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FRIDAY

CIRCULATES IN  
EVERY PROVINCE

THE  
**CANADIAN GROCER**  
AND  
**GENERAL STOREKEEPER**

**SELL  
ONLY  
THE  
BEST!**

These substantiate our claim  
that . . . . .

**Colman's  
Mustard**

In Competition with the World  
we have received the

**Highest Awards  
Made . . .**

**IS THE BEST IN THE WORLD**

**Peek, Frean & Co.'s**

**CELEBRATED** **VENICE WAFERS**  
**FLORENCE WAFERS**  
**CHERRY WAFERS**



Just the sort of confections particular people are seeking for At-Homes, Receptions, Afternoon Teas, etc. They are the models of daintiness, and very tasty. Delicious with Ices, Creams, Coffee, etc.

**VENICE WAFERS** (Finger Shape), **FLORENCE WAFERS** (Oblong) are sandwiched with Lemon, Raspberry, and Coffee Cream.

**CHERRY WAFERS** are Finger Shape, pink color, and sandwiched with Cherry Cream. Just the thing for a "Pink Tea."

**Chas. Gyde, Canadian Agent, Montreal.**

THE LIGHT  
- OF -  
EIGHT OIL LAMPS  
- FOR THE -  
COST OF TWO.

100 CANDLE POWER  
FOR

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

Satisfaction guaranteed or money  
refunded.



THE AUER GASOLINE LAMP

CHEAPER  
BRIGHTER } THAN { ANY  
OTHER LIGHT

Write for Catalogue

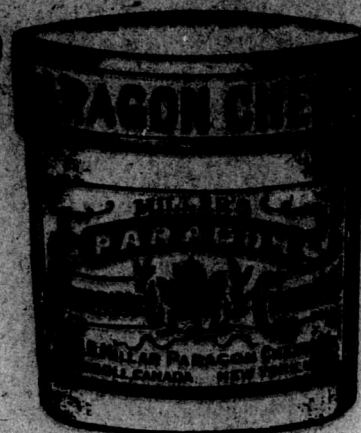
AUER LIGHT CO.

1682 Notre Dame, - - - MONTREAL  
E. SIMPSON & CO., MOOSE JAW, Agents for the Territories

The Favorite  
Cheese for  
Canadians

is . . .

MILLAR'S  
PARAGON  
CHEESE



and the grocers who recommend and sell it are  
taking advantage of a splendid opportunity to win  
the confidence of their customers. Its purity is  
absolute—its flavor unequalled.

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, B.C.

COLEMAN'S

Established 1868.

SALT

"Educate your customers in regard to quality."

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

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

RICE'S

Address :

R. & J. RANSFORD  
Clinton, Ont.

SALT



# Make Work Easy For Tired Women!

Many a tired little woman who is trying to economize would thank you over and over again for suggesting that quick, brilliant, fadeless Home Dye, that washes and dyes at one operation, Maypole Soap. She would be grateful to you for the mess and trouble she saves—the old-fashioned powder dyes try a woman's temper to the breaking point.

## Suggest that they use **Maypole Soap** The New Home Dye

—made in England.  
It comes in all colors and dyes to any shade. It retails for 10c. (15c. for black), and shows you a snug little profit. You will earn a woman's gratitude and good-will if you sell it, because you will lessen the drudgery of her home work. Other grocers are winning new trade with Maypole—you can do the same. Remember, Spring is the time when a woman wants to use it most—**Maypole!**

---

ARTHUR P. TIPPET & CO., Agts.,

8 Place Royale,  
Montreal.

23 Scott Street,  
Toronto.

*Mr.  
Extract  
Buyer,*

Do not wait until you are entirely sold out of **Jonas' Flavoring Extracts** before ordering a new consignment. Always have what your lady customer wants before she asks for it—don't run the risk of having her go elsewhere. The demand for these pure, rich, strong, unadulterated extracts is as brisk as ever. Since they were first placed on the market, and that was over **Thirty Years Ago**, they have enjoyed the confidence of all who use them. And why? Because they are much more economical and satisfactory to use for cooking than any other less-renowned articles. There is no coloring or adulteration about these extracts. They are distilled and redistilled until they contain the greatest amount of goodness condensed into the smallest amount of space. Once more we impress upon you the importance of always being well supplied with

**Jonas'  
Flavoring Extracts.**

Then you will run no chance of losing any of your old customers, and at the same time you will gain many new friends. Our assortment of flavors is complete, including

**Lemon, Vanilla, Orange, Rose, Almond, Ginger,  
Strawberry, Raspberry, Pineapple, Cloves, Pear,  
Apple, Banana.**

*Oh Yes,* Mr. Grocer! Before closing our announcement for this week, let us remind you this is a very seasonable time to push the sale of

**Jonas' Military Dressing.**

It will prove a most profitable "side line" for all grocers. There is always a good demand for it. Tell your customers it is perfectly waterproof, and makes boots, shoes, rubbers and harness look like new. It is never done, never damned, never dull.

---

**Henri Jonas & Co., - Montreal**

## Expenses

vs.  
Profits.

Don't be discouraged—  
"it is always darkest before the dawn." Now try a line of  
good Cigars to retail for 5 and 10 cents—it is surprising how  
the profits you make will help to bear the burden of the ex-  
pense account in running the store. Good Cigars as

### A Side Line

are easy to handle and  
you can secure the good-will of the man of the house if you  
buy the line of Cigars that **HE WANTS**, Cigars he can de-  
pend upon for unvarying quality. I believe that my 10c.  
"Pharaoh" and my 5c. "Pebble" exactly fill the bill. Write  
me to-day for that trial order."

**Payne's Cigars.**

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

LEADS WITH THE BEST GROCERS.

## LYTLE'S SPICED GHERKINS.

These goods lead all other goods, because  
they satisfy the most particular customers.

*Produced by Canadian growers.*

*Prepared by skilled Canadian  
workmen.*

*Preserved in Canadian-made  
vinegars.*

—Ask your wholesaler for quotations.

### T. A. LYTLE & CO.

124-128 Richmond St. West,  
TORONTO.

# MOLINA ROLLED WHEAT

## Our Advantage

We are fortunate in being  
able to get the Wheat from  
which **Molina** is made right  
at our door—as fine a sample  
as the famous California white  
wheat grows right around us.  
This is one reason we can give  
you a choice Breakfast Cereal  
made from wheat. Besides, we  
have a most up-to-date system  
of cleaning and kiln drying.

Sold

by

the

pound.

## Your Advantage

You buy **Molina Rolled Wheat**  
in bulk—you sell it by the  
pound—that's where you come  
in. It yields a good profit, be-  
cause there is no expensive  
package to pay for. You know  
it pays to sell bulk goods, par-  
ticularly when you can give the  
guarantee to your customers  
that for quality they have no  
superior, and for **Molina** you  
can do so.

**The Tillson Co., Limited, Tilsonburg, Ont.**

Balfour & Co.  
Hamilton

T. B. Greening  
& Co.  
Hamilton

# CEYLON and INDIAN TEA

Green or Black.

Green Uncolored Natural Leaf Grown in  
British Colonies.

Displacing Japans and other  
Foreign Teas.

Jas. Turner & Co.  
Hamilton

Perkins, Ince & Co.  
Toronto



**GILLETT'S  
PURE POWDERED  
LYE**

**BEST,  
PUREST,  
STRONGEST.**

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

**MR. GROCER!**

**Look Here :**

We have prepared an exquisite line of Military Wrappers for our famous and well known

**IVORY GLOSS STARCH.**

These goods should be given a prominent position in your store so that your customer's attention will be arrested by the attractiveness of these wrappers. It will prove a splendid means of advertising. We cannot think of any better way of bringing the beauty of these packages before you than by sending you this line.

**IVORY GLOSS STARCH**

with these popular wrappers, will prove the best selling novelty you ever handled. It is the kind of starch that rings permanent business to a man's store.

**St. Lawrence Starch Co.,**  
PORT CREDIT, ONT.

**80 % Profit**

IN . . . .

**ADAMS'  
TUTTI-FRUTTI**

Price \$1 00 per Box, containing 36 5c. Bars.

It is always fresh.

**THE AMERICAN CHICLE CO.,**

Defries St.,  
TORONTO.

# IN A PICKLE



You can get almost anything from the assortment we carry. We have dozens of lines, ranging from the celebrated Gillard's Pickle to one which shows exceptional value at 90c., packed 7 dozen in a barrel, and only a few barrels left, so if open kindly act quickly.

In high-grade keg pickles we have 1, 2, 3 and 5 gallons. Also Spiced Gherkins in 5 gallon pails and 10 gallon kegs.

**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.

# Essence of Coffee

You want  
the best.

Order



**Rose & Laflamme**

Agents MONTREAL

# Batty & Co.

ESTABLISHED 1894

LONDON.



OLIVES  
AND  
PURE  
OLIVE  
OILS.



INDIAN  
CURRIES  
AND  
CHUTNIES.

Makers of High-class

PICKLES  
OF  
ALL KINDS.



SAUCES  
OF  
ALL KINDS



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

PUBLISHED EVERY  
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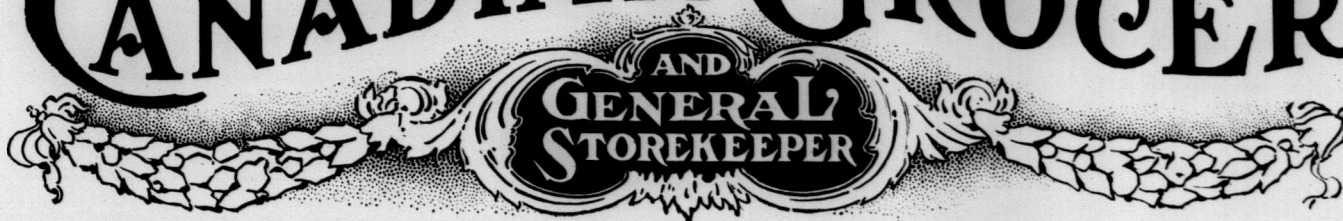


THE



CIRCULATES IN  
EVERY PROVINCE

# CANADIAN GROCER



VOL. XV.

MONTREAL AND TORONTO, APRIL 12, 1901

NO. 15

## THE PROS AND CONS OF A BANKRUPTCY LAW.

THE United States and Canada have had somewhat similar experiences in the matter of national bankruptcy laws. Each country was led to make trial of such legislation; each, because of defects in the laws adopted and resulting abuses, was led to discard them; and in each, almost immediately, there arose a demand for a reenactment. In the case of the United States the demand for reenactment was acceded to two years ago. For two years a national bankruptcy law has been in operation, and the result is discussed in an article in *The April North American Review*, by Mr. W. H. Hotchkiss, one of the referees under the law for New York.

Mr. Hotchkiss refers to the first bankruptcy law in England, that of Henry VIII., in 1542, which was simply a measure for the imprisonment of persons who did not pay their debts. It was not till 1705 that provision for a discharge became a feature of English legislation. It is now the chief feature of all bankruptcy laws, and also the cause of the chief objection to them.

The records of the United States courts during the period covered in Mr. Hotchkiss's review are hardly fair evidence of what in its ordinary operation the law would show. Of some 24,000 discharges granted, about 12,000 were in the cases of wage-earners, largely men who had been in business, and failing, and being without ability either to meet or escape from their obligations, were driven back to the ranks. The courts, in dealing with them, have been clearing off arrears, and not the actual casualties of the present time. This fact has not,

however, prevented complaints against the law as one intended for the wholesale cancellation of old debts. It is pointed out that in actual practice it is all but impossible to prevent a discharge in undeserving cases, that there is no limit to the number of times a man may be discharged, that a fraudulent preference is not an objection to a discharge, while the penalties for flagrant frauds on creditors are few and the frauds are not easily proven. There is a demand for amendment. There is a call for a suspension of the law for four years, to be followed by a period of operation for one year, and then another period of suspension, and so on.

There is a fairly strong call for repeal, and among those who are raising it the bankers' associations are prominent. Heads of great mercantile establishments join in this demand, and some lawyers, thinking the law causes a decrease in litigation, say it should go. When Congress closed its work last month there were repeal as well as suspension Bills before it. The Act has not, therefore, been an unqualified success in the minds of the public. Neither has it been the failure that was feared. The previous bankruptcy law was repealed because its fees and delays permitted the looting of estates.

Under the law of 1898, Mr. Hotchkiss claims, delays are rendered impossible, while reports furnished to the Attorney-General at Washington show that, the country over, the average cost of administration during the past year was less than \$40 in voluntary cases, and \$210 in involuntary ones, the latter, as a rule, includ-

ing the collection and distribution of assets. The American Bar Association, the National Association of Credit Men, the Commercial Law League of America and boards of trade and chambers of commerce in various parts of the country have pronounced in favor of retaining the law, as has, also, Mr. E. C. Brandenburg, the bankruptcy expert of the Department of Justice.

The referees in bankruptcy under the law have also given their ideas which are, naturally perhaps, in favor of an improved law. To make the law more perfect there are asked amendments making it more difficult to obtain discharges, and to shut the door on shady or chronic bankruptcy; to include corporations within its voluntary features; to meet cases of innocent preferences, such as alimony, etc.

The American Bar Association favors a provision that any debtor who substantially diminishes his property by gambling, speculation or reckless management may be adjudged a bankrupt at the instance of his creditors. These demands are generally familiar to those who remember the last Canadian bankruptcy law. The first especially suggests that the United States law has the faults of practically all laws which provide for the release of a debtor from obligations which his assets are not sufficient to meet. Still, with all its defects, inherent or incidental, commercial experience indicates that bankruptcy laws are a need of every country of extended trade. Rome had one; so had Genoa and Venice in the Middle Ages.

Holland, France and Great Britain have them, and Germany, as soon as it became an empire instead of a lot of small kingdoms, found one necessary. There is even



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.

talk of arranging international bankruptcy conventions. Mr. Hotchkiss's argument is fairly effective of its purpose of showing that more good than evil comes from fairly administered bankruptcy legislation; and in this it may not be without its value in Canada where opinion yet halts at the proposal to again put a bankrupt Act on the statute book.—*Gazette, Montreal.*

#### THE WORLD'S FRUIT GARDEN.

CONTINUING our article on Spain as an important fruit-producing country, says *The Scottish Trader*, in which we dealt with the Bourriana, Valencia, and Murcia districts, we now come to Almeria, which is the great grape-producing district. It is from this district that the United Kingdom draws her principal supplies of green grapes. These are shipped from about the middle of September until the beginning of November.

The season commences with what are known as "Castizias," which are for the most part of uniform quality, and do not keep any length of time. The season proper for genuine grapes commences about the beginning of October, and these are divided into two classes—"Legitimates" and "Dahlia's," the latter of which is generally very fine. The "Legitimates" are generally used up first, and the "Dahlia's," if possible, are stored away for Christmas trade.

