

**PAGES
MISSING**

PUBLISHED
EVERY
FRIDAY

THE

CIRCULATES
IN EVERY
PROVINCE

CANADIAN GROCER

AND
GENERAL
STOREKEEPER

COLMAN'S MUSTARD



BEST ON EARTH



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

"We hold a vaster assortment than
has been."

Here are some. "There are others."

Perhaps you are looking
for

Plain Biscuits

If so,

**Atlantic 190 to lb.
Hotel - 200 to lb.**

Are sure to please you.
Cannot be excelled.

A Dainty of
Dainties. . .

Celery Biscuits

Pleasant to the
taste.

MEDICINAL

Plain and real
Celery Flavor.

REMEMBER! It only costs two cents to answer questions.

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

THE CANADIAN GROCER



The most effective way of attaining the good-will of people who might, should, would or could become regular customers of yours, is to sell them

MILLAR'S PARAGON CHEESE.

There is no purer or more delicious cheese to be had.

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. Martin & Robertson, Vancouver and Victoria, B.C.

A popular name— **“ROBERTS”**

especially when connected with

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

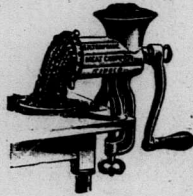
CANADIAN BUTTER NUTS are made specially for the Canadian market. Are pure and wholesome. Made from best materials. Attractive package.

Your customers who want **PURE, RELIABLE** confectionery will appreciate these goods.

EBENEZER ROBERTS, LIMITED, LONDON, ENG.

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

Meat & Food Chopper



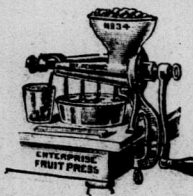
No. 5, - \$2.00

Rapid Grinding & Pulverizing Mills



No. 2½, - \$4.50

Fruit, Wine & Jelly Press



No. 34, - \$3.00

“ENTERPRISE”
PATENTED
HARDWARE SPECIALTIES

Comprising

Meat and Food Choppers, 35 sizes and styles for hand and power; Rapid Grinding and Pulverizing Mills, 32 sizes and styles for hand and power; Fruit, Wine and Jelly Presses; Meat Juice Extractors; Cherry Stoners; Raisin Seeders, for hand and power; Ice Shredders; Vegetable Slicers; Mrs. Potts' Cold Handle Irons; Sausage Stuffers and Lard Presses, etc., etc.

ARE THE BEST

Write for Descriptive
Catalogue

Sold by the Leading Jobbers of the Dominion

The Enterprise Mfg. Co. of Pa.

Philadelphia, Pa., U. S. A.

Raisin Seeder



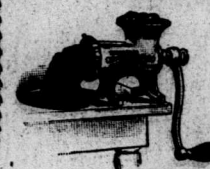
No. 36, - .85

Meat Juice Extractor



No. 21, - \$2.50

Meat & Food Chopper



No. 12, - \$2.50

Stephens'

Pickles.

The showy, attractive label on every bottle of Stephens' Pickles catches a customer's eye instantly—the quality of the pickles themselves induces a customer to keep on buying them after a first trial. They are always in perfect condition when the bottle is opened, because they are packed in absolutely pure Malt Vinegar, brewed in one of the largest factories in all England by the packers themselves. They are sound, piquant, appetizing—as perfect when used as when packed, yet the price is low when compared with equal quality sold under other names.

Stephens'

Pure Malt Vinegar.

Absolutely pure Malt Vinegar. Brewed in one of the largest and cleanest factories in England. Brewed on honor by the Messrs. Stephens—sold on merit by best grocers everywhere. There is nothing but Vinegar in it—no deception. It holds trade, because it never varies in its goodness. A high-class product that has earned its right to be called “best” by its intrinsic value. Sell it and you sell the best there is or can be. ***Sell it for the permanent trade it brings.***

Arthur P. Tippet & Co., Agents.,

8 Place Royale,
Montreal.

23 Scott Street,
Toronto.

IT'S A POOR POLICY

for anyone to cast aside old friends for new ones—or a grocer to cast aside tried and paying articles for untried ones. The dealer handling a line of goods that have a reputation which has been built on **High Quality** is foolish to recommend or sell less reliable and unknown articles which are claimed to be “profitable.”

Jonas' Flavoring Extracts

are the pioneers in Canada—they are reliable and well known—they are the very best friend cooks or housewives have to ably assist them in making their cooking satisfactory to themselves and their households, because of their unvarying quality of richness and strength. It's to your **disadvantage** to persuade anyone into buying unreliable, weak, cheap Extracts which are being placed on the market as “pure.” You are letting a splendid opportunity pass you by to encourage and retain customers if you are not selling **Jonas' Extracts**, which have been tried for the last thirty years and more and have never been found wanting. All grocers who are anxious to create and maintain satisfaction among their customers will never be without **Jonas' Flavoring Extracts**. Send for facts and price lists.

Henri Jonas & Co., Montreal

My
Pebble
Cigar

is better than ever, and ever the best. A high-class Havana tobacco is used for the filler—I believe that no other 5c. Cigar contains as good a filler as my "Pebble."

My profit on each individual cigar is small, but the large sales of the "Pebble" enable me to secure satisfactory returns for my money.

The sales of my "Pebble" 5c. Cigar are increasing by jumps and bounds. Drop me a line for a "trial order."

J. Bruce Payne, Mfr,
Granby, Que.

LYTLE'S
SPICED
GHERKINS.

These goods are made in Canada — produced by Canadian growers—prepared by skilled Canadian workmen—preserved in Canadian-made vinegar.

—Ask your wholesaler for
—quotations.

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

There are times when in the midst of reckless competition and the clamor for cheap things, you may feel tempted to pull down the high standard which you had determined to maintain—that QUALITY should be first **always**.

If you do, we say as rather too young man, con **DON'T**.

No permanent success will be but by highest quality accounts for the success of

You can share that suc

**YOU
WILL WIN
IF YOU
DO.**

Horace Greely did to the templating marriage—

has ever been won nor ever and best service. That **PAN-DRIED OATS.**

cess if you will.

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

J. Lumbers
Toronto

Geo. Robertson
& Co.
Kingston.

CEYLON and INDIAN TEAS

Green and Black.

TRADE-WINNERS

because of

PRICE AND QUALITY.

Salada Tea Co.
Blue Ribbon Tea Co.

Lucas, Steele
& Bristol
Hamilton.

H. P. Eckardt & Co.
Toronto.

GILLETT'S CREAM TARTAR

Highest Strength
and Absolutely Pure.

Costs no more than the poor
adulterated kind and will
please your trade much better.

GILLETT'S CHEMICAL WORKS

London, Toronto, Chicago
Eng. Ont. Ill.

THE HIT OF THE SEASON

THE
St. Lawrence Starch Co.

ARE TO-DAY COMMENCING TO SHIP
THEIR CELEBRATED

Ivory Gloss Starch

WITH A NEW SET OF WRAPPERS, EACH
WITH A COLORED FRONT OF THE

BRITISH GENERALS

IN SOUTH AFRICA

HANDSOME STORE EFFECT and
PERFECT STARCH.

DON'T BE WITHOUT THIS LINE.

THE ST. LAWRENCE STARCH CO.

PORT CREDIT, ONTARIO.

REASONS WHY IT PAYS

— TO HANDLE —

H AND H

TRADE MARK

THE MARVELLOUS CLEANER :

Merit unparalleled (ask for sample and prove it).
Qualities peculiarly interesting to ladies.
Used and endorsed by Kay's Carpet House, C. P. R., and a
host of leading people.
Ladies talk and write their friends about it.
Every residence with a 'phone in Ontario has been sent a
convincing letter about it this Spring.
Advertised in the best women's journals, with a Dominion
circulation.
We are deluged with inquiries, and have sent samples to
interested people all over Canada.
Pays as good a profit as many lines you handle of less real
worth.
Does you credit. Keeps and brings business.
A small purchase will put you "in line" for a start.

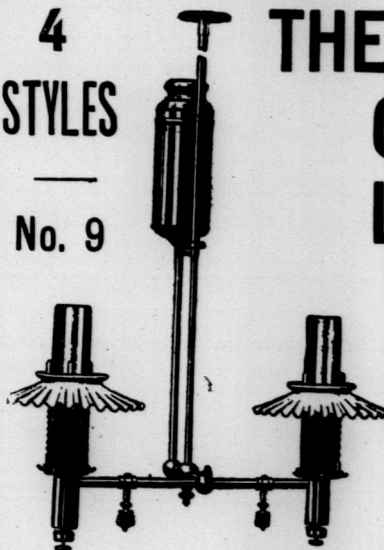
Then, keep it on view.

JAMES McINTOSH

ASK YOUR WHOLESALE
GROCER.

Sole Agent for Canada,
34 Yonge St., TORONTO.

4
STYLES
No. 9



THE AUER GASOLINE LAMP

No. 9,
200 Candle Power

Suitable for

STORE,
RESIDENCE
OR CHURCH.

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

YOUR MONEY BACK IF NOT ENTIRELY SATISFIED.

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

AUER LIGHT CO.

1682 Notre Dame St., MONTREAL.

E. SIMPSON & CO., Moose Jaw, Agents for the Territories.

PRUNES....

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

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

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

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



Rowat's Pickles, and Rowat's Worcester Sauce

The most popular in Canada.



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

AYE READY!

JATERSONS'

"CAMP" COFFEE
 IS THE BEST.

PRODUCING A CUP OF DELICIOUS COFFEE
 AT A MOMENTS NOTICE.

ASK YOUR WHOLESALE GROCER
 FOR IT.



Batty & Co.

ESTABLISHED 1884.

LONDON.



OLIVES
 AND
 PURE
 OLIVE
 OILS.



INDIAN
 CURRIES
 AND
 CHUTNIES.

Makers of High-class

PICKLES
 OF
 ALL KINDS.



SAUCES
 OF
 ALL KINDS.

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

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CANADIAN GROCER
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CIRCULATES
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VOL. XV.

MONTREAL AND TORONTO, APRIL 5, 1901

NO. 14

OBSERVATIONS—ON CREDIT.

CHAS. D. WETTACH.

THE old subject of credit is still being presented in so many shapes and forms that it will soon be a wonder if there will be anything left of it that will make it presentable in some other way.

Credit, so to speak, is simply the confidence reposed by one person in another to do a certain thing or things at a certain time—a contract pure and simple in which everyone who has anything to do in this department has his own method of constructing it, and here are a few of mine :

1. On the application for credit ; what is to be considered in the granting of such credit ?
2. On the application for credit ; what is to be considered as the refusal of such credit.
3. The relation that exists between creditor and debtor.
 - (a) The grantor of credit.
 - (b) the acceptor of credit.

Following the lines laid down above, the first proposition presents itself in this light. As a rule, credit is asked for when ready cash is not at hand, and it is desirable to obtain merchandise on the strength of certain statements regarding capital, reputation, experience, ability, speculative chances for success. On this first point there is vast difference of opinion, and it will follow that, admitting that the mercantile reports are absolutely valuable, yet it is not wise to pass by the experience of those whose names have either been given or obtained otherwise as reference. The points

to be considered in such information would naturally be the length of time, the amount of purchases, if in accordance with good judgment, and the promptness in meeting obligations. In determining the basis on agency reports, it is questionable whether capital is to be considered in preference to character and habits and the reputation borne in the community ; so that it is requisite that the one must depend largely upon the other, and, undoubtedly, capital being a convenient factor, yet we have a vast amount of evidence where character, reputation and integrity succeeded where capital failed. Therefore, these two factors must be closely scrutinized.

The next point would lead us to closely observe when refusing credit :

First.—Where the reputation and habits savor of dishonesty, incapability and lack of business principles, such as making statements that on the face are not absolutely true ; in other words, apparently excessive in proportion to the capital, amount of annual business and general demands of the community.

Second.—Insufficiency of capital must also enter into consideration, yet it is not wholly sufficient to refuse credit on this alone, as the capital may be amply sufficient, yet so tied up and unavailable that promptness in meeting obligations is an impossibility. Frequently, on this point, credit is refused intuitively ; and how often, when second thought is taken, in place of refusing, credit is granted ; and at the close of the year the very same account is charged

off as doubtful, having been returned by attorneys as worthless.

Taking up the third and last point, the grantor of credit is entitled to receive from the prospective customer the fullest confidence, as it is frequently within the power of the grantor to point out weak places that need strengthening. How often when a prospective customer is asked to furnish a statement of his affairs he rudely, oftentimes insultingly, declines, stating that his credit is unlimited elsewhere, and the order is countermanded. This at once shows a lack of the principles that justify credit. Happily it appears that this refusal to comply with the request of the seller is becoming less frequent, and those who are applying for credit in many cases feel that those with whom they intend to deal have at heart the best wishes to their success.

NEW FRUIT SHED IN MONTREAL.

The Grand Trunk Railway propose erecting in Montreal a large fruit shed near their tracks from Aqueduct street to Mountain street. In order to operate this shed a siding will be needed beside the present tracks, so they have applied to the level crossing committee of the City Council for permission to lay one. A number of petitions had been sent to the committee, by merchants engaged in the fruit trade, praying that permission to lay the desired track, and build the proposed shed, be granted the company. Ald. Sadler, who represented the petitioners, explained that the fruit trade was a peculiar one and every facility should be given the company for handling the business. This trade was growing in the city and the committee should do all it could to help to increase the city's business.

RISING SUN
STOVE POLISH and **SUN PASTE**
STOVE POLISH
IN **CAKES** WELL KNOWN AND RELIABLE.  **IN TINS**  GUARANTEED TO THE TRADE
DURABLE 3000 TONS SOLD
DUSTLESS, LABOR SAVING, BEST IN THE WORLD.

Our packages are larger and more attractive in style than any others.

The quality of our goods is superior to anything else on the market.

MORSE BROS., Proprietors, Canton, Mass.

For sale by all Wholesale Grocers; also the McClary Mfg. Co., London, Montreal, Winnipeg, Vancouver and Toronto.

ROMANCE OF SHOP FITTING.

WHEN you look through a smart looking shop window at the glittering goods inside, does it ever strike you that the window may cost more than the goods behind it? says an English paper.

There is a new boot-shop in Holborn of which the plates of glass are 16 ft. x 18 ft. These cost £50 apiece. There are five of them. They are framed in carved wood. Each frame cost £75. Behind each is an air-tight showcase. On each case £70 was spent. Each of these window-cases is decorated, and has shelves of glass five-eighths of an inch thick. Another £40. At night the whole glass front gleams with electric lamps. These cost £20 for each window. If you glance above the window you will see the name of the company in large letters on a front of stoneware. The letters are of teak, a very expensive Indian wood, and are bolted to the bed they rest on. Another £150 went into this one item.

If you saw one of those huge sheets of plate-glass leaning against a wall in Messrs. Sage's factory you would find that, by pressing your finger on the centre, the glass, thick as it is, was not rigid. There would be a play of three or four inches. Try the same experiment with the same glass in the window. It is stiff as a wall. But your eyes will be sharp if you can see the almost invisible glass tube which props the window from inside.

Jewellers' shops cost most to fit. There is in Tiffany's a slab of porphyry which had to be specially quarried for them in Norway. One of those revolving showcases which you see in jewellers' windows for the display of rings costs £80. To this must be added £16 for the motor which turns the cone, and several shillings apiece for the fifty four electric lamps which light it.

Fancy shops run jewellers very close. Four thousand pounds was recently spent on a Bond street shop merely in alterations. There is a fancy goods shop, recently

rebuilt, in St. Paul's Churchyard, of which the interior fitting of one room only cost £1,500.

Bending plate glass into segments of a circle trebles its value. Bending it into irregular shapes increases its cost six times. There is an example of this in the fancy goods shop last named. Two glass show-cases, which are made to fit round and hide the steel pillars which support the roof, cost £100 apiece. All cases for jewellery and fancy goods are made absolutely air-tight, and that without the employment of rubber. Another thing which adds to the expense of showcases is that they must be made to stand all climates. Glass and wood both expand with heat and moisture, and contract when it is cold and dry. The wood used must be seasoned for five years at least before using, and allowance must be made for the expansion of the glass. You would not think there was room for a single bit of metal in the narrow wood moulding around a case. There is a screw every inch.

Suburban drapers spend more to day than the London ones. A draper's shop in Peckham covers over two acres. Lately a provincial draper wrote to Messrs. Sage: "I am coming to London. Please find me a suitable shop, and fit it." This man spent £12,000 before he began to buy his stock. Provincial tradesmen spend more in shop-adorning than London ones. Belfast must be specially prosperous. A firm of Belfast linendrapers have been spending £1,000 a year for some years on end in refitting their extension of premises.

The colonies are still more lavish. A draper in Adderley street, Cape Town, is putting a new front in his shop, set in glazed earthenware, which is warranted to stand any climate for two centuries. This costs £1,500.

The Ashcroft, B.C., Water and Electric Light Co. will this year cultivate about 400 acres of land near that place, and they expect to raise over 200 tons of potatoes.

HOW TO DO BUSINESS.

RULES FOR BUYERS.

1. Buy to please your customers and not the manufacturer.
2. Give your customers the best values you can for your money.
3. Buy close enough to meet all competitors' prices.
4. Study prevailing styles—be first to show what you think will increase business.
5. Never overstock your store or department.
6. Keep posted on the different qualities and grades of your stock.
7. Be punctual in keeping business engagements.
8. Buy from those you know to be strictly just.
9. Do not trust to memory—keep a memorandum.
10. Never accept favors from drummers.
11. Never talk of employer's business to outsiders.
12. Keep posted on methods of up-to-date business houses.

RULES FOR EMPLOYEES.

1. Get the confidence of your employer.
2. Be honest and accurate.
3. Be pleasant to rich and poor alike.
4. Never misrepresent goods to customers.
5. Be punctual as to business hours.
6. Meet all customers half way.
7. Study your stock—keep it clean and in place.
8. Always work for your employer's interest.
9. Make no engagements for business hours.
10. Always keep good company outside the store.
11. Do not insist on a customer buying what he or she does not want.
12. Do not talk too much to customers—answer their questions politely. — Sam Whitmire, in Advertising World.

Ask for price of

DIAMOND CRYSTALS SALT

IT WILL INTEREST YOU.

Lucas, Steele & Bristol, Agents, Hamilton.

The First Question

asked by our friends in the Wild Woolly West when they meet the Eastern Tenderfoot is

Are You From Bruce?

Before answering that question we desire to say this—

To Our Friends in Manitoba, the Territories and British Columbia :

We are just in receipt of a large shipment of the

Loveliest Golden Quartered Apples

we ever saw, in 50-lb. boxes, all $\frac{1}{4}$ apples, skinless, coreless, elegant goods, at right prices.

These Apples are from the celebrated Fairview Farm, Belmore, Ontario.

And the Answer is—Not from Bruce, but very close to it.

WE EXPECT TO HEAR FROM EVERY WIDE-AWAKE GROCER WHO READS THIS AD.

James Turner & Co. Wholesale Grocers Hamilton, Ont.



THE DOMINION BREWERY CO., LIMITED
Brewers and Maltsters
TORONTO

Manufacturers of the Celebrated

WHITE LABEL ALE

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

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

WM. ROSS, Manager.



