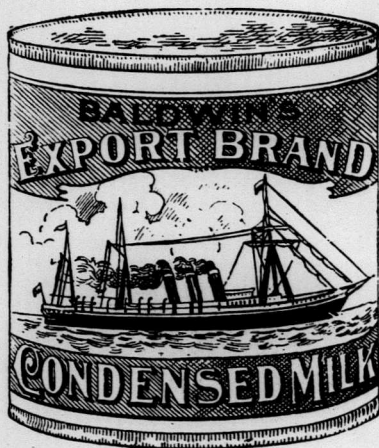
Rowat's Pickles, and Rowat's Worcester Sauce

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.**

Sell



Rose & Laflamme,

Selling Agents,

MONTREAL.



Batty & Co.

ESTABLISHED 1894.

LONDON.



OLIVES
 AND
 PURE
 OLIVE
 OILS.



INDIAN
 CURRIES
 AND
 CHUTNIES.

Makers of High-class

PICKLES
 OF
ALL KINDS.



SAUCES
 OF
ALL KINDS.

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

PUBLISHED EVERY FRIDAY

THE

CIRCULATES IN EVERY PROVINCE

CANADIAN GROCER

AND GENERAL STOREKEEPER

VOL. XV.

MONTREAL AND TORONTO, JUNE 7, 1901

NO. 23

A GROCERY CLERK'S EXPERIENCE.

NEVER having been employed in any other grocery than my father's probably my experience differs materially from that of others who have toiled for non-relatives. In a village store, dependent entirely upon the farmers' trade, my first experience was in dispensing candy and gum for those few odd cents remaining of the butter and egg account. Of course this department

HAS MORE ATTRACTIONS

for the thirteen-year-old lad than the entire remaining store, and to say that I received ample returns for the services rendered will be vouched for by anyone who has ever possessed a boy's appetite for sweetmeats. From the candy and gum case my acquaintance with the stock gradually expanded till I was of the opinion that I was well posted: an unfortunate state through which we must all pass before attaining our majority: but constantly coming in contact with an assorted public will in time wear that unpleasant feature off a person. Some time during the existence of the above-mentioned condition, we are apt to believe that we have a higher calling and that some other line offers inducements for our surplus of wisdom, but a great majority of those who desert are in a very short time willing to return and take up the scoop with renewed vigor, at least such was my case.

VILLAGE AND SUBURBAN STORES.

From a village store to a suburban grocery was a change that required a strong constitution to survive. The difference in the general requirements of the two classes of people is greater than one would imagine. In the farmer's section, canned goods is not a very paying line, but among the factory laborers a complete line of it is a strong bid for their patronage, and so it might be related of numerous other lines. These changes require of a clerk: study of the surrounding conditions, habits and desires of the people you desire for customers, posting up by the medium of some or several good trade journals on the added lines, and then a general introduction and application

of revised methods. There are a number of requisites of a clerk either country or city, a few of which I wish to enumerate, not, however, in the order of importance as that is too difficult for the ordinary person to determine, and the adoption of a single one of them ignoring the balance, would be of no great benefit—it is the combination that bears fruit.

NEATNESS OF PERSON

is a debt we owe to our surrounding fellow-beings, a dress-suit is not required and is no more permissible than a uniform of bib-overalls, hickory shirt and plough shoes. In the former case one is in danger of ruining costly clothes, and still worse is apt to be dubbed "The Fashion Plate," or some other undesirable title exhibiting the contempt with which the generous public hold his effort to outshine the lithographs decorating the tailors' show windows. In the latter case he will be justly classed with the slovenly and indolent zeroes, entirely unfit to work among eatables. An inexpensive neat-fitting suit of clothes, protected by an apron fills the bill best of all. Too much attention is not apt to be paid the tonsorial department: in this respect a smile or cheerful countenance is ten to one superior to a week's growth of beard. Politeness to all is universally taught but frequently neglected, in the store it is a necessity.

A CORDIAL GREETING

to everyone entering the place of business is equivalent to saying, "Glad you came here, you shall be treated well," and "Call again." Thanking people for their patronage is a small task and a sure winner, although by continued practice it becomes mechanical, the effect remains. Patience is quite often a blessing to its owner, for example, take the child of four or five years with a penny, endeavoring to decide which is the cheapest, mixed or stick candy, the busier the person is the longer it takes the child to decide, but we must wait on it because we may be in business when the child is grown, and a good customer is ours if we retain its friendship all the way up. There is no way out of the dilemma other

than by the patience route, because to beg haste of the child simply delays matters, however, should some genius devise means of escape, its inventor should be pensioned by the clerking fraternity.

DISTINCT PRONOUNCIATION

in speaking to a customer is of vast importance, saving the time of frequent repetition and sometimes avoiding serious misunderstanding, also indicates an honest conviction of what is said. The indistinct speaker, the one who is too loud, and the spontaneous orator, are three disgusting personages and will always fail to attract or keep trade. Speed and grace of actions around the counter are with some an impossibility, with others acquired after much practice, and with still others an ability carried from the cradle up. No matter how acquired, it is a fortunate clerk who possesses both. He can obtain better wages and give better service than his unfortunate brother with neither. Having exploited at length on the good qualities of some clerks observed (not in a mirror), I will now pick flaws for a time.

EGOTISM.

is so generally indulged in by the clerking class that I hardly expect by this to reform a great many, but should everyone so despise to hear all others around a grocery telling people, "I have it," or "I am out of that brand at present," it would soon become an obsolete practice. Indolence cannot long find employment in a grocery: if there is no trade to wait upon, there is the rear room that needs a general rearranging or the basement could be cleaned, but usually one need not go so far to find plenty of work: the show-window needs frequent attention, but if left to a certain clerk should not be molested unless superintended by him. The show-cases are not likely to wear out soon because of frequent polishing, neither are the windows. The lamp chimneys or incandescent bulbs give better results if clean. In fact there is no end of what a person is to do to work off the superfluous energy and time.

Believing the above to be sufficient mention of faults, I desire to explain that I do not profess to have all the good qualities spoken of: neither do I absolutely abstain from the bad ones, but then this was not



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.

to be precisely an autobiography. The clerk can benefit his condition by accepting things, as they come, not worrying about some error that has occurred; worry will not remedy the matter, a prompt explanation may. The cause of the clerk is conceded to be identical with that of the proprietor; if both are responsible. Trade is what they are after, and a hearty co-operation is the only sure method of securing it. Competition among the proprietors has lessened with the restoration of living and even prices on staples in organized cities, placing the bulk of competition on the clerk, whose every act touches the employer's bank book one way or another. —Oscar L. Jarrell, in Grocers' Criterion.

ESSENTIALS TO SUCCESS.

YOUNG man, a college education is something to be desired; is a help in the struggle of life, but is not at all indispensable to the greatest business success. If your schooling is a limited one, attention to business; courtesy to everybody; seizure of chances as they turn up; a truthful and honest record, will land you at the top, or so near it, you will be in "comfortable" circumstances all the later years of your life.

Read what Charles M. Schwab, President of the billion-dollar United States steel corporation, had to say about it to the boys of the St. George's Evening Trades School, at their commencement exercises. Here is what he said:

"From my long experience I am led to believe that many boys make the mistake of depending upon influence to obtain for them positions of profit. Go yourself to seek work in life and depend upon your own exertions and merits.

"No matter what business you enter, the essential feature to success is that you perform your tasks better than anybody else. This alone will command attention. Everybody is expected to do his duty, but the boy or man who does a little more is certain of promotion.

"Success is not money-making alone. And I want to state that of the truly great men I know in industrial and manufacturing lines, none are college-bred men, but men who received an industrial or mechanical education, and who worked up by perseverance and application.

"Let me advise you all to make an early start in life. The boy with the manual training and the commonschool education who can start in life at 16 or 17 can leave the boy who goes to college till he is 20 or more so far behind in the race that he can never catch up."

WORTH VS. IMPORTANCE.

THERE are two standards by which the world measures a man—by his worth and by his importance—writes "C" in N. E. Grocer. His worth lies in his capacity, his achievements and his character. His importance lies in his influence over the affairs of his fellow-men through the possession of power—by whatsoever means obtained. Possession of power stamps a man as of great importance, though he be of little worth, while the lack, or loss, of power stamps him as of little importance, though he be of greatest worth. The successful trickster in shady speculations is of undesirable importance through the scope of his influence in business circles, and he compels, through the power of wealth, a more or less perfunctory respect. On the other hand, the able financier, from whose hand misfortune has swept the source of power, finds that his late associates no longer seek his counsel, although but yesterday he stood in the forefront of those whose opinions gave weight to policies of finance. His worth remains, but his importance no longer exists, and he himself is saved from the "cut direct" only by the respect which the world still feels for the integrity of his character. As in business, so in politics, he is of the greatest importance who holds the reins of power. The feeble specimen of ambitious mediocrity, when once installed in office, is of far greater importance than the able statesman whom he by chance supplants. Indeed, in every walk of life importance follows in the wake of power.

To be of importance, to be noticed, envied and praised; to have our company sought for, our counsel solicited, and our wishes deferred to; to have our faults condoned and our virtues exalted—that is a glittering prize which human vanity eagerly seeks, too often regardless of the means by which it is obtained. To be simply of worth, however, to be unsought for, unnoticed and unconsulted; to have our capacity unemployed, our achievements forgotten, and our character but barely recognized; to have our faults exaggerated and our virtues practically ignored—that is a blank in the lottery of life which is too often drawn by those whose importance has departed. Yet while he who seeks only the attention and material favors of the world is well content with an obsequious recognition of his importance, the man whose greatest aim is to increase the measure of his worth is happy in the thought that misfortune can never rob him of his treasure, nor the world's neglect deprive him of that con-

sciousness of superior worth which springs from manly self-respect.

Still, notwithstanding the many cases of importance destitute of worth, and worth deprived of importance, it is to the credit of humanity that by far the larger number of those by whom importance is obtained are also men of worth, and while we look with regret upon unworthy importance, and with pity upon neglected worth, we can but reflect that it is the lot of humanity, for "the race is not to the swift, nor the battle to the strong, neither yet bread to the wise, nor yet riches to men of understanding, nor yet favor to men of skill; but time and chance happeneth to them all."

HOW IS IT?

On a certain leading avenue in this town which, as well as the side streets, is peopled with well-to-do people, are two grocery stores within a block of each other.

Both stores are well fitted and the proprietors and clerks are good business men. Thus far they are equal.

On the other hand, one grocer sells the very best goods of all kinds and his customers demand such goods. This grocer is making money.

The other grocer scours the market to find the cheapest kind of goods, which his customers demand. He sells great quantities, but is not making money.

How is it?

Perhaps it is because the grocer who is making money always finds time to meet together with his fellow grocers, and the other never does. Is that the answer?—Retail Grocers' Advocate, New York

H. Armstrong intends building a fish-packing house and a general store at Delta, Man.

W. D. Porter, grocer, Sheffield Mills, N. S., has closed up his store. It is stated that a general store is needed there.

T. R. T. Stone, grocer, Point St. Charles, Que., has enlarged and improved his store, making it an exceedingly attractive one.

H. Gillis, who for some years conducted a grocery business in Ridgetown, Ont., but for the last two years has been travelling, has removed his family to London, Ont.

The Toronto Milk Co., Limited, has been incorporated with a share-capital of \$125,000, and with the following provisional directors:—Hon. N. C. Wallace, Wm. McCabe, Newman Silverthorn, John I. Davidson, W. T. Taylor, and A. R. Pyne.

Sign of the Clock

Ask our travellers to explain this to you.

Lucas, Steele & Bristol, - - Hamilton

ALMOST INCREDIBLE

But an established fact that one packet of

**WILSON'S
FLY PADS**

has killed

A Bushel of Flies

No other Fly Killer compares with **Wilson's
Fly Pads.**

Read This

Unsolicited Testimonial.

ST. MARYS AUG. 3RD, 1892.

ARCHDALE WILSON & Co.,
HAMILTON.

DEAR SIRS,—The following may be of use to you. A customer of mine who keeps a butcher shop in this town bought a 10-cent package of your Fly Pads from me, and in ten days killed over a **bushel measure of flies.**

Yours truly,

F. G. SANDERSON.

OUR Senior has much pleasure in thanking our numerous customers and correspondents for kind support in the past, and trusts the record of the firm will merit continued confidence in their business methods.

Owing to the increase in business, and in order to keep pace with the times, he has, with the consent of his co-partners, admitted his son, Mr. Campbell Strang Turner, into partnership. The latter is, we think, favorably known to many of the firm's customers, so we trust the new addition to the partnership will give increased confidence to all with whom we do business.

James Turner & Co., Wholesale Grocers, Hamilton

ALEXANDER TURNER.
LLOYD T. MEWBURN.

ALEX. G. OSBORNE.
CAMPBELL S. TURNER.

For
Fall
Import

Place your order now for

Goat Brand Japan Tea

Quality Guaranteed.

Style and Flavor Unsurpassed.

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

Thos. Kinnear & Co.,

Wholesale Grocers,

49 Front St. E., TORONTO.

MANITOBA MARKETS.

WINNIPEG, June 3, 1901.

MARKETS have been somewhat quiet owing to near approach of the end of the month and the fact that rain is beginning to be needed in nearly all sections. At present the crops have never looked better. A good deal of interest has been aroused by the handing over of the Northern Pacific Railway to the Government and changes of officials ensuing thereon. Capt. Swinford, who has been identified with Winnipeg and the West for many, many years, and was the very popular general freight and passenger agent from the time of the opening of the road here, is leaving, and his place is to be filled by Geo. H. Shaw, who for some years has occupied the position of assistant general freight and passenger agent of the C.P.R. There will, no doubt, be many other changes. The green fruit market has been the most active one here during the week, and the outlook is very good. The working of the Exchange has been most beneficial to the trade, as there is no overstocking of the market, while the system of cash payments has been most satisfactory. Every effort is now being made to get the produce branch in good running order, and if this is accomplished it will go far to help the dairy industry of

the Province. In general groceries there have been very few changes during the week.

FLOUR—Market is fair as to demand, but with no change of prices. We quote as follows: Ogilvie's Hungarian patent, \$2.05; Glenora patent, \$1.90; Alberta, \$1.70; Manitoba, \$1.55; Imperial XXXX, \$1.15; Lake of the Woods Five Roses, \$2.05; red patent, \$1.90; Medora, \$1.45; XXXX, \$1.15.

CEREALS—Demand normal. Rolled oats maintain their high figures, and lower prices are not looked for until the new crop is off. Rolled oats, \$2.05 to \$2.10; granulated oatmeal, of desired quality, still scarce; split peas, \$2.45; pot barley, \$2.30 to \$2.40; pearl barley, \$3.75 to \$4; cornmeal, \$1.35 to \$1.40.

FISH—New pack salmon is offering freely on this market. The quotations so far are slightly lower than first quotations of last season, but it is generally understood the prices will range as high if not higher than last year.

COFFEE—The advance in the New York market has not yet effected prices here and quotations are still 9½ to 10½c. for No. 5 Green Rio.

SUGAR—Market is without change and steady. Granulated, \$5.45; bright yellow,

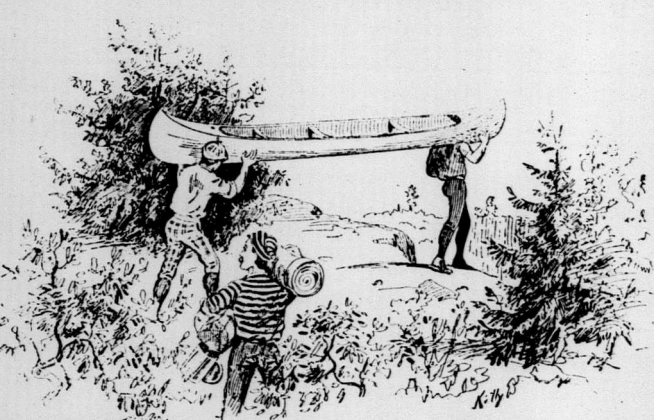
\$4.50. The price list of the B. C. refinery is now on this market and shows the exact amount of freight on sugar at all points, even the most remote in Manitoba and the Northwest. It is understood that this list has taken years to prepare and is a very accurate and reliable document.

SYRUP—The Eastern advance of 10c. per bbl. has not yet come in force on this market.

CURRENTS—As the outlook for the new crop is poor and the supply of last year's stock almost exhausted, the market for currants is firmer, although actual advances have not taken place here. Raisins remain in somewhat limited demand and without change of price.

CALIFORNIAN EVAPORATED FRUITS—This market is normal and without change of price. Peaches, peeled, 15 to 16c.; peaches, unpeeled, 8 to 9c.; pears, 12½ to 13c.; apricots, 10¼ to 12c., according to standard of the fruit; pitted plums, 10½ to 11c.; prunes very slow at 4½ to 11c., according to size.

CURED MEATS—Market is very firm and without change of price. We quote: Hams, 13c.; breakfast bellies, 13c.; breakfast backs, 12½c.; long clear bacon, 11c.; shoulders, 8½c.; smoked, long clear, 12c.



For **CAMPING,**
CRUISING, TRAVEL
or **HOME**

there is no **CHEESE** as convenient
and suitable as

MacLAREN'S IMPERIAL or
MacLAREN'S ROQUEFORT

THE DAVIDSON & HAY, LIMITED

WHOLESALE GROCERS

36 Yonge St., TORONTO

LARD—Pure, in 20 lb. pails, \$2.35; in 3, 5 and 10 lb. tins, \$7.50.

GREEN FRUITS—Market is very active, and in accordance with previous reports lemons have advanced in price. The stock on this market now is all Messina fruit, and prices are \$5. Oranges are firm, and will probably advance during the week should the very warm weather continue. Prices range from \$3.15 to \$4.50, according to variety and size. Bananas are higher, and, as the combine are continually advancing prices in primary market, a further advance is looked for here. Present quotations \$2.75 to \$3. Hood River strawberries are expected here on June 10. A very good supply of other berries is on the market at \$4 for the 2-doz. box case. Cherries are \$2.25 per 10 lb. Pineapples \$2.50 to \$2.75 per doz.

VEGETABLES—Southern cabbage is arriving in quantities and quoted at 4¢ for the 100-lb. crate. Florida tomatoes, 6 basket crates, \$5; cucumbers, \$1.25 per doz.; asparagus, 60c.; rhubarb, 3c. per lb.

BUTTER—The market for creamery is slack, as produce houses seem slow to handle except on commission. The price at the factories is 16¢. Dairy butter is plentiful and weaker at 14 to 14½¢.

CHEESE—New cheese is slow at 8½¢.

There is not much offering at present, but a large quantity is looked for about June 10.

NOTES.

J. Flett is the new city traveller for Kenneth Mackenzie & Co.

Eight thousand bags of Manitoba flour have been shipped to the Yukon during the past month. There have also been some large export shipments during the same period.

F. O. Maber, who has for a great many years had charge of the order business of The Hudson's Bay Co., has started in business on his own account as F. O. Maber & Co., Winnipeg, and will conduct a mail-order business for out of town buyers.

William Georgeson, of the firm of Codville & Co. and president of the Board of Trade, is the first president of the new Commercial Club, which argues well for the success of the new enterprise. The club expect to occupy their handsome new quarters about June 15.

Leblond & Frère have registered as provision dealers, in Quebec.

The Andover, N.B., Creamery Company, Limited, have been incorporated.

A. Grattan's general store and W. H. Cormen's general store and residence, Baie-touche, N.B., were destroyed by fire on Friday last.

BOOKLETS, CATALOGUES, ETC.

A CANADIAN TRADE INDEX.

The Canadian Manufacturers' Association have taken another step which will strengthen their position as leaders in industrial activity and Canadian trade expansion. They have recently issued a classified membership directory, which, by virtue of the large proportion of the principal manufacturers of Canada represented, makes the book an excellent Canadian trade index. This Index will be distributed free of charge to all foreign merchants interested in Canadian manufactures. It is, in fact, proposed to issue similar editions in different foreign languages, so that trade may be stimulated with the countries where these languages prevail.

The book will be even more useful for domestic trade, as the interchange of commodities among manufacturers is so great that an authoritative and not too comprehensive classified list should prove of inestimable value.

The Index is divided into two parts. Part I. contains an alphabetical list of members of the association. Part II. is an alphabetical list of articles produced, with under each item the names of the firms making it.



UPTON'S

Jams, Jellies and Marmalade

Are a Safe Investment

They will give you and your customers satisfaction.

A. F. MacLAREN IMPERIAL CHEESE CO., Limited
SOLE AGENTS.

UNSIGHTLY VIEWS FROM CAR WINDOWS.

A TRAVELLER rapidly touring the country has to size things up from the car window, writes G. M. L. B. in Montreal Herald. He judges our agricultural resources, the prosperity of the towns and cities and our character in general from what he sees in this way. It isn't fair, but how can he help it? He only stops at a few cities for extended sight-seeing—the rest of the country has to remain in his memory as a series of snap shots from his seat in the train or from the stations along the route.

This fact people in most sections seem very careful to ignore. The station is often in the dirtiest section of the town. "Very true," you say, "but that is unavoidable!" The line runs through two rows of back yards. "Also unavoidable!" The streets around the station are often the most ill-kept in the place. "Can't be helped!" Hold on now—can't it? Shade trees are conspicuously absent—is this irremediable? No policeman is in sight to clear out that batch of dirty children who are crowding the platform; loungers are spitting tobacco juice on the walks; soap advertisers have daubed all the fences in the neighborhood; the river, which the townspeople advertise as possessing great scenic attractions, here presents a vista of half-sunken scow, tumble-down wharf, a garbage pile on its banks, and, possibly, a couple of youngsters preparing for a plunge. Can none of these abuses be rectified? Alas for your claims to handsome, well-kept streets, fine public buildings, beautiful drives, delightful boating, etc. The traveller considers it a squalid, unbusinesslike place to which he never desires an invitation, and to which he certainly will not hie him when on pleasure bent.

If Canada would better advertise her attractions for summer tourists, the first thing to be done is, clearly, to clean up. In this there are few railroads unwilling to cooperate; often, indeed, the latter lead the way. A town which wishes to present a decent appearance to the travelling public could act in its municipal capacity, its board of trade could undertake the task, or a mass meeting of the citizens could be called and a committee formed to act through the strength of public influence, the question being taken up in the local papers and those who hinder the movement or refuse to do their part being shamed into tidiness.

Let the railroad authorities be taken into consultation, and if they have not already done so, they can be easily persuaded to lay out a little garden, keep the buildings and platforms in good condition, and, if the station is old and the town shows signs of

progress, may be induced to rebuild. Next approach those owning property along the railroad and ask them what they are willing to do for the town's sake. Urge them to have the rubbish cleared away, the sheds painted, a row of trees or vines planted, to hide unsightly buildings, and appeal to those intending to build that they have some regard for the rear view of the premises. Then urge the municipality to action. Possibly there is a vacant lot in front of the station. Agitate having it taken over and being made a public square. Perhaps the old wharf and rubbish-lined banks of a river in this vicinity are town property. Recommend a clearing up.