We have noticed in the past year or two a great falling off in the keeping powers of Almeria grapes, and this, we believe, is owing to too much ground manure being used to force the fruit forward. At the same time, however, there are no grapes to take the place of them, and, if cultivators would pay more attention to the growing, we see no reason why this business should not even yet extend considerably. Proceeding around the coast, we now come to Malaga, in which district there are large quantities of grapes grown; but these are principally used for raisins, and it is from this district

that the fine layers and clusters are shipped. The fruit is specially dried, and packed in a very tasteful manner, and nothing is left undone to please the eye and the palate.

The raisins are generally packed in boxes of 10 kilos. each—i.e., 22 lb. net. In addition to grapes, there are large quantities of oranges grown in the Province of Malaga. Sweet oranges come on first, but they are not favorites in this country, and the demand for these fall off whenever the Valencia orange comes to hand. As a rule, the fruit is thin in the skin, and juicy, and, being of a pale color, is not at all appreciated. For the most part they are, as a rule, packed in the same style as the Valencia fruit. Later on there are large quantities of bitter oranges shipped from this port, but the better-class boilers do not care much for them. They do not produce such a fine-class marmalade as Seville grown "bitters," to which we shall refer later on. The former fruit soon gives way, and, for the most part, is chiefly used for making low-class marmalade. Continuing our journey around the coast, and going up the River Guadalquivir, we find ourselves at Seville, which, in addition to being one of the most interesting old cities on the Mediterranean coast, and the scene of numberless contests during the Moorish occupancy of Spain, is directly in the centre of the chief bitter orange growing district of the world.

These Seville bitter oranges are universally admitted to be the finest grown. The flavor of them when manufactured into marmalade is readily recognized by experts. So much so is this the case that during the past year or two shippers from other districts have sent to this country bitter oranges packed up in imitation of the Seville fruit. These bitter oranges, or Agrias, are the mainstay of our marmalade business, and it looks like as if no other district of Spain or Italy could compete with Seville. In addition to the "bitters" there are a large quantity of "sweets" grown. These are known as "Chinas,"

and as they are ready earlier than oranges from any other part of Europe, they find a more ready sale than they would do if they had to compete with other fruit. Like the Malagas, however, the demand for them falls off immediately the Valencias come to hand. One drawback with them is that they are packed in cases of a uniform size, and all kinds of oranges—large, medium and small—are filled in. It certainly would be decidedly better if packers would follow the example of Valencia. Some markets take small fruit, whilst others would not even look at it.

Large oranges, as a rule, are in demand in Scotland, whilst small are sought in England. In closing this article, and focusing the whole ground, the following are the districts from which we draw our principal supplies of the various fruits from Spain: Sweet oranges, Valencia; bitter oranges, Seville; raisins, Malaga, and grapes, Almeria.

#### INQUIRIES REGARDING CANADIAN TRADE.

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

1. A firm in Warsaw, Russia, asks for the names of Canadian houses that can supply the veneered circles used in the production of Vienna chairs.
2. An importing house in London desires quotations from Canadian producers of salted cod and ling cut into pieces, packed in boxes, smoked salmon in oil entire and anchovies in 28 lb. tins.

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

1. Inquiry is made for the names of firms in Canada who can supply smoked salmon in oil, and anchovies (not spiced) in 28 lb. tins; also salted cod and ling in boxes, cut in pieces 6 in. by 3 in.
2. The names of Canadian linseed crushers who have cake for export are inquired for by a London firm.

[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.]

# JUST TO REMIND YOU

We are in full swing at 73 McNab St. North, and selling

**GREEN CEYLON** | **BLACK CEYLON**

TEAS AT NEW PRICES.

TEAS AT OLD PRICES.

Lucas, Steele & Bristol, - - Hamilton



THE DOMINION BREWERY CO., LIMITED  
Brewers and Maltsters  
TORONTO

Manufacturers of the Celebrated

## WHITE LABEL ALE

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

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

WM. ROSS, Manager.



## An Interesting Ceremony

*Is a Christening.* We have just placed on the market another beautiful blend of Tea in packages, and we have christened it

# “BOBS”

“Bobs,” the great soldier, is popular on account of his consideration for the humble private.

“Bobs,” our new Tea, is bound to be popular on account of the interest it has for the Grocer and Consumer alike.

**THE GROCER** will find in it an elegant Tea, attractively put up, showing a good profit.

**THE CONSUMER** will find it to be the best Tea in the market for the money, and the price is 25c.

But you must not forget (and we cannot afford to) our other blends—“MASCOT” and “GOLDEN AGE”—which are growing more popular every day.

James Turner & Co. Wholesale Grocers Hamilton, Ont.

# J. A. Sharwood & Co's

## WHITE LABEL WORCESTERSHIRE SAUCE

The Best in the Market.

Retails at 25 cts.

# THOS. KINNEAR & CO., Toronto Agents

Wholesale Grocers, 49 Front St. East.

### BUSINESS CHANGES.

#### DIFFICULTIES, ASSIGNMENTS, COM PROMISES.

**A** MEETING of the creditors of Mohs & Ryan, general merchants, etc., Killaloe Station, Ont., has been held.

F. A. Cantwell, general merchant, Franklin Centre, Que., has assigned.

Wells & Frary, general merchants, Freightsburg, Que., are seeking an extension.

E. R. King, commission dealer, Victoria, has assigned his book debts to the Delta Creamery Co.

Roberge & Landry, general merchants, Thetford Mines, Que., are offering 50 cents on the dollar.

A meeting of the creditors of Joseph Quinlan, grocer, Manotick, Ont., will be held on the 13th inst.

The stock, etc., of the Misses Dillman, bakers, etc., Dartmouth, N.S., has been seized under warrant of distraint.

R. A. Kerr, grocer and baker, Thessalon, Ont., has assigned to J. H. Glanville, and a meeting of his creditors has been held.

John J. Flanagan, flour and feed dealer, Toronto, has assigned to D. O. Robson, and a meeting of creditors has been called.

#### SALES MADE AND PENDING.

P. E. Beauvais, grocer, Montreal, has sold out.

T. F. Rutan, general merchant, Strathcona, Ont., has sold out.

Sam. Charette, general merchant, The Brook, Ont., has sold out.

Kirkpatrick & Wilson, grocers, Nelson, B.C., are reported to be selling out.

The assets of J. A. Earl, grocer, etc., Phillipsville, Ont., are advertised for sale by tender.

The stock, etc., of R. Perry, general merchant, Gad's Hill, Ont., has been sold by auction.

The assets of Paul Bissonette, general merchant, Casselman, Ont., are to be sold at auction.

The stock, etc., of the estate of N. Holmes, general merchant, Macgregor, Man., has been sold by auction.

F. X. Julien, general merchant, Lambton, Que., has sold his stock at 75¢ on the dollar to V. Dion, St. George.

#### PARTNERSHIPS FORMED AND DISSOLVED.

Jana & Yared, general merchants, Victoriaville, Que., have dissolved partnership.

Geo. A. DeForest & Sons, wholesale grocers, St. John, N.B., will dissolve on May 1.

C. & E. MacMichael, wholesale grocers, St. John, N.B., have dissolved. E. E. MacMichael continues.

#### CHANGES.

J. F. Sexton, grocer, Toronto, has sold out to F. H. Lyon.

Duflon & Co., grocers, St. Thomas, Ont., are closing up business.

W. D. Thomas, grocer, London, Ont., has sold out to Frank Harding.

R. J. Stevenson, grocer, Stratford, Ont., has sold out to John Keyes.

Robert Booth, grocer, Nanaimo, B.C., has sold out to Thomas B. Booth.

Yareb & Kellel, have registered as general merchants in Montreal.

Maisonneuve & Clouthier, have registered as grocers, in Ste. Cunegonde, Que.

Philips & Co., tobacconists, St. John, N.B., have sold out to R. J. Wilkins.

W. H. McCabe, flour and feed dealer, Alvington, Ont., has sold out to Edward Donnelly.

Mrs. Jules Nadon has registered as proprietress of J. Nadon & Co., grocers, Montreal.

The stock of R. O. Hoffman, general merchant, Holstein, Ont., has been sold to John Waddell.

Mrs. F. X. Boudreau has registered as proprietress of F. X. Boudreau & Co., grocers, etc., Montreal.

C. Pratt, general merchant, Stony Plain, N.W.T., has sold out to Schwartz & Co., and has removed to Spruce Grove.

T. J. Sears, general merchant, Lochaber, N.S., has purchased the livery business of A. K. McDonald, Antigonish, N.S.

The Anderson Produce Co., Limited, Winnipeg, have been succeeded by The Imperial Fruit and Produce Company, Limited.

#### FIRES.

A. McInnes, confectioner, etc., Warton, Ont., has been burned out.

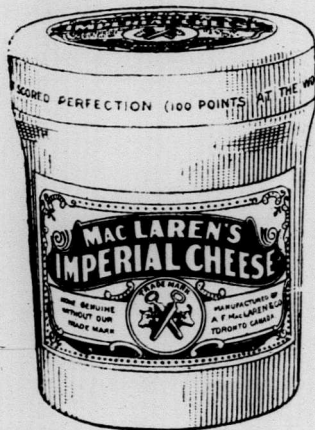
Milton Peebles, grocer, Colborne, Ont., has been burned out; insured.

The stock of Armour & Magee, grocers, Sydney, N.S., has been damaged by fire.

The stock of W. P. Ferguson, barber and tobacconist, Sydney, N.S., has been damaged by fire.

#### DEATHS.

James Clow, lobster packer, Murray Harbor, North, P.E.I., is dead.

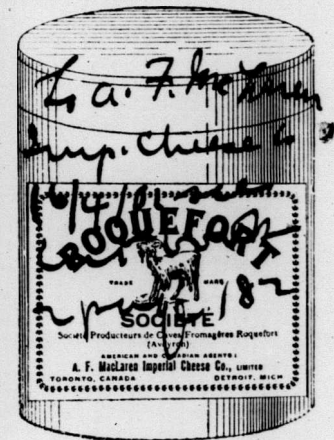


## Do You Sell Cheese?

If you do, your stock is not complete without **MacLaren's Imperial and Goat Brand Roquefort.**

They are sure to be asked for.

**A. F. MacLAREN IMPERIAL CHEESE CO., Limited.**



# JAMS AND JELLIES

Pure Goods.

All Fruits.

PRICES AWAY DOWN.

## THE DAVIDSON & HAY, LIMITED

36 Yonge Street,

TORONTO.

### AMONG TORONTO RETAILERS.

#### MAKING VS. SAVING.

"The only way to insure progress in any business," said a successful grocer this week, "is to save something every year. I hold that no matter what a man's income is, his outlay should be a certain degree smaller. The man who has made \$2,000 a year for the past ten years and has lived up to his income is not as far ahead to-day as the man who has made \$1,000 a year, during the same time, and has saved a fifth of his income.

Moreover, the man who is economical the first year or two, and puts by part of his money, strengthens himself for all time to come and puts himself immediately into the position to increase his income.

There are grocers in Toronto who were making practically the same profit twenty years ago that they are to-day, and have saved nothing from their business in that time. Others, who started with exceedingly small capital and have had as large families to support, but who have been economical from the first, have steadily increased their business and the amount of reserve capital to their credit.

When I was an apprentice at \$3.50 per week I saved \$20 during the first year; the next year, when getting \$4.25 per week, I saved \$50; I continued this habit until I had enough money to start in business. Since then I have made it part of my business policy to save part of my income every year. At first the reserve cash was exceedingly useful, because, by buying for cash we could get every favorable rate. Now I have more than my business calls for and by investing it I add to my income and to my opportunities for saving. Had I lived

up to my income from the time I was 18 till I was 28, I doubt whether I would ever have had enough to conduct my business as I am now able to, apart altogether from outside investments.

Furthermore, a big business is not the best guarantee of a growing income, for it is possible to obtain an immense turnover and still to come out very little ahead at the end of the year, while, on the other hand, a moderate turnover sometimes yields a most satisfactory surplus. It is all a matter of margin and expense. There should be enough margin to cover first cost and all expenses and yield a fair profit besides. Grocers should work to bring this about in two ways. First, they should endeavor to keep expenses and cost down to the lowest basis, without impairing the standard of goods or the quality of service given to customers. Second, they should make it their habit of getting the best possible prices from their customers."

#### THE HABIT OF CLEANLINESS.

There is no doubt in my mind but that cleanliness becomes habitual. There may be some grocers who make spasmodic attempts to give their store a clean, fresh and inviting appearance, but these do not attain the reputation for cleanliness that is enjoyed by the grocer who has a habitual aversion to dirtiness about his store. While I was in a grocery store to-day, the proprietor, during a brief conversation with me, picked from the floor some straw, several small pieces of paper and a tobacco stamp. "They are small," said he, "but they make the store less tidy and if I am particular the clerks exercise far more care." By this little act and the accompanying remark I was taught how one grocer manages to keep his store always

bright and attractive though it is an exceptionally busy one. On the other hand, there are many grocers who do not seem to care whether their store is clean or not, or even to notice when it is dirty. I was in a store last week where on the floor, close to some large navel oranges, was a box containing oranges and lemons which had "gone bad," and were presumably put in the box to be thrown out. But the box was left on the floor for some time, whereas five steps would have put it out of sight where its offensiveness would not draw the attention of customers in the store.

#### J. F. MORRISH MOVING.

One of the most active grocers in Toronto at the moment is J. F. Morrish, Yonge street. Some weeks ago he secured the Canadian agency for the Battle Creek, Mich., health foods; later he took hold of the whole-wheat bread introduced in Toronto by The Canadian Cereal Co. Within the last few days he bought out the Viv Co., Limited, who started in business last year with the most modern fixtures ever installed in a Toronto grocery store. This company found it difficult to build up a profitable trade where they started, at Yonge street, and have retired from business. Mr. Morrish bought out their stock and the formulae and right to prepare and sell the specialties which the retiring company introduced. Now he has bought the premises on Yonge street, one door north of The Dominion Trading Stamp Company's premises, where the Canadian Cereal Co. formerly were. These premises, which are considerably larger and about one block nearer the departmental stores than his present store, are being fitted up according to Mr. Morrish's own views as to how a grocery store should be fitted.



## Do Not Lose a Customer

because you have not got in stock

### Upton's Jams, Jellies and Marmalade

Sold by all jobbers. Praised by all consumers.

A. F. MacLaren Imperial Cheese Co., Limited

## TRADE PAPER ADVERTISING.

THE first mission of any ad. is to be seen—not its greatest mission, but its first, says Charles A. Bates in Current Advertising. To be seen, the ad. must be conspicuous, and conspicuous in a different way from the ads. that are around it. This means display.