J. A. Sharwood & Co's

WHITE LABEL WORCESTERSHIRE SAUCE

The Best in the Market.

Retalls at 25 cts.

THOS. KINNEAR & CO., Toronto Agents

Wholesale Grocers, 49 Front St. East.

THE COLLECTION OF GROCERY ACCOUNTS.

How it is Done by the Retail Grocers' Association of Buffalo.

THE Buffalo Retail Grocers' Association maintains what it calls a law and collection department, according to information furnished The Grocery World by Secretary Dingens. If a member has an account which is doubtful and hard to collect, the secretary provides members with printed slips gummed on one end. This slip is attached to the statement sent to the debtor by the member, and reads as follows:

The above account has no doubt escaped your attention. As I desire to have the account closed up by some settlement, mutually agreeable, you will please call between now and to close the same.

The Buffalo Retail Grocers Association, of which I am a member, has a law and collection department, and it employs measures to collect accounts that may inconvenience you. I wish to avoid placing the account in this department, if possible, and would advise your not compelling me to resort to this measure.

Dated

If the debtor does not respond to this appeal, the account is handed to the secretary of the association, who enters it in a register especially ruled and adapted to

this purpose, and he sends the following letter to the debtor:

Law and Collection Department.

BUFFALO RETAIL GROCERS' ASSOCIATION.

Office of secretary, No. street,
Buffalo.....
M.....

Dear Sir,—There has been placed in my hands by Mr. of No. a member of this association, an account against you, amounting to \$..... You will please call either upon Mr. to arrange for its settlement or remit to this department. I would advise a settlement to avoid measures that would prove disagreeable.

A list of debtors who will not pay is open for the inspection of the members of the Association. This list is also interchangeable with all grocers' associations in the United States.

Respectfully,

Secretary.

If no settlement or payment is effected by the debtor, his name will be entered upon the dead-beat list. No expense is attached to this attempt of the member to obtain settlement, but, if collections or settlement is made, the secretary charges 10 per cent., to go into the fund of that department, each department having a separate fund to cover the expense of running it, such as printed matter, postage, etc. In case the creditor desires to place the account in a judgment, the association attorney does so at a minimum of cost. No member of the association shall open an

account with a reported delinquent debtor until he settles, under penalty of expulsion.

A collateral department, which is of great aid to the collection department, is the dead beat list. For this, the secretary provides each member with blanks properly ruled and with headings as follows:

Number of the member sending in the list.
Name of debtor and occupation.
Residence when debt was contracted.
Present residence.
Date of account.
Amount of account.
Rating.
Key to rating:
A—Won't pay.
B—Can't pay.
C—Loaded with judgments.
D—Think is dead-beat.
E—Don't know his residence.
X—Owes other members.
Memorandum.

If the debtor owes more than one member the secretary adds an X for each member he owes to.

Members who hand in reports are known by number only. This is done to prevent an idle curiosity of seeking to know what member was done up by the dead-beat. Of course, the secretary will know, and will respect the incognito of that member if the member desires it.

The member will enter alphabetically all bad, uncollectible or dead-beat accounts on these blanks provided by the secretary, and



The Same old Quality in a new size Jar.

Our new size **Roquefort Jar** now ready.

\$1.40 per Doz. Retalls at 15c. per Jar.

A. F. MacLAREN IMPERIAL CHEESE CO., Limited

51 Colborne Street, Toronto.



JAMS AND JELLIES

Pure Goods.

All Fruits.

PRICES AWAY DOWN.

THE DAVIDSON & HAY, LIMITED

36 Yonge Street,

TORONTO.

hand them to the secretary, who will place them on file and preferably enter them in a book alphabetically arranged for the handy inspection of members or his own ready reference in case he is telephoned to for information.

These lists are not to be distributed, but remain on file with the secretary for correction and inspection by members.

THE GREEK CURRANT SITUATION.

MR. C. TH. CHERETIES, representing Dem. Schisas, Patras, Greece, who had been on tour of the various European currant markets with a view to looking into the existing conditions, has arrived here, and purposes to look over the markets, both here and in Canada. Regarding the situation in currants, Mr. Chereties said to-day: "All told, stocks in Greece do not exceed 5,500 tons, compared with a total stock at the same time last year of 40,000 tons. The stocks in London are about 9,000 tons, and 1,900 tons represent the stocks in Liverpool.

As the bulk of the stocks are held in London, it is reasonable to suppose that the markets will be ruled chiefly from there. In Greece, the market is, if anything, somewhat higher than here. On June 30, last year, the official estimates on the crop were

100,000 tons, yet, a month later, this estimate, owing to the damage due to peronosporos, was reduced to 48,000 tons. Direct shipments from Greece to the various markets of the world for the past two seasons have been as follows:

	1901. Tons	1900 Tons
United States.....	4,600	15,300
United Kingdom.....	37,750	66,200
Australia.....	3,950	5,400
Continent.....	3,500	23,000
Canada (direct).....	475	2,000
France.....	85	2,000
Trieste and Venice.....	20	1,600
Total.....	50,400	115,500

The total shipments during the whole season of 1899 were: United States, 17,700 tons; United Kingdom, 71,500 tons; Australia, 6,800 tons; Continent, 35,800 tons; Canada, 2,000 tons; France, 4,500 tons, and Trieste and Venice, 1,700 tons. A total for the whole season of 140,000 tons. The shipments to February 28 for 1899 amounted to 124,000 tons and in 1898 106,000 tons. Mr. Chereties thinks the statistical position of the article is very strong, but that the same has had very little influence on the situation of late. Mr. Chereties is making his headquarters with U. H. Dudley & Co., while looking over the market here. He will visit the Canadian markets in about two weeks.—New York Journal of Commerce, April 1.

MAKE YOURSELF INDISPENSABLE.

A man should always stand on his own feet, take advantage of opportunities, and be honest and diligent. To succeed, you must make yourself indispensable and not set a limit to the time of your working hours, but do your work to the best of your ability and let pleasure be of secondary importance. The right type of man finds pleasure in his work, and employers are looking for such. Men who compel recognition by their work cannot be restrained from forging ahead. It is not always the man who is smartest who makes the greatest advancement; it is he of bulldog tenacity, he who cannot be discouraged and never gives up.—C. M. Schwab.

AS IT SOMETIMES HAPPENS.

"Larry, I am to'd you have retired from business."

"No, sorr, I niver did. Another felly opened a gr-rocery store across th' way fr'm mine, sorr, an' th' business retired fr'm me, b' Jarge!"—Chicago Tribune.

THIS IS REALLY STARTLING.

"My friend," said the debtor to the blustering bill collector, "have you ever stopped to think that if all fellows like me paid our bills regularly you'd be out of a job?"—Syracuse Herald.



There can be but one **BEST.** If it's not **UPTON'S** it's not the best.

UPTON'S Jams, Jellies and Marmalade

have never failed to please those who want the best.

The A. F. MacLaren Imperial Cheese Co., Limited, - Toronto
SELLING AGENTS.

LIFE IS SHORT

TIME IS PRECIOUS

Don't waste it trying to beat the prices I am giving you or to get as good value elsewhere. There is no use - see!

78 Half-chests **Japan Nibbs**—well made, splendid liquor, at - - 13½c.
 125 “ **Uncolored** (good leaf, good liquoring) **Japan Tea**, at 14½c.
 200 “ **Japan Tea**—early June draw, perfect leaf, a beauty, at 20c.
 A few (40) boxes of early May pickings, **Choicest Japan Tea**, at 27½ and 35c.
 100 Chests **Ceylon Tea**—just in, leaf and liquor extra, for - 12½c.

In offering this Ceylon at that price, I do not take into consideration the advance of over 1c. which has taken place since I bought.

Nectar Tea, the perfection of all Black Teas, at - 20, 26, 38, 45c.
 Sells at 26, 35, 50, 60c.
Madam Huot's Coffee, the jewel of all Coffees, 1-lb. tins at - 31c.
 2 lb tins at - 30c. per lb.
The Old Crow Vinegar, 75 grains, at - - - 22½c.
The Condor Vinegar, 100 grains, at - - - 30c.

☞ Conditions 3 per cent. 30 days ☜

Specialty of High-Grade Goods in Teas, Coffees, Spices.

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296 St. Paul Street

MONTREAL.

We are Offering a **SNAP** in

PICKLES

WILLIAMS BROS. & CHARBONNEAU, FRENCH HALF-PINTS; CASES, 2 DOZ.

See our Travellers or write us before they are all sold—**IT WILL PAY YOU.**

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

CRISIS IN TEA GROWING IN INDIA.

MR. H. LAMBE, representing Bathgate, Pim & Co., one of the largest tea exporting firms of Calcutta, was in Montreal this week looking up Canadian business, and while there appointed S. H. Ewing & Sons the firm's agents for Montreal, Quebec and the Maritime Provinces.

In a conversation with Mr. Lambe, THE CANADIAN GROCER learned that tea-growing in India is at a crisis at the present moment.

"Out of 36 auctions held in Calcutta this year," said Mr. Lambe, "only 7 were paying to the growers. It costs 5d. at least to grow tea in India, and the London market in many cases went as low as 3¼d. for common mediums and sometimes to 3¼d. One can imagine that the growers did not find the business profitable. The losses sustained by some gardens during the last two years have driven them out of the business entirely."

"Are any remedial measures proposed?"

"Yes, the attempt will be made to curtail exportation at least 10 per cent. during the coming season. Some gardens that grow low-grade teas will not be worked this year, while in all there will be finer pickings. The present state of affairs being unprofitable,

must find a cure for itself, and I do not doubt but that we will see things in a better condition soon. That country cannot go on overproducing."

"Are there no more markets for Indian and Ceylon teas to conquer?"

"Well, our teas are going into almost every tea consuming country now, including the British Empire, Russia, Germany and the United States. We are producing more than they can all consume. Of course, we are going into green teas now to try to recuperate."

"What success are the Ceylon greens meeting with?"

"I believe they are being received very cordially indeed. London is taking great quantities of them, and New York has been favorably impressed. I hear the continent, too, is buying freely already. Of course, they come into contact with Japans, which have the green tea market pretty well in their grasp, but we are bound to make things go, and in this case we have the price with us. The quality also compares favorably."

"Will these Ceylon greens keep as long as the Japans?"

"Well that I will not say, for I do not know. Our firm is not handling them yet. But they draw a good liquor, and I think

this, with the price, ought to enable them to bore a big hole into the green tea market."

Mr. Lambe is a pleasant young man with a decided English accent, and he seems to understand the tea business from the ground up. He remained in Montreal for a few days then proceeded west. He will cross the continent and travel homeward through the celestial countries—a trip one might be pardoned for coveting.

LIGHT MAKE OF FODDER CHEESE.

Reports from various sections of Ontario indicate that the make of fodder cheese this season will be light.

The majority of factorymen in all parts of the country have recognized that the present condition of the cheese market does not warrant the production of the inferior fodder stock, and will not start operations until about May 1.

Roquefort cheese may be procured from Lucas, Steele & Bristol.

Lucas, Steele & Bristol offer a complete assortment of Goodwillie's bottled fruits.

Green Ceylon teas, in bulk, to arrive in a few days, are quoted very low in price by Lucas, Steele & Bristol.

"Peerless" smoked sliced beef, Vienna sausage, chicken loaf, veal loaf, etc., may be procured from Lucas, Steele & Bristol.

Shun imitations and buy the World's

Sauce Standard--

Lea & Perrins'

J. M. DOUGLAS & CO.,

Canadian Agents,

MONTREAL, QUE.

Sure as Sunrise!

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

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

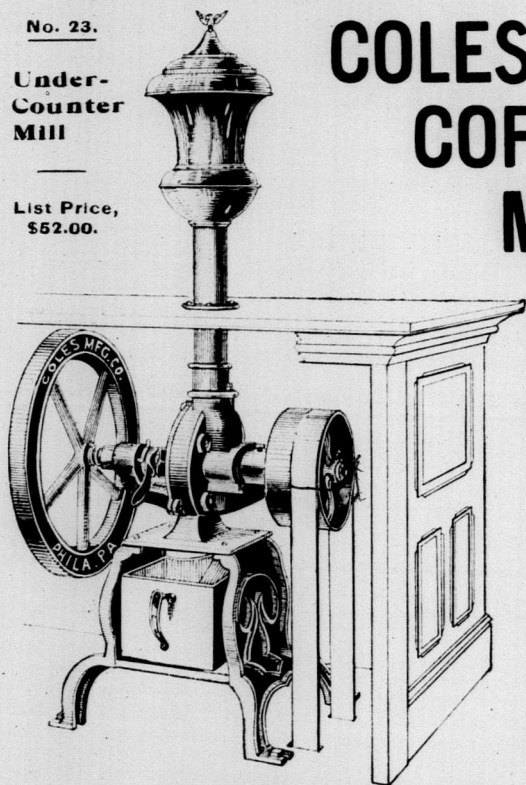
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The Windsor Salt Co., Limited, Windsor, Ont.

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Under-
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COLES COFFEE MILLS

None better for
Granulating or
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Our mills will
Pulverize with-
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Every Coles
Coffee Mill has a
Breaker that
breaks the Coffee
before it enters the
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**A GREAT
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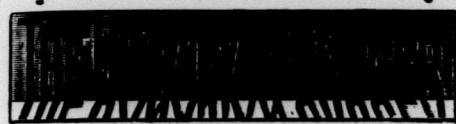
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PENN'A.**

Purity
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Flavor
Strength
Brightness
Freedom from Sediment

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

**Wilson, Lytle, Badgerow
Co., Limited**

TORONTO



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

TURNOVER AND PROFIT.

THE grocery business is peculiar in that while it may furnish a living to persons who have had no training for it, and who expend very little thought or judgment over it, yet it offers to the keen business man full scope for his native shrewdness and for the full exercise of his powers of reason.

Possibly the most important part of a large grocery business is the disposal of capital so as to get the best profit out of each line and the best aggregate return for the year. Some lines bear a large margin of profit and are turned over from two to six times a week, while other lines, which are essential to the grocery business, are turned over from two to six times a year and bear but a moderate margin.

Every grocer will at once see that the capital invested in the first class of goods brings a return infinitely greater than that spent in stocking the latter class. But it will only be according to the thought and ability that he brings to bear on the matter that he will devise plans to make the best use of this knowledge.

It is but a few years since it was a common practice for retailers to buy their stocks of some lines but once or twice a year, thus locking up the necessary capital all the time the goods were on the shelves or in the cellar, and thus limiting the capital at their disposal for handling other lines which bore better margins and were turned over more frequently. This was undoubtedly good policy where the goods were bought on a decidedly low market, and where an advance was inevitable. But the tendency to-day is steadily toward more frequent and more judicious buying. With the use of \$200 or so, which was formerly locked up in staples, but which is now used for buying specialties, such as green fruits, vegetables, etc., the grocer now adds materially to his income.

But it is not only wise to devote as much attention as possible to the lines which are most frequently turned over and which bear a good margin of profit, but the shrewd grocer will find scope for his judgment in fixing the price of these lines to get the best results from them.

Last week the writer had occasion to wait in two grocery stores for some time. Both of these handled lettuce. One of them sold it at three bunches for 10c., the other two bunches for 5c. This price is typical of what these two grocers, whose stores are only a short distance apart, receive for their goods. The grocer who sells his lettuce at 2½c. per bunch may have a somewhat larger trade than his neighbor, but I doubt if his aggregate profits will be near that of his neighbor who charges 3½c. for the same goods.

**A SATISFACTORY FEATURE OF THE
TEA TRADE.**

THE unsatisfactory feature of the Indian and Ceylon tea trade is the over-production of low grade descriptions; the satisfactory feature is the increase in the trade with countries outside the United Kingdom.

Taking the teas of the two countries together, the increase in 1900 was over 20,000,000 lb. compared with the previous year, or about 30 per cent.

The following table will show at a glance the development of the trade with countries

outside the United Kingdom during the last three years:

	1900.	1899.	1898.
Indian, lb.	34,275,586	29,858,332	26,020,772
Ceylon, lb.	48,559,695	38,880,734	36,400,717
	82,835,281	68,739,066	62,421,489

It will be noticed that the increase has fallen more largely to the lot of Ceylon tea.

A RETAILER'S MISTAKE.

THE representative of a well-known manufacturing concern was recently attracted by the low figure at which a retailer in Toronto had marked the selling price of the line of goods his firm produced. Without revealing his identity he stepped into the store and made a purchase of the goods, but finding the quantity each individual could buy was limited, he secured several boys to enter the store and secure additional quantities. As the figure at which he bought was two cents a package below the manufacturer's figure, a near-by departmental store readily took over the goods at the figure at which the representative had purchased them.

A few days later the representative again visited the retailer's store and found him still ticketing the goods in question at the same low price. After explaining who he was he asked the retailer how he could afford to sell the article at such a low figure.

"O, I'm not making anything, but I'm not losing; I'm selling at actual cost."

"No, you are not selling at cost," said the representative, "you are losing a clear two cents a package on the first cost."

And so he was, for it turned out that he thought there were a certain number of packages in a case when there were really 10 less. Naturally he was much confused when he learned his mistake. But he never ought to have based his selling price on what he thought was the number of packages there were in the case. He should have learned for a certainty what the actual number was.

The moral in this incident is obvious.

A consular report to the United States Government points out that British Central Africa promises to become an important producer of cane sugar. But have they not been "raising Cain" in several parts of Africa for some time?

BUSINESS VS. POLITICAL ENERGY.

THE CANADIAN GROCER has repeatedly urged the business men of this country not to put their faith in legislators, but to develop energy themselves if they ever hoped to induce Federal or Provincial Parliaments to pass laws in conformity with the commercial necessities of the country.

Support of this principle has come from a quarter least expected; namely, from a member of one of the legislative bodies of the country.

A few evenings ago, the Toronto Board of Trade held a special meeting to consider the development of New Ontario. Among the gentlemen who spoke was Mr. W. H. Hoyle, the representative of North Ontario in the Ontario Legislature. Mr. Hoyle is a party man, and a pretty strong one, too; but he is also a practical and a successful business man. And during the three years he has occupied a seat in the Ontario Legislature he has doubtless learned a great deal about the ways of the average politician. At any rate, his own business instincts have not been destroyed, for he declared at the meeting of the Toronto Board of Trade referred to that if the business men present hoped to succeed in their efforts to develop New Ontario they must not "put their faith in legislators, but in their own energy and enterprise."

Coming from a man who is a legislator, this advice carries with it more weight than it could possibly have had were it given by a private citizen. But, judging from the past, it will require the preaching of a great deal of such gospel before business men universally shall be awakened to a sense of their sin of omission in this particular.

Business men, as represented by boards of trade and other commercial bodies, have, time and again, to use a slang phrase, been turned down by Governments, Federal and Provincial, in regard to commercial matters.

The power behind the throne is not the business man; it is the politician. If the latter wants any favors he stands at the door and knocks, and knocks hard, until it is opened and his wants are satisfied. He is enterprising; he is energetic, and he gets his reward.

The business man, on the other hand,

when he wants anything for the welfare of the commercial interests gently taps at the door of the Cabinet or of the Parliament. If the door is not forthwith opened he ceases knocking and departs.