If the town proposes erecting a new hall, and the station is central enough, why not build in that locality having grounds in front, with fountain and well-kept flower beds? Plant trees along the streets; send the watering cart there occasionally; keep a policeman on duty when important trains come in; try to strangle the fence and roof advertiser. "Why bless me!" a passer-by will say, "is this Xville?" Then the Canadian just returned from a trip to Europe will not be ashamed of his own land, and our American visitors will have something to praise besides the regions where Nature is still unmolested."

EGG DEALERS ORGANIZE.

A meeting of the leading egg dealers of Ontario and Quebec was held in Toronto on Tuesday, Wednesday and Thursday to organize an association to protect their interests. The immediate cause of the organization is a suit brought by Wm. Meldrum & Co., of Montreal, to quash a patent on an egg-preserving process granted to D. D. Wilson & Co., Seaforth, Ont. On the strength of their patent, Wilson & Co. have claimed the right to a royalty of 1c. per dozen on all eggs treated by this process, which is in general use by packers.

The other packers claim that, as they were using this process for years before it was patented by Wilson & Co., they cannot be deprived of the right to continue using it. They also claim that the patent is too broad in that it does not state the strength of the chemical solution required for the process. As over 8,000,000 dozen eggs were exported last year, of which over 5,000,000 dozen were treated by this process the amount involved is large.

The new organization will be known as the Egg Dealers' Association. The following officers have been elected:

President, W. Flavelle, Lindsay.
Vice-President, A. Gunn, Toronto.
Secretary-Treasurer, Howard Clemes, Port Perry.
Committee—J. Walker, Detroit; W. Meldrum, Montreal; A. Loynachan, Montreal, and W. J. Marshall, Toronto.

TORONTO GROCERY CLERKS' PICNIC.

THE annual picnic of the Toronto Grocery Clerks' Association, which was postponed from May 24, because of rain on that date, until Wednesday this week, was a thorough success. The attendance of clerks was large and the events keenly contested.

The list of prize winners is as follows:

Married Clerks' Race—1, Chas. Schlmmn, 2, R. H. Hudson.

Unmarried Clerks' Race—1, H. E. Covell; 2, Wm. Turpin; 3, Chas. Davey.

Sack Race—1, Chas. Schlmmn; 2, H. E. Covell; 3, Geo. Middleton.

Potato Race—1, Wm. Turpin; 2, C. Schlmmn; 3, Geo. Middleton.

Hop, Step and Jump—1, Wm. Custaloe; 2, John Koster.

Running Broad Jump—1, Wm. Custaloe; 2, H. E. Covell.

Running High Jump—1, H. E. Covell; 2, Geo. Middleton.

Ladies' Race—1, Miss Maggie Miller; 2, Mrs. Arnett; 3, Miss May Miller.

Throwing Baseball—1, Wm. Turpin; 2, John Koster; 3, R. H. Hudson.

Three-Legged Race—1, Hudson and Covell; 2, Johnston and Head; 3, Schlmmn and Koster.

Consolation Race—1, F. G. Johnson; 2, A. Kekewich; 3, Mr. Walkie.

Girls' Race, 14 and under—1, C. Cadieux; 2, Maud Thornton.

Girls' Race, 10 and under—1, Lily McIntyre; 2, May Polls.

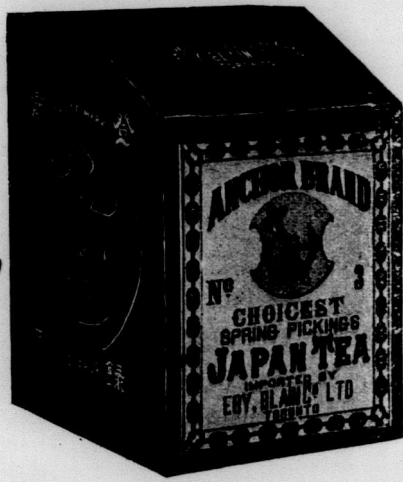
Guessing Contest—Lady, Miss McKibbin; Gentleman, D. Fraser.

This picnic has helped to arouse the interest of the grocery clerks of Toronto in the association, which has been doing excellent work during the past year. Their meeting on Tuesday next in the Temple Building, Bay street, is to be a specially interesting one, as Mayor Howland has consented to address the association on that date. All grocery clerks are invited to this meeting.

THE BRITISH FRUIT INDUSTRY.

Referring to the new sugar tariff in Great Britain Grocery, London, says: "The fruit-growing and preserving industries, which have been making such satisfactory progress during the past few years, will be very hard hit, and there is no doubt that those retailers who minister to the wants of the population in the fruit-growing districts will find the buying power of their clients greatly diminished, and may have some difficulty in getting in their accounts. Moreover, jam, although it has been to a great extent a proprietary article, has not been one which has been severely cut, so that a diminished trade in this product will tell distinctly on the grocer's profits."

The Eby Blain Co. see 3 page 44



THE LEADER FOR IMPORT

"ANCHOR" JAPAN TEA

Fancy Canisters 30, 50 and 90-lbs.

QUALITY, GUARANTEED THE FINEST IMPORTED

YOUR NAME ON PACKAGE AS IMPORTER WITH FIVE PKG. ORDER.

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

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.

Selected Valencia raisins are being offered at a low figure by T. Kinnear & Co.

Killing house flies at 10c. per bushel seems pretty cheap, but Wilson's Fly Pads will, it is claimed, do it.

T. Kinnear & Co. are offering a line of pickles which can be retailed at 10c. per bottle.

Warren Bros. & Co. on Tuesday received a shipment of green Rio coffee which is showing good value.

T. Kinnear & Co. have arriving in a few days a shipment of Campbell's Chili sauce, tobasco ketchup and salad dressing.

TRADING STAMPS IN TORONTO.

The trading stamp question is nearing a crisis in Toronto. At their last meeting, the Toronto Retail Grocers' Association passed a resolution asking the city council to pass legislation abolishing trading stamps, as the municipality has been empowered to do by the Ontario Legislature during the last session. This resolution was sent to the city

council a fortnight ago, and was passed over by the board of control to the legislative committee.

On Monday, at the meeting of council, Ald. Richardson moved that this committee be instructed to frame and introduce a by-law to abolish stamps. After a brief discussion the resolution was passed.

CANNED GOODS IN LONDON, ENG.

Manufacturers of canned goods who desire to do an export business should read the advertisement of Alex. S. Duffus, jr., 27 Leadenhall street, London, E.C., in this issue. Mr. Duffus, who has an excellent connection in England, desires to take the selling agency for canned goods of all kinds.

MATCH COMPANY MAY MOVE.

C. A. Anderson, vice-president; Charles Baxter and W. H. Bullen, of the Walkerville, Ont., Match Co., were in Ottawa this week to consider the advisability of moving their business from Walkerville to Ottawa. It will be remembered that the company's factory at Walkerville, Ont., was destroyed by fire some time ago. If they move to Ottawa, they purpose to manufacture woodenware as well as matches.

CANNED SALMON COMBINE.

A despatch from Vancouver says that the Fraser River Cannery Association has been formally organized with every cannery on the river in the syndicate. The last act was consummated on May 27 in the taking over by the syndicate of the Albion cannery, formerly owned by Mr. Wortzburg. The money has been paid over to the bank by the cannery, and a manager appointed.

SOUTH AUSTRALIAN APPLES.

An English trade paper of a recent issue has the following in regard to South Australian apples in London: "A particularly fine consignment of South Australian fruit has been offered and actively bid for. The whole consignment has arrived in the pink of condition, and the quality and appearance is all that can be desired."

PERSONAL MENTION.

Mr. C. M. Bernard, Chicago, representing Bernard & Co., Japan, was in Toronto last week in the interests of his firm.

Mr. John Gunn, of Gunn, Langlois & Co., Montreal, has been admitted a member of the Board of Trade of that city.

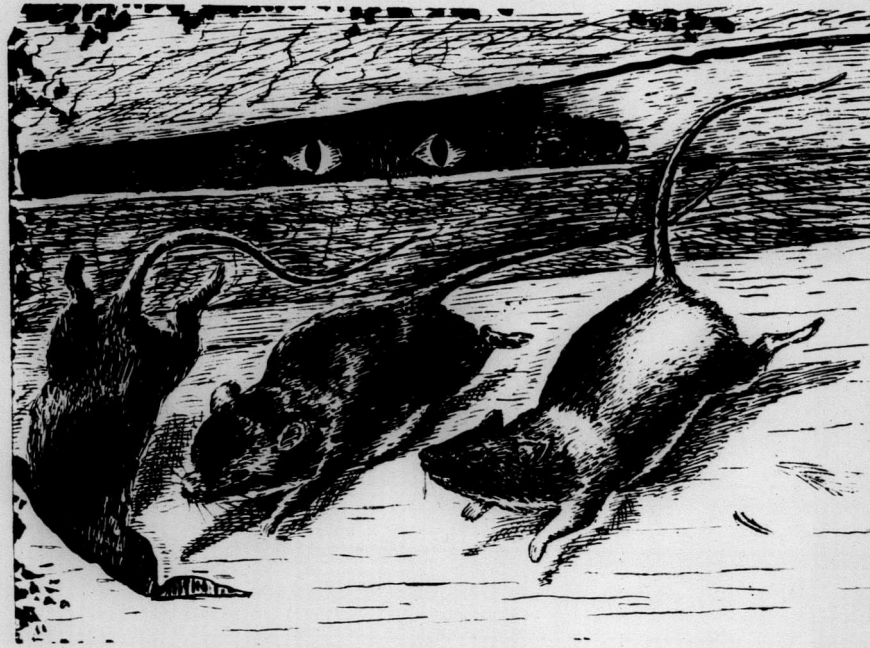
Sterling merit has made

LEA & PERRINS' "SAUCE"

a standard for imitations through the world.

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

MONTREAL, QUE.



Down a Rat Hole.

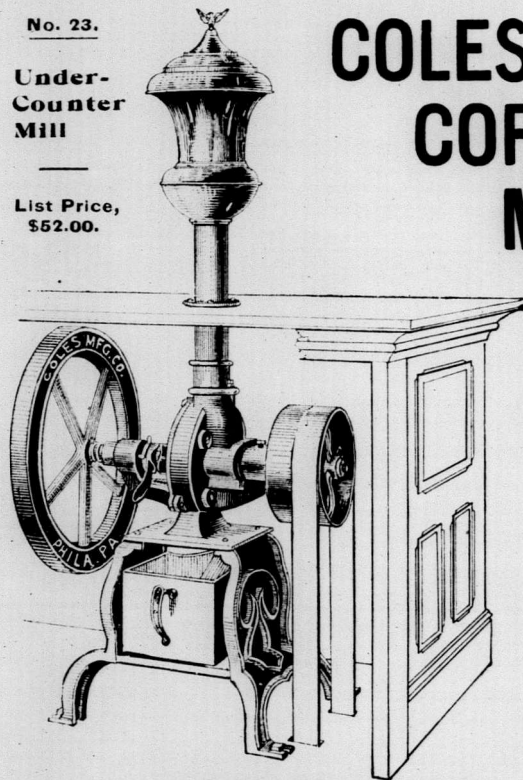
Don't dump all your profits down a rat hole; it's careless business management if you don't get every cent belonging to you in the retail business. Get a system that will watch your sales like a cat watches for a rat. You could have had our system in your store and had it paid for long ago if you had only taken our advice. The saving itself would have paid for it many times over. We sell all of our scales on easy monthly payments. Drop us a postal and get results.

THE COMPUTING SCALE COMPANY, DAYTON, OHIO.

Money-Weight Scale Co., No. 47 State St., Chicago, Ill.
 Money-Weight Scale Co., Nos 50 and 52 Franklin St., New York, N.Y.
 J. B. Poirer, Dist Agent, No 1662 Notre Dame St., Montreal, Que., Canada.
 L. A. Davidson, Dist. Agent, No. 104 King St. West, Toronto, Ont., Canada.

No. 23.
Under-Counter Mill

List Price, \$52.00.



COLES COFFEE MILLS

None better for Granulating or Pulverizing.

Our mills will Pulverize without heating Coffee.

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

A GREAT LABOR-SAVER.

Our Grinders wear longest.

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

COLES MANUFACTURING CO., PHILADELPHIA, PENN'A.

Canadian Grocers will find in

Rowntree's

ELECT Cocoa

a most welcome and profitable addition to their stock; one that will make and keep customers.

Its great economy (requiring about one-half the quantity of other Cocos to produce a beverage of equal strength), its easy digestibility making it readily assimilable to the most delicate constitution, its fragrant aroma and its delicate flavor all combine to make it one of the most popular and satisfaction-giving Cocos on the market.

As a warmth-giving, nourishing and flesh-forming food beverage, Rowntree's Elect Cocoa can be heartily recommended.

Agents for Canada are:

For Manitoba, Northwest Territories and British Columbia:
THE HUDSON'S BAY CO., WINNIPEG.

And for Quebec, Ontario and the Maritime Provinces:
MR. CHAS. GYDE, 20 St Francois Xavier St., MONTREAL.



President,
JOHN BAYNE MacLEAN.
Montreal.

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

WASTED BUSINESS ENERGY.

IT is not always the most energetic man who accomplishes most, who makes the greatest progress. Some men seem to be tireless in their vigor, ceaseless in their activity, yet at the end of 10, 20, or 50 years they are not as far advanced, nor have they attained as great results as others who have taken life, as a rule, more leisurely. The result is that the opinion is often expressed: "The harder a man works the less he gets for it."

This conclusion is, however, not only hasty, but erroneous. Hard work, of itself, will not put a man in front of his fellows, for the simple reason that a man's physical powers are so limited that he can excel his fellows but little. The real reason for the pre-eminence of some men over others is that their energy is wisely directed, being exerted freely when some end is to be reached, but never being expended with the mere purpose of keeping busy.

Everywhere the hard thinker takes precedence over the hard worker. It has been so at all times and in all places, and is more

true to day than ever before, because of the increasing complexity of the conditions of industrial life. And it is not less true of the grocery business than of any other walk of life. The grocer who trains his clerks, and even his messenger boy, to take as much work off his own shoulders as possible, and who thus secures for himself the time necessary for planning means of extending his trade, of visiting the market frequently, thus securing his goods at the lowest cost, and to effect improvements which will make his store more attractive to customers is bound to reap a richer reward than the grocer who labors so hard himself at work his clerks might readily do that he has not time for planning and improving.

While, however, energy is often wasted by being applied freely without proper direction, it is just as commonly wasted by not being applied at all. A brilliant thinker who fails to follow up his thinking with action is even worse than the hard worker who does not direct his work by careful, purposeful planning.

As the British Government now taxes all things into the manufacture of which sugar enters, we can hardly expect the sweets of life to escape.

BREAD FOR THE BRITISH NAVY.

Between the troops and the residents of Gibraltar, and what the Fleet buys, there are over 10,000 lb. of bread used every day, which is equivalent to an annual consumption of 14,898 bbls. of flour made from Ontario wheat, or 14,313 made from Manitoba wheat. At present, this demand is supplied entirely by American millers.

There is no reason why Sir Richard Cartwright, the Minister of Trade and Commerce, could not induce the War Department to issue orders that preference is to be given to British-grown wheat, when it can be purchased as cheaply as foreign.

That Department has decided that Irish meats shall be used by the troops stationed in Ireland. This is done to encourage the Irish farmer. The British Government can be induced, if properly approached, to provide that flour for Gibraltar and any other important army and naval stations shall be made from British-grown wheat.

WHY NOT CANADIAN PRESERVES AS WELL?

AN effort is being made by the United States consul, at Coburg, Germany, to excite the producers of fruit preserves in the United States to pay more attention to the German market.

In a report bearing date of April 18, he points out that every German family, be it ever so humble, must have its "compot," or sweet, served with the meat at dinner. At present either English or Metz goods are used. He continues:

Our preserves could be imported as cheaply, if it were done by the American preserver himself and not through the hands of German middlemen. First-class goods must be sent, carefully put up in ¼, ½ and 1 kilogram (0.5509-lb., 1.1023-lb. and 2.2046-lb.) packages, either in glass or stone pots for the better class trade, and in stone or wood vessels of 5 and 10 kilogram (11.023 and 22.046 lb.) sizes, from which the retailers may supply small customers. Best of all would be for the American canning companies to establish depots in the interior cities of Germany, from which to send direct to small grocery stores, etc.

While the report quoted was, of course, intended exclusively for producers in the United States, there is no reason why it should not interest fruit-preservers in Canada as well and excite their efforts.

Our trade returns put fruits, canned and preserved, under the one classification, so it is impossible to ascertain the extent of our trade with Germany in fruit preserves. Taking the returns as we find them, we learn that of "fruits, preserved or canned," Canada last year exported \$11,352 worth to Germany, against \$3,781 worth in 1899, \$3,530 in 1898 and \$41,360 in 1897. In 1896, 1894 and 1892 we sent nothing. In 1895 the value of the exports in this particular line was \$2,000; in 1893, \$5, and in 1891, \$1,313.

At present our chief exports to Germany in the way of fruits are dried apples, the quantities during the last five years being as follows: 1896, 646,729 lb.; 1897, 3,678,312 lb.; 1898, 1,773,709 lb.; 1899, 5,116,586 lb.; 1900, 1,735,387 lb.

It is possible that with an effort we may be able to make our trade with Germany in canned and preserved fruits even more valuable than that we now do with that country in dried apples. We do not, at any rate, know what we can do until we try.

THE JAPAN TEA TRUST.

THE report that emanated from New York about a week ago to the effect that a trust was forming to control the Japan tea market on this continent caused quite a ripple of excitement, both in Montreal and Toronto, but, generally speaking, the matter seems to be treated lightly and as if there were nothing in the story.

On the whole, probably it would be a good thing if such a trust were formed, for, in spite of the quality of Japan teas, it has been thought, even by their fondest admirers, that the bidding that takes place for these teas each year at Kobe and Yokohama has oftentimes led prices beyond a profitable trading point if not beyond the legitimate value of the teas. The Japan tea market presents the unusual spectacle for a tea market of being cleaned up at the close of each season. Production has not gone beyond consumption. Consequently, there is a spirited competition between buyers to obtain the available supplies. Oftentimes this competition is unhealthy.

If a trust were formed to do the buying (and why should a trust not be economical for buying as well as for selling purposes?) teas would be bought at a more legitimate value, compatible with the supply and demand. Prices would not then be regulated by a spirited competition or speculation.

Even for such an excellent article as Japan tea the price can be run too high to induce consumption. Recognition must be given to other teas that sell at lower figures, and perchance the Japanese would do well to lower their prices to a competition point in order to hold their trade rather than allow it to drift away on account of the extraordinary high values set on their article. As yet they have not lost any of their hold on this market, but the most ardent admirers of Japan tea in Canada to-day would welcome a buying trust, if such an organization might lead to lower-priced teas. Whether one organization could do the buying for the whole country is an open and much disputed question.

SODA BISCUITS ARE DEARER.

One of the important changes which have taken place in prices during the week is an advance in soda biscuits, those in boxes,

tins and bbls. being $\frac{1}{2}$ c. per lb. higher and those in packages 1c. per package higher.

Sodas in boxes, tins and bbls. are now quoted at $6\frac{1}{2}$ c. per lb.; 1-lb. packages at 8c. per lb.; 3 lb. packages at 21c. and cream sodas at 26c.

Increased cost of raw material is the cause of the advance.

MANITOBA'S CRITICAL WEEK.

THIS is generally looked upon as being what might be termed the pivotal week in the crop experience of Manitoba and the Northwest Territories, particularly as far as danger of damage by frost is concerned, and the pronounced cool wave which is at the moment spreading over that part of the country is naturally creating much concern among those interested.

At the time of writing, the thermometer, according to the report of the Weather Bureau, has not yet touched freezing point, but it is hovering dangerously near it.

It is to be hoped, after the beneficent rains which fell in Manitoba last week and dissipated the threatened drought, that the bright expectations thereby created will not be destroyed by serious damage by frost.

The business men of this country, who now have so much interest centred in Manitoba, are scarcely less solicitous for the welfare of the crop than the farmers themselves.

FRUIT CROP PROSPECTS.

The indications are that the crop of fruits in Ontario this year will be fairly up to the average. Strawberries will be plentiful. Though raspberries have been winter-killed in a few sections, they are expected to be as abundant as usual, as, in fact, are all small fruits. A big crop of grapes and cherries is anticipated. The larger fruits have been affected by the wet weather, which deterred bees and other insects from carrying the necessary pollen for the fertilization of the buds. Peaches have been principally affected, many of the trees having also been attacked by curl leaf, and the crop will probably be below the average. Pears and plums, while damaged to some extent, are likely to be a good crop. Some varieties of apples present a much better showing than

others, the Cranberry Pippin and the Northern Spy promising well, while the Baldwin, which last year was very productive, seems likely to be under the average.

CANNON AS A FROST KILLER.

WHILE the day does not appear to be at hand when swords shall be turned into ploughshares and spears into reaping hooks, we have reached the day when the use of the cannon in the pursuits of peace is increasing.

It has been used to scatter cyclones, to induce rain, to prevent hailstorms, and now, according to the United States consul at Lyons, it has been used in Italian vineyards to prevent frost, and preparations are being made to test the cannon's efficacy for that purpose in France.

The idea, it appears, originated with Dr. Maragoni, professor of physics at the Royal Lyceum of Florence, Italy. Under his direction cannon were fired horizontally over vineyards at Asti, and, it is related, that a strip of vineyard 500 feet wide over which two cannon were fired was entirely protected while the vines on either side were badly injured by the frost.

If the cannon can prevent injury to fruits by frost in Europe, may it not also be used in preventing injury from frost to wheat in the Canadian Northwest?

ADVANCE IN MATCHES.

When referring to the fire at the Walkerville match factory, we expressed the opinion that an advance in the price of matches might be looked for. The expected has happened, prices this week having been marked up 10 to 30 per cent.

Prices are now as follows: Telegraph, \$4 per case; Telephone, \$3.90 per case; Tiger, \$3.80 per case; Eagle parlor matches, 200's, \$1.70 per case; do., 10's, \$1.90 per case; Victoria parlor matches, \$3 per case.

On Telephone, Telegraph and Tiger matches the price is 20c. less in 5-case lots, and on Eagle and Victoria matches the price is 10c. less for 5-case lots.

COFFEE AND THE GROCER'S PROFITS.

The better grocers understand coffee and grasp the best methods of selling it, the larger will their profits be. The essay contest we have inaugurated will tend to bring these things about.

OUTLOOK FOR A HIGH DUTY ON CANNED FRUITS.

THE Customs authorities in Great Britain are still wrestling with the subject of duties on such articles into the manufacture of which sugar enters. But the ramifications of the tariff are so great that the process of fixing duties on the different articles affected is a slow and perplexing one; and we are told that for the time being the Customs officials are accepting the statements of the importers as to the proportion of sugar, glucose, or molasses certain articles contain in order that the passing of goods through the Customs might be facilitated.