But after an ad. has been seen, its next and greatest mission is to convince. To do this it must say something about the goods advertised, and say that thing in a way which will carry conviction to the reader. More than this, each and every ad. which appears in any given trade journal should be a part of a carefully-prepared advertising plan. The effect of ads. which have gone before or which are to come after should be considered. Each ad. should occupy its space in this advertising story, and should do its part toward adding point to point in convincing the reader of the trade journal that your goods are the best for his purpose. You wish to make him believe that your goods are the kind which will bring him more business and better business, which it will pay him to carry, and for certain specific reasons. In order to get his entire and undivided attention you should give these reasons.

If your goods, no matter what they may be, ought to be bought there are certainly some reasons why they ought to be bought. There are some reasons why your present customers prefer to buy their goods from you instead of from your competitors. What are those reasons? You must know what they are and you ought to print them in your trade paper ads. The facts which make you and your establishment preferred by your present customers would operate to bring new customers if you told what they are and kept on telling year in and year out. That is what your trade journal space is for.

If you sent a man on the road and he simply called on possible customers, presented a card having printed on it your name and your line of business, and then stood with his mouth shut to see what would happen, you would think that he was either a fool or crazy. You wouldn't expect him to sell goods. On the contrary, you would expect him to injure seriously the reputation and prestige of your house. You expect a salesman to do something more than call attention to your name and address. You expect him to wax eloquent over your facilities for rendering just the kind of service that the prospective customer desires. You expect him to explain in detail just how more money can be made and a more satisfactory business can be done by handling your goods than in any

other way. That is what a travelling salesman is for. And that is precisely what a trade journal ad. is for. If you can make your trade journal ads. talk just the way a really good salesman does, you will come just as near having a perfectly written ad. as it is possible to come.

In still another respect this trade journal advertising is like the work of a traveller. When your traveller goes into a store and asks for an order and a merchant says he doesn't want anything in your line just now, the traveller goes away and comes back again when he is making another trip. He does not feel discouraged nor lose the hope of finally making that man a customer. The man was approached at the wrong time, and the drummer keeps coming back every time he is in town, in the hope that, sooner or later, his visit and the man's requirements for your line of goods will coincide, or that some time he will find his man in the kind of mood which will enable him to make a sale.

It is just the same way with trade journal ads. You cannot expect one advertisement to do the work in every case or in the majority of cases. You have no good reason for saying that because big results do not pour in, trade journal advertising is no good. You are simply making weekly or monthly calls upon a certain number of men who ought to become your customers. Through their trade journal you are approaching them at regular intervals and asking them for their trade. The fact that they do not immediately fall on your neck and embrace you does not go to prove that they are not impressed by your advertising or that sooner or later you will not be able to make them your customers. The thing to do is to keep right on with regular, systematic advertising campaign and wait, just as the traveller does, for your advertisement and their wants to coincide.

## KOLA TONIC WINE.

Since the Hygiene Kola Co., Toronto, acquired the right to manufacture Kola, Celery, and Pepsin in Canada they have manufactured at 84 Church street, Toronto, a preparation known as "Kola Tonic Wine," and have been so successful in pushing it that their business now extends from Halifax to Vancouver. The six travellers now on the road keep the manufacturing plant taxed to the utmost to fill orders. The preparation is endorsed by physicians as a tonic which will strengthen all parts of the body and a specific for indigestion, dyspepsia, bronchitis, rheumatism and nervous diseases. It is both palatable and refreshing. It is handled by many grocers.

## TORONTO RETAIL GROCERS' ASSOCIATION.

THE regular monthly meeting of the Toronto Retail Grocers' Association was held in St. George's Hall, Elm street, on Monday evening. President Panter occupied the chair. There was a fair attendance. J. S. Kendell, 90 Givens street, was proposed for membership.

Letters were read from certain manufacturers who had been written to by the secretary, at the request of the association, regarding their selling direct to consumers at wholesale rates. The letters were discussed separately, and in all cases the replies were considered satisfactory and were received with approval.

Secretary McKinnon reported that the Trading Stamp Bill was due to come up in the Legislature and suggested that members be present in the galleries to watch developments. In the discussion that followed it was reported that The Dominion Trading Stamp Co. had presented a petition signed by 28,000 persons against the passage of the Bill. Wm. Massen reported that several customers of his had informed him that while in the office of The Dominion Trading Stamp Co. they had signed some petition, but did not know what it was about. They had signed it because others were doing so. "Signatures secured in this manner," declared Mr. Massen, "should not carry much weight in a House of Parliament."

On motion of F. W. Johnson and R. Van Loon, the sum of \$50 was ordered to be taken from the special fund and placed in the general fund to meet current expenses.

The financial report for the last year was presented. It showed a balance of \$690 in the special fund and a deficit of \$18 in the general fund.

F. S. Roberts moved, seconded by T. Clark, that the secretary write Solicitor Mearns asking him to present his bill against the association quarterly.

On motion of Messrs. D. Bell and T. Clark it was decided to have an outing this summer as customary. The executive committee were instructed to procure information regarding the kind of outing and the place which would be most suitable to visit.

The proposal regarding associational purchase of paper bags was discussed, and on motion of W. H. Marmion, seconded by F. W. Johnson, it was decided that the secretary, in sending out his notices to the next meeting, should ask the members to come prepared to place orders and pay for what bags they should need.

JUST ARRIVED  "IMPERIAL"

# NEW MAPLE SYRUP

IN QUART, HALF-GALLON, ONE AND FIVE GALLON TINS.

WRITE FOR PRICES OR SEE OUR TRAVELLERS.

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

WHOLESALE IMPORTING AND  
MANUFACTURING GROCERS.

 **TORONTO, ONT.**

## MONTREAL PROVISION MARKET.

THE Chicago Board of Trade figures showing the stocks of lard held at the world's ports at the beginning of the month are somewhat startling. During the past two or three months, statistics showed that the scarcity of lard was being relieved, but the strain has again grown tighter, and stocks are reported lower. In Chicago, there are only 29,399 tierces, against 105,249 tierces last year, 145,351 tierces in 1899 and 248,773 tierces in 1897. The total number of tierces held at the world's ports is 169,712 tierces, against 267,015 last year and 533,074 in 1897. The Chicago stocks have decreased over 30,000 tierces during the past month. In Montreal, the market is in sympathy with this tone. Pails are about 10c. higher, and goods can be secured only with some difficulty. The lowest quotation of the wholesalers is \$2.15, but the general price is higher, and best grades bring \$2.60. Armour's pork is higher again this week, heavy clear fat pork being worth \$22. Little pork is selling. Compound lard has advanced a fraction of a cent per pound this week, while Cottolene is about ½c. per lb. higher. We quote as follows: Heavy Canadian short cut mess pork, \$20.50 to \$21; selected heavy short cut mess pork, boneless, \$21.50 to

\$22; family short cut back pork, \$20.50 to \$21; heavy short cut clear pork, \$20 to \$21; hams, 13 to 14c.; bacon, 14 to 15c.; lard, pure Canadian, \$2.20 to \$2.60 per pail; refined lard compound (Fairbank's), 8¾c. in tierces, 8¾c. in wood pails, and 8¾c. in tin pails; Snow White and Globe compound, \$1.62½ per pail; Cottolene, 9½c. per lb. in tierces, and 10½c. in 20-lb. pails and 9½c. in 50-lb. boxes, for Quebec.

## 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.

**L** CHAPUT, FILS & CIE, Montreal, wish to draw the attention of the trade to their advertisement of green Ceylon teas in this issue.

Good corn mats are now in Lucas, Steele & Bristol's stock.

H. P. Eckardt & Co. are selling "Ruby" prunes in 25 and 50c. boxes at a low price.

Lucas, Steele & Bristol are offering canned fruits at low prices.

In stock with W. H. Gillard & Co., "Black Jack" stove polish, large 10c. tins, three dozen in tins.

Some good values in Orange Pekoe

Ceylons are offered by Lucas, Steele & Bristol at 17c. The firm also offer attractions in fine Young Hysons and gunpowders.

"Peerless" wafer-sliced smoked beef may be had from Lucas, Steele & Bristol.

H. P. Eckardt & Co. are selling a Porto Rico molasses which is extra choice quality.

The "John Bull" pickles Lucas, Steele & Bristol offer are the original ones made by the old firm.

Chimneys in corrugated paper, cases, six and eight dozen, same prices as straw packing, are in stock with W. H. Gillard & Co.

A new shipment now in with W. H. Gillard & Co.'s "Cow," brand soda in kegs, casks and boxes; also Fairbank's lard compound, in 20-lb. tin pails and 50-lb. tubs.

## J. A. JOHNSON MARRIED.

J. A. Johnson, one of the most popular grocerymen of Toronto, and a member of the executive of the Toronto Retail Grocers' Association, was married on Wednesday evening at 9 p.m. to Miss Helene Whiteside, daughter of Mr. T. R. Whiteside, at the home of the latter, 375 Sackville street, Toronto. After the wedding supper Mr. and Mrs. Johnson left for a honeymoon trip to New York.

When using a Sauce use the old Standard

# Lea & Perrins'

its ingredients are of the very best.

J. M. DOUGLAS & CO.,

Canadian Agents,

MONTREAL, QUE.

## Something About a Discovery.

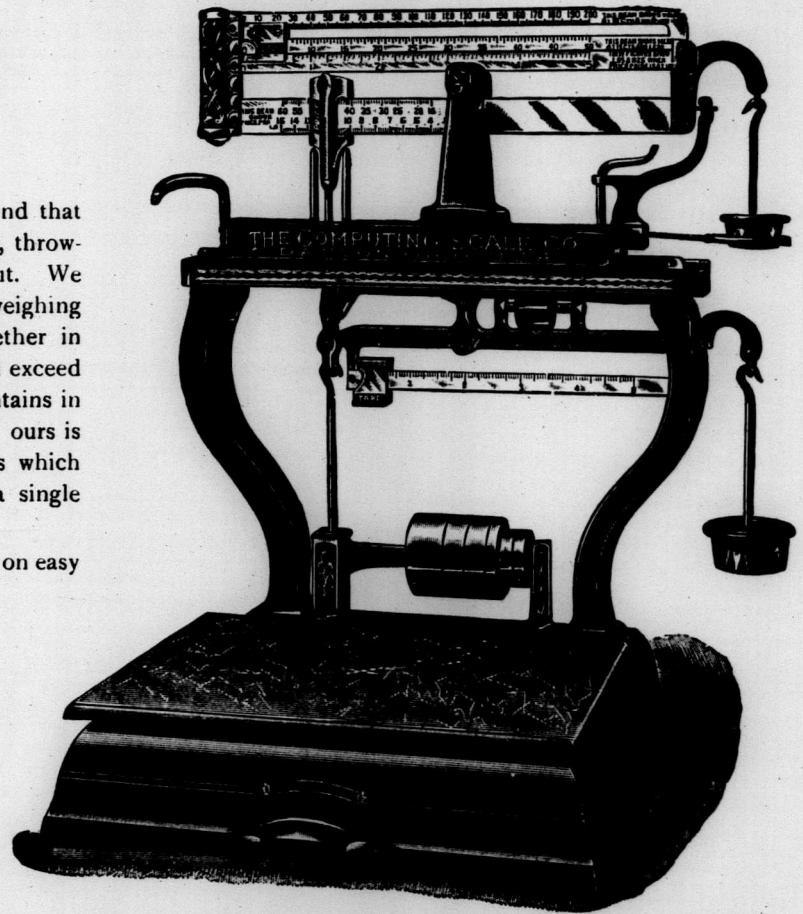
For the past two or three thousand years we find that merchants have been dumping their profits overboard, throwing it away, giving it away, any way you want to put it. We are satisfied that if all the losses on different kinds of weighing devices since their invention could be gathered together in one big heap of gold that their combined weight would exceed in magnitude the weight of any single chain of mountains in the United States. This new discovery or invention of ours is an appliance for our modern **MONEY-WEIGHT** Scales which practically eliminates all danger of **giving away** a single fraction of your merchandise.

Send for illustrated booklet. Our scales are sold on easy monthly payments.

### THE COMPUTING SCALE COMPANY

DAYTON, OHIO.

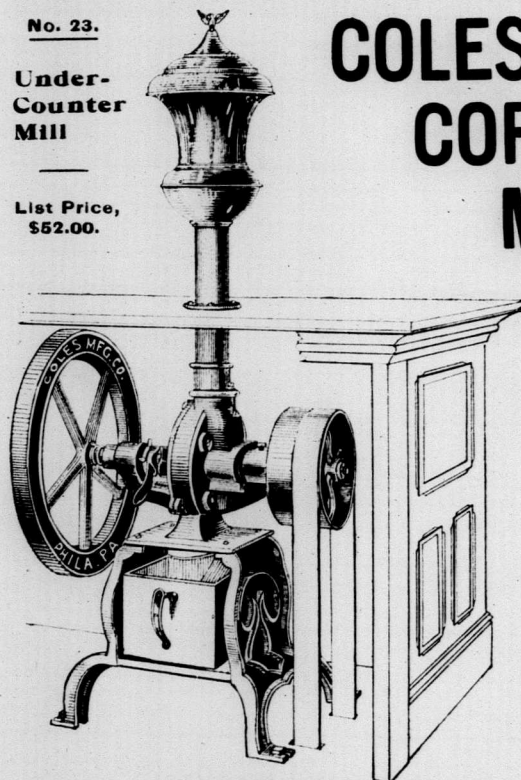
Moneyweight Scale Co., No. 47 State St., Chicago, Ill.  
Moneyweight Scale Co., Nos. 50 and 52 Franklin St., New York, N. Y.  
J. B. Poirer, Dist. Agent, No. 1662 Notre Dame St., Montreal, Que., Can.  
L. A. Davidson, Dist. Agent No. 104 King St. West, Toronto, Ont., Can.



No. 23.

Under-Counter Mill

List Price, \$52.00.



## COLES COFFEE MILLS

None better for Granulating or Pulverizing.

Our mills will Pulverize without heating Coffee.

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

A GREAT LABOR-SAVER.

Our Grinders wear longest.

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

COLES MANUFACTURING CO., PHILADELPHIA, PENN'A.

Canadian Grocers will find in

## Rowntree's ELECT Cocoa

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

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

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

Agents for Canada are:

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

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





President,  
JOHN BAYNE MacLEAN,  
Montreal.

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Limited.

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

**THE ADVANCE IN SUGAR.**

**T**HE advance of 10c. per 100 lb. in the price of refined sugar on Tuesday was not unexpected.

Although the beet sugar market was somewhat irregular in Great Britain, raw sugars in the United States not only maintained a firmer position, but sold at slightly higher prices during the past week.