Party exigencies demand that the politician's demands shall be satisfied. He controls votes which he will not hesitate to use against his party, if, by so doing, he can further his own ends. There is no such danger in regard to the business man. In his demands for the improvement of laws or regulations of commercial significance he is not seeking the gratification of personal aspirations or ambitions. His thought is the welfare of the business community and, of course, indirectly, that of the country. But whether his demands are satisfied or not he falls into line on election day at the crack of the party whip. If he is Conservative he is Conservative still; if he is Liberal he is Liberal still.

COFFEE ROASTERS AT WAR.

FOR some time there has been "war" between the Arbuckles and the Woolsons, two of the largest coffee roasters of the United States. On February 27, an agreement was made between the two concerns, whereby the Woolson Company was to register the 61 shares of Woolson stock which the Arbuckles hold, and the Arbuckles were to be allowed such inspection of the Woolson books as did not harass the Toledo concern. The manager of the Woolson Company refused to allow the Arbuckles to examine his firm's books, and the Circuit Court the other day made an order to have him committed for contempt. The Woolsons now claim the Arbuckles defaulted in the agreement and want the order set aside.

An interesting phase of the trouble is that Food Commissioner Blackburn, of Ohio, has declared the "Ariosa" coffee, put up in packages by the Arbuckles, to be adulterated under the laws of Ohio. The Arbuckles appealed to the judge of the Circuit Court, who gave decision last week that "Ariosa" coffee is not a compound such as is exempt from the coffee law of Ohio, but sugar and eggs are simply mixed with it to give it a better appearance, and it is therefore adulterated within the statute, and

the manufacture and sale thereof, or offer for sale of the same, is a misdemeanor under the laws of Ohio.

THE DUTY AGAINST UNITED STATES SILVER COINS.

THE existence of laws, sometimes interesting ones, are often not known to us until revealed by accident.

Probably not one person in a hundred is aware that the Canadian Customs tariff imposes a duty on silver coins of the United States. Yet it does. A reader of THE CANADIAN GROCER learned this the other day, to his great surprise, when he was taxed 20 per cent. on a small sum of United States silver coinage which came through the mails.

The clause of the tariff authorizing the imposition of a duty on the silver coinage of our neighbors is really in the free list. It is numbered 473 and in part reads: "Coins, cabinets of, collections of medals and of other antiquities including collections of postage stamps; gold and silver coins, except United States silver coins." Being thus denied the right of the free list, and not enumerated elsewhere, United States silver coin comes under the unenumerated goods clause and is subject therefore to a duty of 20 per cent.

The provision for taxing United States silver coinage has been in the Customs tariff for some years, notwithstanding that so few people appear to be aware of the fact. And it was created because of the large amount of United States silver coinage that was being brought into Canada by cattle-drovers and others and put into circulation here until it became, as a Customs official put it, "a nuisance."

In spite of the 20 per cent. duty, however, a good deal of United States silver coinage finds its way into Canada and circulates here, and at par, too, notwithstanding that Canadian silver coinage, although purer than the former, will not be taken at all in many parts of the United States.

The official trade returns do not show the amount of silver coins that are brought into Canada from the United States, but, of gold coins, we last year imported over \$7,400,000 from that country, while our total imports of coin, silver and gold, all told, was only about \$8,000,000.

It may be, perhaps, interesting in this connection to note that our total exports of gold coin last year were \$6,903,562, of which all but \$400 went to the United States, and of silver, \$83,440, of which all but \$650 went to the United States.

UTILIZING THE STORE SERVICE.

AT the beginning of the busy retail season is a good time to think about getting all that is possible out of the store service—the firm as well as the sales force. From about the middle of March everybody is busy, so busy as to think nothing more could be done, but the work is like a crowd of people—always room for one more. Nor is it always so much a question of doing more work as it is doing better that which is already on hand.

The conduct of a store requires as much diplomacy as dogged persistence, and both must be forced to work together. Maybe the suggestion will seem a little strange, but it is a truth that the merchant must be more or less careful with the treatment of himself, and govern his own actions from the standpoint of how much he can get out of himself and how best to control and make most profitable his own work.

The man who is the best controller of his own actions, makes his personal machinery work the smoothest, longest and best and gets the best results from all his efforts is the man who will also have the most efficient, best controlled, most willing, most enthusiastic and most reliable lot of people in the work about him. He will always have a good store, because the spirit of doing things right and doing them well is as contagious as the spirit of lounging and the hope of doing just as little as possible.

INFECTIOUS SPIRIT.

Nothing in the world is more infectious than the attempt to make results better than the results of like attempts have been before. If the merchant will stop to think about it he will discover the spirit within his own work. He is not satisfied that certain things are done; he wants to do them better and is searching for the methods whereby the desired improvement can be accomplished. The merchant who has the don't-care spirit back of even the little details always finds his balance sheet considerably disappointing at the end of a season of selling which should show large returns.

The manner of doing things with a vim and energy and doing lots of them does not imply that the merchant has to personally look after all the details and flying ends of the store business. That is where many men make a mistake and worry their time into a lot of small matters when they might turn them over to others and give their time to the planning and mapping out of management.

DIPLOMATIC WORK.

Right in there is where a good bit of

diplomatic work can be pushed through. Every merchant has ways of his own in managing the people in his charge, and usually thinks that he does it pretty well, but there is one method of procedure which is not used as much as it should be and which is really the easiest of all ways, both for the merchant and the employe. More flies are caught with sugar than with vinegar, and that means as many kinds of human flies as there are kinds of work to be done.

Everybody from merchant down to bundle boy knows that and knows when the sugar is being put out to catch, but he is not averse to it nor harmed by being frankly told that it is the method to be employed for his capture. We know that a clerk is very well aware when he is being led, when he is doing work for the reason that he wishes to please the firm by doing it right, as well as helping himself forward, but he is also very glad to do it that way. It is the pride of cooperation that comes as a result of being asked pleasantly, of having responsibility thrust upon them, and of feeling that much does really depend on them.

In the rush of spring business is a most excellent time to begin delegating to other people some of the work the merchant has been doing and lay out some of the work that nobody has yet done, but which everybody feels should be done. The successful general is the one who can lay out the campaign and lead his armies to victory, giving all the minor work to others, yet keeping track of the whole thing himself. The successful merchant is the same character of man. That we do not mean that the detail worker is not successful, but we mean that he expends an amount of energy on details that could be made to bring a vastly larger amount of returns if applied in other ways.

DON'T DO IT ALL.

The point is something like this: You haven't got to superintend the unpacking of every case and watch every piece that comes from it, the unwrapping of new goods and the placing of them in the shelves doesn't have to be watched minutely by you; every sale doesn't have to be boosted along or assisted by some effort of yours; you need not mark all price tickets; you don't have to watch every entry on the books; you don't have to turn on the lights and wait until they are turned off; you can have a carefully selected stock without picking out every pattern yourself; other people can drive nails and turn screws; your millinery trade does not hinge on your personal selection of braids, flowers and

feathers; the arrangement of goods in show cases, on ledges and in windows can be accomplished by other people than yourself.

YOUR EXPERIENCE.

It will not leave you idle nor shirking about something to occupy your mind and hands. It will give you an opportunity to become more completely the master of your business. When you were an employe you had great respect for your employer who had the actual knowledge of all the work which he expected you to do, but did not think the more of him because he hustled around and tried to do it all himself. And, more than that, we are of an opinion that has a pretty fair basis, that you thought him welcome to all those duties so long as he was willing to do them without calling on you. Now that you are the employer, cannot you see how the same plan will work with you?

It is not because the people about the store are particularly lazy, but they become indifferent when no responsibility rests upon them. The infectiousness of work comes not alone from seeing others hustle; it also comes from having something to hustle for. Don't study on how much more work can be placed on the shoulders of your store people, but study out a better system of attending to the whole store service, and you will find that there is plenty of time for everyone to do something more.

DO IT TOGETHER.

Talk with the boys who unpack the goods; tell them how it is best done; put them on their honor to do it right, and you'll find it to be done as well as though you did it yourself; if it isn't, discharge the boys and get others—there are lots of good ones left.

Talk with the people who have charge of the stocks. If they have a better way of doing things than you, let them do it that way; you don't have to turn in and do it yourself. If the dress goods, linens, underwear, or what not are kept well it isn't necessary to worry because it isn't done just your way. The result is what you are after, and when the result doesn't come there is plenty of time to take a hand.

Get your people started right and they will be as enthusiastic as you are in the betterment of the store. Be sincere and let them understand that you are as anxious for their improvement as for the increase of your sales. Make them to know that your present and their future are linked together.

Don't try to do it all yourself. No man was ever made who could, and your endeavor is sure to leave undone many things of more importance than some you do.—General Merchant.

TRADE IN COUNTRIES OTHER THAN OUR OWN.

CANNED SALMON SITUATION.

IN connection with salmon The Trade Journal reports: "The market has quieted down for future delivery, both buyers and sellers appear to be indifferent pending further developments. So far as can be learned from a canvas among Alaska canners and their agents, it seems to be the opinion that prices will not be any lower, but there is a strong probability they will be higher, particularly for reds. Those of the independent canners who have sold have placed themselves in an easy position by selling from one-quarter to three-quarters of their expected pack. The price at which quotations are given are 95c. for reds, 85c. for medium reds and 70c. for pinks. No price has been made for Puget Sound, but there is some talk that sockeyes will probably open at \$1.15 for talls, owing to the low prices for Alaska sockeyes, known in commerce as Alaska reds. For Fraser River sockeyes, ex wharf, ready, London, is quoted at 28s. 6d. for talls, 32c. for flats and 35s. for half flats. Quotations c.i.f. afloat by sail flats, 32s.; half flats, 35s. The latest quotations we have been able to get as to prices for 1901 Fraser River are: C.i.f. by sail talls, 20s. 6d.; flats, 23s.; ½-lb. flats, 28s., and overland ½-lb. flats, 28s. 6d. A quotation has been given for 1901 Fraser River cohoes at 18s. 6d. for talls. So far as can be learned no sales are being made at these figures, but they are asked by sellers."

CURRENTS IN GREAT BRITAIN.

During a period of three to four weeks the total decline in the prices of the various classes of currants has been from 5s. to 6s., or even, in some cases, as much as 8s. per cwt. Although this further catastrophe, if such it can be called, has been brought about in the first place by financial difficulties, it has had the effect of, so far, counteracting the confidence hitherto felt in the statistical position, so as to bring nearly all holders into the market as sellers at the present level prices. This course is no doubt a well advised one, as the financial complications would appear to be by no means at an end, and, it is to be feared, are likely to exercise a more or less controlling influence on prices for some time to come. A further reason for the fall in the price of the lower qualities is their bad keeping condition. This, however, is working its own cure, owners being induced to part with their unsound fruit at prices sufficiently low to tempt distillers and other Continental buyers, thus relieving the London market of a quantity of fruit which, however unsuited to the English trade,

would otherwise have still continued to swell the total of the monthly stock. Except in the unfortunate event of another abnormally small yield from the crop of 1901, it may be hoped that the last has been seen of the absurdly inflated prices which have made the currant trade of the past season a failure. Fruit of excellent quality is now to be had at prices which will enable the retailer to sell it with a satisfactory profit at 4d. per lb., and although 3d. and still more 2d. currants would doubtless be preferable to the trade, it must not be forgotten after all that the crop is the smallest on record in the memory of those in the trade, and that all continental countries, as well as America and Australia, are quite bare of stocks, and are almost entirely dependent on England for their supply up to next September.—Produce Markets' Review, March 23.

NEW YORK TEA MARKET.

Business dragged, the market being strictly a waiting one, there being little disposition shown to make new purchases until after the auction sale on Wednesday, at which the offerings will be fairly large. Prices continued irregular. The jobbing business was flat, and demand being limited to such supplies as were needed to meet absolute wants.—New York Journal of Commerce.

CANNED SALMON IN LIVERPOOL.

Deliveries of salmon from the quay are very heavy, the greater proportion of the recent arrivals going direct to the country trade. There is an improved inquiry for cheap talls, but other kinds are rather slow. Stocks, as a whole, are smaller than usual, and, with an average consumption, the market will probably be very bare before any quantity of new pack can be landed here next autumn.—Produce Markets' Review, March 16.

WHY A CANNED GOODS FACTORY FAILED.

THE CANADIAN GROCER recently noted that the Maritime Pure Food Co., Woodstock, N. B., had disposed of its business to Hoegg & Co., Fredericton, N. B. The following interview with Mr. H. Paxton Baird, the president of the late company, as published in a Woodstock paper, will doubtless prove interesting to many, particularly those engaged in the canned goods industry:

"We did not," said Mr. Baird, "at the outset, get the amount of stock subscribed we were led to expect we would, we were therefore handicapped for want of sufficient capital. We were compelled to pay large

amounts in interest to the banks and to protect the banks by carrying heavy insurance. To offset this we tried to keep the plant and employes busy as many months in the year as possible. Beside the regular line of canned goods we put up large quantities of pickles and raspberry pulp for the English market and pork products in the winter months. We made a heavy loss on a large quantity of pickles which were not properly made and also a heavy loss on five carloads of canned raspberries, or pulp as it is called in England, and which, on account of a drop in the market, we were obliged to sell at a much lower price than was known for ten years previous. Besides this we shipped a quantity of pulp to a concern that was unable to pay. These items amounted in all to several thousand dollars. For some reason we do not understand we could not make any profits on the large amount of pork products we manufactured, although good prices were obtained for them and they all sold. A carload of jams shipped to a Winnipeg firm was a partial loss from being crystallized. So, you see, things have gone decidedly wrong with us in many ways and we have had exceedingly bad luck.

"The directors are the largest shareholders, and, of course, will lose along with the other shareholders. Besides this, we have stood behind the company financially and as to how much more we will be out depends on the success of the factory in the future, and this success will decide the value of the plant. The company has paid out large amounts of money every year, and whatever benefit there was in this went to the farmers and business men, and, we hope, they will do all they can to help the new operators make the factory pay. The farmers from whom we bought produce and our employes have all been paid whatever amounts of money were due them. We have leased the factory to Hoegg & Co., of Fredericton, who have for years operated a factory there as well as several lobster and other factories in other parts of the Province. They are men of long experience, well and favorably known and stand well commercially. We are, therefore, hopeful that the factory will continue to run for many years to come. After devoting a large amount of time in doing what they believed was for the best interest of the company, it will be some satisfaction, at least to the directors, if the factory continues at work. Mr. Gilman, a member of Hoegg & Co., will operate the factory here."

At an auction sale of a stock of groceries on Queen street west, Toronto, the other day, there was some 40c. "Salada" tea put up for sale, and although this grade can be bought for 40c. per lb. by the consumer, it realized 52c.



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

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

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

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

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

HINTS TO BUYERS.

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

THE Eby, Blain Co., Limited, have just passed into stock another shipment of fancy Californian silver prunes.

The Eby, Blain Co., Limited, report an increasing demand for Walkerville matches.

L. Chaput, Fils & Cie have just received two cars of gallon apples, which they are offering at a low price.

The Eby, Blain Co., Limited, have a carload of new "Imperial" maple syrup arriving about April 15.

The travellers of T. A. Lytle & Co. report that they are being favored with particularly good orders for Lytle's special gherkins.

A sample case of "Cream of Wheat" will be sent through any wholesale house to any retailer sending his address to E. F. Shoebottom, London, Ont.

The Blue Ribbon Tea Co., Limited, have a large number of sheet-metal tea chests on hand which they offer to the trade at 5c. each. They are excellent for covering sheds, stables, etc.

INDUSTRIAL GOSSIP.

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

JOSEPH L. BLACK & SON, Limited, are seeking incorporation with \$50,000 capital stock to carry on a lumbering and milling business in Sackville, N.B.

The Chatham, N.B., World says that a grist mill is needed in that town.

The Dover Vinegar Works, Port Dover, Ont., are seeking incorporation, with a capital stock of \$80,000.

The Beaver Harbour, N.B., Trading Co., Limited, are seeking incorporation, with \$6,300 capital, to carry on a fish, meat and fruit canning factory.

The Central Milling Co., Peterboro', Ont., who propose erecting a modern 150-bbl. flour mill this summer, have elected David Carlow president and W. H. Hamilton secretary-treasurer.

A by-law granting a bonus of \$1,500 to purchase a site for a tobacco factory, to be erected and operated by H. C. Ward, of Pontiac, Mich., was carried in Leamington, Ont., on Monday, by a vote of 324 for and 29 against.

A GROCER'S CATALOGUE.

Hutchison Bros., grocers, Bracebridge, Ont., are possessed of a creditable spirit of enterprise. Recognizing the opportunities

offered them by the situation of their town in the Muskoka district for tourist trade, they are after this business this year with energy. One of the steps they have taken to this end is the publication of a neat catalogue giving a list of the various goods handled by them, as well as full reasons why their house is a good place to secure campers' and tourists' supplies. The catalogue contains a view of Hutchison Bro.'s fine store on the front cover, while the back cover and inside front cover contain four interesting views of Bracebridge and the Muskoka regions.

THE GUNN-LANGLAIS CO., LIMITED.

Andrew Gunn, of D. Dunn, Bros. & Co., Toronto, returned this week from a visit to Montreal, where he had been for some time looking into the business of the new Gunn Langlois Co., Limited, Montreal. He expressed to THE CANADIAN GROCER entire satisfaction with the prospects of the Montreal company. Under the old management an enormous business was done, but now with the added energy and capital they should be in an excellent position on the Montreal market.

"Having a big outlet in both the largest consuming centres of the Dominion will make one house a source of strength to the other, and make us big buyers of all produce for both the domestic and export markets," concluded Mr. Gunn.

EARLY CLOSING IN P. E. I.

On Wednesday last week a Bill was introduced into the Prince Edward Island Legislature to grant Campbellton, P.E.I., power to make regulations for closing places of business at certain hours. A petition signed by all but two merchants of the town accompanied the Bill, and although it aroused considerable discussion the Bill was passed.

A BUTCHERESS.

Everything is correctly named and almost correctly done in Boston, Mass. For instance, when the "Hub's" lady butcher, Nellie Krautzmann, failed they called her a "butcheress." If the Beacon Hill folk had done everything correctly their unfortunate would not owe \$1,822.44. "Butcheress," however, is "Bosting's" own parlance.—National Provisioner.

W. H. McConkey has opened a tea and coffee store in Brockville, Ont.

Geo. W. Brown, Southampton, N.B., is promoting a company to build a steamer to carry freight and passengers between Fredericton and St. John, N.B. Over \$5,000 of the necessary capital stock has been subscribed.

Cracker Jack

THE POPULAR CONFECTION.

Do not confound it with cheap imitations. If you have never handled the "original" Cracker Jack write for sample and quotation.

WARREN BROS. & CO.

TORONTO,
Sole Agents for Canada.

"Chief Keokuk"

Pickles and Condiments.

"Montrose"

Tomatoes, Peas and Vegetables.

SOLD ON THEIR MERITS.

KEOKUK PICKLE CO.

KEOKUK, IOWA, U.S.A.

A Sample Repeat Order for

Cream of Wheat

Hamilton, March 28, 1901.