Although a rate of duty has been fixed on Californian canned apricots, an announcement has yet to be made on other kinds of canned fruits. The rate on canned apricots is 7s. per 112 lb. If this is any criterion of what the rate will be on other lines of canned fruits, it is evidently going to be rather high.

Seven shillings per cwt. is equal to about 3c. per lb. in decimal currency. The duty under the Canadian tariff is 2 1/4c. per lb., so that the British duty is 3/4c. higher than that obtaining in this country. And the Canadian duty is not for revenue purposes, as is the British; it is protection, pure and simple. The rate of 7s. per cwt. has created a good deal of opposition in Great Britain, and meetings have been held to protest against it, but all efforts to induce the Chancellor of the Exchequer to modify his views have proved abortive.

The fruit canners in Canada cannot afford to be unconcerned while the British Customs authorities are fixing the rate of duty on canned fruits. They may not be able to get the ear of the British Government in regard to the matter, but it should be an easy matter for them to get the ear of our own Government. Unless they move we cannot expect the Government to move. And it is important that they should move in the matter, for, if the rate of duty on canned apricots is an indication of what it will be on canned peaches and other canned fruits, it will certainly affect our trade with Great Britain in these lines.

Last year we sent nearly \$23,330 of fruits, canned and preserved, to Great Britain. This, it is true, is relatively a small amount; but our concern should not be so much about the trade we now have with Great Britain in this particular line as for that into which it might develop were the obstacles less difficult than they now are under the new order of things.

It is possible that any attempt made by the Canadian Government to induce the Imperial Government to exempt colonial products from the operations of the new tariff may prove unsuccessful. But that is no reason why we should omit trying. We have many friends among the press and people of Great Britain who would certainly

support us in any representations we might make.

As we pointed out in a previous issue, Canada sympathizes with the British West Indies on account of the anomalous position into which they have been thrust by the sugar tariff. And in looking after our own interests we should not forget those of the West Indies. By so doing we would strengthen our own position.

Canada, after repeated efforts, succeeded in inducing the British Government to abrogate the treaties which stood in the way of this country according the Mother Country preferential treatment under our tariff. And there is no knowing what we might accomplish in regard to the British tariff on colonial products if we would vigorously apply ourselves to the task.

The ramification of the new tariff on sugar, molasses, glucose, etc., is greater than most people appear to have anticipated. Even blacking is affected by it. And it will be difficult to say what will not. Advances in prices have taken place in a number of articles affected by the sugar tariff, among which are the following, according to a list published by a British trade paper:

Aerated Waters.
Beer.
Blacking.
Biscuits (all kinds).
Candy.
Confectionery.
Coffee Extracts.
Canned and Bottled Fruits.
Crystallized Fruits.
Condensed Milk.
Jams, Jellies, and Marmalade.
Table Jellies and Jelly Cuttings.
Fruit Juices, Powders, etc.
China Ginger (preserved).
Chocolate and Cocoas (compound).
Custard Powder.
Lozenges.
Lime Juice Cordial.
Lemon Squash.
Patent Medicines (various).
Granular Effervescent (Cit. Mag.).
Sauces.
Sherbet and Saline Powders.
Wines and Spirits (British, mainly).

Of the lines above enumerated Canada's interest is practically confined to canned fruits and preserves, of which we exported to Great Britain last year, \$23,330 worth; medicines, \$115,256; and spirits and wines, \$19,828.

On account of the ramifications of the new duties it is obvious the British tariff is gradually becoming a protective measure of no mean extent, revenue measure and all as it is designed to be.

PUBLIC SPIRIT IN MERCHANTS.

IN most of the larger towns and smaller cities of Canada are to be found merchants who have come to the conclusion that they have reached the limit in the extent of their business, basing this belief on the facts that local competition is just as keen and that the population of their district is not materially greater than has been the case for several years. They are generally men of enterprise and ability. Many of them have proved this in the years during which they fought their way from

the position of parcel boy to that of proprietor. They have secured the honor and respect of their customers, and, in fact, of their district generally, but have reached the conclusion that it is better to accept the limitations that local conditions put upon their business rather than disturb the harmony of business by price-cutting, or any such means.

There is another class in the same town or cities—those eager, restless, ambitious men who accept no limitations as natural and effectual, and who are constantly devising methods of extending their trade and of increasing their net profits.

To both of these classes, as indeed to every business man, the present condition of affairs in Canada is full of promise and opportunity. The past quarter of a century, and particularly the past decade, has been an era of discovery and development throughout Canada, from the coal areas of Cape Breton to the gold regions of the Klondike. Thousands of acres of new lands has been taken up for farming purposes in the great West and in New Ontario; our spruce and pine limits are being made use of as never before; the value of our mineral deposits has been recognized and they are now being developed by men of ability and large wealth, which is a guarantee of permanence for the industry. In fact, every possible condition is combining to make Canada ready for a great influx of population.

On the other hand, the development of our iron and coal deposits has led to the erection of smelters in Canada which will insure pig iron at prices on a par with those in the great industrial centres of the United States or Great Britain.

The practical result of these conditions will be to build up, not only the factories and mills throughout the country, but also the various municipalities where these are situated. Here is where the opportunity is offered to business men in all sections of the country to build up their town or city by enterprise and energetic public spirit. If a local industry is in sound condition and has a growing trade, but lacks capital for extensions which are not only desirable but wise, there should be enough of local enterprise to provide the necessary capital.

In another direction business men have the power, by a display of public spirit, to develop their municipality and thus extend the limits of their business. An attractive town or city always attracts to itself a desirable class of people. The number of people who have a competence and are content to live on it is steadily growing as is also the number of pleasure seekers who annually visit the most picturesque or attractive parts of the Dominion. Business men should, therefore, take a keen interest in the appearance of their stores and streets, in the accommodations offered by their hotels and should ever be awake to advertise the attractions of any neighboring resorts and to further any schemes proposed to attract residents, either permanent or transient to their town or district.

BANK OF MONTREAL.

Proceedings at the 83rd Annual Meeting.

A SATISFACTORY REPORT.

Mr. Clouston's Remarks on the General Commercial Situation in Canada.

THE eighty-third annual meeting of the shareholders of the Bank of Montreal was held in the Board Room of the institution, at one o'clock p.m. on Monday, June 3.

There were present: Hon. George A. Drummond, Vice-President; Sir William Macdonald, Hon. James O'Brien, Capt. Benyon, Messrs. R. B. Angus, A. W. Hooper, Hector Mackenzie, David Morris, F. S. Lyman, K.C.; F. T. Judah, K.C.; B. A. Boas, J. G. Snetsinger, W. H. Evans, W. J. Buchanan, E. B. Greenshields, Richard White, A. T. Taylor, J. Try-Davies, Henry Dobell, Hugh Cameron, M. S. Foley, Henry Mason, H. Drummond, A. Walmisley, Nicholas Murphy, John Morrison.

On the motion of Mr. R. B. Angus, Hon. George A. Drummond, Vice-President, was unanimously voted to the chair, in the absence of the President, the Right Hon. Lord Strathcona and Mount Royal.

On the motion of Mr. F. T. Judah, seconded by Mr. Henry Dobell, it was agreed: "That the following gentlemen be appointed to act as scrutineers: Messrs. F. S. Lyman, K.C., and W. J. Buchanan; and that Mr. James Aird be the secretary of the meeting."

DIRECTORS' REPORT.

The report of the directors to the shareholders at their eighty-third annual meeting was then read by Mr. E. S. Clouston, General Manager, as follows:

The directors have pleasure in presenting the eighty-third annual report, showing the result of the Bank's business of the year ended April 30, 1901.

Balance of Profit and Loss Account, 30th April, 1900.....\$ 427,180.89
Profits for the year ended 30th April, 1901, after deducting charges of management and making full provision for all bad and doubtful debts 1,537,522.39

Dividend 5 per cent paid 1st December, 1900.....\$600,000.00
Dividend 5 per cent., payable 1st June, 1901..... 600,000.00
1,200,000.00

Balance of Profit and Loss carried forward.....\$ 764,703.19

As shareholders are aware, the present bank charters would have expired on the 1st July next. Instead of introducing an entire new Bank Act, the Government proceeded to continue the charters of the banks, and has provided for the changes, which, in its opinion, were advisable by amendments to the Bank Act of 1890.

The accommodation in the bank's building at headquarters having become very inadequate for the proper conduct of the business, it has been found necessary to erect suitable premises on the site recently acquired on Craig street, and the work is now in progress. The new premises are to

be connected with the present building by a bridge over Fortification lane.

Premises are also being erected at the corner of Wellington and Magdalen streets, for the use of the Point St. Charles sub-agency, and since the last annual meeting the bank's building at Sydney, N.S., has been completed and occupied by that branch.

It has been decided to open a branch of the Bank at Glace Bay, N.S., at once.

The head office and all the branches have passed through the usual inspection during the year.

STRATHCONA AND MOUNT ROYAL,
President.

Bank of Montreal,
Head Office,
3rd June, 1901.

You will notice that our profits are a little in excess of those of last year, and the statement is one of the strongest we have had the pleasure of laying before you.

As the charters of all the banks would have expired in July of this year, a further extension of ten years was granted, and certain amendments to the Bank Act were enacted.

The chief changes were:

The rate of interest on the notes of suspended banks was reduced from 6 per cent to 5 per cent.

Power has been given to enable a bank to purchase the assets of another, thus overcoming the barrier which formerly existed to the amalgamation of banks.

In addition to the annual return of unclaimed dividends and balances, we are

THE GENERAL STATEMENT.

The general statement of assets and liabilities of the Bank, 30th April, 1901, was read as follows:

LIABILITIES.	
Capital Stock	\$12,000,000 00
Rest	\$ 7,000,000 00
Balance of Profits carried forward	764,703 19
	<hr/>
Unclaimed dividends	\$ 7,764,703 19
Half-yearly Dividend, payable 1st June, 1901	2,432 01
	600,000 00
	<hr/>
	8,367,135 20
	<hr/>
	\$20,367,135 20
Notes of the Bank in circulation	\$ 6,482,214 00
Deposits not bearing interest	18,184,774 47
Deposits bearing interest	54,501,853 13
Balances due to other Banks in Canada	46,082 93
	<hr/>
	79,214,924 53
	<hr/>
	\$99,582,059 73
ASSETS.	
Gold and Silver coin current	\$ 2,564,358 30
Government demand notes	3,472,440 25
Deposit with Dominion Government required by Act of Parliament for security of general bank note circulation	310,000 00
Due by agencies of this bank and other banks in Great Britain	\$ 2,536,166 61
Due by agencies of this bank and other banks in Foreign countries	2,264,257 63
Call and short Loans in Great Britain and United States	23,536,628 00
	<hr/>
	28,337,052 21
Dominion and Provincial Government Securities	617,930 93
Railway and other Bonds, debentures and stocks	2,889,973 17
Notes and cheques of other Banks	1,690,470 10
	<hr/>
	\$39,882,225 05
Bank Premises at Montreal and Branches	600,000 00
Current Loans and discounts in Canada and elsewhere (rebate interest reserved) and other assets	\$58,850,449 34
Debts secured by mortgage or otherwise	131,135 27
Overdue debts not specially secured (loss provided for)	118,250 07
	<hr/>
	59,000,834 68
	<hr/>
	\$99,582,059 73

Bank of Montreal,
Montreal, 30th April, 1901.

E. S. CLOUSTON,
General Manager.

THE GENERAL MANAGER.

Mr. Clouston then said:—

The statement before you requires a little explanation, as it is made up to conform to the Amended Bank Act of last session, and now embraces our foreign business as well as our Canadian. Previous statements showed only the balances which would be due us from other countries after our business there had been liquidated. Consequently, our statement now includes all deposits and loans elsewhere than in Canada. This makes a comparison with former statements an impossibility, but for the information of the shareholders, I may say that the principal changes in our Canadian business are as follows:—

Circulation, increase.....\$ 321,000
Deposits not bearing interest, increase..... 1,963,000
Deposits bearing interest, increase. 5,422,000
Current loans and discounts, decrease..... 360,000

also required to furnish a statement of all drafts and bills of exchange issued and remaining unpaid,

In the case of a suspended bank, The Canadian Bankers' Association has been given power to appoint a curator. The association has also been entrusted with the work of inspecting and supervising the note circulating accounts of all the banks in the Dominion, an added safeguard, if any were needed, to the circulating currency of the country. In this way the association has practically become an agent of the Government in the administration of the Act.

The form of our statement to the Government has been changed, and fuller details are now required. It was this that rendered advisable the new form of statement now laid before you. Other changes were more of interest to bankers themselves than the public. Generally speaking, the alterations were in the direction of strengthening



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

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

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

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

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

and improving the Act under which we have worked for the last ten years.

At the last session of Parliament the Finance Minister took power to establish a mint. The opinion of the bankers, not from any selfish point of view, but from what we believed to be in the best interest of the country at large, were set forth at the last annual meeting of The Bankers' Association, and I do not propose to say anything more on the subject here. The Act was only permissive, and it may be that on looking more closely into the matter, the Government may decide not to incur considerable expense in order to deteriorate the value of one of our products, as the gold is more available to pay our foreign indebtedness and more valuable for export, as bullion, than if it were minted into coin. As a circulating medium, it will not displace the paper currency here, any more than it does in the United States, while the miners to-day can obtain from the banks the same value for their gold as they would if the mint were established even in British Columbia.

Business during the last year has been generally good, notwithstanding a short crop in the Northwest, and in spite of the unfortunate condition of affairs in the mining districts. In other sections of Canada, even the most pessimistic of farmers should have been satisfied with the results of the last two years. If, from a sentimental point of view, we were eager and willing to aid the Mother Country by the despatch of troops, it will always be the case, the practical result is a magnificent advertisement to Canada, and an additional market established for our products, which will probably recoup the outlay of this country. In the last year there has been an increased demand for its products, in consequence of the Boer War in South Africa.

On the other hand, the woollen manufacturing industry has not been prosperous, and I am sorry to say the outlook for the lumber trade is not of the best, prices ruling low and the markets being congested, and we can only hope for an improvement before the season finishes.

There are also signs of overproduction in textile goods, and in the manufacture of pulp, which only need judicious restraint to be put on a good basis. We must not forget the return of the wave and get so far beyond our depth as to lose our footing.

It is too early to speak of the future crops, though up to the present the reports are good, and if they turn out according to promise, we ought to have another good year, and if that comes you can see that this bank is in a position to take advantage of it.

ADOPTION OF REPORT.

Hon. George A. Drummond said:—

You have heard the statement of the General Manager and the report of the directors, and the statements placed before you appear to me to be so full and complete that I do not consider it necessary to make any further amplification of them. I will content myself, therefore, with moving: "That the report of the Directors now read, be adopted and printed for distribution among the shareholders."

The motion was seconded by Mr. E. B. Greenshields, and after a few remarks by Mr. John Morrison, who thought that the General Manager had taken the correct view with regard to the proposed establishment of a Canadian mint, it was carried unanimously.

Senator O'Brien moved:—

"That the thanks of the meeting be presented to the President, Vice-President,

and Directors for their attention to the interests of the bank."

This was seconded by Mr. David Morrice, and was unanimously agreed to.

Sir William Macdonald moved:—

"That the thanks of the meeting be given to the General Manager, the Inspector, the Managers, and other officers of the bank for their services during the past year."

The motion was seconded by Mr. R. B. Angus, and having been unanimously concurred in, was acknowledged by the General Manager.

Mr. B. A. Boas moved:—

"That the ballot now open for the election of directors be kept open until three o'clock unless fifteen minutes elapse without a vote being cast, when it shall be closed, and until that time, and for that purpose only, this meeting be continued."

This was seconded by Mr. Hector Mackenzie, and unanimously agreed to.

On the motion of Mr. John Morrison, seconded by Hon. James O'Brien, a hearty vote of thanks was accorded the chairman for his conduct of the business of the meeting; and he acknowledged the same.

THE DIRECTORS.

The ballot resulted in the election of the following directors:—

R. B. ANGUS, ESQ.

HON. GEORGE A. DRUMMOND.

A. F. GAULT, ESQ.

E. B. GREENSHIELDS, ESQ.

SIR WILLIAM C. MACDONALD.

A. T. PATERSON, ESQ.

R. G. REID, ESQ.

JAMES ROSS, ESQ.

RIGHT HON. LORD STRATHCONA AND MOUNT ROYAL, G.C.M.G.

TRADE CHAT.

James Allan has reopened a grocery store in Perth, Ont.

A. E. Kinkead, tobacconist, Sherbrooke, Que., is enlarging and improving his store.

Bart. Connellin, of Coe Hill, Ont., will open a general store at L'Amable Station, Ont.

Robbers got into D. B. Smith's grocery store, Hamilton, and stole five boxes of tobacco.

The Ogilvie Milling Co., have installed an automatic fire alarm system in the Winnipeg mills.

R. M. Anderson, of Northway & Anderson, has been elected president of the St. Thomas, Ont., Retail Merchants' Association.

At a large and representative meeting of the merchants of St. Thomas, Ont., a proposal in favor of a by-law to enforce early closing in the stores of the town on Saturday night's was discussed. The meeting was about evenly divided as to whether 9 or 10 p.m. would be the proper hour to close, so it was decided to hold a special meeting to hear representatives from the Lord's Day Alliance and the Trades and Labor Council.

Rio Coffees

Extra choice roasters, now in store ex S.S. Syrakusa. Green or roasted. Prices very low.

WARREN BROS. & CO.
TORONTO.

WHITE & CO.
TORONTO, CANADA.
Importers

Oranges and Lemons

Cocoanuts, Dates, Nuts, etc.

STRAWBERRIES AND VEGETABLES
IN CAR LOTS A SPECIALTY.
Wholesale Commission Merchants.

Auction Sales held daily—Fruit and Vegetables.

Correspondence
Invited.

WHITE & CO.

"Chief Keokuk"

Pickles and Condiments,

"Montrose"

Tomatoes, Peas and Vegetables.

SOLD ON THEIR MERITS.

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

E. A. Shoebottom

Domestic and Foreign Manufacturers'
Advertising and Commission Agent.

(Local, Provincial and Dominion Agencies.)

I make a specialty of Pure Food Products.

CORRESPONDENCE SOLICITED.

St. James' Park, LONDON, Canada.

COWAN'S

Hygienic Cocoa

Royal Navy Chocolate

AND

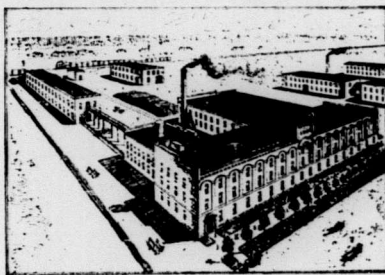
Famous Blend Coffee

are the favorites with all grocers.

THE COWAN CO., LIMITED, TORONTO

The Standard
of Highest Excellence
— IN —
WHITE WINE VINEGAR
— IS —
IMPERIAL.

It delights and satisfies consumers. Increases your Vinegar Trade, and, incidentally, your profits. Imperial is clear, sparkling, of uniform standard strength and smooth even flavor. **A trade winner every time.** Remember the name **Imperial.**



THE WALKERVILLE MATCH CO., LIMITED

Manufacturers of the Celebrated

Maple Leaf, Crown,
Knight and Imperial
Parlor Matches



The well and favorably-known
Hero and Jumbo
Sulphur Matches

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

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

Nourishment with Economy

There is no article of food that combines these two qualities to so great an extent as that of Beans.

One can of "Kent" Baked Beans (10c.) will furnish food enough to satisfy five people. Try them and convince yourself.

ASK US FOR A "SAMPLE."

THE KENT CANNING CO., Limited

Chatham, Ont.

Success in Your Tea Department

If a dealer aims to increase his tea business,

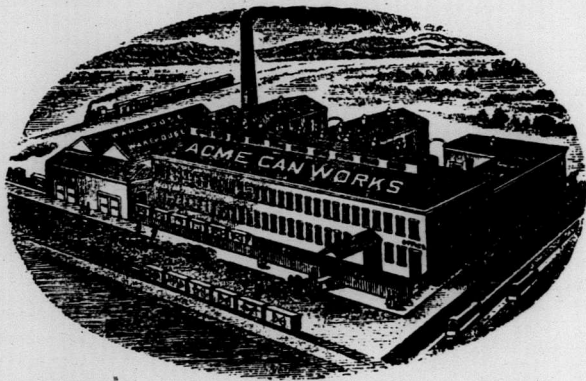
"SALADA" Ceylon Tea
Black or Green

is his best Friend---not a doubt about it.

Our service and experience can prove of value to every dealer interested in tea. No Pedlars handle "Salada," neither do Departmental Stores—Grocers only.

We predict that "Salada" Green Tea will displace Japan Tea just as "Salada" Black is displacing all other black teas.

"Salada," Toronto or Montreal.



THE ACME CAN WORKS

Manufacturers of ALL KINDS OF CANS
for

Meats, Fish, Fruit, Vegetables,
Spices, Syrups, etc.

WE MAKE A SPECIALTY OF

Key Opening Cans

USING THE LATEST AND BEST SYSTEMS.

Write us for prices
on anything you
require in our line.

Office and Factory, Ontario St., MONTREAL

Something to Run On.

We have another new biscuit. It is not exactly high-class, but for the price it is all right. Ask for it. We call it

"BAYSIDE."

The Canada Biscuit Company

King and Bathurst Streets, Toronto.

LIMITED

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, June 6, 1901.
GROCERIES.

WHILE the wholesale grocery trade is not active it is more so than it was a week ago. The interest is centred around canned vegetables on account of the syndicate deal having gone through, and all the goods in the hands of the packers who are in the agreement, having been taken over on June 1. The feeling is naturally firmer, but no actual change in quotations has yet taken place. As a result of the syndicate deal going through there has been a great deal of activity in business in the lines affected, as most people appear to think that they can buy cheaper now than they will be able to do later on. A fairly good trade is being done in canned salmon, and also in meats. Very little is being done in teas, and, while Japans are firm and higher, Indian and Ceylon are rather easier. In coffees, just a light business is being done and prices are easier. Syrups and molasses continue quiet. As the result of a decline in New York in the price of sugar the feeling locally was unsettled for a few days, but there has been a reaction in New York since the beginning of the week, and the feeling here now is one of more confidence. Spices are quiet, and, on the whole, steady. The position of currants is still a strong one, and prices here are firmer in sympathy with the outside markets. There is more disposition on the part of the wholesale trade to push business in Valencia raisins, and prices are weaker in consequence. The demand for prunes is naturally falling off. Among the changes in prices are advances in both biscuits and matches. Collections are reported to be rather slow.

CANNED GOODS.