The firmness in the American market in the face of the weakness on the European market, was chiefly due to three causes. In the first place the parity of prices in Europe was  $\frac{1}{2}$  to 3-16c. per lb. above those ruling for centrifugal sugar in the United States. Then, holders of raw sugars in Cuba are decidedly strong in their views, while a large quantity of sugar there has been absorbed by speculators. The third reason is the falling off in the receipts of raw sugar at New York last week, for example, the meltings being 12,000 tons in excess of the quantity of raws brought in.

The immediate cause of the advance in prices by the Canadian refineries was an appreciation of 10c. on refined in New

York on the same day as the change was made here.

The policy of the Canadian refineries for some time has been to follow, in both declines and advances, the market in the United States, and grocers in Canada, by watching the market to the south, will be able to pretty well anticipate the intention of the home manufacturers.

There are exceptions to this, as well as to every other rule. For instance, the sharp decline in yellow sugars a few weeks ago was unwarranted by the condition of the United States market. It was, it will be remembered, due to the importation of Russian sugars, which had turned into Canada because of the countervailing duty imposed on the sugars of that country.

What the future of the sugar market will be no one can confidently predict. Naturally a good deal will depend on the sowings for the next beet crop in Europe. At present it is expected there will be a slight increase, but the weather reports are unfavorable. Generally speaking, the conditions at the moment are favorable to a steady market.

The proposed corner in evaporated apricots may well be termed a dried-up affair.

**THE SOUTHERN STRAWBERRY CROP.**

The indications point to a shortage in the crop of strawberries in North Carolina, but to a good yield in Tennessee. Reports from North Carolina state that drought in June and July caught the vines in the exhausted after-bearing state and prevented the natural recovery which was essential to a full crop this year. This condition, combined with the fact that there is a smaller acreage of full-bearing vines this year than usual, has so reduced the prospective crop that it will not likely exceed 75 per cent. of the average.

Tennessee, on the other hand, has enjoyed favorable conditions and, as the acreage is as large as in former years, it is likely that the crop in that State will be somewhat larger than usual. These two States supply Canada with the great bulk of all strawberries she receives till after the middle of May, when the Baltimore or Maryland berries start to come in.

**A QUESTION OF DISCOUNTS.**

**D**URING a discussion regarding discounts at the last regular meeting of the Toronto Retail Grocers' Association, a very radical difference of opinion was expressed regarding the saving caused by an increase of discount. The question was: "What percentage is saved the grocer who gets 50 per cent. discount over the grocer who only gets 40 per cent.?" The answers were 10 per cent. and  $16\frac{2}{3}$  per cent. Which is right? To get a correct answer one must first consider that the method of the wholesale dealer is to place a fictitious list-price on his goods, a price which is never charged, the goods being sold at a sliding discount rate. Let us grant that the list or fictitious value of a certain article is \$3. A grocer who has been getting 40 per cent. off learns that by fulfilling certain conditions he can get 50 per cent. off; or, in other words, the grocer who has been paying  $100 - 40 = 60$  per cent. of \$3 or \$1.80 finds he need only pay  $100 - 50 = 50$  per cent. of \$3 or \$1.50, thereby making a saving of 30c. on what now costs him \$1.80. His saving will not be 30c. on \$3, a price he was never charged, but 30c. on \$1.80, the price he now pays. Therefore, as 30c. is one-sixth of \$1.80 his saving is one-sixth, or  $16\frac{2}{3}$  per cent.

A corner has been formed in peanuts. It ought not to be difficult to crack it.

**A SHORT MAKE OF SYRUP PREDICTED.**

The advices coming to hand concerning the flow of sap in Quebec point to a small production of maple syrup this spring. It is stated that the days and nights have been too near the same temperature for a generous flow of sap, and that, in consequence, the make of syrup will be the smallest in years.

While it is probable that these reports present the matter in its worst light, it is certainly true that the offerings of syrup to date have not been up to the average. Prices are decidedly stiff in consequence, new syrup selling in Toronto at 95c. to \$1 per wine gal.; \$1.15 for Imperial 1-gal. tins, and \$1.10 per gal. for Imperial 5-gal. tins. New sugar is quoted at from 11 to 12c. per pound.

## FEATURES OF THE CANNED GOODS SCHEME.

**T**HE series of articles which have appeared in this paper regarding the scheme that is being promulgated for selling the pack of canned goods through a syndicate has created quite a little interest. And where there is interest there is naturally some criticism. As far as we can gather, however, the consensus of opinion is in favor of the position we have taken.

We are sorry that among those who differ from us are our warmest friends. But to disagree is as much a human trait as to agree. And the position we have taken in regard to this syndicate question is born of no factious spirit; it is born of a desire to see the very best methods adopted for the development of the canned goods industry of Canada, and to point out the defects of any scheme which we consider would be to the contrary in its influence. We trust that those who disagree with us will bear this in mind. And let us at the same time say that we believe that many of those who are championing the cause of the syndicate are equally solicitous for the welfare of the canned goods industry. Where they and *THE CANADIAN GROCER* differ is in regard to methods.

A gentleman who is interested in the promotion of the syndicate scheme was kind enough to furnish us with figures a few days ago in regard to the aggregate pack of corn, peas and tomatoes in Canada during the last two years. These figures, he said, had been carefully prepared and were approximately correct. They showed that in 1900 the pack of the three vegetables named was 815,000 cases against 534,000 cases in 1899. As there were about 39,000 cases of the pack of 1899 carried over it is argued that even the pack of that year was excessive, leaving out of consideration altogether that of 1900, which was 281,000 cases larger than the former. As "Dunmore" points out in a letter printed in another part of this issue, a curtailment of 30 per cent. based on last year's pack would mean a decrease of about 250,000 cases. But we have not expressed any doubt as to the excessive character of the pack of canned vegetables. Judged from the standpoint of the home market alone, the pack of 1900 was undoubtedly in

excess of the requirements. Nor have we failed to recognize, as some seem to think we have, that the canned vegetable industry in this country is not in as healthy a condition as it should be. But if we had failed to recognize these facts, it is only burking the question for those who do not agree with the general position we have taken to dwell upon these particular phases.

The crux of the question is not as to whether the pack is large or small; it is as to whether or not the syndicate scheme will benefit the canned goods industry.

As an argument in favor of the scheme, we have been told that the syndicate will demand that each packer shall put his goods up according to a certain standard. For all that come up to this standard or above it will be purchased at 67½c. for tomatoes, and 62½c. for peas and corn; for any that are below it, the price at which the syndicate will pay shall be determined by a board of arbitration. After the pack is in the hands of the syndicate it will be graded according to quality, and the price fixed at not only which it shall be sold to the wholesaler, but also by the latter to the retailer.

Any scheme that will tend to improve the quality of the canned fruit and vegetable pack of this country is certainly entitled to commendation, for, while there are a good many packers with whom quality is the first consideration, there are a good many with whom it is not, if we can be allowed to judge by results. If there is any commendable feature in regard to the proposed syndicate scheme, it is this one; but it is certainly not sufficient to redeem the whole scheme and place it on a sound economical basis. And even this quality phase of the agreement has its weakness.

It must be borne in mind that should the pending syndicate scheme be consummated, the different factories will still pack under their own brands, the grade under which they are to be sold to the wholesale and retail trade being determined, as already pointed out, by the syndicate. Now, will not this be a perpetual source of trouble? We believe it will, for no packer will care to bear the humiliation of his pack being branded and known throughout the trade

as second or third grade. Most people are fond of free advertising, but this would be advertising of a decidedly unprofitable character. If the pack of all the factories carried the syndicate label, this particular phase of the difficulty would be simplified. But here, again, arises another difficulty. Would the different packers, especially those who have already secured a reputation for their goods or are ambitious to do so, consent to losing their identity, especially in a scheme, which none of its advocates, as far as we can learn, consider to be of a permanent character?

### IN FAVOR OF THE SYNDICATE SCHEME.

Editor *CANADIAN GROCER*. — In your issue of March 22 appears an article on the proposed curtailment of the pack of canned goods for 1901. In order to check over-production all of the packers have agreed to a reduction of 30 per cent. for the ensuing season, which, if based on last year's pack of vegetables, would mean in volume a curtailment of 250,000 cases. You say that the new deal cannot be a success for the reason that only 75 per cent. of the canneries have consented to the deal. This is a mistake, as every packer in Ontario, big and little, has fallen into line in formulating a policy, which, in itself, will not only be beneficial to the packer, but also to the wholesale trade, the retailer and consumer.

It is a true saying that a glutted market makes provisions cheap, and it cannot be denied but what the pack of canned vegetables last year was large, which, nevertheless, may be consumed before the next pack comes on the market. There is, however, an uneasy feeling existing in consequence of an understanding among the packers as to fixed minimum price for each article, and in consequence the packer is carrying the load, as no inducement is offered to the trade to buy, and he simply waits for the purchasing power of the country to develop before taking on goods at a fixed value. It must be understood that last year was one of the most difficult and trying ones that has ever presented itself to the canners, in consequence of an abnormal advance in the price of cans, cases and solder, and compelled them to form an agreement for fixed values on their output, in order to meet this market advance and the cost of packing their goods. When you compare the present cost to the retailer, with the fact that last year's corn cost the canner 65c. and last year's tomatoes and peas cost 75c. to pack, my argument will be understood.

There is another reason for the present condition of things; namely, many new factories came to life during the year whose product was not as popular as that of the older packers. The new factories had to carry their pack until they needed money and then unloaded at what the market offered, which has proven a large loss to capital invested. Hence the necessity of the united action of all the packers to curtail production. But to go farther: To place their total output in the hands of a company who will regulate prices at a minimum cost which will encourage goods to be sold and consumed.

While in many cases combines and syndicates are formed for the main purpose of enhancing values to the consumer, this is not the case in the present amalgamation, as the Canadian packers are not going to place their total output in the hands of any body of men, who are going to advance the price of their product to the consumer, which would in the end restrict their output and would prove ruinous to them as packers. It is well known to the packer that his business has had to be nursed with indulgence and strengthened with the growth of years; and while it has been fostered and grown each year it has not been free from many ups and downs. It cannot but be said that it is treacherous in its nature and hazardous in its risks to the undertaker who embarks in it.

It must be said that the gentlemen known to be members of the Canadian Packers' Association are gifted with as much intelligence, and have in the past displayed as much push and enterprise in their business as any other body of men engaged in a manufacturing business in the Dominion of Canada. And the gentlemen who are negotiating with the packers, and who are proposing to handle the output of their factories for the coming year, are well known to the trade and beyond reproach, and it is to be hoped the new deal will be consummated and place the canning business in such a shape that later on it can be on a wider and more extended field.

DUNMORE.

[Remarks: "Dunmore" misunderstands us when he says we said that the new deal would not be a success "for the reason that only 75 per cent. of the canneries have consented to the deal." What we said was that the members of the Canadian Packers' Association embraced about 75 per cent. of the total number of canneries in the country. What he says in regard to the unsatisfactory condition of the market in consequence of the presence

of so much inferior goods is quite in line with the statements which have been made by this paper. But this is not the only cause. One other, at least, is the fact that the wholesalers would not purchase association goods this year with the same freedom as hitherto, on account of the fixed price of 82½c. for tomatoes and 75c. for corn and peas. They have declared time and again that at those figures they preferred that the packers should carry the stock. But this is known to everyone. "Dunmore" points out that the price which the syndicate agrees to pay the packers is not excessive. Decidedly it is not. And if the syndicate does not earn a proportionately larger profit canned vegetables are not likely to be any other than moderate in price next season, should the syndicate become an actual fact.—THE EDITOR]

#### AGAINST THE SYNDICATE SCHEME.

Editor CANADIAN GROCER,—I have perused with interest your criticism of the proposed syndicate to purchase the outputs of canners of vegetables, etc., and I wonder what would happen our canners were it not for the pen of THE CANADIAN GROCER. I always find that THE CANADIAN GROCER is devoured eagerly by the grocery trade, and I am much pleased to see the stand you have taken in connection with this proposed syndicate.

I do hope that any canner who puts up reliable goods will not consider the scheme for a moment. I should judge that you will hear very little further regarding this matter, as surely the wholesale grocers will never let this syndicate exist, as they would simply be its tools.

If the canners of Canada pack more goods than Canada can consume, surely they ought to have sufficient business experience to know what to do with the surplus. By leaving the surplus in this country, it will simply come back upon themselves, and prices will, undoubtedly, go below the actual cost of production. Why cannot they put their surplus on the British market, even at a loss to begin with, and in this way introduce the goods, and charge it to advertising account. If the goods are reliable the British merchant will appreciate them. The money the canner imagines he loses to-day will come back to him with good results later. Canners must understand that unless they grapple with their business, such as other individual manufacturers do with their products, and have enterprise enough, they must surely go to the wall. But the canner who will

conduct his own business and pack reliable goods and push them, independent of associations or syndicates, will be, in my mind, the most successful man (if he is spared) 10 years from now.

Apologizing for the space I have taken up in this matter, and trusting that the canners will not be so short-sighted as to be induced to cooperate in a scheme so unbusinesslike, I must now conclude.

"ASPARAGUS."

#### THE COAL OIL DUTY.

A SPECIAL meeting of the executive Committee of the Canadian Manufacturers' Association was held on Tuesday to consider the motion of Mr. E. R. Clarkson, Hamilton, asking the Government to remove the duty on coal oil. It was decided that not sufficient facts had been laid before the association to clearly show "that the price of oil has been raised to an exorbitant extent as a result of the duty," but a motion was adopted calling upon the Government "to appoint a commission to fully investigate the facts connected with the Canadian oil industry prior to adopting legislation affecting this industry."

There is scarcely any article of commerce in the Custom's tariff around which has centered so much discussion as coal oil, and yet most people are at "sixes and sevens" in regard to the actual merits of the case. This is, perhaps, largely due to the fact that party politics have been industriously mixed up with it. If the suggestion of the executive committee of the Manufacturers' Association is acted upon by the Government, it is probable we shall get more light upon the question than we have hitherto had. We hope, therefore, that the memorial of the Canadian Manufacturers' Association will find favor with the Government.

#### THE CANNED GOODS TRADE.

Although the movement in canned vegetables is still rather small, signs of an improvement in the demand are not wanting. In Toronto this week the demand shows a slight improvement, and inquiries have been received there from Manitoba and the Northwest. In Montreal, a fairly good movement is being experienced, and from St. John, N.B., comes the report of a better business.

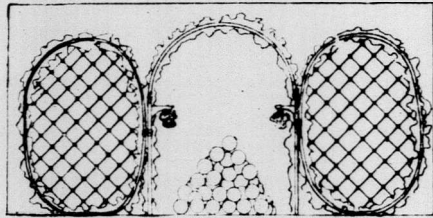
The canned goods trade in Canada has been undergoing an uncomfortable siege for some months, but it is now evidently being lifted.

A couple of the leading factories are sending experimental shipments of vegetables, fruits and preserves to the British market.