E. A. SHOEBOTHAM,
London.

Dear Sir,—Kindly ship us, at once, 30 cases Cream of Wheat, and oblige.

Yours truly,
MacPHERSON, GLASSCO & CO.

If your wholesale house has not got it, forward your order with their address to

E. A. SHOEBOTHAM,
Canadian Agent, - LONDON, ONT.

Shredded Whole
Wheat Biscuit

For sale by all
Wholesale Grocers.

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

COWAN'S

Hygienic Cocoa

Royal Navy Chocolate

AND

Famous Blend Coffee

are the favorites with all grocers

THE COWAN CO., LIMITED, TORONTO

A DISPUTED POINT

no longer—the highest quality in vinegar is none too good for the customers of wideawake grocers, looking well to their profits, whose aim is to please wherever possible and increase and retain trade.

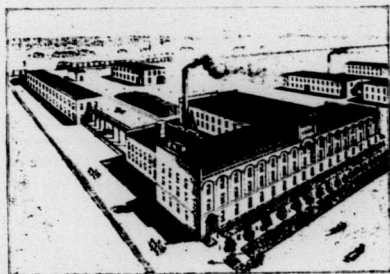
The yellowish-tinted, biting vinegar of past years does not fill the bill—the demand is for colorless, sparkling, palatable vinegar of guaranteed strength.



IMPERIAL WHITE WINE

meets the highest expectations of the consumer and pickle manufacturer. Often tried and as often proved the acme of vinegar perfection.

Be sure that the name
IMPERIAL
is on the barrel.



THE WALKERVILLE MATCH CO., LIMITED

Manufacturers of the Celebrated

Maple Leaf, Crown,
Knight and Imperial
Parlor Matches



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.

Kent Baked Beans



are prepared from the finest hand-picked Pea Beans and Choicest Pork, in their proper proportion. The result is that nourishing and appetizing dish so justly popular. In large flat cans

to Retail at 10c.

Ready for immediate use. Ask your wholesale grocer for a case, or write direct to us for a sample can, to test their merit.

THE KENT CANNING CO., LIMITED, CHATHAM, ONT.

The Remarkable Success of the "Salada" Enterprise is conclusive evidence that its proprietors "know" their business.

. . . . "The bridge that will carry the train safe
. . . . is safe for the passengers."

Our latest success is

"SALADA"

Uncolored Ceylon Green as a "Rival" to Japans.

Free samples sent on application. { Toronto and Montreal.



A SCHEME TO MEET DEPARTMENTAL STORE COMPETITION.

Editor CANADIAN GROCER.—I read with interest in THE CANADIAN GROCER of March 9, of the united action the merchants of Wolfville, N.S., are taking to fight the large city departmental stores, which, I think, a step in the right direction, and is most commendable. But, in my opinion, they do not go far enough, as they have only one bargain day in the year, while the departmental stores are advertising a bargain day every week in the year.

The best way to fight departmental stores is with their own thunder, or, in other words, with their own weapons.

I would like to suggest a method to the readers of THE CANADIAN GROCER, which, I think, would be most effectual in combating the influence of the big departmental stores in country places. The big departmental stores depend upon the city trade as their paying trade, and in the city, with the exception of a few bargain day cut prices, which are mostly for out-of-season goods, remnants and other damaged or short-measure goods, such as wall paper, spools,

tape, twine, yarn, hemp, which have not got the full complement of feet or yards as are usually made for and sold by the general trade, and which are made expressly for departmental store leaders, they keep up the price of their goods in the city, and, in some cases, especially with the wealthy class, they get fabulous profits. All their cut-throat business is done in the country, with the exception of goods carried by a few specialty merchants in the cities, such as druggists, grocers, confectioners and jewellers, whom they endeavor to wreck as speedily as possible by making leaders of their best-paying lines, when they know they cannot depend upon the steady and constant trade of the country people.

The method I would suggest is that all the first class country towns, where they have no departmental stores, such as Woodstock, Stratford, St. Catharines, Galt, Paris, Berlin, Perth, Smith's Falls, Almonte, Pembroke, and all the small villages unite as one firm or company and get up a first-class catalogue, such as Eaton gets up, with cuts and prices of all the goods actually sold. In this catalogue I would place all kinds of goods suitable for all classes of city trade, the cost of catalogue to be borne by all the merchants of the town or by a dozen of towns combined. To put the price of all goods listed therein right down to cost, with

only margin enough added to pay for cost of catalogues, freight on goods from Montreal, Toronto, etc., and other incidentals. Flood the cities with these catalogues; pursue exactly the same method in the cities that Eaton and others do in the country. Keep up the prices at home, and sell at cost or nearly at cost in the cities.

The goods could be imported direct to the town from where the catalogues are issued or you could send an agent to the city. Say, one to Montreal and one to Toronto and open a sample room and have a sample of all goods listed in your catalogue to choose from. He could also see faithfully to the distribution of the catalogues to every family in the city; and as the orders came in, which would only be filled for spot cash, they could be sent to the towns, or they could be sent in direct to the wholesale house or manufacturer in the city, saving the cost of express or freight on the goods.

If all the country merchants in the country were to combine and pursue some such method as above suggested, I am of the opinion that if it was faithfully carried out they could wreck every departmental store in the country inside of two years. As self preservation is the first law of nature, it behooves us to wreck them, as they are apparently going to wreck us or reduce our business to such an unprofitable condition as to deprive us of anything but the most meagre existence.

SUBSCRIBER.

Cobden, Ont., March 25.

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, April 4, 1901.
GROCERIES.

THE volume of business does not appear to be as heavy as it was a week ago. This is due largely to the fact that the demand for sugar, in consequence of the weaker markets outside, has fallen off. Prices, locally, are unchanged, and, in fact, in all kinds of grocery quotations are much about the same as they were a week ago. In canned goods, the situation is much the same as before, although the demand is perhaps a little better for vegetables. The commodity around which the most interest is at present centred is tea, there being further improvement in the situation as far as Indian and Ceylon descriptions are concerned. A nice steady trade is being done in rice, and a moderate one in tapioca. Syrups and molasses are in fair request. A slight improvement is to be noted in the demand for currants. There is a further improvement in the demand for prunes, and a fairly good business is now being done. Dates are also in fair request, and there is quite a little movement in tapnet figs.

CANNED GOODS.

If anything, there has been a rather better demand for canned vegetables, particularly tomatoes and corn, but business is still of a limited character nevertheless, only small lots being wanted. Prices rule much as before, most of the business being done at 75 to 80c. for tomatoes and 70 to 80c. for corn and peas. In canned fruits, a fairly steady trade is being done in peaches and plums, the former at \$1.75 to \$1.90 for 2's and \$2.50 to \$2.75 for 3's, and the latter at \$1 to \$1.25, according to description. The demand for canned salmon is rather light. On account of the high price, the demand for canned lobster continues light. Very little is being done in canned meats, but an improvement is expected shortly, as April usually experiences a brisker business.

COFFEES.

The demand for green Rio coffee is fairly

good, with prices unchanged. We quote: No. 7, 8¼c. per lb.; No. 6, 9c.; No. 5, 9¼c.; No. 4, 9½c. Stocks here are light, and although the outside markets are again a little easier, it is not expected that any cheap coffees will be here for some time, if at all, in fact. As there are some good selections to be had here at moderate prices, dealers are taking advantage of them.

SYRUPS AND MOLASSES.

Trade is fairly good in syrups, particularly the corn description. Business is also fair in molasses.

SUGAR.

The sugar market has taken a rather unfavorable turn since last week, beet sugar being lower in Europe and raws dull in New York, although there seems no disposition on the part of holders to concede prices, as it is felt that the present weakness is only temporary, and will only last as long as the present supplies hold out. Awaiting developments in the United States the

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

demand for refined sugar on the local market has eased off. So far, however, no change has taken place in prices.

RICE AND TAPIOCA.

A good, steady demand is being experienced for rice. B rice is mostly in demand at 3½ to 3¾c. per lb. Good Japan rice is quoted at 5½ to 6c. per lb. In tapioca, trade is quiet at 4½c. per lb.

SPICES.

Cloves are about ½c. per lb. lower in London and New York, but other spices are holding fairly firm. Local wholesalers report trade fairly good in spices, with the demand chiefly for pepper and ginger.

TEAS.

Indian and Ceylon teas are the most satisfactory feature of the grocery trade at the moment. The scarcity and firmness of flavory teas are more pronounced than a week ago, and some cable orders that have been sent out during the week have proved abortive, the teas having already been sold. The wholesalers report that, while there have been few if any sales of large blocks of Indian and Ceylon tea during the week,

there has been a good steady demand. The inquiry for Ceylon green teas is fair. Very little business is being done in Japan teas, and in China green teas business is nil.

FOREIGN DRIED FRUITS.

CURRANTS—Local wholesalers report a little better demand for currants. Business is still, however, light. Ruling prices are as follows: Patras, 11 to 11½c. per lb.; Filiatras, 9¼ to 10c. per lb.; Vostizzas, 12½ to 13c. per lb. Cleaned currants are ½c. per lb. more.

VALENCIA RAISINS—Trade is quiet and without improvement. Ruling prices are 7 to 7½c. for good standard off-stalk, and 7½ to 8½c. for selected.

CALIFORNIAN RAISINS—These continue quiet. We quote: 2-crown, 8¼c.; 3-crown, 9c., and 4-crown, 9¼c. per lb.

PRUNES—A fairly good trade is being done, the demand having further improved. Californian prunes, 5½c. for 90's to 100's; 6c. for 80's to 90's; 6½c. for 70's to 80's; 7½c. for 50's to 60's; 8½c. for 40's to 50's. French prunes, 3½ to 4c. per lb.

DATES—A good steady trade has been done during the past week at 3¾ to 4c. for Sairs and 4 to 4½c. for Hallowees.

FIGS—An increased demand for tapnet figs has been experienced during the past week. Prices rule at from 3½ to 3¾c. per lb.

CALIFORNIAN EVAPORATED FRUITS—There has been no falling-off in the demand. If anything, it has increased. We quote: Apricots, 11½ to 12½c. per lb., in 25-lb. boxes; peaches, 8½ to 10c. per lb. in bags and 10 to 12c. in boxes, according to quality.

GREEN FRUITS.

The demand is improving. The demand for oranges, both navels and Valencias, is fair at easy prices. Lemons are steady, but the demand is light. There is still a fair movement in apples, but stocks are getting low. The season for Malaga grapes is about over. Tomatoes are \$1 lower, and are selling well at \$3.25 to \$4 per 6-basket carrier. Pineapples are in good demand. No. 1 stock is worth 25 to 35c.; No. 2, 15 to 20c.; No. 3, 11 to 12½c. Some strawberries are offering. The stock looks nice and firm, and is selling at 20c. per pint box. Sweet potatoes are steady at \$5 per barrel.

COUNTRY PRODUCE.

EGGS—The breaking up of the country roads has kept back considerable stock,

and, as a big demand is noted for Easter, prices are firm at 14c. per doz., an advance of 1 to 1½c. Prices will probably be much lower in the course of a few days.

BEANS—There is no change. A fair trade is doing at \$1.60 to \$1.65 for hand-picked and \$1.50 to \$1.60 for primes.

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

DRIED APPLES—The market is dull. A few evaporated are moving at 5¼ to 5¾c., but practically nothing is doing in dried, which are nominally worth 3½ to 3¾c.

MAPLE SYRUP—New stock is arriving. The market opened at 75 to 85c. for wine gal.; 95 to \$1 for Imperial 1 gal. tins; 85 to 90c. per gal. for Imperial 5-gal. tins.

POULTRY—The demand for poultry, especially turkeys for Easter, has been excellent. Geese are not sought for. We quote 12 to 12½c. per lb. for choice, fresh-killed turkeys; ducks at 50 to 75c. per pair, and fowl at 65 to 80c. for chickens and 35 to 50c. for hens.

VEGETABLES.

Green vegetables are in excellent demand. We quote as follows: Radishes, 30 to 40c. per doz. bunches; onions, 40c.; rhubarb, 75c. to \$1.25; asparagus, \$2.25; spinach, \$1.40 per short bushel box, and cabbage, \$3.25 per barrel.

BUTTER AND CHEESE.

BUTTER—The market for all butter, especially dairy makes, is weak, as stocks of all kinds are accumulating. No good dairy tubs are on the market. Rolls and prints are 1c. lower. There is no change in creamery yet. We quote: Dairy prints, 17c.; rolls, 16 to 17c.; second-grade tubs, 13 to 15c.; creamery prints, 21 to 22c.; boxes, 20 to 21c.

CHEESE—There is a fair demand. Prices are steady at 9¾ to 10c.

FISH AND OYSTERS.

There is still a fair movement of oysters, but the season will be over within a week or ten days. Fresh trout, whitefish, halibut and sea salmon are now offering. Perch, pike, herring and lobsters are done. We quote: Fresh fish—Codfish, 6 to 7c.; whitefish, 8c.; trout, 7c.; halibut, 15c.; sea salmon, 17c.; haddock, 5 to 6c.; British Columbian salmon, 12 to 15c. Frozen fish—Trout, 8c.; whitefish, 7 to 7½c. Smoked fish—Finnan haddies, 8c. per lb.; ciscoes, \$1.25 per 100. Salted fish—British Columbian salmon, No. 1, \$14 per bbl.; Labrador salmon, \$14 per bbl.; green cod, No. 1, \$4.75 to \$5 per 200 lb.; small, \$3.75 per 200 lb. Prepared fish—Dried cod, in 112-lb. bundles, \$4.75

per cwt.; flitched cod, \$5 to \$5 25; boneless cod, in bricks, 5 to 5½c. per lb.; steak cod, 6½c. per lb.; shredded cod (2 doz. in box), \$1.80 per box; boneless fish, loose, in 25-lb. boxes, 4 to 4½c., and 5-lb. boxes, 5c. per lb. Oysters—Southern mediums, \$1.10 per gal.; Baltimore standards, \$1.25 per gal.; Baltimore selects, \$1.50 to \$1.60 per gal.; New York mediums, 80c. per 100; New York selects, 60c. per 100.

GRAIN, FLOUR, BREAKFAST FOODS.

GRAIN—There is no change. Ontario wheat is steady at 64 to 65c. for both red and white. Manitoba No. 2 hard is steady at 91½c. Toronto. The deliveries on the local street market are small, owing to the bad roads. We quote as follows: Wheat, white and red, 68½ to 69c.; goose, 66c.; oats, 34 to 34½c.; peas, 66c.; rye, 52 to 52½c.; barley, 46c.

FLOUR—Prices are steady. We quote on track, Toronto (bags included): Manitoba patents, \$4.40; Manitoba strong bakers', \$4.15; Ontario patents, \$3.70 to \$3.85; straight roller, \$3.40 to \$3.60.

BREAKFAST FOODS—There is a moderate demand. We quote: Standard oatmeal and rolled oats, \$3.35 in bags, and \$3.45 in bbls.; rolled wheat, \$2.50 in 100-lb. bbls.; cornmeal, \$2.75; split peas, \$4; pot barley, \$3.90.

HIDES, SKINS AND WOOL.

HIDES—Cured hides are ¼c. lower. Green hides are easy at unchanged figures. We quote: Cowhides, No. 1, 6½c.; No. 2, 5½c.; No. 3, 4½c. Steer hides are worth 1c. more. Cured hides are quoted at 7 to 7½c.

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

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

MARKET NOTES.

Eggs are 1 to 1½c. higher.
Dairy prints and rolls are 1c. lower.

CANADIAN AGENT APPOINTED.

Mr. A. N. Reay, commission and manufacturers' agent, Montreal, has been appointed Canadian agent for Spencer & Co., New York. As they are one of New York's largest importing and exporting houses, the appointment of an agent here is a matter of importance.

WOULD NOT BE WITHOUT IT.

J. Symington & Co., grocers, Brandon, Man., write: "We cannot say too much in praise of your paper. In fact, we would not be without it for any reasonable amount of subscription."

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.

WOODEN PACKAGES

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

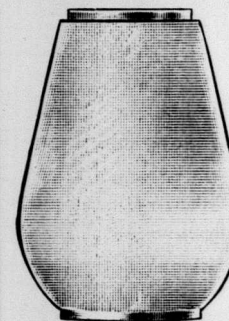
Sizes 1, 2, 3 and 5 Gallons.

Plain or finished wood.

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

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

ARE YOU USING OUR



Cold Blast
or Jubilee
Globes

Aetna or
Quaker Flint
Chimneys?

Give them a Trial.

THE SYDENHAM GLASS CO.,
of WALLACEBURG, Limited

THE "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.

Toronto Commission Houses.

MAPLE SYRUP

We are offering this week some fine flavored Maple Syrup and Sugar.

CALIFORNIA PRUNES

We handle Griffin & Skelley's Fancy "Santa Clara" Stock, undoubtedly the very best you can buy. Get our quotations before buying elsewhere. See our traveller or write us for prices of New Messina Lemons for your summer trade.

McWilliam & Everist,

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

Butter Cheese
Eggs Poultry

Consignments Solicited.
Highest Prices. Prompt Returns.

The Wm. Ryan Co.,

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

**SMOKED MEATS
PURE LARD**

Our "MAPLE LEAF" brand is unexcelled.

We are large dealers in EGGS and BUTTER. WRITE US.

D. GUNN, BROTHERS & CO.

Pork Packers and Commission Merchants
76-78-80 Front St. E. - - TORONTO.

"Easter Eggs"

Indications point to high prices.
Ship to us early as possible.

Rutherford, Marshall & Co.

Commission Merchants,
68 Front Street East, Toronto.
Telephones 2669 and 2641.

The **DAWSON** Commission Co., Limited

FRUIT, PRODUCE AND COMMISSION MERCHANTS.

Cor. Market and Colborne Streets. **TORONTO**

...EVERY...

COMMISSION MERCHANT

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

QUEBEC MARKETS.

Montreal, April 3, 1901.

GROCERIES.

THE most striking feature of this week's market, and a feature very important to Quebec Province, is the strengthening tone of the Barbadoes molasses market. The nominal quotation at the Islands now is 11c., an advance of two cents, which means 27 to 28c. laid down here. The Grocers' Guild meets this week again, and it may be that the combine quotation may be lowered, because lower prices are prevailing in the open district. This limits trading on spot. In fact, there seem to be few lines of the trade that are active just now. Sugars are rather easier this week, the London market having declined 2d. to 2½d., being now quoted at 9s. Still the demand keeps up for refined, and the outlook is for a steady market. Syrups are as brisk as ever. The discount sale of some canned goods, which must be called damaged because the labels are soiled, has affected the canned goods market somewhat, and more than one jobber is now selling vegetables 2½c. below cost. Others are trying to maintain prices. Dried fruits show little change, except that raisins are going down a few more notches. Hog products keep firm, and pork is marked 50c. higher this week. Lard is scarce and firm. Tapioca is also reported in light stock this week, but supplies are coming forward. Teas are as dull as ever.

SUGARS.