The feature of the canned goods trade is the interest that is being taken in the market in consequence of the syndicate deal having gone through. This interest is all the more keen on account of the fact that the syndicate has taken over stocks of canned goods of last year's pack left unsold in packers'

hands. At the close of last week, at least some of the packers notified their agents of a reduction of about 5 to 7c. in the Association price of canned vegetables, but no interest was created thereby as the figures were still below those ruling on the open market. There has been quite an active trade doing during the past week or 10 days, on account of the development in the syndicate scheme. The wholesale trade have been buying freely of lots which can be procured at less than the association figures, and some of the retailers, and particularly the largest, have also been free buyers. The idea seems to obtain that prices next season will be higher than those now ruling, and, therefore, it is good policy to stock up as heavily as possible with old season's goods.

Although the condition of the market is undoubtedly stronger, it has not yet resulted in any actual change in quotations. Its effect, as far as prices are concerned, is to induce holders to be more firm in their

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

views, and wholesalers are not now willing to accept a cut price in order to do business. The ruling price for tomatoes is still 75 to 80c., and for peas and corn 70 to 75c. per dozen. New prices for next season's goods are being quoted, and the figures being named by the wholesalers are about 82½c. for tomatoes, 77½c. for corn and 75½c. for peas. These prices, it will be noticed, are lower than those quoted at the opening of the market last season.

In canned salmon a fairly good movement is still to be noted. Most of the wholesalers have placed the bulk of their orders for next season's supply, and they, in turn, have booked quite a few orders on retail trade account for shipment in September and October. The basis on which this future business has been done is about \$1.45 for Fraser River sockeye and \$1.30 to \$1.35 for Northern sockeye. Fraser River sockeye on the spot is getting into small compass, and prices are firm at \$1.60 to \$1.65. Northern fish is quoted at \$1.50 to \$1.55, and cohoes at \$1.25 to \$1.30.

New pack lobster has arrived on the market, but very little business is being

done. The ruling prices are as follows: ½-lb. flats, \$1.75 to \$1.85; 1-lb. flats, \$3.50 to \$3.75; 1-lb. talls, \$3 to \$3.25. In other kinds of canned fish a fair business is being done. Business is also fair in canned meats.

COFFEES.

The market has been weakening in Brazil and getting more within buyers' views. There has, in consequence, been a little more business doing on importation account. The local demand on retail account is fairly steady, but prices are lower in sympathy with the outside market. We now quote green Rio coffee as follows: No. 7, 7¾c. per lb.; No. 6, 8¼c.; No. 5, 8¾c.; No. 4, 9¼c.

SYRUPS AND MOLASSES.

Very little business is being done in any of these lines. The little business that is reported is chiefly in corn syrups at these quotations: Bbls., 3c. per lb.; half bbls., 3½c. per lb.; kegs, 3¼c. per lb.; pails, \$1.40 for 3 gals. and \$1.05 for 2 gals.

RICE AND TAPIOCA.

There has been no change in the situation either in regard to business or prices. Japan and Java rices sell at 5½ to 6c., and B rice at 3½c. Tapioca rules at 4¼ to 4½c. per lb.

SPICES.

The position of pepper continues to be as strong as ever. There has been a reduction of about 30 per cent. in stocks, and, according to advices to hand this week, a corresponding reduction is anticipated in the 12 months' supply. Ginger is holding firm, but cloves are a trifle easier. Locally, trade is quiet and featureless.

SUGAR.

The sugar market has been a rather interesting one during the past week. In Europe there have been several fractional declines in the price of beet-root sugars. In New York, last week, raw sugars declined 13c. for centrifugals and 116c. for molasses sugars. The refiners, however, in that city are reported to be buyers of raw sugar at current rates, and on Tuesday we heard of a sale of 1,200 tons to the Arbuckles at that price for 96 test. The receipts of sugar at the four United States ports last week were 10,000 tons in excess of the meltings, making the stock on hand 233,000 tons, of which 26,000 tons were in importers' hands. Coupled with the extremely heavy receipts of the past week there was a noticeable

falling off in the demand for refined sugars. As a result of this the Arbuckle, National, and McCann refineries reduced prices 15c. per 100 lb. The trust, however, made no reduction. On the following day, however, the National and McCann refineries raised their prices to the old figures, and on Monday, the Arbuckle people advanced their figures 10c., making their quotations 5c. below those of the official list. In the meantime, however, the Arbuckles had done a large business. It is now anticipated that the market will rule steady. Locally, there has been a slight improvement in the demand, but the volume of business is still light. Prices rule as before at \$4.78 for Montreal granulated, and \$4.73 for Acadia.

TEAS

The market for Indian and Ceylon teas in London, according to mail advices to hand, is still dull and prices easy. A cable, however, received a few days ago from Colombo, Ceylon, reports that the market there is firmer on low grades, and shows an advance of $\frac{1}{4}$ d. On the local market the demand for Indian and Ceylon teas is quiet, although there are not as many low-grade teas here as there were. Advices from Ceylon state that the market there is also firmer on green teas, and that they are very much dearer, as very few of the gardens are now making these teas. Advices from Japan state that prices have advanced 2c. per lb. since the opening of the market. Locally, very little business is being done, but a fair trade is reported from the United States. Shipments of new season's Japan teas for the trade in Canada are about due here.

FOREIGN DRIED FRUITS.

CURRENTS—The currant market continues firm, and prices locally are, as a rule, higher, in sympathy. Some of the houses have very little stock on hand, and have been buying quite freely from their confreres. Some of the currant-cleaning firms are also on the market as buyers. There has also been some inquiry for importation as well as for spot goods. The local demand is rather better than it was. Ruling quotations for good, sound, clean fruit are as follows: Filiatras, 10 to 10 $\frac{1}{2}$ c.; Patras, 10 $\frac{1}{2}$ to 11 $\frac{1}{2}$ c., according to quality; Vostizzas, 11 $\frac{1}{2}$ to 12 $\frac{1}{2}$ c., with fancy Vostizzas quoted as high as 17 $\frac{1}{2}$ c. Uncleaned currants are $\frac{1}{2}$ c. lower than the figures above quoted.

VALENCIA RAISINS—The feeling locally in regard to Valencia raisins is weak, and wholesalers having stock are becoming more anxious sellers. Off stalk are quoted at 6 to 7c., and selected at from 6 $\frac{1}{2}$ to 8c. per lb., according to quality; in fact, some so-called selected raisins are quoted as low as 6c.

PRUNES—The demand for prunes has fallen off, which is, of course, natural at this time of year. We quote Californian prunes as follows: 30-40's, 8 to 8 $\frac{1}{2}$ c.; 40-50's, 7 $\frac{1}{2}$ to 8c.; 50-60's, 7 to 7 $\frac{1}{2}$ c.; 60-70's, 6 $\frac{1}{2}$ to 7c.; 70-80's, 6 to 6 $\frac{1}{2}$ c.; 80-90's, 5 $\frac{1}{2}$ to 6c.; 90-100's, 5 to 5 $\frac{1}{2}$ c.

CALIFORNIAN EVAPORATED FRUITS.—A fair trade is being done in both Californian peaches and apricots. We quote: Apricots, 11 $\frac{1}{2}$ to 12 $\frac{1}{2}$ c. per lb., in 25-lb. boxes; peaches, 8 $\frac{1}{2}$ to 10c. per lb., in bags, and 10 to 12c. in boxes.

DATES—Quiet. We quote: Hallowees at 4 to 4 $\frac{1}{2}$ c., and Sairs at 3 $\frac{1}{2}$ to 4c. Package dates are quoted at 5 $\frac{1}{2}$ to 6c. for 1 and $\frac{1}{2}$ -lb. packages.

FIGS—Mat figs are so scarce on the spot that some at least of the wholesalers are only accepting orders subject to being able to procure them. The nominal quotation is 3 $\frac{1}{2}$ c. per lb.

GREEN FRUIT.

The first week of June has found the summer fruit trade well under way. Most of the retailers are handling strawberries, pineapples, bananas and oranges in large quantities, while all lines are in excellent demand. Strawberries range from 10 to 14c., with 12 $\frac{1}{2}$ to 13c. the most general figure. Pineapples are steady at 6 to 15c., the most common prices being 8 $\frac{1}{2}$ to 10c. The movement of coconuts is moderate. Bananas are firm as the demand is rather larger than the supply. There are not many good apples left, and buyers have freely paid \$6 to \$7 to get fine stock. Lemons and oranges continue to sell well, with prices unchanged from last week.

COUNTRY PRODUCE.

EGGS—The market is steady for good stock. Receipts are large, but the demand for pickling is large. There is still a considerable proportion of inferior eggs on the market. The price of new-laid is steady at 10 $\frac{1}{2}$ c. for jobbing lots and 11c. for cases.

BEANS—There is a fair movement, with quotations still \$1.60 to \$1.65 for hand-picked and \$1.50 to \$1.60 for primes.

HONEY—The market has weakened slightly, and prices are 5 to 10c. per dozen lower for comb. We quote 10 to 11c. for extracted clover, and 5c. for extracted buckwheat, while clover comb is worth \$2 to \$2.40 per doz.

DRIED APPLES—There is practically nothing doing. We quote nominally 5c. for evaporated and 3 to 3 $\frac{1}{2}$ c. for dried apples.

MAPLE PRODUCT—A fair trade is doing. The range for pure stock is quoted as follows: New syrup, 80 to 85c. per wine gal.; \$1 to \$1.10 per Imperial 1-gal. tin; \$1 to \$1.05 per gal. for Imperial 5-gal. tins; new sugar, pure, 12 $\frac{1}{2}$ c. per lb.; mixed, 9 to 11c.

BUTTER AND CHEESE.

BUTTER—The market for both dairy and creamery is rather easy in sympathy with dullness for export. Prices are steady, however, with a good local trade doing. We quote: Dairy prints, 15c.; rolls, 12 to 14c.; tubs, 14c.; creamery prints, 18 to 19c.; boxes, 17 to 18c.

CHEESE—There is little change from last week. At the cheese boards from 8 $\frac{1}{2}$ to 8 $\frac{3}{4}$ c. is the general range. New cheese is quoted locally at 8 $\frac{1}{4}$ to 9c. Some old stock is still to be had at 9 $\frac{1}{2}$ to 10c.

FISH.

There is a good demand for whitefish, trout, mackerel, halibut and sea salmon. Prices are unchanged throughout. We

quote as follows: Fresh fish—Speckled trout, 25c.; red snappers, 12 $\frac{1}{2}$ c.; Spanish mackerel, 12 $\frac{1}{2}$ c.; codfish, 7 to 8c.; whitefish, 8c.; trout, 7c.; halibut, 9 to 10c.; sea salmon, 17c.; haddock, 6c.; herring, 4c.; British Columbian salmon, 16 to 17c. Prepared fish—Dried cod, in 112-lb. bundles, \$4.75 per cwt.; flitched cod, \$5 to \$5.25; boneless cod, in bricks, 5 to 5 $\frac{1}{2}$ c. per lb.; steak cod, 6 $\frac{1}{2}$ c. per lb.; shredded cod (2 doz. in box), \$1.80 per box; boneless fish, loose, in 25-lb. boxes, 4 to 4 $\frac{1}{2}$ c., and 5-lb. boxes, 5c. per lb. Live lobsters are worth 15c. per lb.

VEGETABLES.

There is no celery in this week. Spinach and cabbage are reduced, but Egyptian onions, asparagus and lettuce are higher. We quote: Cabbage, \$2.25 to \$2.50 per crate; asparagus, 75c. to \$1; radishes, 10 to 20c.; lettuce, 20 to 30c.; rhubarb, 15 to 25c.; green onions, 5 to 15c.; spinach, 20 to 25c. per bush.; Egyptian onions, \$2.50 per sack; yellow Danvers, \$1 per bag or \$2.50 per bbl.; parsley, 15 to 25c.; mint, 15 to 20c.

GRAIN, FLOUR AND BREAKFAST FOODS.

GRAIN—Wheat is steady at unchanged prices. Red and white are quoted at 67 $\frac{1}{2}$ c. at outside points, Toronto freights. Manitoba wheat is worth 91 to 92c. for No. 1 hard, grinding in transit, or 90c. Toronto and west. There is little grain coming to the local street market. We quote: Wheat, white and red, 72 to 73c.; goose, 69 to 69 $\frac{1}{2}$ c.; oats, 35c.; rye, 52 to 52 $\frac{1}{2}$ c.; barley, 47c.

FLOUR—There is a good demand. Prices are firm at unchanged figures. We quote on track, Toronto (bags included): Manitoba patents, \$4.20; Manitoba strong bakers', \$3.90; Ontario patents, \$3.35 to \$3.50; straight roller, \$3.10 to \$3.25.

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

HIDES, SKINS AND WOOL.

HIDES—The market is dull. Prices are unchanged. We quote: Cowhides, No. 1, 6 $\frac{1}{2}$ c.; No. 2, 5 $\frac{1}{2}$ c.; No. 3, 4 $\frac{1}{2}$ c. Steer hides are worth 1c. more. Cured hides are quoted at 7 to 7 $\frac{1}{2}$ c.

SKINS—There is a fair movement at steady prices. We quote: No. 1 veal, 8-lb. and up, 9c. per lb.; No. 2, 8c.; dekins, from 60 to 70c.; culls, 20 to 25c. Sheepskins, 90c. to \$1.

WOOL—There is not yet much wool coming in, but dealers have large stocks of last year's wool on hand. We quote: Comb-ing fleece, washed, 13c., and unwashed, 12c.

MARKET NOTES.

Prices are firmer on currants.

Matches are 15 to 30c. dearer.

Biscuits are $\frac{1}{2}$ to 1c. per lb. higher.

Honey in comb is 5 to 10c. per lb. lower.

Native strawberries are expected next week.

Toronto Commission Houses.

New Messina Lemons

Get our special quotations for "Long Keepers" for your Summer trade.

Pineapples

We are now in a position to fill your orders for all grades of this popular fruit.

McWilliam & Everist,

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25 and 27 Church St., TORONTO, Can.
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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
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Butter Wanted

In Tubs and Pails. Ship to us.

Rutherford, Marshall & Co.

Commission Merchants,
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The **DAWSON** Commission Co., Limited

FRUIT, PRODUCE AND
COMMISSION MERCHANTS.

Cor. Market and
Colborne Streets. TORONTO

ESTABLISHED 1869
Geo. Stanway & Co.

Brokers and
General Commission Merchants

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

QUEBEC MARKETS.

MONTREAL June 6, 1901.
GROCERIES.

TRADE has not been exceedingly active during the week, yet it is quite up to the mark for this season of the year. The demand for picnic supplies is now coming on and shipments of canned meats, sauces, and all sorts of prepared goods are increasing. The demand for sugar is not so brisk this week in consequence of a slight break in the New York refined markets. Prices here are steady and the market is expected to right itself within a few days. Latest cables from the Barbadoes announce a firmer market for molasses, 11 to 11 1/4c. now being the idea for first cost. Probably about 6 000 to 7,000 puncheons have already been contracted for to this port already, half of which has been taken from the wharf this week. Canned goods are firmer, if not quotably higher this week. It is said that the syndicate has bought up all the stocks in canners' hands and will prevent a clearance at slaughtering prices. The tendency is now to higher rather than lower prices. Currants are as firm as ever, and stocks in the city are very light. Raisins are dull, while advices to hand state that the new crop is promising well. It seems now that the Japan tea has opened somewhat lower than last year, although there are those in close touch with the market who claim that values are fully as high as they were 12 months ago. Kobe teas have been shown to sell at 1c. below last year's prices for the same standards.

SUGARS.

There has been a slight competitive break in the New York refined sugar market that has introduced a tremulous feeling into the minds of local buyers. Howells and Arbuckles are again trying to knife one another by cutting prices, the reduction, on the whole, amounting to 15c. per 100 lb. The American Sugar Refinery are quoting former prices, and the other concerns are coming back to old values. The market for raw sugar seems firm and steady. Canadian refineries are reported to be finding some difficulty in getting supplies of raw material, a sign that would be a good indication of a firm summer market. Quite a large importation of refined Austrian sugars is coming to hand this week, consigned not only to manufacturing confectioners, but also to trading concerns. Granulated sugar is worth \$4.60 per 100 lb., and yellows, \$3.75 to \$4.40, according to quality at the refineries. City, 5c. extra.

SYRUPS.

Business in syrups is quiet, and prices are unchanged from last week. Cane syrup is

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The AMERICAN TOBACCO CO.

OF CANADA, Limited.

Are sold by all the Leading Wholesale Houses

CUT TOBACCO

OLD OHUM.

SEAL OF NORTH CAROLINA

OLD GOLD

CIGARETTES

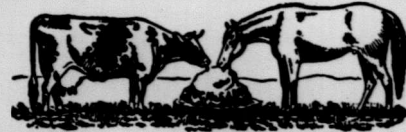
RIOHMOND STRAIGHT CUT.

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ROCK SALT FOR HORSES and CATTLE.



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P.O. Box 731.

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WHOLESALE MERCHANDISE BROKER
AND MANUFACTURERS' AGENT.

Winnipeg, Manitoba, Canada.

Secretary Winnipeg Fruit and Produce Exchange
Correspondence and Agencies Solicited.

Storage, Track Facilities.

Foreign Shippers

If you want to offer your goods in
WINNIPEG, CANADA, we will be
pleased to answer your inquiries.

E. NICHOLSON

Wholesale Commission Merchant and
Broker.

115 Bannatyne St. East WINNIPEG, Canada.

Winnipeg Fruit Merchants.

**THE RUBLEE FRUIT CO.
LIMITED.**

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

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

quoted at $1\frac{1}{2}$ to 2c. per lb., and corn syrup 3 to $3\frac{1}{4}$ c. "Imperial" maple syrup is worth \$5.10 per case of 6 gals., \$5.60 per case of $\frac{1}{2}$ gals., and \$6 per case of $\frac{1}{4}$ gals.

MOLASSES.

The Barbadoes molasses market is somewhat stronger this week, 11 to $11\frac{1}{4}$ c. being the idea as to first cost. One large cargo that came to hand last week has been pretty well cleared out, contracts having been taken ahead for these goods. Montreal takes annually about 12,000 puncheons of molasses, and of these probably one half have already been contracted for. The balance of the contracts are now on the way here. It is difficult to forecast this market or to obtain accurate information from the Islands, but one report to hand says that supplies remaining are rather small and in firm hands. This may or may not be true. One thing is certain, that tonnage from the Island is extremely difficult to secure. Dealers look for an increased consumption of molasses this week, on account of the rise in the price of corn syrup, which, last winter, was about as cheap as molasses. At present, the demand is slow, some small lots going out at 29c. in the combine territory and at 28c. outside. Between jobbers the price is about $27\frac{1}{2}$ c.

CANNED GOODS.

It is reported that the syndicate, now generally thought to be firmly formed, has bought up all the canned goods remaining in canners' hands and has taken them off the market to prevent further demoralization. This has given the market a firmer tone, and, although dealers have not changed their prices, the tendency is in that direction. Tomatoes are selling from 75 to 80c., corn from 70 to 75c., and peas 75 to \$1. There has not been much business on jobbing account placed for new canned salmon this week and the market is unchanged. Retailers are ordering their supplies somewhat freely. "Horseshoe" and "Clover Leaf" brands are quoted at \$5.80, Fraser River sockeye at \$5, cohoes at \$4.50, and white at \$3.90. Spot goods are in light supply and prices are now steady. A fair trade is now being done in canned meats, sauces, etc., for picnics' use.

SPICES.

There is no change to report in spices. The market is firm. We quote as follows: Nutmegs, 35 to 65c. per lb., as to size; Penang mace, 45 to 50c. per lb., as to quality; pimento, ground, $12\frac{1}{2}$ to 15c.; cloves, 15 to 25c.; pepper, ground, black, 17 to 20c., according to grade; white, 25 to 27c.; ginger, whole Cochin, 15c.; Japan 10c.; Jamaica, 20c.; ground, Japan, 15c.; Cochin, 20c.; Jamaica, 25c.

RICE.

The market keeps firm but steady. We quote in combine district: B rice, in bags, \$3.10; in half bags, \$3.15; in $\frac{1}{4}$ bags, \$3.20; in pockets, \$3.25. In 10-bag lots an allowance of 10c. is made. CC rice, \$3.00 in bags, \$3.05 in half bags, \$3.10 in $\frac{1}{4}$ bags and \$3.15 in pockets. In the open territory prices are about 10c. less. Patna rice is worth $4\frac{1}{4}$ c. per lb.

FOREIGN DRIED FRUITS.

CURRENTS—D. Pasque, writing from Patras, May 15, says: "We have had a feverish and excited market during the last decade, prices being advanced 6 to 8s. per cwt. for the fine grades. The stocks all over Greece are well nigh exhausted, and the fruit that is still available is in possession of persons who are not easily to be convinced to sell. Considerable engagements are made for shipment to the continent by the steamers Byzanz and Hainaut, due there the end of this month, and, it is reported, that these will be the last steamers carrying fruit of this season. In regard to the new crop, official and private information received to this date from the various currant-growing districts, reports the condition of the vines to be excellent. The appearance of peronosporos in some isolated properties has caused but little damage, the cool weather and the precautions taken against it having put a stop to its progress. Should the present climatical conditions continue for some time longer the crop may be expected to be a fair average one."

Locally, the demand for currants is good. Stocks are light and only small supplies are arriving. The ruling figure is $9\frac{1}{2}$ to 11c.

RAISINS—Messrs. Wm. Rogers & Co., writing from Denia, under date May 24, say: "We are pleased to state the growth is progressing favorably, and the vines look particularly healthy in all the well-known districts. It is also satisfactory to observe that there is every indication of the yield this season being up to the average size. The vines show an abundant display of buds, although we consider the flowering is somewhat later than usual. However, we think it can be safely assumed that, with a prospect of favorable weather, the crop, both in respect to size and quality, will be all that we can desire."

Locally, trade is dull. Valencias, fine off-stalk, are worth 5c., selected, $5\frac{1}{2}$ c. and layers 6c. Fancy table raisins are reported in light supply by some houses.

PRUNES—There is some call for prunes since lower prices set in. Californian prunes are worth 5 to $5\frac{1}{2}$ c. for 90's to 100's; $6\frac{1}{2}$ to $7\frac{1}{2}$ c. for 60's to 70's and $7\frac{1}{2}$ to 8c. for 40's to 50's. French prunes are selling at 3 to 5c.

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THE UNEQUALLED CLEANER.

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JAMES McINTOSH, 34 Yonge St., TORONTO
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Victoria Fruit Merchants.

From the Atlantic to the Pacific,

OKELL & MORRIS'

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Messina Orange Marmalade, Tomato Ketchup, Sauces, Pickles and Vinegars

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Advances Made on Warehouse Receipts.

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Toronto Fruit Merchants.

NAVEL ORANGES

"Camellia" Brand brings the highest price in open competition in New York, being **EXTRA FANCY**.

LEMONS—Car fancy Messinas.

DATES, FIGS, APRICOTS, PEACHES, NUTS—Special values.

HUSBAND Bros. & Co.

Telephone 54. 82 Colborne St., Toronto

CLEMES BROS.