## GROCERY WINDOW DRESSING.

## DESIGN FOR FRUITS.

WE offer the following suggestions as good ideas for grocers' trims: The drawing No. 1 represents a neat arrangement of barrel hoops and an arch made from a bendable strip. From the sides of the arch may be brackets supporting baskets of fruit—trim the baskets

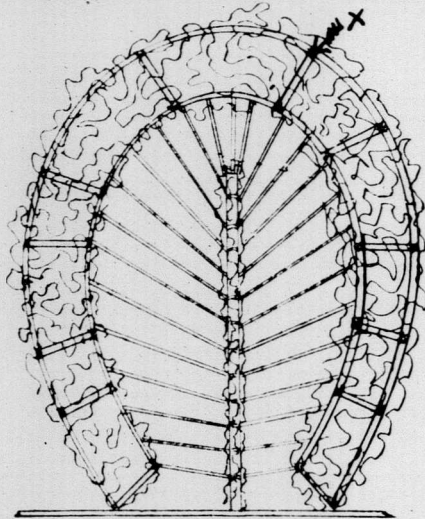


No. 1

with tissue paper. The lattice effect may be made of colored twine, tape or ribbon. A very pretty effect may be had by pinning dried fruit at the crossing of the strings.

## HORSESHOE DESIGN.

The drawing No. 2 conveys a good idea for a grocer's trim. To make the horseshoe, get a few lengths of bendable strips, nail cross pieces to them as indicated by an X in design. Set the horseshoe well forward in the window and an upright at the back of the window, draw ribbons to the upright from the shoe. Puff the face of the horseshoe, arrange artificial flowers or greenery about it, and puff the floor with white cheesecloth over white wrapping



No. 2

paper and arrange any line of groceries on it. If you put shelves running from the front to back, and cover them with crepe paper, you can show on them bottled goods.

## HOUSE CLEANING GOODS.

During the month of April housekeepers require articles from the grocer's stock. Here is an opportunity for a good stocky display of everything required for house-

cleaning, such articles as brushes, brooms, whisks, pails, tubs, soaps, polishes, etc. Everything in this trim should be well ticketed.

## A SOAP WINDOW.

Illustration No. 3 is a splendid display of soap, and is recommended as a good sales trim. The same idea would serve for a display of groceries of various descriptions.

## CONFECTIONERY TRIMS.

Beautiful trims can be made with confectionery. Pretty backgrounds can be made with crepe paper, which can be had in any color, and confectionery shown on fancy dishes or boxes. A good idea is to have a large cornucopia made of felt paper

and covered with white cheesecloth (shirred). Place this with its side facing to the street, and suspend confectionery by invisible wire from the mouth of the cornucopia, and empty a box or two of creams in mouth of same, giving the impression from the street that it is full of choice confectionery. The cornucopia should be suspended from the ceiling about 3 ft. from floor of window. A few dressed dolls, suspended from ceiling, holding little baskets of confectionery would look neat. A series of steps built in circular shape to the height of about 4 ft., covered over with purple crepe paper, on which fancy boxes of confectionery are arranged, is another way to make a nice trim. This should have a pretty background.

## LITTLE SUGGESTIONS.

Novel signs for grocers' windows can be made by taking a board about one foot long and any desired length, circular or otherwise; cover this lightly with red canton flannel or cloth, outline the letters with pencil, and fill with beans, which can be stuck on with glue or by driving a pin through each bean.

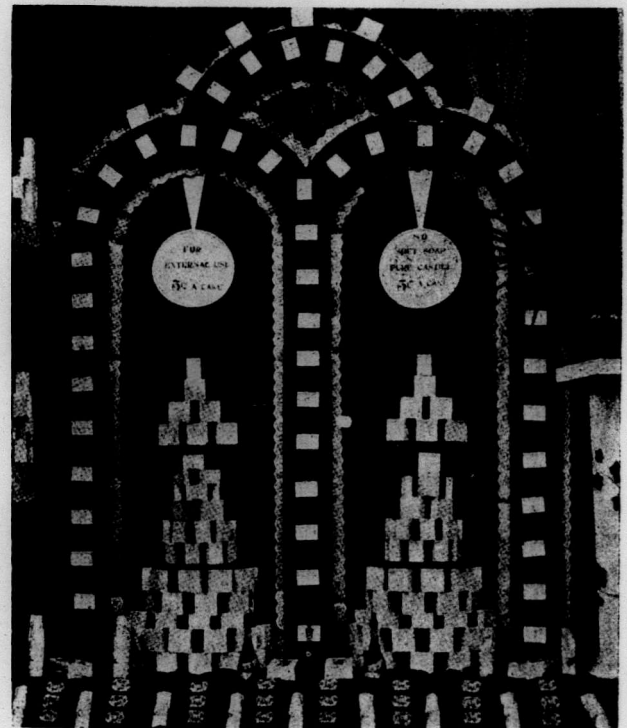
## DISPLAYS OF SODA BISCUITS.

For a display of soda biscuits, take a solid wooden circle 1 in. thick and 12 in. in diameter. Nail eight laths all around this, pointing outwards; cover them with white wrapping paper and tack soda biscuits side

by side on each lath. This can be done by tacking them with short pins, and will not hurt the biscuit. Laths in half lengths can be nailed between each long lath and covered in the same way. This can be suspended from the ceiling, and makes a good background.

## JAPAN TEA TRIMS.

For a display of Japan teas, a pretty, effective trim could be made by the aid of a few Japanese umbrellas, lanterns, fans, etc. For a background, strips of manila wrapping paper about two feet wide, with Japanese hieroglyphics painted with red paint and hung down the back of the window would suffice. Tea could be neatly arranged on Japanese dishes on the floor. Another idea would be to erect a Japanese pagoda for a centerpiece. Any carpenter



No. 3

could make the framework, and it could be covered with Jap. matting and edged and ornamented with bamboo split down the centre. A few Japanese dolls placed in the windows of the pagoda would finish it off.

## ANSWERS TO INQUIRERS.

S. & B., Brandon: We have a peanut roaster, but it does not work very evenly. If we can strike something at a reasonable price we might buy it. Could you put us into communication with someone who has a really good article?

[Remarks: We cannot, but we would be glad if any of our readers could do so.—THE EDITOR.]

Snider & Saunders, grocers, etc., Meaford, Ont., have dissolved. W. P. E. Saunders continues.

# TEAS

We offer at a bargain the following lots :

Lot No. 1	<b>JAPAN</b>	60	Half-Chests	"Daisies"
Lot No. 2	"	86	"	"Snowball"
Lot No. 3	"	50	"	"Garden Rose"
Lot No. 4	"	75	"	"Cooperia"
Lot No. 5	"	50	"	V
Lot No. 6	"	25	"	AA
Lot No. 7	"	25	"	DD
Lot No. 8	"	50	"	MM
Lot No. 9	"	50	"	NN
Lot No. 10	"	86	"	"Picotee"
Lot No. 11	"	41	"	"Lychnis"
Lot No. 12	"	65	"	"Caucasica"
Lot No. 13	<b>CEYLON</b>	12	Chests	W.S. No. 16
Lot No. 14	"	20	"	W.S. No. 17
Lot No. 15	"	26	"	W.S. No. 23
Lot No. 16	"	14	Half-Chests	C.X.H.
Lot No. 17	"	60	"	-Y-O-

These Teas had to be sold for cash to liquidate an insolvent estate. We bought them for less than price advanced by the bank which means much less than actual value.

We are prepared to offer them on the basis of cash and not on what they are worth.

We will dispose of them quickly at prices offered, as they are **really a bargain.** Samples ready.

## L. CHAPUT, FILS & CIE.

Wholesale Grocers and  
Tea Merchants,



— MONTREAL.

## SUGAR PRODUCTION IN 1900.

THE rapidly-increasing share of the world's sugar consumption which is supplied from sugar beets is pointed out by a publication in *The Monthly Summary of Commerce and Finance*, just issued by the Treasury Bureau of Statistics. Under the head of "The World's Sugar Crop of 1900" it shows that the total beet-sugar production of that year was 5,950,000 tons and the cane sugar crop 2,850,000 tons, more than two-thirds of the world's sugar supply being thus produced from beets. This statement is followed by a table showing the cane and beet-sugar production in each decennial year beginning with 1840, and the percentage which these rival sugar plants have in supplying the sugar consumption of the world. This table shows that in 1840 beets supplied less than 5 per cent. of the world's sugar consumption; by 1850 they supplied over 14 per cent.; by 1870, 34 per cent.; by 1890, over 63 per cent., and in 1900, 67.71 per cent.

The growth of sugar consumption is also shown in a striking manner by this table. In 1840 the total sugar crop of the world was only 1,150,000 tons; in 1870, 2,416,000 tons; in 1890, 5,702,000 tons, and in 1900, 8,800,000 tons. The world's population has no more than doubled during the 60 years, probably not so much; yet its consumption of sugar is to-day fully eight times as much as in 1840.

The article in question begins with a statement from *The London Statist* to the effect that but a single factory in all the United Kingdom now refines cane sugar, all the others being exclusively occupied in preparing for the market the raw product of the beet farms of Germany, France, Austria and Russia.

The cane sugar crop is estimated as follows:

Countries—	Tons.
Java .....	670,000
Cuba .....	500,000
Louisiana .....	340,000
Hawaii .....	230,000
Mauritius .....	150,000
Brazil .....	150,000
Peru .....	120,000
Demerara .....	90,000
Egypt .....	90,000
Antilles .....	85,000
Porto Rico .....	70,000
Philippines .....	50,000
Trinidad .....	45,000
Barbados .....	40,000
Jamaica .....	30,000
Martinique .....	30,000
Guadeloupe .....	30,000
Reunion .....	30,000
Total cane .....	2,850,000

The following is the estimate of the beet

sugar crop for the year ending September 1, 1900, supplied by Mr. Licht:

Countries—	Tons.
Germany .....	1,950,000
France .....	1,125,000
Austria-Hungary .....	1,075,000
Russia .....	890,000
Belgium .....	340,000
Holland .....	170,000
Other countries .....	400,000
Total beet .....	5,950,000

The world's consumption of sugar in 1900 was 8,200,000 tons.

The following table shows the world's production of beet and cane sugar at decennial periods from 1840 to 1900, and the percentage which beet supplied of the world's product at each period named:

Years—	Cane sugar. Tons.	Beet sugar. Tons.	Total sugar. Tons.	Supplied by beet. Per cent.
1840 .....	1,100,000	51,000	1,150,000	4.35
1851 .....	1,200,000	200,000	1,400,000	14.29
1861 .....	1,510,000	389,000	1,899,000	20.43
1870 .....	1,585,000	831,000	2,416,000	34.41
1881 .....	1,852,000	1,402,000	3,254,000	41.18
1891 .....	2,669,000	3,633,000	5,702,000	63.70
1900 .....	2,851,000	5,950,000	8,800,000	67.71

## TRADE CHAT.

Wm. Grant has started a general store in Cobden, Ont.

L. Gould is starting as grocer in St. Thomas, Ont.

A. O. Miron has opened a general store at The Brook, Ont.

James Barkley has erected a new cheese factory at Irena, Ont.

Josephine Fralick has started as confectioner, etc., in Dartmouth, N.S.

The Silver Spring Creamery Co., Limited, Baden, Ont., have been incorporated.

W. K. Secord, grocer, Winona, Ont., has sold out to Budge Bros., his clerks.

Connors Bros., Limited, canners, etc., Black's Harbor, N.B., have been incorporated.

C. E. Compton, general merchant Wataskiwin, N.W.T., has taken H. Montgomery into partnership.

Donald Sullivan, grocer, Jarvis and King streets, Hamilton, Ont., fell, while arranging some goods on his shelves last week, and broke his wrist.

E. H. Code, fruit dealer, Morris, Man., intends building an addition to his store, which he will use as an ice-cream parlor during the summer months.

C. C. Stewart, Geo. Hamilton and R. Brooking were appointed at a meeting held in Winnipeg the other day, a committee to consider the prospects of the successful conducting of a co-operative store in that city.

Oppenheimer Bros., wholesale grocers, Vancouver, B.C., who were reported as being in financial difficulty some weeks ago, have arranged their troubles with their creditors entirely satisfactory to all concerned. The business will be continued as formerly.

J. B. Oke, who has been conducting a fruit and fish business in Peterboro', Ont., under the style of R. R. Philip & Co., has sold out to A. Oke, of Port Hope, Ont., who will continue the business in Peterboro'.

## 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

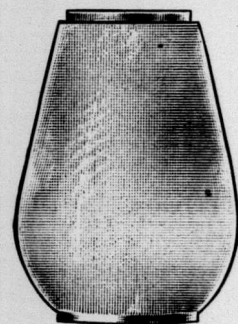
Suitable for Liquids in  
PAINTS, SYRUPS,  
PICKLES, OYSTERS, ETC.

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

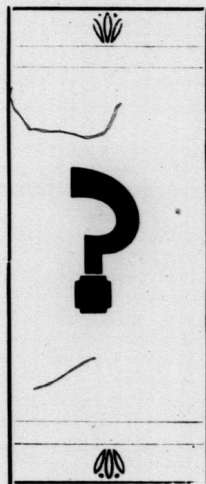
THE GLENER CO.,  
Limited

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

# A Question of Quality



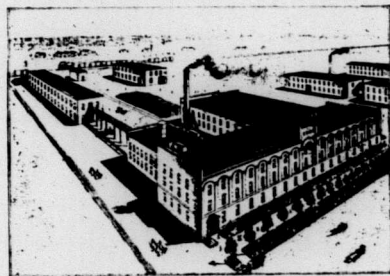
How many of your customers ask for cheap vinegar? How many mention price at all in connection with this article? A very small percentage. It's Quality they want, the best you can procure for them.



## IMPERIAL WHITE WINE

pleases the most exacting. Its soft, mellow flavor, full, even strength, and peculiar adaptability for pickling, make it a favorite with housekeepers. It cannot fail to increase your vinegar trade, and, incidentally, bring other business with it.

Remember the name, **IMPERIAL.**



### THE WALKERVILLE MATCH CO., LIMITED

Manufacturers of the Celebrated

Maple Leaf, Crown,  
Knight and Imperial  
Parlor Matches



The well and favorably-known  
Hero and Jumbo  
Sulphur Matches

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

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

## HEALTH, CONVENIENCE, ECONOMY.

Three important reasons for using "Kent" Baked Beans. They are perfectly cooked, hence easily digested. They are ready for immediate use. The price (10c) brings them within the reach of all. If you have not stocked them yet write us for a "sample" can.

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

UR  
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advertise-  
ON, JA.

Grocers are sometimes inclined to enthuse at the tempting bait (increased profits) held out as an inducement by some "so called" just as good substitute-pusher, but the enthusiasm is of short duration, as this "substitute business" has run its course. The people are too wide awake to be lured away from the beaten track by anything but proven superior worth.