There continues to be an active demand for refined sugar here from all over the country. The movement within the past two or three weeks has been exceedingly large, and refiners state that they are very low in stock of some grades of yellow. The tone of the market is steady, and prices are unchanged at \$4.45 for granulated and at \$3.60 to \$4.25 for yellows, as to quality, at the factory. Regarding the raw beet sugar market abroad, London advices say the impression is growing on the continent that the much talked of duty will become an accomplished fact, and manufacturers have been willing sellers. London operators are disinclined to buy forward until the budget becomes known. Prices have declined, and business has been done at 2 to 2½d. lower, 9s. being the cable quotation.

MOLASSES.

The strengthening tone that was noted last week to have entered the market continues to manifest itself, the total rise at the Islands from the lowest point amounting to 2c. per gallon. The nominal quotation at the Islands now is 11c., but business even at that figure is not certain and further

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ADVERTISING in WESTERN CANADA

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advances are looked for. The cane crop in the Barbadoes this year is reported to be exceptionally good which means there will be little refuse in the making of sugar and consequently a small production of molasses. Some dealers in Montreal are working on this theory and are holding stocks in anticipation of an advance. But at its best the molasses market is a treacherous one to operate on, and even in the face of an advance there are few importers who are willing to plunge into heavy purchases. As yet the Guild prices are unchanged from 34 to 35c., but as the open territory is buying goods at least as low as 31c., a reduction may be looked for. What action the Guild may take depends, however, on the course of the Barbadoes market. At present quotation it would cost 27 or 28c. to lay down new goods in Montreal.

SYRUPS.

The demand for syrups continues brisk, heavy supplies having been distributed for the Easter trade. Cane syrup is worth 1½ to 2c., and corn syrup, 2¾ to 3c. Maple syrup is also on the market.

CANNED GOODS.

The canned goods market is not what it should be. That the retailers are willing to buy is proven by the fact that they have readily picked up the canned goods, including vegetables, salmon and fruits, whose labels were slightly damaged by water in the fire of a couple of weeks ago. These goods were sold at a discount, and apparently affected the market somewhat. Still, other dealers report a fairly good trade in all lines, although there is not much money being made. The market quotations are 2½c. under cost on most lines of vegetables. There may be certain standard brands that hold their prices, but their number is few, and holders are anything but satisfied with the course the market has taken. Tomatoes are worth 80 to 87½c. per doz.; corn, 70 to 80c. and peas, 70 to 95c. Salmon continues quite firm under a fair demand, Fraser River red sockeye being worth \$1.60 to \$1.75. The quotations on fruits are unchanged. Gallon apples are moving out well at \$1.80.

SPICES.

There is no important change to note in the spice market, which is only fairly active. The general tone remains firm. We quote: Nutmegs, 35 to 65c. per lb., as to size; Penang mace, 45 to 50c. per lb., as to quality; pimento, ground, 12½ to 15c.; cloves, 15 to 25c.; pepper, ground, black, 17 to 20c., according to grade; white, 25 to 27c.; ginger, whole Cochin, 15c.; Japan 10c.; Jamaica, 20c.; ground, Japan, 15c.; Cochin, 20c.; Jamaica, 25c.

RICE.

The demand for rice continues quite heavy at former prices. There has been an abnormal scarcity of tapioca on this market, only enough to supply immediate wants coming forward. More liberal supplies are expected in a few days. Meanwhile, supplies are offering to the trade at 3¾ to 4c., in bags. We quote: CC rice, \$2.90 to \$3; B rice, \$3 to \$3.15, according to quantity; Japan, imported, 4½ to 5½c.; Canadian Patnas, 3¾ to 4c., imported Patnas, 4¼ to 4½c., according to quality; best Carolina Leads, 9 to 9½c.

DRIED FRUITS.

CURRENTS—Like other dried fruits, currents are rather slow. Still, stocks are light, and, as reports are already coming in that would indicate another small crop this year, dealers are in no humor to sacrifice. Prices range from 8½ to 9c. for fine Filiatras, in half cases.

RAISINS—No one seems to want raisins of any description. Sultanas are quoted from 9 to 12c. Valencias are dull, selling at 6 to 7c. for fine off-stalk.

PRUNES—French prunes are dull and Californian prunes are not selling very freely. The feeling is not healthy. French prunes are worth about 3¼c., and Californian 5c. for 90-100's; 6½c. for 60-70's, and 7½c. for 40-50's.

DATES—Are selling fairly well at 4 to 4¼c. for Hallowee and 3½c. for Sairs.

EVAPORATED FRUITS—A moderate business is passing, the demand being mainly for evaporated apples. We quote: Pears, 11 to 11½c.; peaches, 9½c.; apricots, 11c.; apples, 5½ to 6½c.

NUTS.

(A moderate amount of business is being done. We quote: Shelled walnuts and Bordeaux, 20c.; pure Mayette, 21c.; unshelled walnuts, Marbots, 10c.; pure Mayette, 11½ to 12½c.; Sicily filberts, 10½c.; Valencia almonds, 32 to 35c.; Tarragona almonds, 12½ to 14½c.; peanuts, 6½ to 7½c.

TEAS.

There is virtually nothing doing in teas at the present moment. Brokers say they have not seen such a quiet season for years. Nothing seems to be wanted. The stock of Messrs. Goodhue & Co. is now being offered for sale, but we hear that offers on it are few. The wholesalers say a small trade is passing, but not what was expected.

GREEN FRUITS.

A good business has been done this week. Large receipts of Californian fruits have been auctioned off this week, but there has been no change in prices. Bananas have also changed hands in fair quantities. Apples are getting scarce and bringing higher

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From the Atlantic to the Pacific,
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Sauces, Pickles and Vinegars

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Trade-Winners 15 Gold and Silver Medals, and 30
Diplomas for purity and excellence. Write for prices to
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Victoria B. C. Commission Merchants.

PATTON & SONS

Wholesale Produce
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Operating B. C. Cold Storage and Ice
Works. Bonded and Free Storage.

Consignments Solicited.
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AGENCIES ACCEPTED.

New Brunswick Lobster Cannery.

GOLDEN CROWN LOBSTER, flats and tails.
GOLDEN KEY LOBSTER, flats only.
GOLDEN CROWN CANNED CLAMS, 1-lb. talls.
GOLDEN DIAMOND BLUE BERRIES, 2's size.

W. S. Loggie Company,
CHATHAM, N.B. Limited.

prices. New Bermuda potatoes and onions are now on the market. We quote: Californian navels, first grade, \$3 35; second grade, \$2 to \$2.50; Valencia oranges, 420's, \$4 75 to \$5; Jumbos, \$5.25 to \$6 00; 714's, \$5.50; Florida, bright and russet, \$4.50; bitter marmalade, \$3.25 per box; Messina lemons, 300's, \$2.00 to \$3.00; 360's, \$2.25 per box; bananas, 80 to \$1 75 per bunch. Apples, \$4 00 to \$5.00 per bbl.; cranberries, \$12.00 to \$13.00 per bbl., soft, \$2.00 to \$3 00; Spanish onions, \$2.25 per case and \$1.20 per small crate; chestnuts, 10c. per lb.; sweet potatoes, Vinelands, \$4 00 per bbl.; figs, 8 to 12c.; Malaga grapes, \$5.50 to \$8.50 per keg; Californian fancy pears, \$4 to \$5; pineapples, 15 to 35c.; Californian celery, \$5 per case; Californian cauliflower, \$2.50 per crate; Florida tomatoes, \$4 00 per crate; radishes, 35 to 40c. per dozen bunches; Boston lettuce, 75 to 90c. per dozen; Canadian lettuce, 20 to 40c. per dozen; new Bermuda potatoes, \$8.50 per bbl.; new Bermuda onions, \$3.50 per crate; asparagus, 75c. per bunch of 3 lb.

COUNTRY PRODUCE.

EGGS—The demand for small lots is good and the market keeps steady at 14 to 15c. per dozen. There seems to have been quite sufficient supplies for the Easter trade.

MAPLE PRODUCT—The demand for new syrup is fair at 80 to 90c. per tin. Sugar is worth 10c. per lb.

HONEY—There has been no change in honey. The demand is limited. We quote as follows: White clover honey in comb, 13½ to 14½c.; white extracted, 8½ to 10c.; buckwheat, in comb, 10 to 12c., and extracted, 7 to 8c.

POTATOES—The market for potatoes is quiet and unchanged at 38 to 40c. per bag.

ASHES—The market is quiet and easy. We quote: First sorts, \$4.35 to \$4.40, and seconds, \$4.10 per 100 lb.

FLOUR AND GRAIN.

FLOUR—The flour market is quiet and without any new feature to note. We quote: Manitoba spring wheat patents, \$4.25 to \$4.50; winter wheat patents, \$3.65 to \$4: straight roller, \$3.30 to \$3.40; in bags, \$1.60 to \$1.70, and Manitoba strong bakers', \$4.00 to \$4.20.

GRAIN—We quote: No. 1 spring wheat, 78c.; peas, 73c.; rye, 58 to 59c.; No. 2 barley, 49c.; oats, 35c.; buckwheat, 56 to 57c.; corn, 49 to 50c.; barley, 53c.

OATMEAL—The market in oatmeal is firm in sympathy with higher prices of oats. The demand for small lots is fair, at \$3.40 to \$3.45 per bbl., and at \$1.65 to \$1.70 per bag.

FEED—The trade in feed is very active and prices rule firm. Sales have been made

PARAFFINE WAX

In "One Pound Cakes" for

HOUSEHOLD USE

Washing Clothes, Ironing, Sealing Canned Fruit, etc.

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

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.

Dividends of From 12 to 20 Per Cent. Per Annum

Are Being Paid Regularly Each Month

On 4 of the 6 Successful Mines

For which we acted as sole financial agents during the year 1900. April being the 12th consecutive dividend on one stock, the 10th on another, etc., and the other two will soon enter the dividend list. We make a specialty of legitimate working mines, dividend properties and the treasury stock in promising mines.

First Issues at Low Prices

Which invariably pay the investor unusually large profits, and by our combination plan of dividend-payers and first issues have never made a loss for a customer. We have recently added to our list The Standard Smelting and Refining Co., and The Union Consolidated Oil Co., two meritorious investments, promising very large profits and early dividends.

Booklets of New Mines and Dividend-Payers, Special Combination Plan, Latest Reports from the Properties and Full Particulars Mailed free to any one interested, on application.

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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.

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HEAD OFFICE, TORONTO.

This is an Opportune Time

TO BUY YOUR

TEAS

Wholesalers—Just take a look over your stock of teas and make a memorandum of what you require—then write us for quotations and samples of **Japans, Indians, Ceylons, Chinas.** We have some **SPLENDID** values to offer you.

S. H. EWING & SONS, 96 King Street West, - MONTREAL.

this week at \$17.25 to \$17.50 in carlots. Shorts are firm at \$18 to \$18.50, and mouille at \$19 to \$25, as to quality.

HAY—The local demand for small lots is good and prices rule firm. We quote: No. 1, \$10.50 to \$11; No. 2, \$9.50 to \$10, and clover \$8 to \$8.25 per ton in carlots on track.

LIQUORS.

Trade in liquors has fallen off this week. There is no change to note in prices. We quote:

SCOTCH WHISKIES.

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

CANADIAN WHISKIES.

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

CHAMPAGNE.

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

	Per Case.
Comte de Castellane—	\$12.50
Cuvee Reservee (Quarts)	13.50
Carte d'Or (Pints)	15.00
Champagne Ve Amiot—	
Carte d'Or	16.00
" Blanche	13.00
" d'Argent	10.50
Pommery—	
Sec and Extra Sec.	\$28.00 Quarts. \$30.00 Pints.
Mumm's—	
Extra Sec.	28.00 30.00
Moet & Chandon—	
White Seal	28.00 30.00
Brut Imperial	31.00 33.00
Perrier-Joet—	
Fruit	28.00 30.00
Reserve Dry	28.00 30.00

GIN.

	Per Case.
Pollen Zoon—	
Red, cases of 15 bottles	\$9.75
Green, " 12 "	4.75
Violette, " 12 "	2.45
P. Hoppe "Night Cap" Brand—	
Red, cases of 15 bottles	10.50
Green, " 12 "	5.25
Yellow, " 15 "	10.75
Blue, " 12 "	5.40
Poney, " 12 "	2.50
Draught—	
Hogsheads	Per Gal. \$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

FISH.

The fish business, especially in frozen stock, is about over for the present season. Fresh caught fish are arriving in a small way. Haddock is somewhat lower. We quote: Haddock, 3 to 3½c.; salmon, 7c. for frozen and 16c. for fresh caught; dore, 5½ to 6c. Salt fish—British Columbian salmon No. 1, \$12 per bbl.; Labrador salmon, \$12 per bbl.; Loch Fyne herrings, \$1.05 per keg; Dutch herrings, 75 to 80c. per keg, No. 1 Nova Scotia herring, \$4.75 to \$5 per bbl.; No. 2 mackerel, \$10 per bbl.; ½'s, \$5.50 to \$6. Smoked fish—Finnan haddies, 7½c. per lb.; smoked herrings, 15c. per box. Prepared

fish—Skinless cod, in 100-lb. cases, \$4.50; dried cod, in 112-lb. bundles, \$4.75 to \$5.00 per cwt.; boneless cod, in bricks, 5 to 5½c. per lb.; boneless fish, loose, in 25-lb. boxes, 4c., and 5-lb. boxes, 5c. per lb. Bulk oysters, \$1.30 for Standard, and \$1.50 for selects.

CHEESE AND BUTTER.

CHEESE—The remaining stock of old cheese is moving out slowly on the basis of 9½ to 9¾c. for white and 9½ to 9½c. for colored.

BUTTER—The lower-priced purchases of creamery at country points have accentuated the easy feeling, and 21½c. is now an extreme price for oblong lots of creamery. Held creamery is slow at 19 to 20c. and do. dairy, 13½ to 16c., as to grade.

MANITOBA MARKETS.

WINNIPEG, April 1, 1901.

BUSINESS has been good as to volume all week, and shows very considerable expansion. The weather has been fine and is daily growing warmer and the general feeling is that seeding will commence in a few days. The spring, so far, has been very favorable. Implementmen are busy and all farmers are making active preparations for spring work. In the city there is little new in the line of business news; markets are fairly firm all around, and there are very few changes of price to record.

FLOUR—Volume of business is normal for the season and prices are unchanged in any grade.

CEREALS—It seems almost impossible to get any of the old style steel-cut granulated oatmeal. The demand, however, is not large for this line, the chief lines sold being crushed or flaked. Rolled oats continue firm at \$1.90 to \$1.95. Split peas are in fair demand at \$2.45. Beans are without change.

CANNED GOODS—Tomatoes and corn are offering very freely on this market, with indications of lower prices. Strawberries

are scarce and hard to obtain. Strawberries in thick syrup are more plentiful, but the price is prohibitive for a general trade.

DRIED AND EVAPORATED FRUITS.—Currants are weaker and there is practically a drop of 1c. per lb. on all grades, though actually lower quotations are not announced. In raisins there is a wide range of prices, owing to the varying quality of the fruit, but first-class fruit still holds its price firmly.

GREEN FRUITS.—The car of bananas sold well and another is expected shortly. The increasing warmth of the weather is expanding fruit trade and prices are firm, and in most instances satisfactory. Strawberries have dropped to 40c. a box wholesale, but the trade is small and scarcely worth mentioning. A first-class apple is almost unknown at the present. The best apples offering are from Minneapolis and are quoted at \$6 per bbl.

SALT.—The stocks of this staple are so light that it is just a question as to a shortage before navigation opens.

CURED MEATS.—The market for these meats is firm and the demand good. Lard has again advanced, and pure lard in 20 lb. pails is quoted at \$1.55 to \$1.60. This price is so high that it is thought it will largely increase the sale of compound at \$2, as the present price for pure lard is thought to be almost prohibitive.

BUTTER.—There is little new in the butter market, with the exception that prices are again somewhat lower. Choice, fresh butter is hard to obtain, but an abundance of an inferior grade can be bought at 12 to 13c.

CHEESE.—The remaining stocks of cheese are moving very slowly indeed, the price being 10c. per lb.

EGGS.—The supplies arriving have been so large that the market is unusually weak for the season; 12c. net Winnipeg is the highest figure paid by jobbers, and the stocks now on hand are growing larger than is desirable.

NOTES.

The Manitoba Legislature was prorogued on Friday.

J. H. Black, of Headingly, has sold his general store to Mr. Compton, of Winnipeg.

E. B. Nixon, of The Hudson's Bay Company, returned from the east and south this week. He reports the outlook of trade fair, but saw nothing startling.

W. G. Lock, of Lock Bros., fruit and produce dealers, has returned from an extended trip in the east, where he succeeded in disposing of a large quantity of butter, and also in establishing excellent trade connections for his firm.

Wherever you go
you see **Clark's Meats.**

Their always reliable quality makes a steady increasing demand. There will be more than ever sold this year.

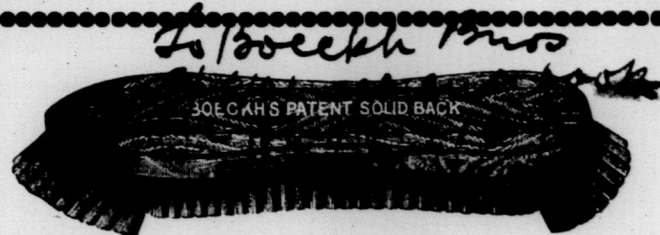
Get in Line and Order Some.

MOLASSES

Barbadoes and Porto Rico.

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

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



HOUSE CLEANING GOODS

should be kept well to the front during the next six or eight weeks, especially such lines as

**BOECKH'S
BRUSHES
AND BROOMS**

as most people are now getting ready for their Spring house cleaning, and of course will require such articles as Scrub Brushes, Brooms, Feather Dusters, etc.

**BOECKH BROS. & COMPANY,
80 York Street, TORONTO.**

Ogilvie's Hungarian

Ogilvie's Glenora....

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

Superior Quality
Always Good

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

MOHR & RYAN, general merchants and lumber dealers, Killaloe Station, Ont., have assigned to Alex. P. Mutchmor.

Mark A. Beach, grocer, Vancouver, B.C., has assigned to H. Youdall.

Alp. Letourneau, general merchant, Little Mechins, Que., has assigned.

Alex. Cameron, general merchant, North Lochaber, N.S., has assigned.

Payette & Brosseau, grocers, St. Johns, Que., have consented to assign.

Joseph Quinlan, grocer, Manotuck, Ont., has assigned to Alex. P. Mutchmor.

H. Cairns, general merchant, Sawyer-ville, Que., is offering 50c. on the dollar.

A meeting of the creditors of James A. Earl, grocer, etc., Phillippsville, Ont., has been held.

A meeting of the creditors of Paul Bissonette, general merchant, Casselman, Ont., has been held.

A statement of the affairs of Flavien Paquette, general merchant, Paquetville, Que., is being prepared.

Marr & Ostic, grocers, Walkerton, Ont., have assigned to C. B. Armstrong, London, Ont., and their creditors have met.

The estate of A. A. McClaskey & Son, manufacturers of confectionery, St. John, N.B., has declared a first and only dividend of 8 per cent.

PARTNERSHIPS FORMED AND DISSOLVED.

The M. P. D. Jobbing and Supply Co., commission merchants, Vancouver, have dissolved. Charles Dickenson continues.