Just Address **TORONTO** Everybody Knows Us

Are you going to speculate in 10 or 25 boxes Summer-Keeping

LEMONS ?

Write us about them.

DATES—Hallowee dates are selling but slowly at 3½c. per lb.

EVAPORATED FRUITS—Apples are somewhat firmer than they were, carload lots not offering below 5¼ to 5½c., against 4¾c. two weeks ago. This is in view of the damage to the apple crop in Ontario. The consumptive demand for apples is fairly good. Apricots are worth 10c. per lb., and peaches and pears, 8c. per lb.

PEELS—There is a reported scarcity of peel in the city and that the market is going up. As yet, lemon can be had for 10c.; orange, 11c., and citron, 15c.

NUTS.

There is not much call for nuts just now. Pecan nuts are reported very firm. We quote: Shelled walnuts, 19 to 20c.; unshelled, 6 to 7c.; pure Mayettes, 11 to 12c.; Sicily filberts, 9 to 10c.; Valencia almonds, 31 to 32c.; Tarragona almonds, 11½ to 12½c.; peanuts, 6½ to 7½c.; pecans 12½c.

TEAS.

One firm buying Japan teas tells us that on last year's standards Kobe teas are 1c. and Yokohama teas ½c. below last year's figures. Other houses assert that prices are as high or higher than last year. There the matter stands. There is a fairly good demand for Japan teas, but dealers are not buying heavily. Neither are Indian and Ceylon teas being bought freely. In fact, in view of the heavy surplus to be thrown on the market, dealers are clearing out stocks.

GREEN FRUITS.

All dealers in green fruits are unanimous in the opinion that we shall soon see higher prices on oranges and lemons. The demand has been extraordinarily good, and quotations have already been advanced some points. Strawberries are much more plentiful this week. We quote: Messina oranges, 200's, \$2.50 to \$3 per box and \$1.50 to \$2 per half box; Messina lemons, 300's, \$1.75 to \$3.25; 360's, \$1.75 to \$2.75 per box; bananas, \$1.50 to \$2 per bunch; extras, \$1.75 to \$2.25; Apples, \$6.50 per bbl.; sweet potatoes, Vinelands, \$4 per bbl.; Malaga grapes, \$10 per keg; pineapples, 8 to 20c.; Californian greentop celery, \$8 per case; Florida tomatoes, \$3 to \$4.25 per crate; radishes, 40 to 50c. per dozen bunches; Canadian lettuce, 25c. per dozen; new Bermuda potatoes, \$6.50 per bbl.; new Bermuda onions, \$3.50 per crate; Canadian asparagus, \$1.50 to \$1.60 per basket; strawberries, 8 to 12c.; Egyptian onions, 2¼c. per lb.; cocoanuts, \$3.25 to \$3.50 per bag; cabbage, in crates, \$1.75 to \$2; cucumbers, in baskets, \$3 to \$3.25; Californian cherries, \$2.50 per box of about 10 lb.

A Known Reputation

Our reputation in the Canned Meat business is well known. It has been built up by years of constant endeavor to pack the best meats that could be produced.

It is a reputation that means much to every Grocer.

It is a surety of being able to guarantee absolute satisfaction. It means the permanent trade resulting from perfect satisfaction given.

If this is what you are in business for, you should handle

Clark's Meats.

It Will Pay

you to get our quotations before buying

MOLASSES

Barbados and Porto Rico.

We are the largest direct importers in New Brunswick.

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

It Pays to sell the Best.

If you do not stock reliable articles such as

BOECKH'S BAMBOO

HANDLE **BROOMS**

your customers will go where they can get them.

The following letter is proof of our assertion:

BOECKHS, Toronto:

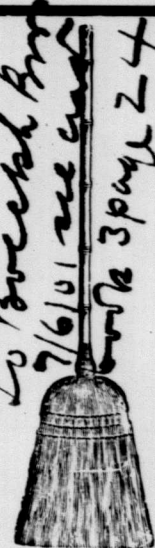
Gentlemen,—My wife had one of your bamboo handle brooms about two years ago; says it was the finest thing she ever had in the way of a broom. Since then I have tried to get another, but failed. Not a single dealer in Orillia sells them. Why is this? Could I get one or two from you by express at a reasonable price? Would you pay the carriage on say a ¼ doz. at the retail price for cash in advance with order? If so, let me know amount and I will send it to you.

ORILLIA, May 30th, 1901.

Yours truly,

Boeckh Bros. & Company,

80 York St., TORONTO.



Does Your Coffee Department Require Replenishing?

If so, we can quote you the lowest figures in the market, for absolutely the very finest quality of

Mocha, Java, Ceylon, Costa Rica, Maracaibo, Rio, Santos, Etc.

Being direct importers and large buyers, we can consequently offer you some splendid values. Prompt shipment and satisfaction guaranteed. Be convinced of what we claim by sending for samples and prices.

S. H. Ewing & Sons, Montreal

COUNTRY PRODUCE.

EGGS—The market remains as we have reported it for the past few weeks. The local demand is good for small lots, and a fair amount of business is also doing on export account. Sales of No. 1 stock have been made at 11 to 11 1/2 c., and of No. 2 at 9 1/2 to 10c.

HONEY—Business is dull and the market is featureless. We quote: White clover honey in comb, 13 to 14c.; white extracted, 8 1/2 to 10c.; buckwheat, in comb, 9 to 11c., and extracted, 7 to 8c.

POTATOES—Trade in potatoes is quiet, but the tone of the market rules about steady at 38 to 40c. per bag in carlots.

ASHES—The market is somewhat higher this week. We quote: Firsts, \$4.25; seconds, \$3.80 to \$3.85, and pearls, \$5.85 per 100 lb.

FLOUR AND GRAIN.

FLOUR—There has been a good demand for Manitoba grades of flour and business has been done on both local and export account. The movement of Ontario brands continues slow, but the undertone to the market is stronger. An advance will not come as a surprise. We quote: Manitoba spring wheat patents, \$4.10 to \$4.30; winter wheat patents, \$3.60 to \$3.80; straight roller, \$3.20 to \$3.40; in bags, \$1.55 to \$1.65 and Manitoba strong bakers', \$3.75 to \$4.

GRAIN—We quote: No. 1 spring wheat, 77c. afloat June; peas, 76 to 76 1/2 c.; rye, 58 to 59c.; No. 2 barley, 53 to 54c.; oats, 36 to 37c.; buckwheat, 63 to 64c.; corn, 54 to 55c.

OATMEAL—The tone of the market is firm and no concessions are being given. The price is \$3.60 per bbl. and \$1.72 1/2 to \$1.75 per bag.

FEED—The demand is steady. We quote: Ontario bran, in bulk, \$14.50 to \$15; shorts, \$16; mouillie, \$20 to \$24 per ton; Manitoba bran \$15, and shorts \$16.

BALED HAY—The market has taken a weak turn, and prices have declined 25c. per ton. This is due to superior offerings of liberal grades. We quote: No. 1, \$11.50 to \$12; No. 2, \$10.50 to \$11, and clover, \$9.50 to \$10 per ton in carlots on track.

CHEESE AND BUTTER.

CHEESE—Last week we reported a difference of opinion between buyers and sellers. The buyers seem to have had their way, and prices show a decline of 1/4 c. per lb. on last week's level. The bulk of the trading has been confined to Eastern make. We quote: Ontario colored, 8 3/4 to 9c.; Ontario white, 8 3/8 to 8 3/4 c.; Townships white, 8 1/2 to 8 3/8 c., and Quebec white, 8 1/4 to 8 1/2.

BUTTER—Butter has also declined, the bull movement of the past two weeks having reacted. For best grades, 19 1/4 c. is now the highest figure mentioned. We quote: Finest creamery, 18 3/4 to 19 1/4 c.; seconds, 18 to 18 1/4 c., and dairy, 15 3/4 to 16c.

LIQUORS.

SCOTCH WHISKIES

	Per case of quarts.
Roderick Dhu	\$9.50 less 3 p.c. 30 days
Usher's O.V.G. Special Reserve	9.75 " " "
Usher's G.O.H.	12.25 " " "
Gaelic, Old Smuggler	9.75 " " "
Greer's O.V.H.	9.50 " " "
Old Mull	9.75 " " "

Sheriff's One Star	10.25	"	"	"
" V.O.	10.50	"	"	"
Kilmarnoch	9.75	"	"	"
Doctor's Special	10.00	"	"	"
House of Lords	10.75	"	"	"
Bulloch, Lade & Co.—				
Special blend	9.25			
Extra special	11.00			
John Dewar & Sons—				
Extra special	9.50			
Special liqueur	12.25			
Extra	16.50			
James Ainslie & Co.—				
Highland Dew	6.75			
Glen Lion, extra special	12.50			
J. Brown & Co.—				
Duke of Cambridge	12.00			
Mitchell's—				
Heather Dew	7.00			
Special Reserve	9.00			
Mullmore	6.50			
W. Teaches & Sons—				
Highland Cream, qts., \$9.50 less 3 p.c. 30 days.				

CANADIAN WHISKIES.

	In barrels per gal.
Gooderham & Worts, 65 O.P.	\$4.50
Hiram Walker & Sons	4.50
J. P. Wiser & Son	4.49
J. E. Seagram	4.49
H. Corby	4.49
Gooderham & Worts, 50 O.P.	4.10
Hiram Walker & Sons	4.10
J. P. Wiser & Son	4.09
J. E. Seagram	4.09
H. Corby	4.09
Rye, Gooderham & Worts	2.20
" Hiram Walker & Sons	2.20
" J. P. Wiser & Son	2.19
" J. E. Seagram	2.19
" H. Corby	2.19
Imperial, Walker & Sons	2.90
Canadian Club, Walker & Sons	3.60
	Less than one bbl. per gallon.
65 O.P.	\$4.55
50 O.P.	4.15
Rye	2.25

CHAMPAGNE.

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

	Per Case.
Comte de Castellane—	
Cuvee Reservee .. { Quarts	\$12.50
" .. { Pints	13.50
Carte d'Or	15.00
Champagne Ve Amiot—	
Carte d'Or	16.00
" Blanche	13.00
" d'Argent	10.50
Pommery—	
Sec and Extra Sec. Quarts.	\$28.00
" .. Pints.	\$30.00
Mumm's—	
Extra Sec.	28.00 30.00

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

Moët & Chandon—		
White Seal.....	28 00	30 00
Brut Imperial.....	31 00	33 00
Perrier-Jouët—		
Fruit.....	28 00	30 00
Reserve Dry.....	28 00	30 00
GIN.		
Pollen Zoon—		Per Case.
Red, cases of 15 bottles.....		\$9 75
Green, " 12 ".....		4 75
Violette, " 12 ".....		2 45
P. Hoppe "Night Cap" Brand—		
Red, cases of 15 bottles.....		10 50
Green, " 12 ".....		5 25
Yellow, " 15 ".....		10 75
Blue, " 12 ".....		5 40
Poney, " 12 ".....		2 50
Draught—		Per Gal.
Hogsheads.....		\$2 95
Quarter casks.....		3 00
Octaves.....		3 05
De Kuyper—		
Violet, 2 doz. cases.....		5 30
Green, " ".....		6 00
Red, " ".....		11 50
White, " ".....		4 00
Terms, net 30 days, 1 per cent. off 10 days. In five-case lots, freight may be prepaid.		
Key Brand—		
Red cases.....	10 25	
Green ".....	4 85	
Poney ".....	2 60	
Melcher's—		
Infantes (4 doz).....	4 75	
Picnic.....	7 75	
Poney.....	2 60	
Blue cases.....	4 75	
Green ".....	5 50	
Red ".....	10 25	
Honeysuckle, small.....	7 90	
" large.....	15 25	

NEW BRUNSWICK MARKETS.

OFFICE OF THE CANADIAN GROCER.

St. John, N.B., June 3, 1901.

BUSINESS is but fair. Trade in New Brunswick is always affected by the condition of the lumber market. The English demand is dull and prices rule low. This condition was evident in time to affect the quantity of logs cut. The season was a fair one for driving, though some logs were hung up. There has been little of particular interest during the week. Competition has led to lower prices in cornmeal. The offering of new salmon has continued and some sale of spring fish has been made. There is to be quite a change among the travellers going out of St. John for the wholesale grocers, the men changing from one house to another. An interesting feature of business continues to be the fresh fish market. The catch continues light. In hops there are some lower prices quoted.

OILS—In burning oils there is no change in prices. The demand is light at this season and buyers only take such quantities as they need for present demand. The feeling is easy. In lubricating oils the market is lower by at least two cents in some lines. The buyers with stock still to be shipped, and many orders booked for June shipment, will get the advantage of the decline. Trade is active. Paint oils, which continue to have an active sale, are rather higher. Candles and wax are unchanged.

SALT—In Liverpool coarse salt there is a fair movement at full figures. The high prices have led to delay in buying and so much of the business is being done later than usual. In Liverpool factory-filled the prices are unchanged. The increase of butter and cheese factories has led to increased demand for Canadian salt. The Government, which did much to help these industries, rather urged its use. 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, 11c. each; cartons, \$2 per case of 2 doz.; English bottled salt, \$1.25 to \$1.30 per doz.; mineral rock salt, 60c. per 100 lb.

CANNED GOODS—In meats, which are becoming quite active, the feeling favors a strong market. There are very many new lines on the market introduced by both American and Canadian packers. In corned beef, Canadian holds the trade. In local vegetable market unsatisfactory goods are being quoted at last season's cost. In fruits the market is dull and prices are quoted low. Our market will only take a limited quantity and when such lines advance they become hard to move. Packers show quite a range in their prices of salmon. Some sales of spring fish have been made at very reasonable figures. Kippered herring and haddies are scarce. Sardines are dull.

GREEN FRUITS—There has been a large sale during the week. Valencia oranges are about out of the market. Californians are also not so freely offered, and they are quoted higher. The Mediterranean fruit is low and of good quality and sells very freely. There have been several cars sold at auction. Fair prices have ruled. The buyers are the city retail trade. As they are inclined to buy larger than in the regular way it tends to give the consumer cheaper fruit. Lemons are rather higher, but there is a large trade. Pines are quite low and have sold freely during the week. Bananas are large sellers at even figures. Strawberries are quoted lower, and have a free demand. Rhubarb is about at bottom prices. There is a large sale and the stock offered is particularly good. Fruit men are handling early vegetables—imported goods. Cabbage is selling quite freely.

DRIED FRUITS—With the coming of rhubarb and strawberries the sale of prunes falls off. Still the low prices hold some trade. There is also a fair movement in apricots and peaches. In raisins the market is very dull. Some few seeded, however, sell. Currants are firm. Light stocks are held. Evaporated apples are dull. Fair prices are asked. Dried have no sale. Dates sell at low prices. Package goods have a demand. Peels are offered for fall and the prices asked are well above last year, particularly in citron. This is quite a large seller here. In onions there is some sale for Bermudas, but the price limits it, and Egyptians show the big business. They are sold low. Peanuts tend higher; this is the season of sale.

DAIRY PRODUCE—Eggs are rather dull. No large stocks are held, but inquiry is light. Prices are rather easy. Butter tends lower. Buyers are particular about

quality. In cheese the sale is improving. Old cheese was cleaned up at quite good figures. New is selling at fair prices.

SUGAR—There is a large sale and the demand is for granulated and for American when it can be bought at a right figure. Montreal sugar is preferred to that refined east, but the price prevents a large sale. Yellows are not largely held.

MOLASSES—The market shows quite a range in price. The interest is chiefly in Porto Rico, a large cargo of which was landed this week. It sells quite freely. Further arrivals are daily expected. Retailers are getting cheap molasses and good goods. Barbadoes is low with wide range in quality. Syrup is only sold in cans, and the demand is light at this season. New Orleans is dull.

FISH—Fresh cod and haddock are freely received and halibut are freely offered, but the price is low. In gaspereaux the catch is rather better, but it is still light. The pack of alewives will be below last season. Already some sales have been made. The market will rule quite high. Shad are scarce and the catch has been very light. In salmon, very few are being caught. The price is high. Boston is our large market. The season is still early. In dry fish, cod holds at even figures. Receipts are not large, but many are required. Pollock is rather lower. Smoked herring are hardly as firm. Pickled herring are quiet. Mackerel has been freely caught at Halifax. We quote: Large and medium dry cod, \$3.75 to \$4; small, \$2.25 to \$2.50; haddies, 5 to 6c.; smoked herring, 11 to 12c.; fresh haddock and cod, 2 1-2c.; 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 per bbl.; \$2.75 per half bbl.; Shelburne, \$1.50 per bbl.; \$2.25 per half bbl.; gaspereaux, 70 to 75c. per 100; shad, 12 to 15c.; salmon, 18 to 20c.; halibut, 7 to 8c.; mackerel, 10 to 12c.

FLOUR, FEED AND MEAL—In Manitoba flour there is a good, steady sale at even figures. Ontario flours, medium grades, are shaded by some millers. Oats are rather higher. There is but a fair sale. Some few New Brunswick oats are still offered. Oatmeal holds its higher figures; there is a light sale. The local market is hardly as high as millers' figures. Cornmeal, owing to competition, is lower. Sale was affected by the higher price. Hay is firm. The large export demand is causing the market to be well cleaned up. Beans are dull. Barley and peas are firm. We quote: Manitoba flour, \$4.70 to \$4.75; best Ontario, \$3.80 to \$3.90; medium, \$3.65 to \$3.80; oatmeal, \$3.85 to \$4; cornmeal, \$2.35 to \$2.40; middlings, \$2.2 to \$2.3; oats, 40 to 42c.; hand-picked beans, \$1.65 to \$1.75; prime, \$1.55 to \$1.60; yellow-eye beans, \$2.40 to \$2.60; split peas, \$1.10 to \$1.15; blue peas, \$1.25 to \$1.40; pot barley, \$3.85 to \$4; hay, \$12 to \$13.

MARKET NOTES.

Percy B. Evans is offering "Santa Claus" seeded raisins.

Dearborn & Co. landed a large shipment of macaroni this week.

Geo. S. DeForest & Sons offer Dominion syrup in five-pound tins.

Baird & Peters have received a shipment of "Corona" dates in one-pound packages.

Batger's peels, which are sold here by Hunter White, representing the Canadian agents, Messrs. Rose & Laflamme, were quoted to the trade this week.

CABLE ADDRESS "LIGHTBOUND."

CORRESPONDENTS IN ALL CANADIAN CENTRES.

GEORGE LIGHTBOUND

Importer and Commission Merchant,

27 Front Street East,

— Toronto.

Agent for	Smith, Baker & Co.,	Japan
" for	Dodwell, Carlill & Co.,	China
General Agent	Tarrant, Henderson & Co.,	Calcutta and Colombo
Agent for	Hamburger & Co.,	Patras, Greece
" for	Livingston, Halton & Co.,	London, England
" for	Evans, Coleman & Evans,	Vancouver, B.C.
" for	Thomas Earle,	Victoria, B.C.
" for	Port Hope Preserving & Canning Co.,	Port Hope.



PORK FOR OUR BEANS.

Tomatoes, Corn, Beans, Strawberries, and all fruits. Evaporated and Dried Apples. The Wholesale trade will find it to their advantage to correspond.

THE TIME TO INSURE IS

NOW

While you are WELL, STRONG and INSURABLE
THE

**Confederation
Life**

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

PROTECTION FOR YOUR FAMILY.

PROFITABLE INVESTMENT FOR YOURSELF.

Pamphlets and full information sent on application.

Hon. Sir W. P. Howland, K.C.M.G., C.B., - - President.
W. H. Beatty, Esq., W. D. Matthews, Esq., - Vice-Presidents.

W. C. MACDONALD, ACTUARY. **J. K. MACDONALD,** MANAGING DIRECTOR.

HEAD OFFICE, - TORONTO.

EVERY
POUND
OF
JAPAN TEA
YOU
SELL
IS A
BID
FOR ANOTHER ORDER

	Montreal.	Toronto.	St. John, Halifax.
COFFEE			
Green—			
Mocha.....	24	23 28	25 30
Old Government Java.....	27	22 30	25 30
Rio.....	10	7½ 9½	12 13
Santos.....		9½ 10½	
Plantation Ceylon.....	29	26 30	29 31
Porto Rico.....		22 25	24 28
Gautemala.....		22 25	24 26
Jamaica.....	18	15 20	18 22
Maracaibo.....	18	18	18 15
NUTS			
Brazil.....		15 16	8½ 9
Valencia shelled almonds.....	31 32	30 35	22 25
Tarragona almonds.....	11½ 12½	13 14	13 15
Formegetta almonds.....		14½	
Jordan shelled almonds.....	40	40 43	
Peanuts (roasted).....	7½ 8	8 10	9 10
" (green).....	6½ 7	7 9	
Cocoanuts, per sack.....	3 00	3 75	3 50 4 00
Greenole walnuts.....		60	60 70
Marbot walnuts.....	9½ 10	11½ 12½	9 12
Bordeaux walnuts.....	7 8	11½ 12	9 10
Sicily filberts.....	9 10	10 11½	9 10
Naples filberts.....		10 11	10 11
Pecans.....	10 12	13 15	12 14
Shelled Walnuts.....	19 20	20 25	
SODA			
Bl-carb, standard, 112-lb. keg.....	1 65 1 80	2 00 2 25	1 70 1 75
Sal soda, per bbl.....	70 75	80 90	85 90
Sal Soda, per keg.....	95 1 00	1 00	95 1 00
Granulated Sal Soda, per lb.....		1	
SPICES			
Pepper, black, ground, in kegs.....	16 18	18	14 15
palls, boxes.....	14 17	19	15 16
in 5-lb. cans.....	15 17	19	12 13
Pepper, white, ground, in kegs.....	26 27	26 27	24 26
palls, boxes.....	25 26	25 26	20 22
5-lb. cans.....	23 25	23 25	20 22
whole.....	19 25	22 25	20 25
Ginger, Jamaica.....	12 30	14 35	18 20
Cloves, whole.....	25 30	25 30	25 30
Pure mixed spice.....	13 18	20 40	16 20
Cassia.....	25 30	24 25	20 22
Cream tartar, French.....	28 30	25 30	25 30
" best.....	10 15	13 16	16 18
WOODENWARE			
Palls, No. 1, 2-hoop.....	1 90	1 60	1 90
" 3-hoop.....	2 05	1 75	2 05
" half, and covers.....	1 75	1 70	1 75
" quarter, jam and covers.....	1 45	1 20	1 45
" candy, and covers.....	2 70 3 20	1 75 2 70	3 20
Fubs No. 0.....	11 00	8 50	11 00
" 1.....	9 00	7 00	9 00
" 2.....	8 00	6 25	8 00
" 3.....	7 00	5 35	7 00

	Montreal.	Toronto.	St. John, Halifax.
PETROLEUM			
Canadian water white.....	14½ 15½	17½	17 17½
Sarnia water white.....	16 17	18½	17 17½
Sarnia prime white.....	18	15½	16½ 16½
American water white.....	19	17½	18 18½
Pratt's Astral (barrels extra).....	18½ 19	17½	19 19½
Black— TEAS			
Congou—Half-chests Kalsow, Moning, Paking.....	13 60	12 60	11 40
Caddies Paking, Kalsow.....	17 40	18 50	15 40
Indian—Darjeelings.....	35 55	35 55	30 50
Assam Pekoes.....	20 40	20 40	18 40
Pekoe Souchong.....	18 25	18 25	17 24
Ceylon—Broken Pekoes.....	35 42	35 42	34 40
Pekoes.....	20 30	20 30	20 30
Pekoe Souchong.....	17½ 40	17 35	17 35
China Greens—			
Gunpowder—Cases, extra first.....	42 50	42 50	
Half-chests, ordinary first.....	22 28	22 28	
Young Hyson—Cases, sifted extra first.....	42 50	42 50	
Cases, small leaf, first.....	35 40	35 40	
Half-chests, ordinary first.....	22 28	22 28	
Half-chests, seconds.....	17 19	17 19	
" third.....	15 17	15 17	
" common.....	13 14	13 14	
Pingsueys—			
Young Hyson, ½-chests, firsts.....	28 32	28 32	30 40
" " seconds.....	16 19	16 19	
" Half-boxes, firsts.....	28 32	28 32	
" " seconds.....	16 19	16 19	
Japans—			
½-chests, finest May pickings.....	38 40	38 40	
Choice.....	32 36	33 37	
Finest.....	28 30	30 32	
Fine.....	25 27	27 30	
Good medium.....	22 24	25 28	
Medium.....	19 20	21 23	
Good common.....	16 18	18 20	
Common.....	13 15	15 17	
Nagasaki, ½-chests, Pekoe.....	16 22		
" " Oolong.....	14 15		
" " Gunpowder.....	16 19		
" " Siftings.....	7½ 11		
RICE, MACARONI, SAGO, TAPIOCA.			
Rice—Standard B.....	3 00 3 10		3 25 3 40
Patna, per lb.....	4 25 4 50	4½ 5	5 6
Japan.....	4 40 4 90	5½ 6	6 6
Imperial Seeta.....	4 60 4 90	4½ 5½	5 6
Extra Burmah.....		4½ 4½	4 5
Java, extra.....		6 6	6 7
Macaroni, dom'ic, per lb., bulk.....	5 6		7½
" imp'd, 1-lb. pkg., French.....	8 12	9 10	
" " Italian.....	8 10	11 12½	
Sago.....	3½ 4	4 4	4½ 5
Tapioca.....	3½ 4	4½ 4½	4½ 5

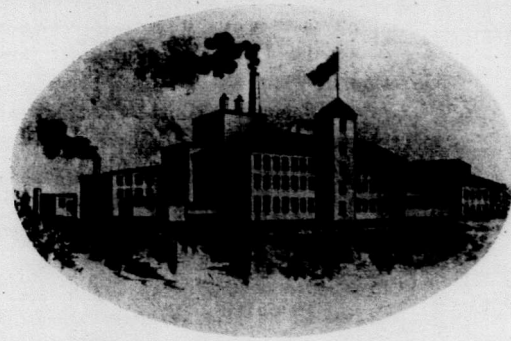
CHEESE WEIGHTS.