And there is no superior to

# "SALADA"

Ceylon Tea  
Black or Green

And no equal either. The great sale proves this.

If you are not already selling it, write for samples.

Toronto, Montreal, Boston, Buffalo, Detroit, Pittsburgh, Cleveland, Toledo, Philadelphia.

#### A REMARKABLE SALT DEPOSIT.

BY CHARLES F. HOLDER.

FEW readers of *The Scientific American* had heard of the Sea of Salton up to 1892. At this time the Colorado river broke its barriers and flowed into the desert of California, flooding it to an extent of hundreds of square miles. In the vicinity of Salton was one of the largest salt deposits in America; the water encroached upon it, and for a time threatened the industry, but after creating an excitement which spread over the entire West, it receded. The rumor was to the effect that the new sea was so vast that it would change the climate of Southern California.

The deposit of salt at Salton is one of the sights of California. It lies in a depression almost three hundred feet below the sea level, and was at some time in the past the bed of a sea, or extension of the Gulf of California. From the train, which passes nearby, the tract looks like a vast snow field, and in the early morning is frequently the scene of beautiful mirage effects. The salt deposit, which is essentially rock salt, covers about 1,000 acres, and is at present the centre of interest on account of the dispute of rival companies over the possession of the property.

The company in possession has shipped from this place annually about 2,000 tons of

salt, valued at from \$6 to \$34 per ton, according to quality. The outfit of the salt mine consists mainly of a crusher, a drying building, and a dummy line from the salt beds to the Southern Pacific Railroad, not far distant. The work is carried on mainly by Indians, who can withstand the intense heat of the desert—150 deg. in June—and the glare better than white men. The work is interesting and novel. The drying house is a building 600 ft. in length, about which hundreds of thousands of tons of salt are heaped, having all the appearance of snow. Here the salt is dried and milled. The salt is collected at first with a plow—a singular machine with four wheels, in centre of which sits an Indian guiding it; the motive power is a dummy engine some distance away, which hauls the plow along by cables.

As it passes, the steel breaker is seen to cut a broad but shallow furrow, 8 ft. wide and 3 ft. long, throwing up the ridges on either side. Indians now follow along, and with hoes pile up the salt in pyramidal forms, which latter is transported to the mill. Each plough harvests 700 tons of salt per day. A singular feature of this bed is that the salt is being deposited daily by springs which run into the basin, and, as the water evaporates, it leaves a crust of almost pure chloride of sodium, which ranges from

10 to 20 in. in thickness, over the lake. It will be seen that there is no danger of exhausting the supply, which is forming all the time; and, in point of fact, the ploughs have in the past years worked almost continuously over the same area, only about 10 acres having been ploughed.

The salt, when delivered at the plant, is hoisted to the upper floor and placed in a bulkhead breaker, where it is reduced to particles of the same size. It then passes through a burr mill and is well ground. After this, it is sifted and is finally passed through an aspirator, which cleanses it of all foreign material, when it is ready for packing in bags. The salt is used for a variety of purposes, and is of different grades, the lowest being unrefined—a product called hide salt, used in manufactories. Large quantities are sold for sea-bathing purposes, a certain amount producing a very similar chemical equivalent to sea water. Other grades are prepared for the table, dairy and for the use of druggists.

#### LOOKS FOR "THE CANADIAN GROCER."

Editor CANADIAN GROCER.—Please find inclosed the sum of \$2 for another year's subscription to THE CANADIAN GROCER. I am much taken up with THE GROCER, and look for it every Friday evening. I feel as if I could not do without it.

P. A. BARR.

Gooderham, Ont., April 2, 1901.



# 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 11, 1901.

### GROCERIES.

THE feature of the wholesale grocery trade this week is the advance of 10c. per 100 lb. in the price of refined sugar in sympathy with a similar advance in New York. The demand for sugar the past week has been good. Generally speaking, the wholesalers are doing a fair business in general groceries, although a little more activity in the demand would be acceptable. Canned vegetables, while still quiet, are in a little better demand than they were a week ago; in fact, trade in canned goods generally is rather more satisfactory. Coffees are meeting with a fair demand with local quotations unchanged. Spices are quiet, but fairly steady as to price. The position of the tea market continues strong as to price. The demand is also good, with good liquoring teas scarce. A fair trade is being experienced in syrup and molasses. Business in jams and jellies is rather quiet. In foreign dried fruits, a little better business is to be noted. The most active line is prunes.

### CANNED GOODS.

Canned vegetables are attracting a little more attention this week. It does not follow, however, that the demand is active, for it is not. The usual spring inquiries are beginning to come in from the Northwest, but it is early for much business to be done on account of that part of the country. In prices, there has been no actual change, although there does not appear to be so much low-priced goods either offering or wanted. We are assured by some of the wholesalers that the demand is turning more in the direction of the better quality goods. This is a good sign. The prices at which most sales are made are 75 to 80c. for tomatoes and 70 to 80c. for peas and corn. One or two brands still sell at better prices, but they are the exception and not the rule. The demand for canned fruits continues to improve. This applies par-

ticularly to peaches, raspberries, strawberries and apples. Strawberries are scarce, some houses being completely sold out. Further improvement is also to be noted in the demand for canned salmon, although the volume of business in this line is still light. Some orders for canned meats have been booked during the week, and a gradually increasing trade from this out is looked for.

### COFFEES.

Local wholesalers report a better demand for the better grades of green Rio coffee. We quote: No. 7, 8¼c. per lb.; No. 6, 9c.; No. 5, 9¼c.; No. 4, 9½c. Very little is being done on importation account, and sellers do not, as a rule, appear ready to fill orders at the prices offered by buyers.

### SYRUPS AND MOLASSES.

There is a fair demand for molasses, particularly the New Orleans variety, at 25c. in bbls. and 27c. in half bbls. The price of New Orleans molasses is steady in the

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

primary market. The demand is fairly good for corn syrups, the kind most wanted, at 2¼c. in bbls., 2½c. in half bbls., 3c. in kegs and \$1 to \$1.30 in pails.

### SUGAR.

The feature of the sugar market is the advance of 10c. per 100 lb. which took place on Tuesday last. In consequence of the firmness of raw sugars in the United States, an advance was anticipated several days before it actually took place, while the wholesalers generally encouraged their customers to buy. As a result, there has been free buying during the week. One of the features of the sugar market is the fact that the price of beet in Europe is above the parity of centrifugal sugars in New York. Then, in the United States, meltings last week were 12,000 tons in excess of receipts, while in Cuba a large quantity of sugar is in the hands of speculators. The price of granulated sugar in Toronto is now \$4.73 for the product of the Montreal refineries, and \$4.68 for that of the Nova Scotian. Yellows are quoted from \$3.88 up.

### RICE AND TAPIOCA.

There is the usual steady demand for

rice at 3½ to 3¾c. for B and 5½ to 6c. for Japan. The rice markets rule steady. Tapioca is in moderate demand at 4½c. per lb.

### SPICES.

Mail advices to hand state that the crop of Cochin and Calicut ginger is estimated at 1,000 tons, against 3,500 tons in normal seasons. As the article has been largely taken up by speculators, it is expected that prices will be a great deal higher. Pepper, although quiet, is held firm, according to a cable from London. Cloves, which have been weak, are showing more firmness.

### TEAS.

Nothing particularly new has developed during the week in regard to the tea market. If anything, the scarcity of good liquoring and fine Indian and Ceylon teas is more pronounced, while the demand for them is good. There is no scarcity in low grades, but there is a better feeling in regard to price in sympathy with the better descriptions. Mail advices from London, England, under date of March 29, say that at the auction the sale of Ceylon tea was again comparatively small, and prices showed a distinctly firmer tendency, common teas being occasionally dearer, while choice liquoring kinds showed a distinct advance in quotations. The quality of Ceylon teas arriving on the London market continues to show improvement. Japan teas are quiet, and there is still little or no disposition to place orders for new teas until the market opens and actual prices are known. The quantity of Ceylon greens offering somewhat affects operations in Japan teas.

### FOREIGN DRIED FRUITS.

CURRENTS—A slightly better demand is reported by the wholesale trade, although the volume of business is still light. New York papers report that the market there continues to be in buyers' favor. Locally, quotations are unchanged, and as follows: Patras, 11 to 11½c. per lb.; Filiatras, 9¾ to 10c. per lb.; Vostizzas, 12½ to 13c. per lb.

VALENCIA RAISINS—Dull and unchanged. We quote: 2-crown, 8¾c.; 3 crown, 9c., and 4 crown, 9¾c. per lb.

PRUNES—These continue to be the most active line in the dried fruit trade, and business has shown further improvement during the week. 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;

8 1/2 c. for 40's to 50's. French prunes, 3 1/2 to 4c. per lb.

**DATES**—The demand is steady at 3 3/4 to 4c. for Sairs and 4 to 4 1/2 c. for Hallowees.

**FIGS**—A fair demand is being experienced for tapnet figs at 3 1/2 to 3 3/4 c. per lb. According to New York advices, bag figs in first hands there are exhausted.

**CALIFORNIAN EVAPORATED FRUITS**—The demand for peaches and apricots shows further improvement. We quote: Apricots, 11 1/2 to 12 1/2 c. per lb., in 25-lb. boxes; peaches, 8 1/2 to 10c. per lb. in bags and 10 to 12c. in boxes, according to quality.

#### GREEN FRUITS.

The spring business is opening up nicely. The sale of bananas is steadily improving, with prices unchanged. Oranges, both Valencias and Californian navels, are 25c. dearer. The navels are now bearing 25c. extra charges for refrigeration during transportation. The advance in Valencias is in sympathy with higher quotations in New York. Some cranberries in boxes are still moving at \$3.75. Cocoanuts are not yet in good demand. Apples are about done, and \$5 is readily paid for strictly-sound red Spies. Sweet potatoes are steady at \$5. Few sound Malaga grapes are to be had, but there is practically no demand for them. The sale of pineapples is increasing, at all the way from 11 to 25c. each.

#### COUNTRY PRODUCE.

**EGGS**—While the market has fallen 1 to 1 1/2 c. in the week, the competition among jobbers for supplies has been so large that some have resorted to buying in the country instead of waiting for consignments. There has been a good demand, but the supply is so steadily increasing that jobbers make a point of clearing out their stocks daily as much as possible.

**BEANS**—The demand is light, but jobbers hold their stock firm at \$1.60 to \$1.65 for hand-picked and \$1.50 to \$1.60 for primes.

**HONEY**—There is little doing, but prices are firmly maintained. We quote 9 to 10c. for extracted clover, and \$2.40 to \$2.60 for No. 1 clover comb.

**DRIED APPLES**—The jobbing market is lifeless. We quote nominally 5 to 5 1/2 c. for evaporated and 3 to 3 1/2 c. for dried apples.

**MAPLE PRODUCT**—New syrup is coming in fairly well, but the indications are that the make will be small this year. We quote: 95 to \$1 for wine gal.; \$1.15 for Imperial 1-gal. tins; \$1.10 per gal. for Imperial 5-gal. tins. New sugar is worth 11 to 12c. per lb.

#### BUTTER AND CHEESE.

**BUTTER**—The dairy butter market is weak. Receipts are accumulating and

prices have fallen 1c. Creamery is in good demand at steady prices. We quote: Dairy prints, 16 to 17c.; rolls, 15 to 16c.; second-grade tubs, 11 to 14c.; creamery prints, 21 to 22c.; boxes, 20 to 21c.

**CHEESE**—Prices are steady at 9 3/4 to 10c. The demand keeps firm.

#### VEGETABLES.

The supply of radishes, asparagus and cabbage has so increased that prices have been much reduced. We quote as follows: Radishes, 40 to 50c. per doz. bunches; onions, 50c.; rhubarb, 75c. to \$1.25; asparagus, \$1.25 to \$1.50; spinach, 60c. per short bushel box, and cabbage, \$2.50 per barrel.

#### 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 91 1/2 c. Toronto. Deliveries are somewhat larger on the local street market but there is not yet much doing. We quote: Wheat, white and red, 69c.; goose, 66c.; oats, 34 to 34 1/2 c.; peas, 65c.; rye, 52 to 52 1/2 c.; barley, 46c.

**FLOUR**—A good business is doing at steady prices. 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 no change in prices. The demand is fair. We quote as follows: 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.

#### FISH AND OYSTERS.

There is still a liberal supply of frozen trout and whitefish, and they are being cleared out at 7 to 7 1/2 c. Fresh trout and whitefish are offering, but are firm at 10c. per lb. There is a good movement of prepared fish. We quote: Fresh fish—Codfish, 6 to 7c.; whitefish, 10c.; trout, 10c.; halibut, 15c.; sea salmon, 17c.; haddock, 5 to 6c.; British Columbian salmon, 12 to 15c. Frozen fish—Trout, 7c.; whitefish, 7 to 7 1/2 c. 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.; fitched cod, \$5 to \$5.25; boneless cod, in bricks, 5 to 5 1/2 c. per lb.; steak cod, 6 1/2 c. per lb.; shredded cod (2 doz. in box), \$1.80 per box; boneless fish, loose, in 25-lb. boxes, 4 to 4 1/2 c., 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.

#### HIDES, SKINS AND WOOL.

**HIDES**—The market is dull at unchanged figures. We quote: Cowhides, No. 1, 6 1/2 c.; No. 2, 5 1/2 c.; No. 3, 4 1/2 c. Steer hides are worth 1c. more. Cured hides are quoted at 7 to 7 1/2 c.

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

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

#### MARKET NOTES.

Lard is 1/4 c. per lb. dearer.

Refined sugars are quoted 10c. higher.

Dairy butter is 1c. per lb. lower. Eggs have declined 1 to 1 1/2 c. per doz.

#### WAS IT CANADIAN JAM?

**T**HE affection with which the troops in South Africa regard the fruit preserves which are served out to them is vouched for by a writer in a British weekly paper who describes himself as an "ink slinger from the front":

Tommy got rations of bully beef and biscuits, with an occasional pot of jam. Very often, when Tommy was feeling dead beat, the sight of a jam pot brought him to life again. The jam prevented scurvy and all sorts of things. Once a day, Tommy would, if he had any jam about him, which was not often, spread a big biscuit with it and revel. Curiously enough, there was generally a cessation of hostilities on each side about one o'clock in the day. The combatants had a hasty snack and then began again. But on one occasion the Tommies were a little dilatory. Jam had been served out to them that morning; then they had had to go into action; and they were wondering, not whether they would all get "potted," but whether they would have time to open their jam for dinner. When they had opened their jam pots, and were just going to devour their biscuits, the order was given to advance, and Tommy, with muttered oaths, went along, carefully carrying his cherished biscuit with the jam on it, and, with equal care, putting it down right side up whilst he "potted" at the foe. Then he picked up his biscuit, took a hurried bite, and got ready for another shot. He did not fear death, but he did fear missing his ration of jam.