Archibald & Nelson, grocers, etc., Truro, N.S., have dissolved.

Beaudoir & Frere, cigar manufacturers, Montreal, have dissolved, and a new partnership has been registered.

Peter McKay, and David Johnston have registered partnership as general merchants under the style of McKay & Co., Thorburn, N.S.

SALES MADE AND PENDING.

Miss Kate McHale, grocer, Arnprior, Ont., has sold out.

Arthur Lavigne, grocer and liquor dealer, Montreal, has sold out.

H. W. Murphy, general merchant, Auburn Station, N.S., has sold out.

J. C. Price, general merchant, Ridgetown, Ont., is advertising his business for sale.

The stock of the estate of Ruth Perry, general merchant, Gad's Hill, Ont., is to be sold.

CHANGES.

Thomas Wilson, grocer, Arkona, Ont., is out of business.

John Aitkin, fruit grower, Arkona, Ont., is removing from here.

Mary Mills, general merchant, Orwell, Ont., has sold out to Joseph Slade.

C. M. Post, fruiterer, confectioner, etc., Fergus, Ont., is retiring from business.

J. A. McIntyre, grocer, Columbia, B.C., has been succeeded by McIntyre & Trotter.

Eliza Betts, general merchant, Mount Brydges, Ont., has been succeeded by Chas. McGregor.

John Price, general merchant, etc., Port Stanley, Ont., has sold his general store business to W. A. Day.

Jane George, grocer, Hamilton, has sold out to Colin McLeod.

Joseph Slade, grocer, St. Thomas, Ont., has removed to Orwell, Ont.

Scott & Son, grocers, etc., Bolton, Ont., are giving up business there.

E. H. White, grocer, Thamesville, Ont., has sold out to D. E. Kennedy.

Fred R. Winder, baker, etc., Birtle, Man., has sold out to Owen Burdett.

Charlton & Wilson, grocers, Trail, B.C., have been succeeded by W. F. Merrick.

David Taylor, grocer, Fairville, N.B., has been succeeded by Barnett & Knodwell.

T. N. Wheeler, general merchant, Shedden, Ont., is about to remove to London.

J. H. McMillan & Co., grocers, Nanaimo, B.C., have sold their stock to Hugh A. McMillan.

J. & R. Young, general merchants, Tracadie, N.B., have been succeeded by Charles Robinson.

The stock of J. H. McMillan & Co., grocer, Nanaimo, B.C., has been sold to Hugh A. McMillan.

The business of George R. Garrett, general merchant, Murray Harbor South, P.E.I., is to be sold out.

Isaac Hirtle, grocer, Lunenburg, N.S., has registered consent for his wife, Tamon Hirtle, to do business in her own name.

FIRES.

E. McLearn, grocer, etc., Mount Uniacke, N.S., has been burned out.

John Brander, grocer, Shinimicas Bridge, N.S., has been burned out.

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

The stock of A. D. McLean, grocer, Sydney, N.S., has been slightly damaged by fire.

The saw and grist mills of John B. Adam, general merchant, etc., Kilburn, N. B., have been burned; insured for \$3 000.

DEATHS.

Moses Lapointe, fish dealer, Ottawa, is dead.

SALMON PACKING ON THE COAST.

Regarding salmon Coast mail advices state: "Great preparations are being made for the coming pack at all points on the Coast where fish are taken. It appears to be the consensus of opinion that the Coast pack will not vary much from that of last year, but the percentage will be differently arranged. It is probable that the run in the rivers and inlets of Alaska will be less, while the run in the British Columbia rivers and those on the Sound will be much larger. Oregon will contribute about the same amount as last year. The Californian pack of late years has been too insignificant to be counted as a factor either one way or the other. The price demanded for fish by those who take them from the water will be all the tariff will bear, and probably a little more at the start, until matters can be properly adjusted. Cold-storage men will embarrass the canners a little more than usual, as they can afford to pay better prices, while the demand for cold-storage fish is steadily increasing from year to year. The season will open on the Columbia River on April 15, which is full early, as the run of fish in the Columbia is usually light at that date."

AN EARTHLY PARADISE.

Mr. J. M. Lobb, who was for many years with the firm of W. G. A. Lambe & Co., Toronto, and who recently entered the employ of Rodewald & Heath, Colombo, Ceylon, writes to The "Salada" Tea Co. from Colombo under date of March 3, as follows: "This country does indeed strike one as an 'earthly paradise,' but it is a trifle warm."

PERSONAL MENTION.

Mr. P. C. Larkin, of the "Salada" Tea Co., has left on a trip to Boston to visit the branch of the company there, where Mr. James A. McGuane is manager. Great progress has been made in this and other branches in the United States during the past few years. It is certainly very creditable that a Canadian concern should do a successful tea business in Detroit, Buffalo, Boston, Pittsburg, Rochester and Cleveland.

EPPS'S

GRATEFUL.
COMFORTING.

IN ¼-LB. LABELLED TINS. 14-LB. BOXES.

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

THE MOST
NUTRITIOUS.

COCOA

War Tin Tea.

Packed by ↗

THE BRITISH &
BENNINGTON'S
TEA TRADING
ASSOCIATION,
Limited

London,
England.

The most attractive package
on the market.

Design registered for the
Dominion.

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

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

Canadian Agents:

C. E. COLSON & SON,

↗ Montreal.




The Export Number

OF THE CANADIAN GROCER


is now in preparation,---to be issued in May.

Exporters of Canadian produce and manufactures should take note.

Our mailing list for this edition includes the names of nearly all the Produce Merchants and Importers in the Old Country.



**Here is what one of
our advertisers
says of his advt. in
last year's number:**



—, Ont.,
Mar. 23, 1901.

MacLean Pub. Co., Limited:

Gentlemen,—The advertisement we had in the Special Export Edition of THE CANADIAN GROCER brought us correspondence from all over Europe.

We consider THE CANADIAN GROCER a first-class Trade Advertising medium.

*Yours truly,
W. R. M—*

The MacLean Publishing Co., Limited

TORONTO and MONTREAL.

CURRENT MARKET QUOTATIONS

April 3, 1901.

This list is corrected every Thursday, and the quotations herein given are for the cities of Montreal, Toronto, St. John, N. B., and Halifax. The prices are solicited for publication, and are of such quantities and qualities as are usually ordered by retail dealers on the usual terms of credit. For Winnipeg market report and prices, see page 28.

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

BUTTER, CHEESE AND EGGS

Dairy, choice, large rolls, per lb.	\$0 14	\$0 15				
" " pound blocks	15	0 16				
" " tubs, best	15	16				
" " tubs, second grade	14	15				
Creamery, boxes	21 1/2	22				
" " prints and squares	22	23				
Cheese, per lb.	9 1/2	10				
Eggs, new laid, per doz.	13	14				

Montreal. Toronto.

St. John, Halifax.

CANNED GOODS

Apples, 3's	90	0 90	0 85	0 90	1 00	1 10
" " gallons	2 00	2 10	2 00	2 25	2 15	2 25
Asparagus	2 20	2 25	2 00	2 40		
Beets	1 00	1 00	95	1 10		
Blackberries, 2's		1 30	1 40	1 70	1 50	1 80
Blueberries, 2's	80	85	75	85	95	1 00
Beans, 2's	80	90	80	85	90	95
Corn, 2's	75	90	70	80	85	90
Cherries, red, pitted, 2's	2 15	2 20	2 10	2 25	2 30	2 40
" " white	2 00	2 15	2 00	2 25		
Peas, 2's	80	90	70	80	80	85
" " sifted	1 10	1 10	1 25	1 30	1 10	1 15
" " extra sifted	1 20	1 20	1 25	1 30	1 20	1 25
Pears, Bartlett, 2's	1 40	1 60	1 40	1 50	1 75	1 80
" " 3's	1 90	2 00	2 00	2 40	2 25	2 50
Pineapple, 2's	1 75	2 40	2 25	2 50	2 15	2 25
" " 3's	2 40	2 60	2 50	2 60	2 50	2 60
Peaches, 2's	1 50	1 90	1 75	1 90		1 85
" " 3's	2 25	2 90	2 50	2 75	2 70	2 85
Plums, green gages, 2's	1 25	1 35	1 10	1 25	1 30	1 60
" " Lombard	1 00	1 25	1 00	1 10	1 30	1 50
" " Damson, blue	1 00	1 25	1 00	1 10	1 10	1 30
Pumpkins, 3's		85	80	85	1 00	1 25
" " gallon			2 10	2 25	2 10	2 25
Raspberries, 2's	1 45	1 60	1 60	1 80	1 70	1 75
Strawberries, 2's	1 70	1 85	1 80	1 90	1 75	1 80
Siccotash, 2's	1 00	1 25		1 15	1 10	1 15
Tomatoes, 3's	80	90	75	85	95	1 05
" " Northern	2 75	3 20	3 25	3 50	3 25	3 25
" " 3's	3 00	3 75	3 50	4 00	3 50	3 50
" " 1-lb. flats	1 75	1 85	1 75	1 85	1 75	1 75
" " 1/2-lb. flats	1 00	1 10	1 15	1 25	1 35	1 45
Mackerel	1 50	1 85	1 75	1 85	1 80	1 75
" " sockeye, Fraser			1 60	1 65	1 50	1 60
" " Northern						
" " Horseshoe						
" " Cohoos	1 10	1 25	1 25	1 30	1 25	1 50
Sardines, Albert, 1/2's	12	12 1/2	12 1/2	13	14	15
" " 2's	20	21	20	21	20	21
" " Sportsman, 1/2's	11 1/2	12		12 1/2		12
" " key opener, 1/2's	19	20		21	20	21
" " key opener, 1/2's	9	11	10 1/2	11	16	18
" " P. & C., 1/2's	20	22 1/2	23	25	23	25
" " Domestic, 1/2's	27 1/2	30	33	36	33	36
" " Domestic, 1/2's	4	4 1/4	4	4 1/2	4	4 1/4
" " Mustard, 1/2 size, cases	7	8	9	11		
" " 50 tins, per 100	7 50	11 00	8 50	9 00	8 00	9 00
Haddies		1 00	1 10	1 15	1 00	1 10
Kipperd Herrings	1 00	1 85	1 00	1 75	1 00	1 10
Herring in Tomato Sauce	1 00	1 55	1 00	1 70		2 00

CANDIED PEELS

Lemon, per lb.	10 1/2	11	11	12	12	13
Orange, "	11	11 1/2	12	13	12	13
Lemon, "	14 1/2	15	15	17	15	17

GREEN FRUITS

Oranges, Jamaica, per bbl.	5 00	5 50				
" " Mexican, per box		4 00				
" " Valencia, ord. 42's	4 00	4 25		5 00	4 50	5 25
" " large, 42's	6 25	6 50	5 75	6 00		6 00
" " Cal. Navels	2 50	3 75	3 00	3 50	3 00	3 50
Lemons, Messina, per box	2 00	2 75	2 00	2 75	2 00	2 50
" " Verdill, 360's, per box	1 50	2 00			1 50	2 00
Bananas, per bunch	2 00	3 50	1 50	2 00	2 00	4 00
Apples, per bbl.	2 50	3 50	2 00	5 10	6 00	7 50
" " Malaga grapes, per keg	5 50	7 00	6 00	6 50		
" " sweet potatoes, per bbl.	1 00	4 50		5 00		
" " Cranberries, Cape Cod, per bbl.	12 00	13 00				
" " " " per box				3 75		
" " Coconuts, per 100			3 50	3 75		

SUGAR

Granulated St. Lawrence and Red.	4 45		4 63	4 50	4 60
" " Acadia	4 40		4 58	4 25	4 45
" " Paris lump, bbls. and 100-lb. bxs	4 95		5 13	5 55	5 80
" " in 50-lb. boxes	5 05		5 23		
" " Extra Ground冰糖, bbls.	4 95		5 50		
" " Powdered, bbls.	4 70		5 25	5 55	5 80
" " Brown	4 25		4 48		
" " Cream	4 25		4 43		
" " Extra bright coffee	4 15		4 33	4	4 1/4
" " Bright coffee	4 05		4 23	3 75	4 00
" " Bright yellow	3 95		4 13	3 50	4 00
" " No. 3 yellow	3 80		3 98	3 80	3 92 1/2
" " No. 2 yellow	3 75		3 93		
" " No. 1 yellow	3 60		3 78		

HARDWARE, PAINTS AND OILS

Wire nails, base	2 85		2 85		3 20
Cut nails, base	2 35		2 35		2 85
Barbed wire, per 100-lb.	3 05		3 05	3 50	3 75
Oiled and Annealed Wire, No. 9	2 80		2 80		
White lead, Pure	6 25		6 50		6 80
Linseed oil, 1 to 4 bbls., raw	67		69		71
" " boiled	70		72		74
Purpentine, single bbls.	60		62		63

SYRUPS AND MOLASSES

Syrups--					
Dark	1 75				
Medium	2 10	30	32		
Bright	2 50	35	37	34	36
Corn Syrup, barrel, per lb.	2 1/2		2 1/2	36	38
" " 1/2 bbls.	2 1/2		2 1/2		
" " kegs	3		3		
" " 3 gal. pails, each	1 30		1 30		
" " 2 gal.	1 00		1 00		
Honey				40	
25-lb. pails	90		1 00		
38-lb. pails	1 20		1 40		
Molasses--					
New Orleans	22	30	23	27	29
Barbadoes	34	35		26	28
Porto Rico			38	42	34
Antigua	31	32		35	36
St. Croix					

CANNED MEATS

Comp. corn beef, 1-lb. cans	1 45	1 55	1 60	1 65	1 80	1 70
" " 2-lb. cans	2 65	3 30	2 85	3 00	2 80	2 90
" " 6-lb. cans	8 25	11 00		8 25	8 75	9 25
" " 14-lb. cans	20 00	24 00		19 50	20 00	21 00
Minced callops, 2-lb. can.		2 75		2 60	2 50	2 80
Lunch tongue, 1-lb. can.	3 00	3 90		3 00	3 00	3 25
" " 2-lb. can.	6 00	7 90		7 00	5 80	6 00
English brawn, 2-lb. can.	2 25	2 75		2 45	2 75	2 80
Camp sausage, 1-lb. can.				2 50	2 50	
" " 2-lb. can.				4 00	4 00	
Soups, assorted, 1-lb. can.	1 15	1 50		1 50	1 40	
" " 2-lb. can.	2 40	2 45		2 20	2 25	
Soups and Bouill, 2-lb. can.	1 75	2 50		1 80	1 75	
" " 6-lb. can.	3 50	5 85		4 50	4 25	4 50
Sliced smoked beef, 1/2's	1 65	1 70		1 65	1 70	2 00
" " 1's	2 75	3 10		2 80	2 95	3 25

FRUITS

Foreign--					
Currants, Provincials, bbl.	8			12	12 1/2
" " 1/2-bbls.	8				
" " Fillitras, bbls.	8 1/2				
" " 1/2-bbls.	8 1/2				
" " cases.	8 1/2	9	9 1/2	10	
" " 1/2-cases.	8 1/2	9 1/2	9 1/2	10	12 1/2
" " Patras, bbls.					
" " 1/2-bbls.					
" " cases.	10	11	11 1/2		
" " 1/2-cases.	10	11	11 1/2		
Vostizas, cases	14	15	12 1/2	13	
Dates, Holloweeds	4	4 1/2	4 1/2	5	3 1/2
" " Sairs				4 1/2	4
Figs, 10-lb. boxes	70	90	9 1/2	12	10
" " Mats, per lb.	3 1/2	3 1/2		3 1/2	3 1/2
" " 7 cr., 28-lb. boxes				16	
" " 1-lb. glove boxes				12	
Prunes, California, 30's		8		13	10
" " 40's		7 1/2		10 1/2	8 1/2
" " 50's		7 1/2		8 1/2	7 1/2
" " 60's		7		7 1/2	7
" " 70's		6 1/2		6 1/2	6 1/2
" " 80's		6		6	6 1/2
" " 90's		5 1/2		5 1/2	5 1/2
" " 100's		5		4 1/2	6
" " A's				9	
" " B's				7 1/2	
" " U's				6 1/2	6 1/2
" " French, 50's					
" " 110's	3 1/4	3 1/2	3 1/2	4	
Raisins, Fine off stalk	6	7	6 1/2	7 1/2	8
" " Selected	6 1/2	7 1/2	7 1/2	8	8 1/2
"					

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**

	Montreal.	Toronto.	St. John, Halifax.
COFFEE			
Green—			
Mocha	24	23	28
Old Government Java	27	22	30
Rio	10	8 1/4	9 1/2
Santos		9 1/2	
Plantation Ceylon	29	26	30
Porto Rico		22	25
Guatemala		22	25
Jamaica	18	15	20
Maracaibo	13	13	18
			13
			15
NUTS			
Brazil		15	16
Valencia shelled almonds	33	35	40
Tarragona almonds	13 1/2	14 1/2	15
Formegetta almonds			14 1/2
Jordan shelled almonds	40	40	43
Peanuts (roasted)	7 1/2	8	9
" (green)	6 1/2	7	9
Cocoanuts, per sack	3 00		3 75
per doz			60
Grenoble walnuts	11 1/2	13	12 1/2
Marbot walnuts	10		11 1/2
Bordeaux walnuts	8	9	9
Sicily filberts	10 1/2	13	12 1/2
Naples filberts			10
Pecans	12	15	13
Shelled Walnuts	20	21	25
			30
SODA			
81-carb, standard, 112-lb. keg	1 65	1 80	2 00
Sal soda, per bbl.	70	75	80
Sal Soda, per keg	95	1 00	1 00
Granulated Sal Soda, per lb.			1
SPICES			
Pepper, black, ground, in kegs			
pails, boxes	16	18	18
" in 5-lb. cans	14	17	19
" whole	15	17	19
Pepper, white, ground, in kegs			
pails, boxes	26	27	26
" 5-lb. cans	25	26	26
" whole	23	25	25
Ginger, Jamaica	19	25	22
Cloves, whole	12	30	14
Pure mixed spice	25	30	25
Cassia	13	18	20
Cream tartar, French		25	24
" " best		28	25
Allspice	10	15	13
			16
WOODENWARE			
Pails, No. 1, 2-hoop	1 90		1 60
" " 3-hoop	2 05		1 75
" " half, and covers	1 75		1 70
" " quarter, jam and covers	1 45		1 20
" " candy, and covers	2 70	1 75	2 70
Tubs No. 0			8 50
" " 1			9 00
" " 2			8 00
" " 3			6 25
" " 4			7 00
" " 5			6 85
" " 6			7 00

	Montreal.	Toronto.	St. John, Halifax.
PETROLEUM			
Canadian water white	14 1/2	15 1/2	17 1/2
Sarnia water white	16	17	16 1/2
Sarnia prime white			15 1/2
American water white			17 1/2
Pratt's Astral (barrels extra)	18 1/2	19	17 1/2
			19 1/2
			20
Black— TEAS			
Congou—Half-chests Kalsow			
Moning, Paking	13	60	12
Caddies Paking, Kalsow	17	40	18
Indian—Darjeelings	35	55	35
Assam Pekoes	20	40	20
Pekoe Souchong	18	25	18
Ceylon—Broken Pekoes	35	42	35
Pekoes	20	30	20
Pekoe Souchong	17 1/2	40	17
China Greens—			
Gunpowder—Cases, extra firsts	42	50	42
Half-chests, ordinary firsts	22	28	22
Young Hyson—Cases, sifted extra firsts	42	50	42
Cases, small leaf, firsts	35	40	35
Half-chests, ordinary firsts	22	28	22
Half-chests, seconds	17	19	17
" thirds	15	17	15
" common	13	14	13
Pingsueys—			
Young Hyson, 1/4-chests, firsts	28	32	28
" " seconds	16	19	16
" Half-boxes, firsts	28	32	28
" " seconds	16	19	16
Japans—			
1/4-chests, finest May pickings	38	40	38
Choice	32	36	33
Finest	28	30	30
Fine	25	27	27
Good medium	22	24	25
Medium	19	20	21
Good common	16	18	18
Common	13	15	15
Nagasaki, 1/4-chests, Pekoe	16	22	
" " Oolong	14	15	
" " Gunpowder	16	19	
" " Siftings	7 1/2	11	
RICE, MACARONI, SAGO, TAPIOCA			
Rice—Standard B	3 00	3 10	
Patna, per lb	4 25	4 50	4 1/2
Japan	4 40	4 90	5 1/2
Imperial Seeta	4 60	4 90	4 1/2
Extra Burmah			4 1/2
Java extra		5 1/2	6
Macaroni, dom'ic, per lb., bulk	5	6	5 1/2
" imp'd, 1-lb. pkg., French	8	12	9
" " Italian	8	10	11
Sago	3 1/2	4	4 1/2
Tapioca	3 1/2	4	4 1/2

DON'T OVERLOOK THE FACT

that, although you can possibly persuade your customers into purchasing other than JAPAN TEA, it is your disadvantage to do so if you are desirous of winning their confidence and endeavouring to satisfy them that your tea department is a good one. Many teas are claimed to be "just as good" as

JAPAN TEA

But, if "popularity is the best proof of merit," statistics show that there is more JAPAN TEA sold than any other kind. The best judges in Canada testify to its absolute purity, wholesomeness, cleanliness and healthfulness. Grocers who are anxious to keep their tea departments in a good paying condition should not overlook the fact that only healthy, clean tea like JAPAN should be sold their customers.