Owing to complaints of difference as to weights on their cheese, a deputation from the Brockville Cheese Board visited Montreal, last week, and held a conference with a committee appointed by the Montreal Butter and Cheese Association, when the

matter was thoroughly discussed. The joint committee visited several of the principal exporters' warehouses, and examined the weights of cheese from various boards.

The result of the investigation was to show the deputation from the Brockville Cheese Board, that, while the practice at Brockville has been to mark the even weight at time of shipment, the general custom on

other boards has been to make an allowance of from 1/2 to 1 lb. on each cheese for shrinkage. The quality of cheese from the Brockville board was judged to be of the highest standard, compared with that from other districts. The boxes used were considered to be poorer than should be used, but not to be worse than those used in other sections of the country.



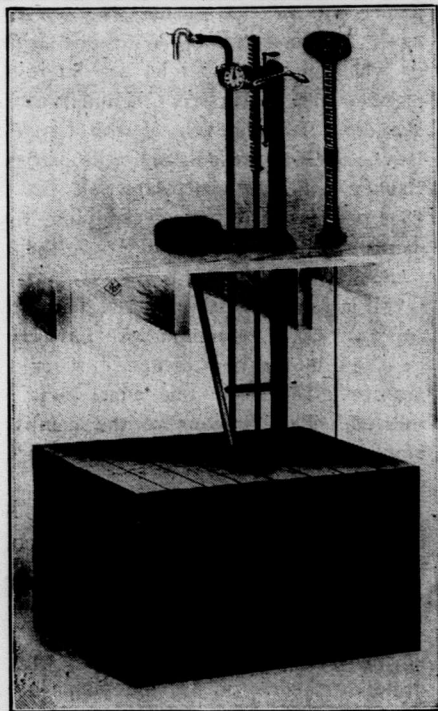
Handsome Than Ever!

Beautiful Toy Trunks, with real lock and key, holding 6 lbs. **Lily White Gloss Starch**, to retail at 10 cts. per lb.

Ask for a case (eight trunks) with your next ten-box order.

The Brantford Starch Works, Limited, BRANTFORD, ONT.

Mr. Smith Writes



BASEMENT OUTFIT.

Bowser Oil Tanks

Are equipped with Full Brass Cone Valves, Dial Discharge Registers, and Anti-Drip Nozzles, and measure accurate

GALLONS, HALF-GALLONS and QUARTS
... AT A STROKE ...

Fifty Different Styles. Catalogue Free upon request.
S. F. BOWSER & CO.,
65 Front St. East, Toronto; Factory, Fort Wayne, Ind.

Office of
Walter L. Smith,
Dealer in
Dry Goods, Groceries
and Hardware.

Fillmore, Cal.,
Feb'y 10th, 1911.
S. F. Bowser & Co.,
Fort Wayne Ind.

Gentlemen:—I have used one of your Improved Self-Measuring Oil Tanks for nearly one year and to say that I like it, is expressing it mildly. From an economic point of view, it is a great money saver, and has nearly paid for itself during the past year. I think every well regulated Grocery Store ought to have one of these machines. I do not think I shall ever regret the purchase of your Improved Tank.

I remain
yours sincerely,
WALTER L. SMITH

We have upon file in our office hundreds of letters of similar tenor from satisfied and enthusiastic customers from every section.

They simply show the truth of our claims for our goods, and that

**What we Say
They'll Do
They'll Do Do.**

A LITTLE ADVERTISEMENT

Sometimes does as good work as a larger one. We can give you any size you want in this paper, from 1 inch to a full page. Prices gladly submitted.

The MacLean Publishing Co., Limited; Montreal and Toronto

MOLASSES

.....P.Q., May 9'h, 1901

THE DOMINION MOLASSES CO.,
Halifax, N.S.

Dear Sirs,—I beg to advise receipt of the car Molasses, which came to hand in good order and condition, and, as a proof I am satisfied with the quality, now offer same figures for two cars same grade.

This is an extract from a letter received a few days ago referring to a carload of Barbadoes shipped to one of the largest cities in the Province of Quebec.

We have some more of this grade to offer, and the price is low.

The Dominion Molasses Co.,
Limited

**MOLASSES
AND SYRUPS.**

HALIFAX, N.S.

THE PROVISION TRADE.

The Markets—Exportation of Siberian Butter—Miscellaneous Notes.

THE United States Consul at Frankfurt reports as follows: "Russian papers state that the Secretary of the Treasury of Russia has entered into a contract with a commercial house at Riga to establish a direct line of steamers between that city and London, for the purpose of exporting those agricultural products of Russia which are easily spoiled en route.

"The Riga firm has had refrigerator steamers built, and weekly trips will be inaugurated in the near future.

"Fast freight trains will leave the station at Ob, on the Siberian Railroad, for the shipment of butter. Each train will consist of 25 special cars with refrigerating equipments, containing about eight tons of butter per car. The route is by way of Kainsk, Tatarskaja, Omsk, Petropaulovsk, Kurgan, Chelyabinsk, Batraki, Rusajewka, Moscow, and Bologoge to Riga, where the train will arrive every third Thursday. As soon as the line between Moscow and Kreuzburg is completed, this route will be taken, the distance being shorter.

"For these special trains, the railroads have had 138 refrigerator cars built. Ice will be supplied at the various stations of the Siberian and other railroads.

"After arriving at Riga the butter will be inspected, and, if necessary, repacked for steamer transportation. This fast freight train will also transport other articles, provided they do not interfere with the shipments of butter. In this manner, 35,000 barrels of butter will be exported during the summer, each barrel containing from 130 to 150 lb.

BUTTER TRAIN ON I.C.R.

The Intercolonial railway has decided to inaugurate a butter service similar to that started by the C.P.R., which was described in a recent issue. An iced car will leave Campbellton every Tuesday. If necessary, a second car will be added at Ste. Flavie and one or more cars at Riviere du Loup. These cars will leave Riviere du Loup Tuesdays, and Levis, arriving in Montreal Wednesday evening.

Butter for Montreal will be picked up and loaded in these cars at all intermediate stations at which shipments may offer, and will be charged the current rate "less than carload" tariff rates, without additional charge for icing, the cost of which will be borne by the Government.

Cheese may be loaded in these cars, if

space permit, provided shippers so instruct in writing, but it must be understood that the railway reserves the right to tranship such cheese into ordinary box cars at any station when necessary to make room for butter, which must in all cases have preference.

THE PROVISION MARKETS.

MONTREAL

The market presents the anomaly of a decline in American and an advance of 50c. per ton in Canadian pork. Pork is decidedly scarce and lard remains as firm as ever. The demand is not active. We quote as follows: Heavy Canadian short cut mess pork, \$20.50 to \$21.50; selected heavy short cut mess pork, boneless, \$21.50 to \$22.50; family short cut back pork, \$20.50 to \$21.50; heavy short cut clear pork, \$20 to \$21.50; hams, 13c.; bacon, 14c.; lard, pure Canadian, \$2.25 to \$2.60 per pail; refined lard compound (Fairbank's), \$1.88 for 1 to 24 pails; \$1.86 for 25 to 49 pails; \$1.82 for 50 pails and over; Snow White and Globe compound, \$1.65 per pail; Cottolene, 9¼c. per lb. in tierces, and 10¼c. in 20 lb. pails and 10c. in 50 lb. boxes, for Quebec.

ST. JOHN, N.B.

This is the quiet season. Prices are firmly held, but to move goods in beef or pork, quotations are sometimes shaded. Smoked meats are but light sellers at present high prices. Lard is high and not freely offered.

TORONTO

There is a steady sale of all dressed meats, and prices are firm throughout. We quote: Dressed hogs, \$8.80 to \$9.25 per cwt.; sheep, \$7 to \$8.50 per cwt.; yearling lambs, \$9 to \$10 per cwt.; spring lambs, \$3.50 to \$4.50 each; beef carcasses, \$7.25 to \$7.35 per cwt. for best and \$6 to \$7 for mediums; hind quarters, \$8.50 for best; fore quarters, \$5.50 to \$6 for best; calves, \$8.50 to \$9 for best and \$6.50 to \$7.50 for mediums.

The demand for live hogs continues keen, as export prices are steady and packers are competing freely for supplies. The general quotation is \$7.25, but \$7.50 is frequently paid for choice lots. There is no change in the provision market, and all lines are likely to continue firm in sympathy with the continued strength in Great Britain. We quote as follows: Long

clear bacon, 10½c. Smoked meats—Breakfast bacon, 13½ to 14c.; rolls, 11c.; medium hams, 13c.; large hams, 12 to 12½c.; shoulder hams, 10½c.; backs, 14c. Barrel pork—Canadian heavy mess, \$19.50; Canadian short cut, \$20.50. Some houses quote ½c. higher prices on rolls, medium hams and breakfast bacon.

SALT COMPANIES AMALGAMATE.

A DESPATCH from Buffalo, May 30, says: "A deal of great importance to the Dominion of Canada was consummated to-day, when Frank S. McGraw, of this city, consolidated all the salt interests in the British Provinces in a Canadian salt trust capitalized at \$8,000,000. Sir Donald Smith (Lord Strathcona), president of the Bank of Montreal, has been elected president of the trust.

"The board of directors is composed of Sir William C. Van Horne, chairman of the executive committee of the Canadian Pacific Railway; T. G. Shaughnessy, president of the same road; Arthur D. Bissell, vice-president of the People's Bank of this city; Frank S. McGraw, the local capitalist; George R. R. Cockburn, president of the Bank of Ontario, and Thomas Tait, manager of the Canadian Pacific Railway.

"The agreement between the two companies was effected in this city a few days ago. By its terms The Windsor Salt Co., in which the Buffalo men are interested, together with Sir William C. Van Horne and President Shaughnessy, of the Canadian Pacific Railway, sells its entire properties in Canada to The Canadian Salt Co. for \$800,000 in cash, and, in addition, those gentlemen become stockholders in the new company.

"It is generally believed that The Windsor Salt Co.'s representatives have large holdings in the new company, though no positive assertion to this effect could be secured. The directors of the company, however, are found on the list of directors in the new trust.

"The capital stock of The Canadian Salt Co. has been increased to \$8,000,000, a large part of it being held in this city. The headquarters of the new trust will be at Montreal. The Windsor headquarters will be abandoned, but it has not been entirely decided whether or not the plant in the Ontario city will be operated."

PUSHING HIS BUSINESS.

Mr. E. D. Marceau, Montreal, is doing some extensive advertising in the interests of his "Nectar" tea and Madame Huot's coffee. Last week, in conjunction with some large newspaper advertisements, he distributed 10,000 free samples of "Nectar" tea in Montreal city.



Do you want ?
to sell the best

then sell only

REGISTERED
Bow Park
BRAND

Sweet
Pickles.

Prepared By

Shuttleworth & Harris,
BRANTFORD, CAN.

BREAKFAST BACON.

REGISTERED
Bow Park
BRAND
BACON

is pleasing more people every day and hundreds of people will have no other. If you want to sell a delicious bacon that will satisfy your customers, write us at once for a price list.

The Brantford Packing Co.
BRANTFORD, ONT. LIMITED

**Sugar-Cured
MEATS**

are high and will be high in price during the summer. We can give you a good selling line of

SHOULDERS

at reasonable prices. These are Sugar-Cured, Mild, and cut up well, in place of the higher-priced Hams.

F. W. FEARMAN CO.

Limited
Pork Packers, Lard Refiners,
Butter and Cheese Dealers,
Hamilton, Ont.

THE CANADIAN PACKING CO.
LONDON, ONT.



GUARANTEED CHOICE AND PURE.
GOLD MEDAL, PARIS 1900.
Please order goods through your wholesale house.

HOW TO WIN SUCCESS.

CHAS. M. SCHWAB, President of The United States Steel Corporation, in an address to the graduating class of St. George's Evening Trade School at the commencement exercises in the Memorial Building, New York, a few days ago, declared a college education usually a handicap to one who would succeed in business. He held the boy who got an early start the one more certain to succeed. Chairman Frank E. Havemeyer, introduced Mr. Schwab as a man who had fought battles and won victories in the struggle of life and therefore was well qualified to give boys advice founded on practical experience.

"I will speak to you," began Mr. Schwab, "just as if you had come to my office asking for advice, and the first thing I will say to you is to come alone. Don't come with somebody's backing. Learn to rely upon yourself. That is the first lesson. If you come endorsed by somebody of influence it always will leave room for others to say that whatever position you may get you got by influence and not because of your individual merit. No true success is built on influence. You must win your positions for yourself."

MUST DO MORE THAN HIS DUTY.

"Then, here is another thing that is essential—you must do what you are employed to do a little better than anybody else does it. Everybody is expected to do his duty, but the boy who does his duty, and a little more than his duty, is the boy who is going to succeed in the world. You must take an interest in what you are doing, and it must be a genuine interest."

Here Mr. Schwab told a story which everybody understood referred to himself. Afterward he told another story which it was equally well understood referred to H. C. Frick. The story follows:

"There were ten boys employed by a concern once, and one night the manager said to his subordinate: 'Tell the boys they are to stay a little longer to-night—tell them that they are to stay until six o'clock. Don't tell them why. Just tell them that and watch them.' So this was done, and when six o'clock came around there was just one boy who was wholly interested in his work, and was not watching the clock to see what time it was. That boy was the one the manager wanted, and he was taken into the office, and as he continued to manifest the same interest in his work he was promoted until at last he got a quite responsible place."

ALWAYS ON TIME.

"Then, there was another boy. He began carrying water, and he did it so much better than any other boy, seeing to it always that the men had good water, cool water, and plenty of it, that he attracted attention to himself. He was taken into the office, where he became in time superintendent and then general manager, and he is now the man that is at the head of the great Carnegie Company with thousands of men under him. As a boy he did more than the ordinary run of boys did, and so attracted attention, and that was the secret of his first step upward."

"I was in a bank down town the other day when a newsboy came in and sold the banker a paper. After he had gone out

the banker said to me: 'For two years now that boy has been coming in here at the time I told him to come—two o'clock. He does not come before two nor after two, but at two precisely. He has sold me a paper every week-day in that way when I have been here, without a break. He sells it just for one cent—its price. He neither asks more nor seems to expect more.'

NEWSBOY WHO HAS A FUTURE.

"It is a cold commercial transaction. Now, a boy that will attend to business in that way has got stuff in him. He does not know it yet, but I am going to put him in my bank, and you will see that he will be heard from."

"Another thing, boys, and that is get an early start. The boy in business who starts with a manual school education at 17 or 18 will get a start that the boy who goes through college will never catch up with, other things being equal. That does not apply to professions, of course, only to business. Out of 40 men I know who are great leaders in the business world only two are college graduates."

HONORING ROBERT HENRY.

The Detroit Free Press of June 2, has the following:

"Robert Henry, who recently came from Brantford, Ont., to become vice-president and general manager of The Michigan Soap Works, was surprised a couple of days ago to receive a very handsome evidence of the regard in which he was held by some of his Canadian competitors. For nine years Mr. Henry was President of The Soap Manufacturers' Association of Canada and his former associates in that organization sent him an address engrossed on parchment, beautifully illuminated and bound in morocco. Delicately colored borders, in which the maple leaf is prominent, illuminate each page and the contents of the volume express the high regard in which Mr. Henry is held. The address is signed by John Taylor, John Pugsley and C. C. Dalton, Toronto; W. Strachan and Alfred Savage & Son, Montreal; David Morton & Sons and W. H. Judd & Co., Hamilton; David Richards, Woodstock; A. Linton, Guelph; J. & R. Elliott, Galt; J. F. McMechan, London, and J. E. Ganong, St. Stephen, N.B. In addition to the office mentioned, Mr. Henry was mayor of Brantford for three terms and, in 1896, was elected to the House of Commons, defeating Hon. Wm. Paterson, Minister of Customs."

"But a few days ago Mr. Henry was elected a life member of the Brantford Board of Trade, in addition to numerous other honors paid him by citizens of that city on his removal to Detroit."

"Speaking last night of The Michigan Soap Works' prospects, Mr. Henry stated that they are being enlarged to twelve times their former capacity and a modern plant is being installed so that the goods may be turned out economically. A large amount of money is being expended and the improvements will be completed in between two and three weeks. Under the new arrangement, it is expected that goods to the value of between \$300,000 and \$400,000 per year will be manufactured and they will consist of the highest grades of laundry and electric soaps, soap powders and laundry chips."

EGGS, BUTTER, CHEESE,
ETC. CONSIGNMENTS
SOLICITED.

Write us when you have Eggs and Butter to offer. Cases supplied.

The J. A. McLean Produce Co., Limited,
77 Colborne St., TORONTO.

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

LABELS

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

LEVY & CO., 19 Leader Lane. TORONTO.

Have you tried it?

What?

VICTORINE

Clothes washing made easy.

NO ALKALI, so does not injure fabric.

Write for Samples.

VICTORINE (Incorporated)
MONTREAL.

TO PACKERS OF

CANNED GOODS

Sole selling agency desired for Great Britain by the undersigned who has a very good connection amongst the largest wholesale and export firms in England, and is in a position to place large quantities of Canned Goods of all kinds, especially Lunch Tongues (Pig Tongues, 1-lb. tins), Salmon and Canned Meat.

HIGHEST REFERENCES.

Alexr. S. Duffus, Jnr.

27 Leadenhall Street.

LONDON, E.C., ENGLAND.

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

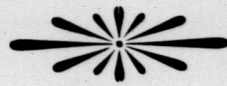
In attractive packages, of salable size, per case of 3 doz. packages \$2.70.

FOR SALE BY ALL JOBBERS.

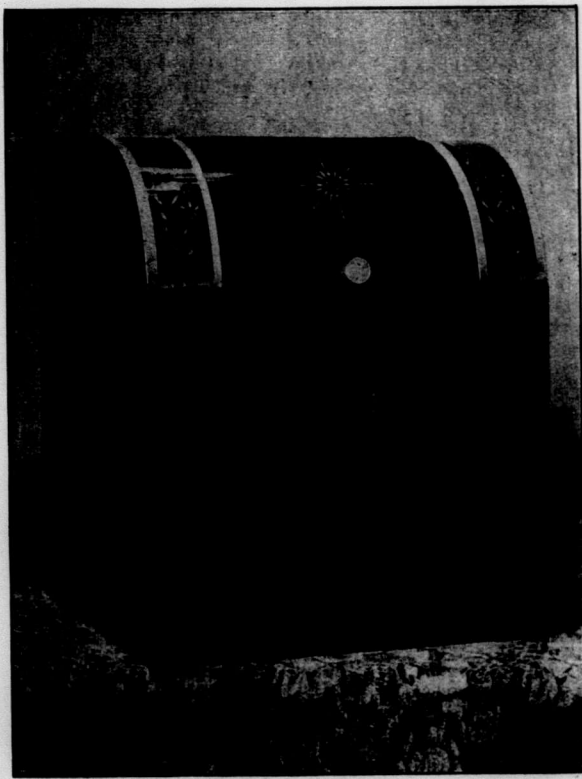
THE MORSE PUMPKIN FLOUR MILLS

LEAMINGTON, ONT.

CEYLON AND INDIAN



If you have not already stocked



GREEN CEYLON,

*start right in now. It's
a sure trade winner,
and the Green Tea of
the future.*

*One of these hand-
some canisters free with
first order.*

Write us for samples. The prices are right.

L. Chaput, Fils & Cie., Montreal

GROCERY WINDOW DRESSING.

CAMPERS' SUPPLIES.