Awfully sorry we are unable to give the name of the maker of this particular jam. It must have been remarkably good stuff.—Grocery, London, England.

[We are equally sorry we cannot give the name; but the jam was probably of Canadian manufacture, quite a little of which went to South Africa.—Editor of CANADIAN GROCER.]

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

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QUEBEC MARKETS.

Montreal, April 11, 1901.

GROCERIES

THE grocery trade, on the whole, is in a fairly satisfactory condition. Dried fruits have not improved appreciably, but, nevertheless, the demand for general groceries is good. The feature of the week has been the advance of 10c. per 100 lb. in sugar which went into effect on Tuesday. This has been anticipated for some time. Molasses has declined 3c. per gal. for spot delivery in the combine district, the figures now being 32 and 31c. The market at the Island remains firm, on account of the demand from Newfoundland having set in. As yet dealers here are not operating. At the present moment it would cost 30c. to lay down new goods here. The Guild meets next week and will probably take some action in regard to import prices. The situation of canned vegetables remains much as before, with the demand improved, if anything. Salmon is selling well, but the scarcity and high price of sockeye have turned the popular taste to cohoes and humpback white fish. Raisins are as dull as ever, and 5 1/2c. seems to be a common quotation on fine off-stalk. Prunes and evaporated apples are selling well, and currants are in fair request. Teas are experiencing a little brisker distributing inquiry, with the demand confined particularly to Japans. Split peas are scarce and advancing, bags now being quoted at \$2. 10. Hog products maintain a very firm position, compound lard and Cottolene as well as pure lard being higher this week.

SUGARS.

The firm tendency that we have noted in the sugar market during the last few weeks developed into a rise of 10c. per 100 lb. which went into force on Tuesday. Prices are now \$4.55 for granulated and \$3.70 to \$4.35 for yellows, as to quality at the refinery. City 5c. extra. This action on the part of the refiners has been under consideration, we believe, for some time, but the rise was deferred on account of the continued importation of Russian sugars. But now these sugars have been found of inferior quality and the refiners consider them out of the market. The raw sugar market is firm in New York, with a slight advance scored on the week's transactions. The outlook for the sugar market appears to be quite healthy.

SYRUPS.

The demand for syrups continues steady and brisk with prices unchanged. Cane syrup is worth 1 1/2 to 2c. and corn syrup 2 1/2 to 3c. New maple syrup is scarce and brings full prices, 8 to 9c. per lb. being the ruling quotation.

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CUT TOBACCO

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## MOLASSES.

The spot market, so far as the combine district is concerned, has declined 2c. per gallon, being now quoted at 32c. for single puncheons and 31c. for carlots. The open market is quite steady at about the same figures. The last quotation from the Barbadoes for new crop goods was 12c., meaning about 30c. laid down here. This advance is reported due to a demand from Newfoundland. Dealers here, however, seem to take little stock in it and a reaction is even looked for. At present, buyers are standing off awaiting developments. The Guild meets next week and may take some steps in regard to establishing import quotations.

## CANNED GOODS.

A good trade is being done in canned goods of all kinds. Vegetables are moving out freely at former quotations. The wholesalers report sales large but profits small. Tomatoes are worth 80 to 87½c. per doz.; corn, 70 to 80c. and peas, 70 to 95c. Fruits are also in good demand, and strawberries and cherries are decidedly scarce, the former being bought freely at \$1.85 for 2's, and the later, pitted, at \$2.15 for 2's. Fraser river red sockeye is scarce, and the high prices show no weakening tendency. On account of the high prices on first quality goods, customers are turning to cohoes and humpback salmon, the former being worth \$4.50 to \$5, the latter, \$3.50 to \$4.

## SPICES.

A fair trade is being done in spices. There is nothing striking to report. 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.

There is a more plentiful supply of tapioca on the market. There is a good demand for rice. We quote: CC rice, \$2.90 to \$3; B rice, \$3 to \$3.15, according to quantity; Japan, imported, 4½ to 5½c.; Canadian Patnas, 3¾ to 4c., imported Patnas, 4¼ to 4½c., according to quality; best Carolina Leads, 9 to 9½c.

## DRIED FRUITS.

CURRENTS—Fair orders are being received for currants, and, although business in this line is not active, yet it is satisfactory. Provincials are worth 8 to 8½c. and fine Filiatras 9 to 9½c. in half-cases.

RAISINS—Business in raisins continues slow. The high prices seem to have led to

a substitution of prunes and evaporated apples. Valencias, fine off-stalk, are worth 5½ to 6½c. Californian raisins cannot be imported under 8¼c. for 2-crown, 8¾c. for 3's and 9¼c. for 4's. These prices seem to be too high to lead to business.

PRUNES—A good business is being done in prunes. French prunes are worth about 3½ to 5c., and Californians 5 to 5½c. for 90-100's; 6½ to 7½c. for 60-70's, and 7½ to 9½c. for 40-50's, according to quality.

DATES—A good demand continues to be experienced for dates. Halloween dates are worth 4¼c. and Sairs 3½c.

EVAPORATED FRUITS—Evaporated apples are selling well at 5 to 6½c. Other lines are in fair request only. Pears are worth 11 to 11½c.; peaches, 9½c.; apricots, 11c.

## NUTS.

A fair business is reported in nuts. Shelled almonds are now selling as low as 30c. 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.

The feature of the tea market this year, from the wholesalers' point of view, is the better run on the higher grades of tea. The trade is not very active, but it is a striking feature of what business there is doing that the inquiry is principally for Japans bringing 20 to 25c. Japans are being pushed as high-grade teas, and people are being educated to take the higher-priced article. Yet, there are large quantities of 16 to 18c. tea still selling. Indians and Ceylons are rather quiet, with the market a little steadier.

## GREEN FRUITS.

Business continues to be quite brisk. The demand for oranges is quite equal to the present supply, and prices are steady. Quite a quantity of Californian celery has been distributed this week; the green-top variety is the only quality fit to ship. We quote: Californian navel oranges, first grade, \$3.50; second grade, \$2 to \$2.75; 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; 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 Golden Heart celery, \$5 per case; Californian green-top celery, \$8 per case; Cali-

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GOLDEN CROWN CANNED CLAMS, 1-lb. talls.  
GOLDEN DIAMOND BLUE BERRIES, 2's size.

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fornian 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.; strawberries, 50 to 55c.

**COUNTRY PRODUCE.**

**EGGS**—The stocks were more than ample for the Easter trade and goods are beginning to accumulate. Consequently prices are somewhat easier, 12½ to 13c. being the ruling figure now.

**MAPLE PRODUCT**—Business is quiet, and as supplies are increasing the tone of the market grows easier. We quote: New syrup, 70 to 80c. per tin of wine gallon, and at 95c. to \$1 per imperial gallon, 6½ to 7c. in wood and 10 to 11c. per lb. for new sugar.

**HONEY**—The demand for honey is slow. The market is quiet at steady prices. 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**—There is no change to note, prices still ranging about 38 to 40c. per bag in carlots.

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

**FLOUR AND GRAIN.**

**FLOUR**—The market is about steady. On the whole business is quiet for the season. We quote: Manitoba spring wheat patents, \$4 to \$4.30; winter wheat patents, \$3.65 to \$3.85; straight roller, \$3.15 to \$3.40; in bags, \$1.55 to \$1.65, and Manitoba strong bakers', \$3.75 to \$4.00.

**GRAIN**—We quote: No. 1 spring wheat, 78c.; peas, 73c.; rye, 58½ to 59c.; No. 2 barley, 49c.; oats, 35c.; buckwheat, 56½ to 57c.; corn, 49 to 50c.; barley, 53c.

**OATMEAL**—A fair jobbing trade is doing in rolled oats, and prices are maintained at \$3.45 to \$3.50 per bbl., and at \$1.67½ to \$1.72½ per bag.

**FEED**—The tone of the market for feed is firm. The demand for bran is good, and the offerings are small. We quote: Manitoba bran, in bags, \$18; shorts, \$19; and mouillie, \$20 to \$24; Ontario bran, in bulk, \$18.50, and shorts, \$19 per ton.

**BALED HAY**—There is no change to note in the market. Prices are 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.

**FISH.**

The frozen fish business is practically over for the season, and what is left now is being sold at nominal figures. A few lots

of fresh fish have found their way to this market, and have brought very good prices. The outlook just now is as if there was going to be a scarcity of fresh sea and lake fish. Prepared, boneless, pickled and salt fish are at a standstill, as is always the case after Lent. We quote: Fresh haddock, 2 to 5c.; salmon, 8c. for frozen and 16c. for fresh caught; fresh dore, 5c. 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.

**LIQUORS.**

Trade in liquors maintains a good volume. We quote:

**SCOTCH WHISKIES.**

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

**CANADIAN WHISKIES.**

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

Less than one bbl. per gallon.

65 O. P.	\$4 55
50 O. P.	4 15
Rye	2 25

**PRUNES**

**FRENCH** in 56 lb. boxes, good profit at 5c. retail.

**CALIFORNIA** King Fisher brand, Santa Clara Fruit, all sizes.

**OREGON** 40/50 and 30/40. A bargain in choice Italian Fruit.

**WARREN BROS. & CO.**  
TORONTO,

**"Chief Keokuk"**  
Pickles and Condiments,  
**"Montrose"**

Tomatoes, Peas and Vegetables.

SOLD ON THEIR MERITS.

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

**SAY!**

I am offering through the wholesale trade a Pure Canadian Gluten Flour ("Superior") manufactured by the most approved process, and equal to the best imported article, at less cost, for cases of Diabetes, Dyspepsia, and Weak Digestion. Will be pleased to send samples and price list to any merchant on application to

**E. A. SHOEBOTHAM,**  
Commission Street, - LONDON, ONT.  
Sole agent for Canada for  
**"SUPERIOR" GLUTEN FLOUR.**

**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**

## Does Your Coffee Department Require Replenishing ?

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

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

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

**S. H. Ewing & Sons, Montreal**

### CHAMPAGNE.

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

	Per Case.
Comte de Castellane—	
Cuvee Reservee... { Quarts.....	\$12 50
"                  " { Pints.....	13 50
Carte d'Or.....	15 00
Champagne Ve Amiot—	
Carte d'Or.....	16 00
"    Blanche.....	13 00
"    d'Argent.....	10 50
Pommery—	
Sec and Extra Sec.....	Quarts. Pints. \$28 00 \$30 00
Mumm's—	
Extra Sec.....	28 00 30 00
Moët & Chandon—	
White Seal.....	28 00 30 00
Brut Imperial.....	31 00 33 00
Perrier-Jouët—	
Fruit.....	28 00 30 00
Reserve Dry.....	28 00 30 00
	GIN.
Pollen Zoon—	Per Case.
Red, cases of 15 bottles.....	\$9 75
Green, " 12 ".....	4 75
Violette, " 12 ".....	2 45
P. Hoppe "Night Cap" Brand—	
Red, cases of 15 bottles.....	10 50
Green, " 12 ".....	5 25
Yellow, " 15 ".....	10 75
Blue, " 12 ".....	5 40
Poney, " 12 ".....	2 50
Draught—	Per Gal.
Hogsheads.....	\$2 95
Quarter casks.....	3 00
Octaves.....	3 05
De Kuyper—	
Violet, 2 doz. cases.....	5 30
Green, " ".....	6 00
Red, " ".....	11 50
White, " ".....	4 00
Terms, net 30 days, 1 per cent. off 10 days. In five case lots, freight may be prepaid.	
Key Brand—	
Red cases.....	10 25
Green ".....	4 85
Poney ".....	2 60
Melcher's—	
Infantes (4 doz).....	4 75
Picnic.....	7 75
Poney.....	2 60
Blue cases.....	4 75
Green ".....	5 50
Red ".....	10 25
Honeysuckle, small.....	7 90
" large.....	15 25

### CHEESE AND BUTTER.

**CHEESE**—The market is dull and unchanged, and the indifference is not encouraging to holders of old cheese. The range continues at 9½ to 9¾c.

**BUTTER**—There is still a relative scarcity of fine fresh creamery, but lower values are looked for soon. Finest creamery is worth only 21 to 21½c., and dairy is slow at 19 to 20c.

Wm. Vivian, who has been in Toronto for some time learning the grocery business, has returned to his home in Sault Ste. Marie, Ont., where he has gone into partnership in the grocery business with his brother, Henry Vivian, under the style of Vivian Bros.

### NEW BRUNSWICK MARKETS.

OFFICE OF THE CANADIAN GROCER.

St. John, N.B., April 11, 1901.

**S**PRING is here. A few days ago we thought there would be snow on the ground for weeks, but it has gone, and much quicker than usual. The river is about open, and may open completely any day. This will be earlier than for some years. After our cold and steady winter these things are a surprise, but the early snow, which stayed with us, is largely the reason. Business is active, particularly in the matter of shipments. There are a number of changes among the wholesale grocers, of which we speak elsewhere. In markets there is quite a general firm feeling. Molasses is still a feature of interest. Further shipments of Porto Rico and Barbadoes are to hand. In spices, there is a fair business. Pepper is unchanged. Ginger is firm. Cloves are somewhat unsettled.

**OIL**—In burning oil, the active season is over. Sales for the season are fair, though the market is easy. Little or no change has taken place in price. In paint oil, while the sale is now quite active, the weak market affects the volume of business. In lubricating oil, dealers are busy making shipments. This is the month when they make the heaviest shipments of the season. Values are unchanged. Wax and candles are unchanged. In cod liver oil for medical purposes, the Newfoundland description is rather easier.

**SALT**—The last direct regular steamer for St. John, from Liverpool, leaves this week, as also a special steamer. This will mean free arrivals of English salt, particularly coarse. The movement has not been very active, and considerable stock is still on hand. In Canadian salt, the sale shows improvement. The season for dairy and cheese salt is opening. We quote: Liverpool coarse, 50 to 55c.; English factory-filled, 95c. to \$1; Canadian fine, \$1 per bag; cheese and butter salt, bulk, \$2.40 per bbl.; 5-lb.

bags, \$2.85 to \$2.90 per bbl.; 10-lb. bags, \$2.70 to \$2.75 per bbl.; 20-lb. wood boxes, 22c. each; 10-lb. wood boxes, 14c. each; cartons, \$2 per case of 2 doz.; English bottled salt, \$1.25 to \$1.30 per doz.; mineral rock salt, 60c. per 100 lb.