**JAPAN CENTRAL TEA TRADERS'
ASSOCIATION.**

Trafalgar Chambers, Sun Life Building
Annex.
Tel. Main 4142. MONTREAL, CANADA.

NEW BRUNSWICK MARKETS.

OFFICE OF THE CANADIAN GROCER.

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

BUSINESS is but fair, though some improvement is noticed. Spring has opened up quickly. While we had snow right through the winter, which was something unusual, when it began to go it went very quickly. The river is expected to open early. Nearly all the packets are on their regular routes. A large carrying trade is done by them, particularly to Nova Scotia. In markets, spices in general are firm. Molasses, which is a matter of great interest here at this season, is somewhat dull, owing to lower tendency, which has been the rule, but just at present the outlook is better. In spices, cloves did not hold the advance. Ginger continues to move up. Pepper is unchanged at rather lower figures. Cream of tartar is rather easier.

OIL—In burning oil, no change in price is noted. While the movement is not so large, there is a good steady business. In lubricating oil, the sale for April and May has been large. Shipments are beginning to be made, and will be general with the opening of navigation. Prices are unchanged. Paint oil shows quite an active movement, and values are easy. In wax, the price is lower. Candles are not changed.

SALT—Both the Liverpool and Manchester boats continue to bring some salt. Quantities are not large. The stock here is quite large and there is but limited sale. The regular boats will soon stop running, but there are likely to be other chances for importing. An outside boat is now on in Liverpool taking freight. There has been rather an improved demand of late for rock or mineral salt, one reason being the building of quite a number of vessels in Nova Scotia. Canadian salt moves freely. We quote as follows: Liverpool coarse, 50 to 55c.; English factory-filled, 95c. to \$1; Canadian fine, \$1 per bag; cheese and butter salt, bulk, \$2.40 per bbl.; 5-lb. bags, \$2.85 to \$2.90 per bbl.; 10-lb. bags, \$2.70 to \$2.75 per bbl.; 20-lb. wood boxes, 22c. each; 10-lb. wood boxes, 14c. each; cartons, \$2 per case of 2 doz.; English bottled salt, \$1.25 to \$1.30 per doz.; mineral rock salt, 60c. per 100 lb.

CANNED GOODS—In vegetables there is rather improved demand, but in general the season is rather disappointing. Prices are unchanged. All canned fish is firmly held, particularly haddies and herring. In salmon the sale is not fairly started. The sale in the country for coho fish is now larger than for sockeye, though the latter sell more freely in the city. Meats hold the advance of some weeks ago. Season is yet early. Oysters are low, but the feeling

favors higher figures. In fruits the market is firm. Strawberries and blueberries are a light supply.

GREEN FRUITS—With the warmer weather there is increased business. While Valencia oranges are rather firmer, they are not above usual figures. The sale is large. Californian oranges keep low. There is an improved sale. The first direct car of the season was received during the week. Lemons are lower, and quite large shipments have been received. The demand is good. The quality is very nice. Bananas are offered lower. The regular season may be said to have opened. The first full car for the season was received during the week. Sales will now be large. In apples, the season is getting late, but for best stock full prices rule. A few cranberries are still sold, but prices are high. Imported strawberries and rhubarb are as yet very light sellers.

DRIED FRUITS—This is still a quiet line. It is something dealers find it rather difficult to explain why raisins have sold so lightly. There has been a fair sale for seeded, but these are now dull. In currants stocks have been light. A fair sale at full figures is reported. These two lines go together, and prices were so high early that consumers seem to have used something else. In prunes there is an improved sale. Prices are low. For apricots and peaches there is a light sale. Even at the low figures dates are but fair sellers. In evaporated apples there is quite a range in price. The market is still rather unsettled. Dried apples are lower. In nuts there is a slight business. Peanuts keep low. Onions are high, but Egyptian are soon expected, when prices will be lower.

DAIRY PRODUCE—Eggs have ruled quite low, and the demand has hardly been up to the mark for the season, but this week it is expected to be better, and, unless receipts are much larger, prices will be much higher. Butter is in rather better demand. The market is quite firm, though there are quite free offerings. Cheese shows little sale at even figures.

SUGAR—Prices are still low. The sale is largely in granulated, of which there is quite a range in quality, both in domestic and foreign goods. In yellows, there is a fair sale. There is also a wide range in offerings.

MOLASSES—This is a line of much interest here. Sales of new have been rather high. While these goods were offered well below prices at which old had been selling, the market was weak. In Barbadoes, the price fell off quickly, and it was early known the second arrival would sell well below the earlier goods. In Porto Rico, this was also somewhat the case. The market is easy here, the first cargo not selling quickly. A

second cargo consigned here was not unloaded, but went to Halifax. A third cargo is about due. Some very fine old goods are still offered.

FISH—Owing to high prices, sales have not been active. Dry cod is higher and firm. Pollock is rather higher, but shows little life. Fresh fish is quite scarce. Large quantities of haddock have been imported, both here and at Digby, for finnan haddies. Smoked herring is still high, and there is a light sale. Pickled herrings, while in quite a variety, are too high in price for business. Gaspereaux are lower, but still quite high. Another week is likely to see them much lower. We quote as follows: Large and medium dry cod \$4.00 to \$4.25; small, \$2.50 to \$2.75; haddies, 6 to 6½c.; smoked herring, 12 to 13c.; fresh haddock and cod, 2½c.; boneless fish, 4 to 5c.; pollock, \$1.60 to \$1.75 per 100 lb.; pickled herring, \$2.25 to \$2.35 per half bbl.; Canso herring, \$5.00 bbls., \$2.75 halves; Shelburne, bbls., \$4.50, halves, \$2.25; Gaspereaux \$2.50 per 100.

PROVISIONS—The market is high. Local prices have not followed the American extreme advance. Sales are not large. Beef shows little change, and is low compared with pork. Lard is high. There is a fair sale.

FLOUR, FEED AND MEAL—Sales are rather slow. Flours are rather easier. The Manitoba moves freely at the lower figures. Feed keeps scarce and is high. Oats are rather firmer. There is quite a movement now for seed oats. Fancy stock is not largely sold. In oatmeal business is dull, but there is no change in price. Cornmeal is quite firm at rather higher figures. There is an active sale. Beans are easier. There is little movement. While seeds are high, there is a wide range in price and quality. Split peas are higher. Blue are scarce. Hay is high, and there is a large export sale. We quote as follows: Manitoba flour, \$4.80 to \$4.85; best Ontario, \$3.80 to \$3.90; medium, \$3.65 to \$3.80; oatmeal, \$3.70 to \$3.75; cornmeal, \$2.30 to \$2.35; middlings, \$2.20 to \$2.25; oats, 39 to 40c.; hand-picked beans, \$1.80 to \$1.85; prime, \$1.65 to \$1.70; yellow eye beans, \$2.40 to \$2.60; split peas, \$4.10 to \$4.15; round peas, \$3.25 to \$3.40; pot barley, \$3.85 to \$4; hay, \$12 to \$14.00; yellow buckwheat meal, \$1.30 to \$1.40 per 100 lb. Canadian timothy seed, \$2.80 to \$3.00; American do., \$2.45 to \$2.60; red clover seed, 10 to 12½c.; alsike seed, 12 to 14½c., Manitoba clover, 12½ to 15c.

ST. JOHN NOTES.

A. L. Goodwin received the first direct car for the season of Californian oranges;

(Continued on page 40.)

REGISTERED
Bow Park
BRAND
HAMS

AND

REGISTERED
Bow Park
BRAND
BACON

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

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

The Brantford Packing Co.
LIMITED
BRANTFORD, ONT.

Easter Meats.

Easter marks the opening of the season for Hams, Bacon and Lard. It will be here in a few days. Let us have your order early in order to insure prompt shipment. The best are always the cheapest, and Fearman's Hams and Bacons are the best.

F. W. FEARMAN CO.
Limited

Pork Packers and Lard Refiners,
HAMILTON, ONT.

PICKLES

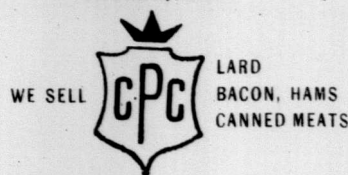
In this line you want the best both in appearance and quality.

REGISTERED
Bow Park
BRANDS

Pickles have the finest appearance, and, as we use nothing but the best spices and vinegars in their preparation, and also bottle them in Imported English Malt Vinegar, we can guarantee their quality, and we know they will give satisfaction to your customers. Drop us a line and we will give you quotations.

Shuttleworth & Harris,
BRANTFORD, CANADA.

THE CANADIAN PACKING CO.
LONDON, ONT.



GUARANTEED CHOICE AND PURE.

GOLD MEDAL, PARIS 1900.

Please order goods through your wholesale house.

also the first car of bananas for the season during the past week.

John Sealy is packing clams in flat tins. Jones & Scofield are offering Dominion syrup in 5-lb. tins.

Bowman & Angevine have received a stock of Paterson's Camp Coffee.

Hall & Fairweather have a large stock of carefully-selected seeds which they offer low.

C. & E. Macmichael received during the past week some fancy Californian prunes in 25-lb. boxes.

While new molasses has a large sale, some very fine old Porto Rico is still offered. Baird & Peters have some carefully-selected stock which they offer low.

TRADE CHAT.

J. S. BODDY, who for about 15 years has conducted a grocery and dry goods store at Bradford, Ont., has sold out to The Bemrose Co., general merchants, Lefroy, Ont. James Bemrose, proprietor of the Lefroy company, is a native of Bradford, and is well known there.

Alice Cornell is starting as grocer in Hamilton, Ont.

The Yarmouth Creamery Co., Yarmouth, N.S., has been sold.

A. O. Vanluven has bought out the grocery business of J. Sanderson, Napanee, Ont.

Letteney & Co., Limited, departmental merchants, Digby, N.S., have been incorporated.

The stores of William Sims, grocer, and A. McInnes, confectioner, Warton, Ont., have been destroyed by fire. Neither store was insured.

OTTAWA RETAIL GROCERS' ASSOCIATION.

The next regular meeting of the association will be held in their hall, Albert street, on Monday next. A great many important matters are to come up and a large attendance is requested.

All grocers in the Capital are specially invited to be present at this meeting.

MR. ROBERT BARRON CANED.

Just as Mr. Robert Barron, the well-known retail grocer of Toronto, was, on Tuesday evening, preparing to go out the door of his residence was suddenly thrown open and a dozen men hurriedly entered. Mr. Barron was naturally astonished, but, as he quickly recognized that they were friends and not enemies, whatever fear he may first have had quickly vanished.

"What does this mean?" gasped Mr. Barron in astonishment.

"Oh," explained one of the party, "we

happened to be out at Hog's Hollow, and, hearing you and Mrs. Barron were leaving on Monday for Great Britain, we thought we would drop in and say good bye."

Just then Mr. Robert Mills stepped forward and read an address couched in appropriate terms, and then Mr. J. G. Gibson, in his usual happy manner, presented Mr. Barron with a handsome gold-headed cane.

Surprised as he was by the sudden intrusion of his friends, Mr. Barron was still more surprised by the expression of their good-will, but he appropriately and feelingly

replied, and then retained his visitors till long past the midnight hour.

The gentlemen who thus remembered Mr. Barron were Messrs. James Ince, Philip Jamieson, J. G. Gibson, Henry Wright, Robert Mills, J. F. MacLaren, H. M. Mulholland, Geo. McWilliam, F. Everist, Thomas Dunnett, G. C. Husband, James Coutts and W. Simpson.

Mr. Hutchison, of the St. Lawrence Starch Co., Port Credit, Ont., was in Montreal this week, calling upon the trade. In a chat with THE GROCER he reported business very satisfactory.

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.

SITUATION WANTED.

YOUNG MAN, OF GOOD ADDRESS, desires to learn grocery business, with view of purchasing. Apply box 195, Orillia. (14)

PARTNER WANTED.

WANTED, A PARTNER, SILENT OR ACTIVE, with \$8,000 to \$12,000, for the Egg business, by a young man who has formula for keeping eggs, which is all right. References given and required. Ontario or Northwest preferred. Address, "S. B.," care CANADIAN GROCER, Toronto. (15)

SEED POTATOES.

Merchants wanting Choice Seed Potatoes at low prices, can secure fine stock of leading varieties from

E. E. ADAMS,
LEAMINGTON, ONT.

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 & CO.

OWEN SOUND.

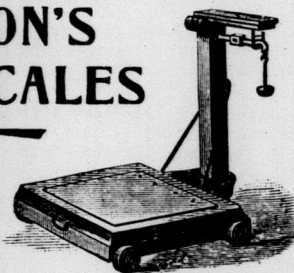
Pork Packers and Grain Dealers.

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

100 STYLES

WILSON'S HIGH-CLASS SCALES

FOR
HIGH-CLASS
MERCHANTS.



Catalogue
Free.

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

LAPORTE, MARTIN & CIE.

St. Peter St.,

Montreal,

Will be closed on Good Friday

ALL ORDERS WILL RECEIVE PROMPT
ATTENTION ON SATURDAY.



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

QUALITY ALWAYS THE SAME.

BRUNNER, MOND & CO'S

BICARBONATE OF SODA
CON'TRATED SAL SODA
AND
SODA CRYSTALS

WINN & HOLLAND
MONTREAL
SOLE AGENTS FOR CANADA

PRESERVATION OF TROPICAL FRUITS.

THE system of fruit preservation which is now being introduced into the West Indies and Central America has, according to the Bulletin of the Bureau of American Republics, for some years been successfully tried in the countries of Australasia. The new system is one of evaporation, its qualifications, which render it superior to other processes, being the quickness with which it is accomplished, and the absolute cleanliness insured. Five or six hours is all that is required to change fresh fruit into an article which will keep for months and years and still preserve the original flavor—in some cases actually improve it. Australian indorsement carries with it the seal of Government approval, as the food-stuffs of the country are subjected to the most careful analysis before they are considered as staples.

The process of evaporation has been applied with great success in Central American countries to bananas, a dozen marketable commodities having been evolved out of the surplus and smaller fruits. As the machinery is not elaborate, and the original cost of the fruit almost nothing, it is possible to market the products at a small cost. Other tropical products, among them the cassava and okra, have been experimented upon, it being found in almost every case that the evaporated article retains its full nutritive quality.

It is reported that large quantities of evaporated food are being furnished the British army from Santa Tomas, Guatemala, and that the Government of Jamaica is taking a keen interest in the question, as a favorable outcome seems probable. The perfecting of the process will, it is thought, practically revolutionize the tropical fruit trade.

BACTERIA IN BUTTER AND MILK.

WHY is butter salted? Mrs. G. C. Frankland, in Longman's Magazine, gives a scientific answer: "We must first realize," she says, "that the bacterial population of a moderate-sized pat of butter may be reckoned by millions; that a tiny lump only large enough to go into a thimble has been known to be tenanted by nearly 48,000,000; that, in fact, in consuming a slice of bread and butter you may unconsciously be assimilating individual lives exceeding in number those of the whole of Europe!"

"Thus the urgency for keeping these hordes in check, and hence the efforts which are made first to set up effectual barriers to their ingress by taking proper precautions in the production of milk, and, secondly, in the conduct of the processes involved in

the manufacture and distribution of the finished article. Included in these processes is the addition of salt in such quantities as to justify the butter being known as salt butter, this addition being made with the object of extending the keeping powers of the butter, or, in other words, to suppress to a large extent the activities of the butter-bacteria. That salt does act in this manner is shown by the fact that in butter thus treated a very large reduction in the number of micro-organisms present is effected. There can be little doubt, therefore, that the common butter microbes do not by any means regard salt as their elixir of life!"

The writer also refers to the investigations of a Russian savant, M. Zakherbekoff, who carried out an elaborate inquiry into the bacterial quality of the milk supplied to St. Petersburg. The figures he obtained are appalling. Milk described and supplied as the purest procurable was found to contain a minimum of over 10,000,000 and a maximum of no less than 83,000,000 of bacteria in from 20 to 25 drops, whilst in other samples a minimum of 2,400,000 and a maximum of 114,500,000 were found.

How unnecessary such bacterial pollution of milk is may be gathered from the fact that milk under normal healthy conditions contains no bacteria whatever as it issues from the cow; that if due precautions of cleanliness, etc., are observed milk may be obtained absolutely sterile, or, in other words, entirely devoid of bacterial life. Such milk has frequently been procured from cows in cases where it has been required in its natural state, free from bacteria, for experimental purposes.

HE WAS SATISFIED.

A merchant who had his doubts about the results he was getting from his advertisement in the local papers, determined to test the efficacy of his mediums. He had two stores in nearby towns. In each he put a table of special bargains at greatly reduced prices. The goods on the table in each store had the prices plainly marked on them. The merchant inserted an advertisement in his customary medium, and in it he advertised the bargain counter in one store and said nothing about the like counter in the other. The results surprised him. The bargain counter he advertised emptied itself faster than he could fill it, and the clerks in that store kept busy. People drove straight through the town wherein were the bargains he had not advertised and came for miles to patronize the other store, when they might, had they known it, have bought the same goods for the same price almost at their doors. That merchant is now thoroughly converted to belief in the efficacy of the newspaper ad.