DURING the month of June is a good time for the grocer to make a trim of campers' supplies. Sportsmen are going on fishing trips, and people are going to their summer cottages. A beautiful and attractive trim is made in the following way: If you have a good big window, get a scenic background painted the full size of window, some pretty lake-shore scene. Cover the bottom of window with grass green felt or excelsior dyed green, erect a tent in one corner, construct a rustic table and bench in centre of window and put in a few packing cases filled with campers' supplies. Tilt or arrange the boxes so that the contents can be seen from the street. On the table arrange an assortment of supplies. If you have not a wax figure of a man perhaps you could borrow one. Dress it up in a camping costume and pose it in some natural position. Have a large card calling attention to your complete line of tasty "camping supplies." A price-list of same could also be posted in some conspicuous place. If you could not procure a scenic background, you could easily make a good backing of boughs which can be easily had from some neighboring bush. Grocers require displays like the above description in order to catch the attention of the public, something out of the ordinary everyday displays of canned goods, etc., which are never attractive unless shown in some novel manner.

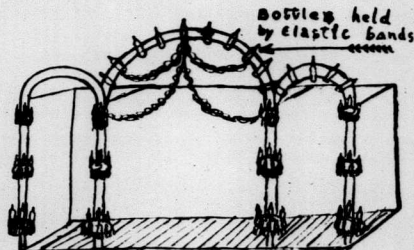
VEGETABLE DISPLAYS.

During the warm months now coming on, a nice idea for a grocer's window for fresh vegetables is as follows: Have the bottom of your window sodded. Have a large tin or zinc bath made about four inches deep and as long and broad as your window will allow, allowing about two feet all around the edges of bath to cover in with sod. Fill the bath about three-quarters full of water and around the edges of bath arrange some nice sized stones that have been painted white. In and around this bath can be arranged lettuce, onions, radishes, etc. In this way they will be kept fresh and clean looking. On the sod place a few potted plants in bloom, and here and there arrange a bunch of vegetables. A neat attractively worded show card can be placed on a wire or nickel stand calling attention to your nice fresh vegetables. A hole in the bottom of the bath could be made, fitted with a plug so as the water could be run off every second morning or so.

BOTTLED GOODS.

For a nice display of bottled goods the following idea will be found practical and can be used in any sized window. Have three arches made of light lumber. Cover them over with colored crepe or cheesecloth. Have the centre arch a little higher and wider than the outside arches. On the uprights supporting the arches arrange three shelves to each upright, having one above the other, the lowest one measuring in diameter about 18 inches, the second one 12 inches and the top one about six inches. Tack a length of crinkled crepe paper (colored) about six inches wide all around the edge of each shelf. On the arches and on the shelves can be arranged bottled goods of all descriptions. In order to attach the bottles to the arches, first of all space off the distances between each bottle, making a dot with a piece of chalk where each bottle is to go. Then get a dozen or two of stout elastic bands (1-2 inch wide or thereabouts) and with a large headed tack, tack a band securely where each dot is

marked. You will also require to have another band lower down—two bands to each bottle. The rough sketch below will convey the idea intended:



The first thing to be considered is the background. Take cream or white wrapping paper and cover the entire back and sides of the window to a height to be determined by the size of your window. The paper that comes in the roll or continuous length is the best. After this is done get enough light or colored cheesecloth and pleat it over the papered back and sides. Over the top of this put a draping of some color that will contrast or blend with the background, or if you have some nice, clean advertising cards or engravings, these will do instead of the drapery. Then set the arches out about three feet from the background. The height of the arches will be in proportion to the height of your window. Brace them to the back of window with four solid braces. Cover these braces with the same goods as you cover the arches with. Dress the shelves with bottles and arrange bottles (as explained) on the arches. Under the centre arch erect a pyramid of bottles or canned goods; also on each side. Festoon strips (about two inches wide) of colored crepe paper (twisted) from centre arch, as seen in drawing. As the ripe tomatoes are coming in now a fine display could be made by

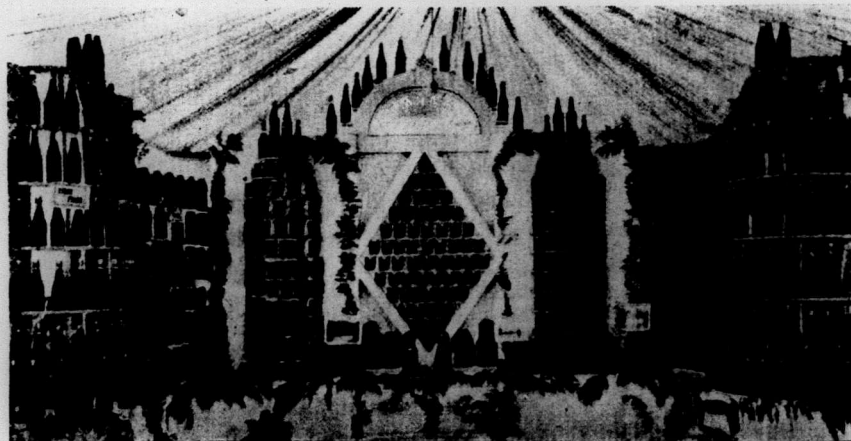
up in the interior of the store or in the window. I used this design in a chinaware display and it was a beauty. This makes a great design for a window of foodstuffs. Packages can be stacked and ticketed on each shelf and arranged around the top with the aid of the elastics, and with piles of same nicely arranged on the floor it makes a very taking display.

A TIP FOR THE GROCER.

In making a display of wheat cereals or other goods in packages a great idea is to write to the firm whose goods you wish to display and get them to loan you as many empty boxes (same as the goods are packed in), as you require for your window display. The wholesale man will be only too glad of the chance of an ad. and will cheerfully send you the "dummies" for your display. These empty packages or boxes can be made up in artistic designs, and if a few of the full packages are exposed (that is the contents of same), the public do not know but that they are all full. I once saw a great display made by a packing company in Chicago. It was made up of hams and canned meats. The hams were in two shapes, the oblong and the other shaped hams. These were all dummies, but facsimiles of the real thing and they were easily tacked up in fancy designs, and the passerby was under the impression that they were the genuine article. This idea, to some grocers, may seem like a dishonest way of advertising, but to my mind it is only one of the "tricks of the trade" and is practised by the larger wholesale and retail grocers in the United States. When goods cannot be shown in the windows, sometimes on account of heat, lack of stock, etc., in this way they can be displayed without injury, besides making a comparatively easier task for the trimmer than if he had the real goods with which to trim. Try this scheme some time.

GOODS FOR THE HOT WEATHER.

During the warm weather neat trims can



AN ATTRACTIVE WINDOW.

arranging this window described above, with nothing but tomatoes, in boxes, for the floor in front; tomatoes in cans for the pyramids under the arches, and tomato catsup, in bottles, for the shelves and top of arches. This design is a splendid one for the grocer's window and can be used for dozens of lines of goods carried by the grocer. Where a window is so small that it will not allow of three arches, two could be used instead and trimmed as explained. This framework is not expensive. Any planing-mill company would turn this out comparatively cheap, made in three sections with shelves attached, and it could be easily set

be made with bottled hot-weather beverages, ice cream flavorings, essences, lemons and the like.

EXCLUSIVE TRIMS.

In making grocery windows it is far better to make displays of one kind of goods at a time. Instead of making the window a dumping ground for everything and anything (as usually seen in most grocers' windows), much better returns could be made by making exclusively one line of goods trims—or a combination window trim such as the following: Tomatoes in baskets, canned tomatoes and tomato catsup, or a combination of, say, apples, dried



Orders can be filled by any of the leading jobbers in Canada or direct.

No hog lard is as pure and wholesome as Fairbank's "Boar's Head" Standard Refined Lard Compound. This brand is the oldest on the market, commanding the preference of consumers everywhere.

Fairbank's "Boar's Head" Standard Refined Lard Compound commands a better price than hog lard at times when hog lard is cheap; at present our "Boar's Head" Brand is sold at 1½c. to 2c. per lb. less than hog lard.

Fairbank's "Boar's Head" Standard Refined Lard Compound is composed chiefly of vegetable oil, and on account of its purity and wholesome quality is preferred to hog lard by those who have tried it. It will go further in cooking than any hog lard.

Write for quotations on Fairbank's "Boar's Head" Standard Refined Lard Compound. It will give satisfaction to your trade and increase your profits. We guarantee the quality.

Fairbank's "Boar's Head" Standard Refined Lard Compound is packed in the following sizes:

Tierces	-	400 lbs.	Pails, tin	-	10 lbs.
Boxes	-	50 lbs.	" "	-	5 lbs.
Pails, wood	-	20 lbs.	" "	-	3 lbs.
" tin	-	20 lbs.			

THE N. K. FAIRBANK COMPANY

Wellington and Ann Sts., MONTREAL, QUE.

JAPAN TEA

is a maker of trade for a grocer, because it creates such satisfaction amongst his customers and likely customers.

CANADIAN BACON

THE BEST QUALITY
OUR BRANDS

meet the requirements of the most exacting trade.

MILD CURED
FULL FLAVORED
CAREFULLY SELECTED
ALWAYS RELIABLE

PEA FED WILTSHIRE CUT
LONG RIB CUT
CUMBERLAND CUT
LONG CUT HAMS

The Park, Blackwell Co.,
LIMITED
PACKERS AND EXPORTERS
TORONTO, CANADA.

London Agents: Messrs. Miller Bros.
16 Tooley St.

Liverpool Agents: Messrs. W. P. Sinclair & Co.
12 North John St.

apples, and canned apples or maple sugar, maple cream and maple syrup. Codfish in boxes, codfish in pound and half-pound packages, and shredded codfish or a display of pineapples and canned pineapples, or bottled or potted jellies and gelatines, etc., etc. Don't mix everything into a display, but take one line at a time, show it by itself, ticket them and leave that line in a few days, then change to some one line of something else. When the passerby sees a conglomeration of everything in a window, he or she is only confused; but when one line of goods is shown there is nothing to confuse the eye (especially if the line shown is ticketed in one price only), and an impression is made.

H. H.

DIVIDENDS OF CANADIAN BANKS.

The money disbursed in Canadian bank dividends on June 1 was more than at any period in the history of the institutions. This is due to the fact that in some instances the dividends have been increased, while in others the banks have increased their capital. The total paid-up capital of the banks in the two Provinces of Quebec and Ontario, which pay dividends in June, is now \$18,030,000, against \$13,785,000, and the aggregate sum to be distributed in dividends amounts to \$1,918,000, against \$1,721,325 last year.

ELECTROLYTIC SUGAR.

Some interesting experiments in the electrolytic production of sugar have been tried by M. Dupont. The electrolyzer consists of a wooden trough divided into three compartments by means of porous partitions of porcelain, asbestos, or parchment paper. The electrodes consist of metallic plates that vary according to the object to be obtained. They may be composed of platinum, aluminum, lead, zinc, etc. In order to obtain sugar from cane or beet juice, the saccharine fluid is placed in the central compartments, and the end compartments are filled with water. Under the influence of the current, the albuminoid substances of the juice coagulate and precipitate, and the salts are decomposed. The juice becomes clear, limpid, and colorless, and no longer contains anything but sugar and some traces of organic matter. There seems to be osmosis through the partitions. In the end compartments accumulate the sodas, potassa and ammonia. It is not certain that the process can be used commercially. It is probable that it will in time become useful for work on a commercial scale. It is useful now for analysis. —Scientific American.

AMONG TORONTO RETAILERS.

F. W. LUTTRELL F. W. Luttrell, a prominent member of the Toronto Retail Grocers' Association, and one of the most popular fellows in the trade in Toronto, has sold out his grocery business at 50 Arthur street to James Porter, who for several years has conducted a bookstore on Yonge street. Mr. Luttrell has taken an interest in the J. A. McLean Produce Co., Limited, Colborne street, Toronto, to which his 10 years' experience in Toronto grocery circles will make him a valuable acquisition.

THE GROCERS' BASEBALL TEAM The prospects for some keen baseball games this summer are beginning to look bright. The city travellers are as game as ever, but it looks as if the retailers should have the upper hand this year. J. W. Sanderson, who bought out J. A. Caesar, Wellesley street, a few weeks ago, and who, with the exception of last year, has been the catcher and coacher of the club for years, will again be behind the bat. Two new men, who should prove invaluable acquisitions, are A. V. Bradley, who recently opened up on Spadina crescent, and R. J. Jeffs, of Jeffs Bros., College street. Both of these players have, like Mr. Sanderson, played league ball, and will do much to make the grocers' team an invincible one.

EARLY CLOSING.

There are many grocers throughout Toronto who believed that the decision of Judge Macdougall in the Reddock and Henry cases would mean the collapse of the early-closing movement in Toronto. This has not been the case, however. With the exception of some sections of Queen street, the stores throughout the east end close at from 7 to 8 30 p.m., where, a year or two ago, the general hour was from 9 to 10.30 p.m. In the west end, there has also been a general movement towards closing up at an earlier hour than formerly,

though here and there are a few men who still keep to the old hours. Yonge street north has possibly the largest proportion of grocery stores which do not close up until late, but, even there, the average number of hours in the grocer's work day is smaller than formerly.

THE RETAIL GROCERS' ASSOCIATION.

The regular meeting of the Retail Grocer's Association will be held on Monday next. The principal subject of discussion will probably be the annual excursion of the association to Oshawa on July 24, but several other important matters, particularly the proposed trading-stamp by-law, will be considered. The association is growing steadily this year. Four new members have applied for membership, and will probably be admitted on Monday.

THE RAMBLER.

A PLEASANT BUSINESS TRIP.

Mr. Henri Jonas, of Montreal, returned on Tuesday morning from a pleasant and successful business trip to the Pacific Coast, visiting Winnipeg, Calgary, Vancouver, Seattle, San Francisco, Denver and other places. He went out on the C. P. R. and returned through the United States via Chicago.

Joseph Maunder, of the Victoria flour mills, Lindsay, Ont., has, on account of the high price of wood, substituted electric power instead of steam. The new motor is of 50 h. p. capacity, of the alternating type, and is giving satisfaction.

CONDENSED OR "WANT" ADVERTISEMENTS.

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

STORE to rent in Town of Parry Sound, best location, main street, very suitable for flour, feed and groceries. With building of James Bay Railway and other industries, no better point in Ontario. Apply, Box 354 Parry Sound, Ont. (24)

TEAS



TEAS



TEAS

The finest and best black Ceylon Teas in packages are undoubtedly the

"Bee Brand."

Flowery Pekoe, green label; Golden Tipped Pekoe, red label; and "OWL CHOP," red label, or No. 5, green label, or No. 10, silver label, or No. 15, yellow label, or No. 20, gold label, or No. 30. These teas have given satisfaction to every customer who has tried them. The prices are very attractive. Try a sample case.

SOLE AGENTS

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

WOODEN PACKAGES

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

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

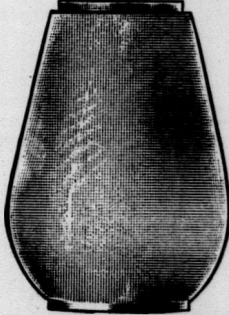
Manufactured by
**The Wm. Cane & Sons Mfg. Co., Limited,
 Newmarket, Ont.**

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

EXTRA FANCY { **California Navel
 Valencia
 Marmalade** } **ORANGES**
 { **Messina Lemons** }

Full lines, Nuts, Dates, Figs ; Oysters, Finnan Haddies, etc.
 If you want "The Best" at right prices, order from us.
Hugh Walker & Son, Guelph, Ont.

ARE YOU USING OUR _____



**Cold Blast
 or Jubilee
 Globes**

**Aetna or
 Quaker Flint
 Chimneys?**

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


GET YOUR **BULK MIXED PICKLES**
 AND FROM—
CHOW CHOW **TAYLOR & PRINGLE**
 OWEN SOUND, ONT.

EPPS'S **GRATEFUL.
 COMFORTING.**

IN ½-LB. LABELLED TINS. 14-LB. BOXES.

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

THE MOST **COCOA**
 NUTRITIOUS.



IT'S THE QUALITY that causes the increased sale of

The Williams Bros. Co.'s Pickles

Fancy Sweet Pickles.
 Spiced Pickles.
 Waldorf Catsup.
 Waldorf Relish, etc.

**THEY ARE PURE AND
 WHOLESOME.**

A. E. RICHARDS & CO., SELLING AGENTS, 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 de-
 clared them Pure and Free from any Deleterious Ingredients.

WM. ROSS, Manager.



TRADE IN COUNTRIES OTHER THAN OUR OWN.

THE receipts of pineapples in New York for the season to date number 66,000 barrels and 36,000 crates from Havana and 216,000 loose pines from Bahama, compared with 77,000 barrels of Havana and 75,000 Bahama pines for the same period last year.

Trinidad cocoa was firm, and on strong advices from the primal market some importers have advanced their prices.

It is reported in late mail advices from France that the heavy weather along the coast has interfered seriously with the run of sardine fish. The packing season opens early in June.

It was stated that within about the past fortnight outside holders of cloves in Holland have sold from 3,000 to 4,000 bales at 8 1/4 to 8 1/2c., principally to the United States. Bear offers on new crop positions, it is stated, have had a tendency to make these holders nervous.

THE FRENCH PEA PACK.

Cable advices from the French pea-packing sections state that the hot weather prevailing there has been detrimental to the prospects for a crop. No estimates as to the probable output of canned peas, however, have been made. No goods are being offered of the new pack by packers' representatives here so far as can be learned. Stocks of old pack are said to be in light supply and holders' views are higher.

VALENCIA RAISINS IN GREAT BRITAIN.

The good demand for Valentias continues and the common out-of-condition fruit which at one time was such a drag on the market has, thanks to the Continental business, become scarce, thus forcing the demand on to the better grades, which in turn have improved in value to a considerable extent. The advance in retail prices which will now become necessary, together with the competition of fresh fruit which must shortly be felt, should have the effect of keeping prices within reasonable bounds.—Produce Markets' Review.

CURRENTS IN GREAT BRITAIN.

The demand for currants continues strong and active, and London clearances are on an abnormal scale, pointing to a great reduction in stock when the next returns are published. No supplies of any kind are coming forward to fill up the deficiency, which is becoming daily more accentuated both in London and the outports. It is, however, probable that the time is approaching when grocers will have filled up their stocks, and a quieter market may, therefore, soon be looked for. Any actual decline in values would seem, however, to be unlikely, and, although the popular price of 4d. per lb. is scarcely possible at a profit, there is a very good margin for grocers for 5d. and 6d. currants, a range of prices which, although they will tend to curtail business to a great extent, will probably not be found too high to clear off existing stocks before the new season. Latest indications would point to everything being satisfactory with the growing crop, a matter for congratulation, as all the markets of the world will be very bare of stocks next September. Whatever the strength of the position, however, it will be an unfortunate thing if grocers depart from the hand-to-mouth policy, as they would thereby

unnecessarily deplete the existing small stocks, and thus accentuate the disadvantages of a position which is none too favorable for actual consumption.—Produce Markets' Review.

EUROPEAN BEET SUGAR CROP.

Mr. Licht in a report issued May 18 says in regards to acreage sown for the next beet-sugar crop that Germany increased 6.38 per cent., Austria-Hungary, 6.8 per cent., France a decrease of 3 per cent., Belgium a decrease of 3.83 per cent., Holland an increase of 3.23 per cent., Sweden less, and Denmark and Russia more than last year. The total beet area in Europe gives an increase of a little more than 5 per cent. in acreage, or say about 100,000 tons. increased crop prospects under the most favorable conditions.

CANNED CORN IN BALTIMORE.

Baltimore mail advices, referring to corn, state: "Market on spot corn as compared with a week ago unchanged, with business for the week light. Purchases largely confined to low grades of both moist and Maine style packing. The bulk of off-grade stocks of both styles of packing are pretty well cleaned up, so that market for the balance of the season should adjust itself to the regular grades, though it is not likely that trading in spot corn for the balance of the season will show more than an average demand on account of warm weather. Market is about cleaned up of choice grades of shoe peg. In future corn a fair amount of business has been done this week, chiefly in Maine style and shoe peg varieties."

CANNED PEAS IN BALTIMORE.

Referring to the canned pea outlook The Baltimore Trade says: "The weather has been favorable to green peas in so far as it has been of a nature to develop the vines without hardening the peas, and the receipts from North Carolina and Virginia by boat have been a very fair proportion. A number of packers have begun on them, and it is anticipated, will get into full swing on pea-packing during the coming week. As time passes one important fact is becoming more evident, and that is that the much-feared pea fly has almost ceased to be an influence in the question of the crop, at least in this region. In general the peas received here give no evidence of its presence, and while it is known that the fly has appeared on some farms it is certain that these are rare exceptions, but, as is usual, nearly all cases of its appearance have been reported, while there have been no reports from the places whence it has disappeared. The quotations on peas of this year's pack will be watched with the greatest interest by pea packers of the North and West, as it is generally understood that the latter section has sold more heavily of futures than the pea packers of any other region."

CANNED GOODS IN LONDON.

The warm weather is undoubtedly improving the demand for canned goods in all descriptions, and with the summer months near at hand a further improvement may reasonably be anticipated. Owing to over-production and various other reasons, some articles have been selling at less than import cost, and it is encouraging to note, not only an increase in the demand, but firmer prices for some of the goods that have been a drag on the market. The

demand for sardines, owing to the greater part of the parcels which have been on offer being winter-packed, has been very slow, but now that a better selection is arriving, a larger amount of interest is already noticeable. New lobsters are arriving slowly, and although prices are high, there has been such a scarcity of good reliable packed fish offering that each shipment has been sold previous to its arrival. Salmon on the spot is in poor request, but this was only to be expected after the large quantity that had previously been sold forward, some of which is only now being delivered to the buyers. Prices are rather more reasonable, which should help to increase the consumption considerably. A good inquiry continues for meats, and there seems very little probability of prices being lower during the next few months.—Produce Markets' Review, May 25.

TEA IN CEYLON.

Odell & Co.'s Ceylon tea report under date of Colombo, May 4 says: About 30,000 packages have been offered since our last, of which 19,000 packages passed the hammer at an average of 33 cents. Demand continues to decrease and prices are lower for all kinds with the exception of dusts which are still in strong demand. The quality has fallen off considerably. Shipments for April to the United Kingdom were 9,000,000 lb., and we estimate shipments for May at 9,500,000 lb. The Chamber of Commerce quote shipments from January 1 to April 29, 1901.

	1901. lb.	1900. lb.
For London.....	84,929,951	86,381,518
" Germany	83,190	108,651
" Russia	2,901,136	2,315,235
" Other countries in Europe	311,358	289,983
" Australia	5,922,748	4,689,260
" America	924,600	1,738,022
" China	500,400	276,230
" Africa	76,086	68,433
" Other Countries	578,094	238,637
Total.....	46,229,646	46,086,792

THE COFFEE ESSAY CONTEST.

THE CONDITIONS.

1. No essay shall exceed 2,500 nor be less than 1,500 words.
2. Each essay must be signed by a nom de plume. Both the proper name and nom de plume of the writer must be written on a sheet of paper and placed in a sealed envelope across which must be written the nom de plume. This envelope, which will not be opened until the judges have made their award, can be placed within the envelope containing the essay or in another envelope and addressed to THE CANADIAN GROCER, 10 Front street east, Toronto.
3. The judges will be disinterested merchants.
4. Competition shall close on June 21, by which date all manuscripts must be in this office.
5. There must be two or more essays sent in by different competitors or no prize will be given; three or more essays or no second prize; four or more or no third prize.
6. The envelope in which each essay is mailed should have written across the corner the words, "Essay Competition."
7. All prize essays shall be the property of THE CANADIAN GROCER.