YIELD OF COFFEE IN MEXICO.

THE exports of coffee from Mexico to the United States in 1898 aggregated 30,620,071 pounds, valued at \$3,010,893. In 1899 the number of pounds exported was 31,657,552, worth \$3,026,624. The exports in 1900 were 30,010,567 pounds, with a Customs house valuation of \$2,859,690.

"Modern Mexico" states that the altitude at which coffee can be raised in Mexico depends upon the latitude of the location. The farther north the lower the line becomes at which trees will be safe against occasional frosts. The number of trees planted to the acre varies from 350 to 700, the latter figure being probably the limit on land that is not fertile, and where trees will not grow large. Five hundred trees is about the average per acre. Estimates of production made from the yields of individual trees are not safe guides upon which to figure the production of a plantation.

"Expert writers, in reports recently issued by the Mexican Government, after investigating many plantations in bearing," says the journal named above, "give it as their opinion that the average yield of coffee trees in a Mexican plantation should be figured at one-half a pound. On some of the highest grade plantations this average runs nearer to a pound, but on others it decreases to as low as two ounces to a tree, and they decide upon a half pound as a fair average for coffee trees upon good land, well cultivated. The smaller the production of coffee by a tree the better, as a rule, will be the grade."

A general estimate of the cost of raising, picking and preparing coffee for market, the same authority states, is about \$7 (about \$3.50 in United States currency) per 100 pounds, presumably in Mexican currency. Assuming that there are 500 producing-coffee trees on an acre of ground, and that they average one-half pound per tree the product will be 250 pounds, and at 9.53 cents per pound, the average price of the coffee imported from Mexico by the United States in the calendar year 1900, the gross returns from one acre would therefore equal \$23.83. The net returns in United States currency would be \$15.08 per acre. — Bulletin of the Bureau of American Republics.

TIN CANS ARE DEARER IN THE UNITED STATES.

As a result of the tin-can combination in the United States, the price of 2-lb. cans has been advanced to \$1.80 per 100, and on 3-lb. tins to \$2.40 per 100.

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



H.R.H. THE PRINCE OF WALES.

FOR "CLEANLINESS" USE ONLY

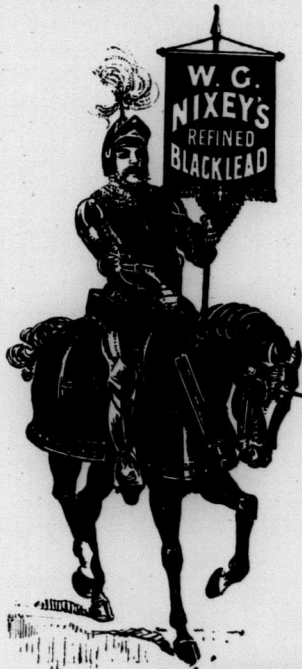
NIXEY'S

REFINED

BLACK LEAD

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

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



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

NIXEY'S

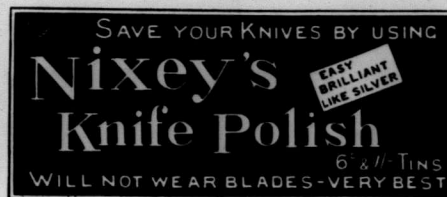
BLUE

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



In 2, 5 and 10-cent Blocks

Sells freely.



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.

THE CANADA BISCUIT CO., LIMITED.

ONE of the largest of the many new companies that have been formed during the past year is The Canada Biscuit Co., Limited, Toronto. This firm, which was organized with \$150,000 capital stock, has erected on Bathurst street, from King street to Stewart street, a four-storey factory, 200 x 50 ft., with a three storey wing, 40 x 100 ft., fronting on Stewart street.

It is fitted throughout with machinery made by Joseph Baker & Sons, London, Eng., the largest manufacturers of bakers' and confectioners' machinery in the world. Power is furnished by one of Polson's 150-horse-power engines. No expense has been spared in fitting up the works, which, as a result, are now furnished from top to bottom with the best equipment that could be secured in Europe and America.

The offices and sample rooms of the firm are at the front of the ground floor, facing King street. In the rear of these is the shipping department. The rest of the ground floor of the main building and the whole of the first floor are devoted to the manufacture of biscuits. Here two large ovens—one the old reel pattern, the other the new English travelling oven, which is 50 ft. long—are the most interesting machinery. The second and third floors of the main factory are devoted to confectionery. The manufacture of jams and jellies will take up the whole of the large wing.

Great care has been manifested in the fitting up of the factory to insure the most rigid cleanliness as well as the health and comfort of all employees. About 150 hands will be employed in the works. All the leading lines of biscuits, including the ever staple soda as well as confectionery, jams and jellies are being made. In addition to the staple lines, several new ones are being introduced. These latter have already had a wide sale. Eight travellers are now on the road, and it is intended to increase this number to at least twelve, and Canada from the Atlantic to the Pacific will be thoroughly covered.

The trade will be pleased to learn that this new company, notwithstanding the large output which it much place on the market, will not cut prices, thereby demoralizing the retail trade as well as the wholesale. They intend to make "quality" their watchword, and sell their goods on their merits.

The directors of the company are: Hon. John Dryden, president; Edgar S. Reade, 1st vice-president; John C. McKeggie, 2nd

vice-president; Henry C. Fortier, managing director; Thomas Kennedy, secretary-treasurer.

INQUIRIES REGARDING CANADIAN TRADE.

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

1. An Aberdeen firm of merchants are desirous of being placed in communication with shippers of Canadian cereals and produce.
2. An English firm of stylographic and fountain penmakers make inquiry respecting the opening for such goods in Canada and the appointment of agents.
3. A Northampton firm of boot and shoe manufacturers, who do a small trade with Canada, are desirous of extending it, and wish to get into touch with boot and shoe makers in the Dominion.
4. Inquiry is made concerning the prospect of successfully introducing to the Canadian market a new coffee extract, by a firm who propose to appoint agents on commission.

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

5. A firm in Turin, Italy, wish to secure several first-class Canadian agencies in such lines as manufactures of wood, dried apples, tallow, lard, oil, mica, etc.
6. The proprietors of a patent bicycle brake wish to make arrangements for sale of same in Eastern Canada.
7. A London firm in touch with consumers of manganese ores invite correspondence from Canadian shippers.

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

ALUM BAKING POWDER BILLS.

THE New York Commercial, March 20, says that most of the Bills introduced in Legislatures this winter to attempt to prohibit the manufacture and sale of baking powder containing alum have met with poor success.

These Bills were introduced in the Legislatures of New Hampshire, Massachusetts, New York, New Jersey, Tennessee, West Virginia, Michigan, Illinois, Kansas, Arkansas, Texas, Utah, Idaho and Washington. All are now dead, or practically so, except the Massachusetts and New York measures.

In Massachusetts the committee, it is said, has decided upon a substitute measure, which provides that the cans shall be marked with the names of the substances from which the powder is made. In New York the Bill revising the pure foods laws so as to place their enforcement in the hands of the Agricultural instead of the Health Department was drafted without reference to baking powder. The Governor said he considered it a good Bill. In Senate committee, however, a section was tacked on aiming at alum baking powder. The Senate sent it back, but the committee again indorsed the amendment.

Attorney Boardman, of Tracy, Boardman & Platt, appeared before the committee to talk against alum baking powder. He said he had been engaged to do so by Mr. Kelley, who said he represented the "National Health Association." In other States lobbyists have said they were employed by this same association. The alum baking powder people claim the "National Health Association" is merely being used by the baking powder combine.

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.

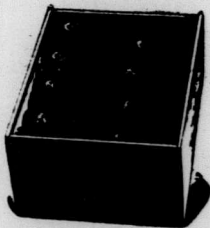
5-Case Lots and over \$3.20 Per Dozen.
Less Quantity, 3.30 "

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 1/2 lb. boxes. Write for illustrated catalogue.

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

YOUNG & SMYLIE

Established 1845. BROOKLYN, N.Y.

WESTERN ASSURANCE COMPANY

Incorporated 1851.

Fire and Marine

Capital, subscribed \$2,000,000.00
Capital - - - 1,000,000.00
Assets, over - - 2,340,000.00
Annual Income - 2,290,000.00

Head Office: TORONTO, ONT.

Hon. Geo. A. Cox, President. J. J. Kenny, Vice-President
C. C. Foster, Secretary.

Silver Dust Soap Powder

(Made in Canada)

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

SILVER DUST MFG. CO.,
HAMILTON.



It's Not Only The Men

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

John Dwight & Co., Toronto and Montreal.
Victoria, B.C. Halifax, N.S. St. John, N.B. Quebec.
P.Q. St. John's, Nfld.

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

HIRES ROOTBEER is a tonic as well as a beverage.

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

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

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



PRICE TO DEALERS.

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

SEND YOUR ORDER TO....

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



**BISCUITS!
BISCUITS!**

**Carr & Co.'s
CELEBRATED
CAFÉ NOIR**

(THE ORIGINAL)

Delicate flavor. Just what the ladies want for 5 o'clock tea.

FRANK MAGOR & CO.

CANADIAN AGENTS

16 St. John St., MONTREAL

**JAMS- WHOLE FRUIT.
NOT MESSSES.**

Southwell's

Pure Fruit
Jams, Jellies and
Marmalades

Are chosen by connoisseurs.
They cannot be equalled.



FRANK MAGOR & CO.

AGENTS FOR CANADA

16 St. John St., MONTREAL.

Current Market Quotations for Proprietary Articles

April 4 1901.

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

BAKING POWDER.

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

IMPERIAL BAKING POWDER.

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

MAGIC BAKING POWDER.

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

JERSEY CREAM BAKING POWDER.

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

BLACKING.

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

BLUE.

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

BLACK LEAD.

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

CORN BROOMS

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

BISCUITS.

PERK, FRENCH & CO.	
Metropolitan mixed.....	40 lb. tins 10c.
Florence Wafers.....	8 lb. tins 36c.
Venice Wafers.....	8 lb. tins 36c.
Florence Wafers.....	Small tins \$3.70 per doz.
CARR & CO., LIMITED.	
Frank Magor & Co., Agents.	
Cafe Noir.....	0 15
Ensign.....	0 12 1/2
Metropolitan mixed.....	0 09
Special price list of Fancy Tins for Xmas trade and other lines on application.	

CANNED GOODS.

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

FRENCH SARDINES.

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

CHOCOLATES & COCOAS.

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

CADBURY'S.

Frank Magor & Co., Agents.	per doz
Cocoa essence, 3 oz. packages.....	\$1 65
Mexican chocolate, 1/2 and 1/4 lb. pkgs.	0 40
Rook Chocolate, loose.....	0 40
" 1-lb. tins.....	0 42
Nibs, 11-lb. tins.....	0 35 1/2

TODD HUNTER, MITCHELL & CO.'S.

Chocolate—	per lb.
French, 1/4's—6 and 12 lbs.....	0 30
Caraccas, 1/4's—6 and 12 lbs.....	0 35
Premium, 1/4's—6 and 12 lbs.....	0 30
Sante, 1/4's—6 and 12 lbs.....	0 26
Diamond, 1/4's—6 and 12 lbs.....	0 22
Sticks, gross boxes, each.....	1 00

Cocoa—	
Homeopathic, 1/4's, 8 and 14 lbs.....	0 30
Pearl, " " " " ".....	0 25
London Pearl 12 and 18 " ".....	0 22
Rook " " " " ".....	0 30
Rulk, in boxes.....	0 18
Royal Cocoa Essence pkgs., per doz.....	1 40

Chocolate—	FRY'S.	per lb.
Caraccas, 1/4's, 6-lb. boxes.....		0 42
Vanilla, 1/4's.....		0 42
" Gold Medal" Sweet, 1/4's, 6 lb. bxs.		0 29
Pure, unsweetened, 1/4's, 6 lb. bxs.		0 42
Fry's "Diamond," 1/4's, 14 lb. bxs.		0 24
Fry's "Monogram," 1/4's, 14 lb. bxs.		0 24

Cocoa—	
Concentrated, 1/4's, 1 doz. in box.....	2 40
" 1/2's.....	4 50
" 1 lb. ".....	8 25
Homeopathic, 1/4's, 14 lb. boxes.....	
1/2 lbs. 12 lb. boxes.....	

JOHN P. MOTT & Co.'s.	
E. S. McIndoe Agent, Toronto	
Mott's Broma.....	per lb. 0 20
Mott's Prepared Cocoa.....	0 28
Mott's Homeopathic Cocoa (1/4's).....	0 32
Mott's Breakfast Cocoa (in tins).....	0 40
Mott's No. 1 Chocolate.....	0 30
Mott's Breakfast Chocolate.....	0 28
Mott's Caraccas Chocolate.....	0 40
Mott's Diamond Chocolate.....	0 28
Mott's French-Can. Chocolate.....	0 18
Mott's Navy or Cooking Chocolate.....	0 28
Mott's Cocoa Nibs.....	0 35
Mott's Cocoa Shells.....	0 65
Vanilla Sticks, per gross.....	0 90
Mott's Confectionery Chocolate.....	0 21
Mott's Sweet Chocolate Liquors.....	0 19

GOWAN COCOA AND CHOCOLATE CO.	
Hygienic Cocoa, 1/2 lb. tins, per doz.....	\$3 25
Cocoa Essence, 1/2 lb. tins, per doz.....	2 25
Soluble Cocoa, No. 1 bulk, per lb.....	0 20
Diamond Chocolate, 12 lb. boxes.....	0 25
Royal Navy Chocolate, 12 lb. boxes.....	0 30
Mexican Vanilla Chocolate, 12 lb. bxs.....	0 35

CHEESE.

Imperial—Large size jars, per doz.....	\$8 25
Medium size jars.....	4 50
Small size jars.....	2 40
Individual size jars.....	1 00
Imperial Holder—Large size.....	18 00
Medium size.....	15 00
Small size.....	12 00
Paragon—Large size, per doz.....	4 25
" Medium size.....	3 50
" Small size.....	2 40
Individual size.....	1 00

BAYLE'S PORTED.	
Robert Greig & Co., Agents, Toronto.	
1/2-lb. 1-lb. 5-lb.	
Jar. Jar. Jar.	
After Dinner.....	\$2 40 \$4 25 \$18 60
Devilled.....	2 65 4 75

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Starch .. and Syrup

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

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GIVE UNBOUNDED SATISFACTION.

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

COFFEE.

JAMES TURNER & CO.	
Mocca	0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12 1/2
TODHUNTER MITCHELL & CO.	
Excelsior Blend	0 32
Jersey	0 29
Rajah	0 20
Old Government Java	0 28
Maracibo	0 18
West India	0 18
Rio, choice	0 12

CLOTHES PINS

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

EXTRACTS.

HENRI JONAS & Co.	
1 oz. London Extracts	\$6 00
1 oz. " " (no corkscrews)	5 50
2 oz. " "	9 00
1 oz. Spruce essence	6 00
2 oz. " "	9 00
2 oz. Anchor extracts	12 00
4 oz. " "	21 00
4 oz. " "	35 00
1 lb. " "	70 00
1 oz. Flat	9 00
2 oz. Flat, Ancho extracts	18 00
2 oz. Square	21 00
4 oz. " " (corked)	36 00
8 oz. " "	72 00

Per doz.

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

FOOD.

Robinson's Patent Barley 1/2 lb. tins ..	1 25
" " 1 lb. tins ..	2 25
" " Groats, 1/2 lb. tins ..	1 25
" " 1 lb. tins ..	2 25
GILLET'S POWDERED LYE.	
4 doz. in case	\$3 60
JAMS AND JELLIES	
SOUTHWELL'S GOODS.	
per doz.	
Frank Magor & Co., Agents.	
Orange Marmalade	1 50
Clear Jelly Marmalade	1 80
Strawberry W. F. Jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black Currant	1 85
Other Jams, W. F.	1 55
Red Currant Jelly	1 90
T. UPTON & CO.	
Jams—	
1-lb. glass jars 2 doz., in case, per doz	\$1 00
5-lb. tin pails, 8 pails in crate, per lb	0 07
7-lb. wood pails, 6 " " "	0 07
14-lb. wood pails, per lb	0 07
30-lb. " "	0 06 3/4
Jellies—	
1-lb. glass jars, per doz	\$1 00
7-lb. wood pails, per lb	0 06 3/4
14-lb. " "	0 06 3/4
30-lb. " "	0 06 1/2

KNIFE POLISH.

Nixey's "Cervus" 6d. and 1s. tins	
For price list and sliding scale apply W. G. Nixey 12 Soho Sq. London, Eng.	

LICORICE.

YOUNG & SMYLLIE'S LIST.	
5-lb. boxes, wood or paper, per lb.	\$0 40
Fancy boxes (36 or 50 sticks) per box ..	1 25
" Ringed" 5 lb. boxes, per lb.	0 4

"Acme" Pellets, 5 lb. cans, per can ..	2 00
"Acme" Pellets, fancy boxes (40) per box	1 50
Tar, Licorice and Tolu Wafers, 5 lb. cans, per can	2 00
Licorice Lozenges, 5 lb. glass jars	1 75
5 lb. cans	1 50
" Purity" Licorice, 200 sticks	1 45
" " 100 sticks	0 75
Dulce, large cent sticks, 100 in box ..	

MUSTARD.

COLMAN'S OR KREN'S.	
D. S. F., 1/2 lb. tins, per doz	\$1 40
" " 1 lb. tins, "	2 50
" " 1 lb. tins, "	5 00
Durham, 4 lb. jars, per jar	0 75
1 lb. " "	0 25
F. D., 1/2 lb. tins, per doz	0 85
" " 1 lb. tins	1 15

BAYLE'S PREPARED MUSTARDS.

Robert Greig & Co., Toronto, Agents.	
1/2-lb. jars 1-lb. jars	
Horseradish	\$1 75
English Sandwich	2 50

JONAS' FRENCH MUSTARDS

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

MATCHES.

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

MINCE MEAT.

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

ORANGE MARMALADE.

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


PICKLES.

STEPHENS.	
'A. P. Tippet & Co., Agents.'	
Patent stoppers (pints), per doz.	2 30
Corked " "	1 90
BAYLE'S.	
Robert Greig & Co., Toronto, Agents.	
1/2 Pints. Pints	
Pandora, per doz.	\$2 15
Sliced Sweet	1 75
Hot Stuff	1 75
Tobasco Sauce, 2-oz. bottle, per doz.	\$4 25
Tobasco Pods in vinegar, 1/2 pt.	3 25

QUICKMAID RENNET TABLETS

Single dozens	\$0 85
1/4 gross, with or without wooden bxs. 2 40	
Retails 10c. per package. 10 Tablets make 10 Quarts for 10 cents. Recipe book with each package.	

SODA.—COW BRAND



DWIGHT'S SODA

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

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Stops the air from passing through the paper and the load is protected from moisture.

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Every grocer should keep it. You can recommend it to your customers
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THE EXPRESS ROLLER MILLS

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Make...
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Wethey's Condensed Mince Meat.

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