The subject, it will be remembered, is "The Buying, Handling and Selling of Coffees." The 1st prize will be \$15; 2nd, \$10 and 3rd \$5. Besides this, to each of the five essayists whose productions rank next to those winning the cash prizes will be awarded a copy of THE CANADIAN GROCER for one year.

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

Appointed by Royal Warrant Black Lead Manufacturer to



HER MAJESTY THE QUEEN AND



TRADE

"CERVUS."

MARK



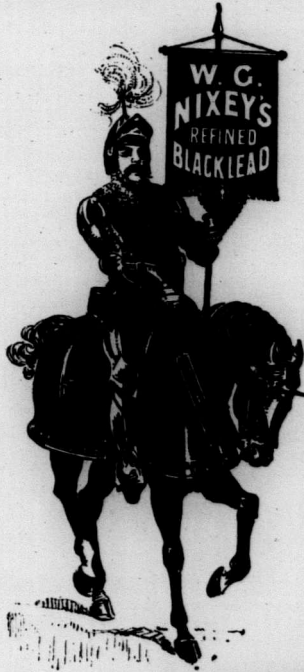
H.R.H. THE PRINCE OF WALES.

FOR "CLEANLINESS" USE ONLY

NIXEY'S

REFINED

BLACK LEAD



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

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



SNOW
White LINEN
ALWAYS BUY

NIXEY'S BLUE

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



In 2, 5 and 10-cent Blocks.

Sells freely.



Emery Cloth, all numbers.

NIXEY'S Egg Shell Enamel
BERLIN BLACK.

Dries dead in a few minutes.

No Smell.

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

NIXEY'S Fine Black Varnish.
GLOSSY BLACK.

In 6d. and 1/- bottles.

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

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

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

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

THOMPSON & LAHEY, general merchants, Penetanguishene, Ont., have assigned to Henry Barber & Co., Toronto.

C. Belanger, general merchant, Portneuf, Que., has suspended.

Margaret C. Cherry, grocer, Toronto, is offering to compromise.

Joseph Parent, general merchant, Rimouski, Que., has assigned.

John Langlois, grocer, Belle River, Ont., has assigned to James Malone.

Dupuis, Frère & Co., commission produce dealers, Hull, Que., have assigned.

George E. Connor, grocer, Galt, Ont., has assigned to F. H. Lamb, Hamilton, Ont.

J. B. Lairance, general merchant, Crysler, Ont., has assigned to J. G. Hay, Toronto.

V. Leblanc & Co., general merchants, Hull, Que., have obtained extension of time.

Annie L. Graham, general merchant, Owry, Ont., has assigned to Richard L. Gosnell.

Adelard Many, general merchant, St. Sebastien, Que., has assigned to Gagnon & Caron.

J. B. Donville, general merchant, St. Stanislas, Que., has assigned to Lamarche & Benoit.

PARTNERSHIPS FORMED AND DISSOLVED.

Racines Frères, grocers, Montreal, have dissolved.

J. Hearn & Co., grocers, Ymir, B.C., have dissolved.

D. Masson & Co., wholesale grocers, Montreal, have dissolved.

Robert Wanless, grocer, etc., Sarnia, Ont., has admitted Robert Barrie.

Wells & Frary, general merchants, Freightsburg, Que., have dissolved.

Wm. Dickson, general merchant, Alexander, Man., has admitted a partner.

Larochelle & Co., general merchants, Levis, Que., have registered dissolution.

Godbout & Rathier, general merchants, St. George de Windsor, Que., have dissolved.

Cloney Bros., grocers, St. Catharines, Que., have dissolved; A. W. Cloney continues.

Lamb & Billings, grocers, etc., St. Andrew's, N.B., have dissolved; G. H. Lamb continues.

W. L. Davis, grocer, Kaslo, B.C., has admitted ———, McCallum, under the style of Davis & McCallum.

Samuel Melanson, general merchant, Bathurst, N.B., has admitted H. A. Melanson, under the style of S. Melanson & Son.

Charles and Harry S. Reeves have registered co-partnership under the style of Reeves Bros., general merchants, Port Hawkesbury, N.S.

SALES MADE AND PENDING.

Alex. Morin, grocer, Hull, Que., has added dry goods.

George Belleau, fruiterer, Kamloops, B. C., has given up business.

W. B. Skinner, grocer, Vancouver, B.C., is advertising his business for sale.

S. S. Strong, grocer, etc., Kentville, N. S., is selling his stock by auction.

R. B. Powell, grocer, 440 Spadina ave., Toronto, is advertising his business for sale.

The stock of Paul Riedel & Bro., grocers, etc., Grand Forks, B.C., has been sold.

The stock of R. A. Copeland & Co., general merchants, Grenfell, Man., has been sold.

The assets of Z. Paquet, general merchant, Roberval, Que., are to be sold on the 8th inst.

The stock of J. H. Frignon, general merchant, St. Tite, Que., is to be sold to-day (Friday).

The stock of J. E. Doyle, grocer, Hamilton, Ont., is to be sold by auction under chattel mortgage.

J. M. Cork, grocer, Toronto, has bought out Walter Davidson, 1468 Queen street west, and is offering his Yonge street store for sale.

CHANGES.

J. Lovell Smith, cigar manufacturer, Nelson, B.C., is giving up business.

Mrs. P. D. Racine has registered as grocer, in Montreal, in her husband's name.

J. A. Warner, general merchant, Arcola, N.W.T., has sold out to McNeil & Scott.

J. Bolton, baker and confectioner, Sidney, Man., has been succeeded by Frank Huckes.

Barre & Mignault, cheese makers, St. Pierre, Man., have sold out to H. Frechette.

H. M. Keddy, general merchant, Berwick, N.S., has been succeeded by N. W. Keddy.

Boulangier & Co., general merchants, Chaudière Junction, Que., have removed to Sillery, Que.

Graves & McGuire, general merchants, Vienna, Ont., have been succeeded by C. M. Wilson & Co.

James McClacherty, baker and confectioner, Clinton, Ont., has been succeeded by Palmer & McClay.

Mrs. L. Desrochers has registered under the style of L. Desrochers & Co., as fruit and cigar dealers, Montreal.

The L. & S. Rosemary Co., Limited, wholesale and retail provision dealers, Hamilton, Ont., have closed their retail business.

The stock of the estate of Morrow Bros.,

general merchants, Portage la Prairie, Man., has been sold to T. Finklestein, of Moosomin, at 50c. on the dollar. Mr. Finklestein has sold his Moosomin stock to Samuel Coppleman.

FIRES.

A. L. Stickney, general merchant, Stickney, N.B., has been burned out; insurance, \$1,300.

DEATHS.

A. S. Pierce, grist miller, Newton, N.B., is dead.

Allan McMillan, general merchant, Mabou, N.S., is dead.

Fremont St. Jacques, dealer in flour, etc., St. Hyacinthe, Que., is dead.

CHEESE BOARD PRICES.

Ottawa, Ont., May 31—884 boxes sold at 8 38c.

Watertown, N.Y., June 1—5,300 boxes sold at 8 to 8 38c.

Perth, Ont., May 31—1,170 boxes sold at from 8 5-8 to 8 11-16c.

Brighton, Ont., May 31—975 boxes white sold at 8 1-2 to 8 9-16c.

South Finch, Ont., June 1—3,188 boxes colored sold at 8 9-16c.

London, Ont., June 1—1,151 boxes offered; only 80 sold, at 8 1-2c.

Kemptville, Ont., May 31—502 white and 500 colored sold at 8 5-8c.

Morrisburg, Ont., June 1—499 boxes boarded; best bid, 8 38c.; none sold.

Iroquois, Ont., May 31—598 colored and 381 white boarded; 8 1-2c. offered, but no sales on board.

Winchester, Ont., May 31—549 white and 125 colored; 8 9-16c. paid for white, and 8 5-8c. for colored.

Cornwall, Ont., June 1—1,537 boxes white sold at 8 7-16 to 8 1-2c.; and 185 colored at 8 9-16c.

Belleville, Ont., June 1—1,500 white and 250 colored boarded; 505 white sold at 8 1-2c., and 250 colored at 8 13-16c.

Cowansville, Que., June 1—1,064 boxes of cheese sold at 8 1-4c.; 140 boxes of butter sold at 19 1-4c., and 89 boxes at 19c.

POPULARITY

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

EMPIRE**SMOKING TOBACCO**

In 5 10 and 15c. Plugs.

EMPIRE costs you only 39 cents, and pays a good profit.**EMPIRE is well advertised.****EMPIRE is selling well in almost every store from Halifax to Dawson City.****EMPIRE is A BIG PLUG FOR LITTLE MONEY**

Made by

THE EMPIRE TOBACCO CO., LIMITED
MONTREAL, QUE.

GILLARD'S PICKLE

IS SOLD BY ALL WHOLESALE GROCERS IN CANADA.

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

GILLARD'S PICKLE—Cases of 2 Dozen.

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

GILLARD'S SAUCE is a good sauce, none better for gravies, soups, etc.

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

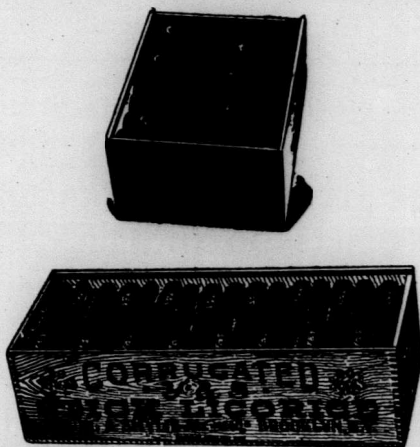
GILLARD & CO., Limited, "The Vintry Works," Walthamstow, London, Eng.

LICORICE..

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

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

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



EASILY DIGESTED

The Graham Wafers

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

Try a Tin and be Convinced.

THE GARDINER BISCUIT CO., Kingston.

W. A. McClean, Owen Sound,

has sold out his pork-packing house, and has only until the 25th of April inst. to make delivery of contents. He offers, subject to tender, to that date, or any time between now and then that may please. Say, 250 Hams, S. P., 10 to 16 lb.; 200 Backs and Bellies, S. P.; 120 Spiced Rolls; 100 Backs and Shoulders on salt. (Dry Salt) 25 Sides, P. C. Bacon, 30 to 40 lb. All f.o.b. here. This is as nice a lot of meat as it is possible to make.

W. A. McOLEAN & CO.

THE "GLENER"

KINGSTON, JAMAICA, B.W.I.

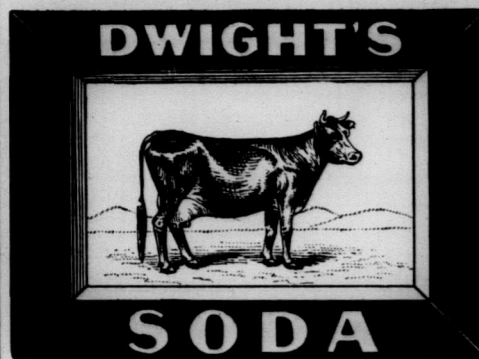
The Newspaper with the Largest Circulation in Jamaica and the West Indies.

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

Write for scale of charges, etc., to

THE GLENER CO.,
Limited

"Gleaner" Office, . . . KINGSTON, JA.



It's Not Only The Men

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

John Dwight & Co., Toronto and Montreal

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

Do not be persuaded to buy any other kind, as the market is now flooded with vile rubbish, most of which contain no Herbs at all, and will not produce the same result. We guarantee ours to be COMPOSED OF HERBS.

HIRES ROOTBEER is a tonic as well as a beverage.

Be sure you sell HIRES.
Price may be a little high, but the best pays in the long run.

All Wholesalers keep it.

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

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

PRICE TO DEALERS.

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

SEND YOUR ORDER TO....

W. P. DOWNEY, Sole Canadian Agent,
20 and 22 St. Peter Street, - MONTREAL.
Handbills, Showcards, etc., on receipt of Business Card.



Benson's Prepared Corn.

and conditions of competition from cheaper brands, Benson's Prepared Corn has steadily increased in sales from year to year. If convincing proof were needed that quality counts, here's a fact worth thinking of and acting on.

Benson's Prepared Corn has maintained its lead steadily for nearly half a century. It is the standard of excellence by which the quality of all other brands is judged. It is absolutely pure Corn, prepared in the most skillful, cleanest way. It does not compete in price, but relies wholly upon its high, unvarying quality, which is steadily maintained year after year. Other brands come and go, shifting like the trade winds, but "Benson's" rests for its reputation upon the one word that has made it famous—"quality."

Edwardsburg Starch Co'y, Limited,
Established 1858.

164 St. James Street,
Montreal.

Works,
Cardinal, Ont.

53 Front Street East,
Toronto.

DUNN'S PURE MUSTARDS

GIVE UNBOUNDED SATISFACTION.

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

EXTRACTS.

HENRI JONAS & Co. Per gross.

1 oz. London Extracts	\$8 00
1 oz. " (no corkscrews)	5 50
2 oz. " "	9 00
1 oz. Spruce essence	6 00
2 oz. " "	9 00
2 oz. Anchor extracts	13 60
4 oz. " "	21 00
8 oz. " "	36 00
1 lb. " "	70 00
1 oz. Flat " "	9 00
2 oz. Flat, Anchor extracts	18 00
2 oz. Square " "	21 00
4 oz. " " (corked)	36 00
8 oz. " " "	72 00

Per doz.

4 oz. " glass stop extracts	5 50
8 oz. " " "	7 00
2 1/2 oz. Round quintessence extracts	2 00
4 oz. Jockey decanters	3 50

FOOD.

Robinson's Patent Barley 1/2 lb. tins	1 25
" " " 1 lb. tins	2 25
" " Groat, 1/2 lb. tins	1 25
" " " 1 lb. tins	2 25

GILLET'S POWDERED LYE.

doz. in case	\$3 60
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JAMS AND JELLIES

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

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

Jams— T. UPTON & CO.

1-lb. glass jars 2 doz. in case, per doz	\$1 00
5-lb. tin pails, 8 pails in crate, per lb	0 07
7-lb. wood pails, 6 " "	0 07
14-lb. wood pails, per lb	0 07
30-lb. " " "	0 06 1/2

Jellies—

1-lb. glass jars, per doz.	\$1 00
7-lb. wood pails, per lb.	0 06 1/2
14-lb. " " "	0 06 1/2
30-lb. " " "	0 06 1/2

KNIFE POLISH.

Nixey's "Cervus" 6d. and 1s. tins	
For price list and sliding scale apply W. G.	
Nixey 13 Soho Sq. London, Eng.	

LICORICE.

YOUNG & SMYLYE'S LIST.

5-lb. boxes, wood or paper, per lb.	\$0 40
Fancy boxes (36 or 50 sticks) per box	1 25
"Ringed" 5 lb. boxes, per lb.	0 40
"Acme" Pellets, 5 lb. cans, per can.	2 00
"Acme" Pellets, fancy boxes (40) per box.	1 50
Tar, Licorice and Tolu Wafers, 5 lb. cans, per can.	2 00
Licorice Lozenges, 5 lb. glass jars.	1 75
" " 30 5 lb. cans	1 50
"Purity" Licorice 10 sticks	1 45
" " 100 sticks	0 75
Dilco, large cent sticks, 100 in box.	

MUSTARD.

COLMAN'S OR KEEN'S.

D. S. F., 1/2 lb. tins, per doz.	\$1 40
" " 1 lb. tins, " "	2 50
" " 1 lb. tins, " "	5 00

Durham, 4 lb. jars, per jar	0 75
" " 1 lb. " "	0 25
F. D., 1/2 lb. tins, per doz.	0 85
" " 1/2 lb. tins	1 45

BAYLE'S PREPARED MUSTARDS.

Robert Greig & Co., Toronto, Agents.

1/2-lb. jars 1-lb. jars.	
Horseradiah per doz.	\$1 75 \$2 50
English Sandwich	1 75 2 50

JONAS' FRENCH MUSTARDS

HENRI JONAS & Co. Per gross.

Pony size	\$7 50
Imperial, medium	9 00
Imperial, large	12 00
Tumbiers	12 00
Mugs	12 00
Pint jars	18 00
Quart jars	24 00

MATCHES.

Eddy's Telegraph, single cases	\$3 70
five cases	3 50
Telephone, single cases	3 60
five cases	3 40
Eagle Parlor, single cases	1 60
five cases	1 50

MINCE MEAT.

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

ORANGE MARMALADE.

T. UPTON & CO.

1-lb. glass 3 doz. case, per doz.	\$1 00
7-lb. pail 6 pails crate, per lb.	0 07 1/2

PICKLES.


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

Patent stoppers) pints, per doz.	2 30
Corked pints,	1 90

BAYLE'S.
Robert Greig & Co., Toronto, Agents.

1/2 Pint. Pints.	
Pandora, per doz.	\$2 15 \$3 60
Sliced Sweet	1 75 2 85
Hot Stuff	1 75 2 85
Tobasco Sauce, 2-oz. bottle, per doz.	\$1 25
Tobasco Pods in vinegar, 1/2 pt.	3 25

SODA.—COW BRAND



DWIGHT'S SODA

Case of 1 lb. (containing 60 pkgs.)	9 00
per box, \$3.00	
Case of 1/2 lb. (containing 120 pkgs.)	9 00
per box, \$3.00.	
Case of 1 lb. and 1/2 lb. (containing 30 packages) per box, \$3.00.	
Case of 50. pkgs (containing 96 pkgs) per box \$3.00.	

SOAP



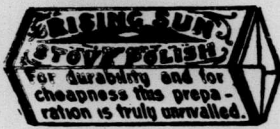
MAYPOLE SOAP

A. P. TIPPET & CO., AGENTS

Maypole Soap, colors per gr.	\$10.20
Maypole Soap, black per gr.	\$15.30
Oricle Soap, per gross	\$10.20
Gloria Soap, per gross	13 00
Straw Hat Polish, per gross	10 20

RECKITT'S Blue and Black Lead (ALWAYS GIVE YOUR CUSTOMERS SATISFACTION)

STOVE POLISH.



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



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 0 05
 No. 1 " " 3-lb. " 0 05
 Canada Laundry " " " 0 04
 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 crystal 0 06
 Benson's Satin, 1-lb. cartons... 0 08
 No. 1 White, bbls. and kegs... 0 05
 Benson's Enamel, per box... 3 00

Culinary Starch—
 Benson & Co.'s Prep. Corn... 0 06
 Canada Pure Corn... 0 05
Rice Starch—
 Edwardsburg No. 1 white, 1-lb. cart 0 09
 Edwardsburg No. 1 White or Blue, 4-lb. lumps... 0 08
KINGSFORD'S OSWEGO STARCH



SILVER { 40-lb. boxes, 1-lb. pkgs. 0 08
 GLOSS { 6-lb. boxes, sliding cover 0 08
 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... 0 07
CORN STARCH {
ONTARIO { 38-lb. to 45-lb. boxes, STARCH { 6 bundles... 0 08
STARCH IN { Silver Gloss... 0 07
BARRELS { Pure... 0 06

BEE STARCH.
 Cases, 64 pkgs. 48's... \$5.00
 1/2 Cases, 32 pkgs. 24's... 2.50
 Packages 10c. each.

BRANTFORD STARCH WORKS, LIMITED.
 Ontario and Quebec.

Laundry Starches—
 Canada Laundry, boxes of 40 lbs. \$0 04
Acme Gloss Starch—
 1-lb. cartons, boxes of 40 lbs... 0 05
Finest Quality White Laundry—
 3-lb. Canisters, cases of 48 lbs... 0 05
 4-lb. " " " " " 0 05
 Barrels, 175 lbs... 0 05
 Kegs, 100 lbs... 0 05
Lily White Gloss—
 1-lb. fancy cartons, cases 30 lbs. 0 07
 6-lb. toy trunks, 8 in case 0 07
 6-lb. enameled tin canisters, 8 in case... 0 07
 Kegs, ex. large crystals, 100 lbs. 0 06
Brantford Gloss—
 1-lb. fancy boxes, cases 36 lbs... 0 08

Canadian Electric Starch—
 Boxes of 40 fancy pkgs, per case 3 00
Celluloid Starch—
 Boxes of 45 cartons, per case... 3 50

Culinary Starches—
 Challenge Prepared Corn—
 1-lb. packages, boxes 40 lbs... 0 05
 No. 1 Brantford Prepared Corn—
 1-lb. packages, boxes 40 lbs... 0 06
Crystal Maize Corn—
 1-lb. packages, boxes 47 lbs... 0 06



TEAS.
SALADA CEYLON.
 Wholesale. Retail

Brown Label, 1's... 0 20 0 25
 " " 1/2's... 0 21 0 26
 Green Label, 1s and 1/2's... 0 22 0 30
 Blue Label, 1s, 1/2, 1/4 and 1/8's... 0 30 0 40
 Red Label, 1s and 1/2's... 0 36 0 50
 Gold Label 1/2's... 0 44 0 60



Ceylon Tea, in 1 and 1/2 lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c... 0 19
 " " 1/2-lb. " " " 0 20
 Blue Label, retail at 30c... 0 22
 Green Label " 40c... 0 28
 Red Label " 50c... 0 35
 Orange Label, retail at 60c... 0 42
 Gold Label, " 80c... 0 55

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



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



Cases each 60 1-lb... 0 85
 " " 60 1/2-lb... 0 85
 " " 120 1/2-lb... 0 36



LUDELLA CEYLON.
 AND 1/2'S PKGS.

Blue Label, 1... 0 18 0 25
 Blue Label, 1/2's... 0 19 0 25
 Orange Label, 1's and 1/2's... 0 21 0 30
 Brown Label, 1's and 1/2's... 0 23 0 40
 Brown Label, 1/4's... 0 30 0 40
 Green Label, 1's and 1/2's... 0 35 0 50
 Red Label, 1/2's... 0 40 0 60

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 Something Good, 7s... 0 48
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 Currency, 13 1/2 oz. bars, spaced 9s... 0 39
 Currency, 6s and 10s... 0 39
 Old Fox, Narrow 10s... 0 40
 Snowshoe, 10 1/2 oz. bars, spaced 8s... 0 44
 Snowshoe, pound bars, spaced 6s... 0 44
 Snowshoe, 2x4, 6s... 0 44
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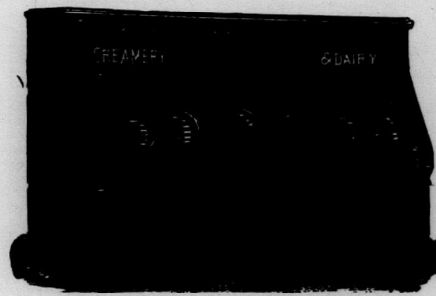
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