**CANNED GOODS**—In vegetables, there is rather improved sale, particularly for peas. Stock is still quite ample. Prices are easy. The sale has been rather disappointing. Fruits are firmer and show improved sale. In oysters, prices are easy. Salmon is not yet active. Values are firm. Local-packed fish is firmly held, particularly kippers, of which the market is quite bare. There are some herring in tomato sauce held. Haddies are in light supply. Sardines are in fair sales. The demand is for oil, though there is some sale for sardines in mustard. The latter are relatively the cheapest. Clams are a good, but not a large, seller. In meats, which will soon be in season, there is nothing new. The market is firm at the advance.

**GREEN FRUITS**—Business is active. The advent of bananas is sure to have this result, as they will not stand up long. This week there has been every chance to buy cheap goods, the stock ripening quickly. In apples, the season in Nova Scotia has, in many cases, been unsuccessful, one great reason being the practice of shipping the fruit in steamers not fitted for the trade. And this year fruit has been rather soft. There is considerable poor stock arriving, which sells slow at any price. There is quite a free sale for best stock at good figures. Oranges sell freely. Californians keep quite low. Valencias are firm at a slight advance. Lemons are low and have a fair sale.

**DRIED FRUITS**—There is little new. Dealers complain very much of the poor season in raisins, and of present slow sales. Even seeded is in limited demand. Currants have also been light sellers. The price keeps firm. In prunes, there is a fair sale; in small sizes stocks are light.

The low price at which New York is able to offer goods is a puzzle to the trade. Apricots and peaches are a light stock. The demand is limited. Dates are low. Package goods move slowly. Figs are dull. There is no sale for peels. In evaporated apples, prices are still unsettled and rather easier. Dried apples are low. In onions, Egyptian have been quite freely received and further shipments are expected. In the past two weeks prices in Liverpool have gone off considerably. Local prices are quite low, the more so when compared with the high prices which have ruled.

**DAIRY PRODUCE**—Eggs have continued quite firm. They may not have shown the advance they sometimes do, but then they were not as low as usual. Values are likely to be easy. In butter, there is an improved inquiry, but there is little change in price. Best stock has a steady sale at full figures. In cheese, a light business is being done. Values are hardly as firm.

**SUGAR**—While granulated keeps low and shows a steady and large sale, yellows have been advanced. The sale is, of course, large, but is not at all as active as before granulated became so low. Nice values are shown. Much foreign sugar continues to arrive.

**MOLASSES**—Local market prices are rather lower, particularly in Barbadoes, as late arrivals cost well below that received before. At the Island very little was sold at the low price, and prices are up 2c. Porto Rico is in good supply, and two cargoes are due. While prices may be shaded, there is little change since the decline on the receipt of new goods.

**FISH**—Prices are high and there is little change. Business is not very active. Fresh fish have some interest. Haddock continue to be imported to smoke. Some fresh shad are being brought from the American markets. There will soon be local caught fish. Garpereaux are still scarce, and too high even to smoke. The demand for the fresh fish takes the supply. Cod, dry, are high. Smoked herring continue at the high figures. We quote: 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 per 100.

**FLOUR, FEED AND MEAL.**—In flour the market is unchanged. Values are quite low. There is a fair sale. Oatmeal is dull and unchanged. Oats are quite firm, but unchanged in price. Feed is still high and scarce. Cornmeal sells freely and at rather

## 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.**

**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.

— CANADIAN HEAD OFFICE —

**W. M. P. McLAUGHLIN & CO., The McLaughlin Buildings, ST. JOHN, N.B.**  
Douglas, Lacey & Co., - Bankers and Brokers.

# Ogilvie's Hungarian

---

# Ogilvie's Glenora....

---

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

**Superior Quality**  
**Always Good**

higher figures. In hay the price is high. Seeds show fair movement, but the high prices affect sales and make a wide range in values. Blue peas are scarce. We quote: Manitoba flour, \$4.85 to \$4.90; best Ontario, \$3.80 to \$3.90; medium, \$3.65 to \$3.80; oatmeal, \$3.70 to \$3.75; cornmeal, \$2.30 to \$2.35; middlings, \$2.20 to \$2.3; oats, 40 to 42c.; 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 \$13.00; yellow buckwheat meal, \$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.

Puddington & Merritt received this week the first Bermuda onions to arrive this season.

The St. Croix Soap Co., ever to the front, have presented their customers with a neat date stamp.

Geo. E. Barbour is landing a cargo of Porto Rico molasses, the first of the season, except a consigned one.

Two thousand, seven hundred tons fresh smelt and tommy cods were shipped from Chatham and Loggieville during the winter.

C. & E. Macmichael have dissolved partnership. The business will be continued under the old name by Mr. Ernest Macmichael. Mr. Charles Macmichael becomes a broker and manufacturers' agent,

and has already secured a number of good agencies.

Harry de Forest intends retiring from Geo. S. de Forest & Sons, and will do a wholesale tea business. The grocery business will be continued by Clarence de Forest.

#### MANITOBA MARKETS.

WINNIPEG, April 8, 1901.

THE weather has been fine throughout the week, and seeding will be quite general in the Province in the next few days. The holiday on Good Friday somewhat lessened the week's volume of business, but, on the whole, trade is good and increasing in all lines, and the general outlook is encouraging. Markets have been maintained pretty steadily throughout the week, and there is consequently little change to report.

FLOUR.—Trade is very fair and prices without change. We quote: Ogilvie's Hungarian patent, \$2.10; Glenora patent, \$1.95; Manitoba, \$1.60; XXXX Imperial, \$1.25 per sack. Lake of the Woods Five Roses, \$2.10; Red patent, \$1.95; Medora, \$1.60; XXXX, \$1.35.

MILLFEED.—The demand is large and the supply somewhat limited: Shorts, \$17; bran, \$15 per ton.

CEREALS.—Rolled oats are slightly firmer than last week, though no further advance is quoted, the price still being \$1.95. The scarcity of steel cut granulated continues.

The largest consumers of this line of meal is the Hudson's Bay Company, as it is required for their inland posts, being less bulky and not so easily injured as the rolled oats. Quotations are from \$2.35 to \$2.50 per sack. Cornmeal is firmer and is quoted at \$1.35.

CURED MEATS—Hog products of all kinds are firm and the demand good. Actual advances in prices are not quoted, but it is known that some orders have been turned down unless the purchasers accepted list prices without shading. The cause of the strengthening of the market is the increased demand. Smoked hams are quoted at 13c.; breakfast bellies at 13½c.; short backs, 12c.; shoulders, 9c.; dry salt long clear, 10½c.; long clear (smoked), 11½c.; dry salt backs, 11c.; square cut shoulders, 8½c.

LARDS—Pure leaf lard, kettle rendered, in 20-lb. wooden pails, is now \$2.50, and some houses are even asking \$2.60. 5-lb. tins in cases, \$7.25 per case.

CANNED GOODS—The situation presents no change. The demand is only normal.

EVAPORATED FRUITS—Californian evaporated fruits are easier, more especially prunes, which are being offered freely. Evaporated apples are low in price and the demand is light. Dried apples are correspondingly high, and the demand is seriously affected by the close proximity in price between dried and evaporated. Evapor-

*There is no better trade-winner than  
a good article - Sell your customers  
Blue Ribbon Ceylon Tea  
address orders to 12 Front St. East - Toronto  
and they will receive prompt attention*



ated raspberries are almost out of the market, and prices are high in comparison with other dried fruits. The same also may be stated of pitted cherries.

**SUGAR**—The market has shown a fair demand all week and no change in prices. We quote: Granulated, \$5.40; bright yellow, \$4.55.

**SYRUPS**—Are in fair demand, and molasses of all grades is slightly easier with a fair demand.

**MAPLE SYRUP**—There is no new fancy sap maple syrup on this market yet, and will not be for 10 days at least. A good quality of made-up material, however, is meeting with ready sale.

**GREEN FRUITS**—The market has greatly increased in activity during the week, and large supplies of fruit are being reshipped from Winnipeg to country points. Strawberries from Texas continue the most fancy thing on the market, more especially as to price, which is \$5 per dozen boxes. Bananas now coming regularly by carload are easier, running from \$2.75 to \$3 per bunch, according to size. In oranges and lemons, the icing charges are fully established now, and quotations for oranges are \$3.25 to \$4 per box according to size and grade; Californian November cut lemons, \$4.50 per case; grape fruit, \$5; Mexican tomatoes in 4-basket crates, \$4; Californian celery, \$1 per doz.; lettuce, onions and radishes, 50c. per doz.

**BUTTER**—The butter market is in an unsatisfactory condition at the present time, as the quantity of good fresh dairy suitable for table use is decidedly short. The best quality of dairy butter is worth from 15 to 17c., and inferior grades run from 12 down as low as 10c.

**EGGS**—There was never in the history of Winnipeg such a plentiful supply of eggs for Easter as there is this season, and the price is correspondingly low. Up to Thursday the price was 13c. delivered at Winnipeg, but on Saturday it had dropped to 12c.

**FISH**—The stocks of finnan haddies in the city are just about cleared up.

## NOTES.

The representative of the Royal Baking Powder Co., of New York, is one of the visitors in the city this week. He reports business good.

This is the rush season of the Hudson's Bay Company, as goods are now being packed for the first boats to go north. The packing staff is working almost night and day.

Mr. H. V. Smyth, who for some time past has been city traveller for Jobin-Marrin & Co., has accepted a similar position for the wholesale grocery department of the Hudson's Bay Co. Mr. Smyth is a son of Mr. J. H. Smyth, wholesale grocer, Windsor, Ont.

The Winnipeg Sanitary and Pure Milk Dairy, Limited, has applied for incorporation for the purpose of operating in Winnipeg. Among the applicants are the Hon. H. J. Macdonald; Hon. J. A. Davidson, Provincial Treasurer; Dr. R. M. Simpson, one of Winnipeg's most prominent physicians, and George H. Bradbury.

**EPPS'S**GRATEFUL.  
COMFORTING.

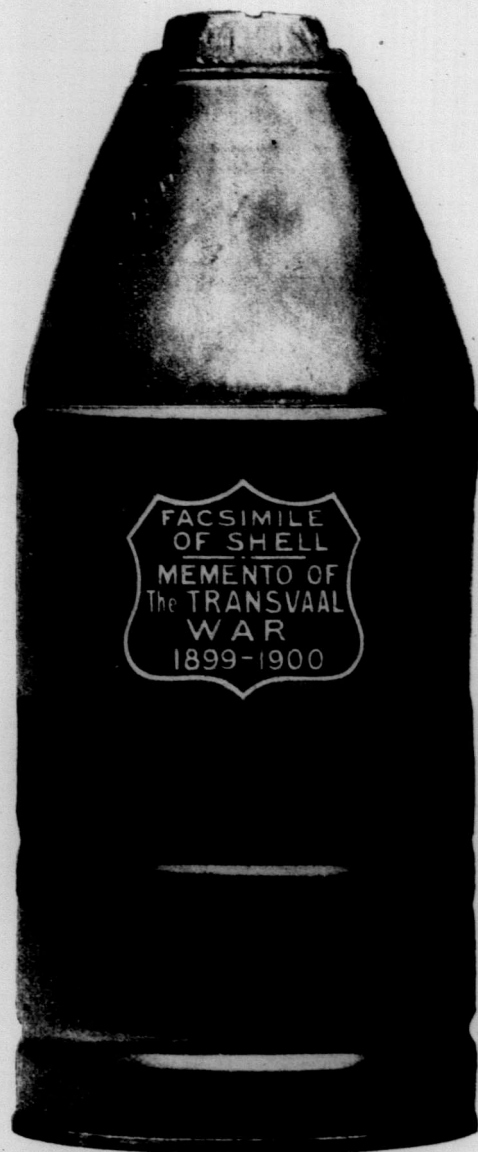
IN ¼-LB. LABELLED TINS. 14-LB. BOXES.

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.**

**SEED POTATOES.**

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

**E. E. ADAMS,**  
LEAMINGTON, ONT.

**WHITE BEANS and CORN** Our Specialties

Write us right now for Prices and Samples on

**SEED CORN**

(Field Varieties Only)

**FRED. B. STEVENS & CO., - - CHATHAM, ONT.**



# PURNELL'S MALT VINEGARS

Brewery, Bristol, England.

—AGENTS—

St. John's, Nfld.—Wm. Barker, Water St.

Charlottetown, P.E.I.—Horace Haszard, South Side Queen Sq.

Halifax, N.S.—J. Peters & Co., 47 Upper Water St.

St. John, N B—Robert Jardine.

Montreal—J. M. Kirk, 18 Hospital St.

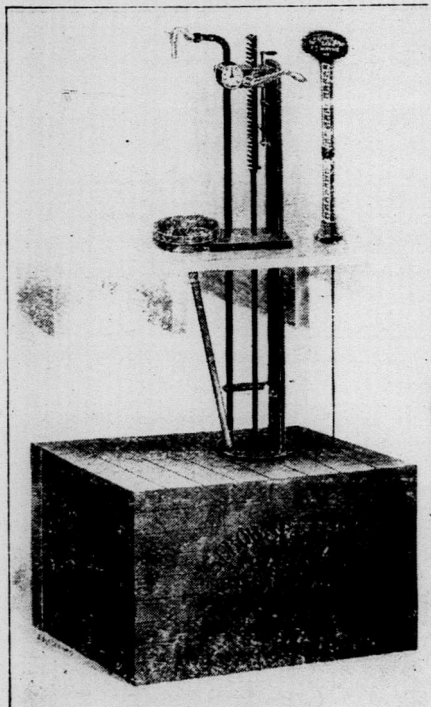
Toronto—J. Westren & Co., 72 Colborne St.

Hamilton—Imperial Vinegar Co.

Winnipeg—A. Strang & Co., Portage Avenue.

Nelson, B.C., Graeb & McIntyre.

Vancouver, B.C.—C. E. Jarvis & Co., 328 Holland Block.

**FIFTY YEARS A GROCER.**

BASEMENT OUTFIT.

**BOWSER OIL TANKS**

Pump and measure GALLONS, HALF-GALLONS AND QUARTS and hold and save with the oil its

**ILLUMINATING QUALITIES**

Its very life and essence, until the last gallon is sold. THOUSANDS OF PROGRESSIVE

**UP-TO-DATE MERCHANTS**

Will testify to the truth of this statement. OUR CATALOGUE IS FREE.

**S. F. BOWSER & CO.,**  
65 Front St. East, Toronto; Factory, Fort Wayne, Ind.

Office of  
**J. W. COOK'S CASH  
GROCERY,**  
N. E. Cor. 11th and  
Brown Streets.

"4 Cents Cash is better  
than 10 Cents  
Promised."

Philadelphia, Pa.,  
Feb. 18, 1901.  
S. F. Bowser & Co.,  
Fort Wayne, Ind.  
Gentlemen: I really  
think your oil tank  
is the best arrange-  
ment for selling oil I  
have ever seen, and I  
have been in business  
50 years—one-half  
Century this March  
coming.  
J. W. Cook.

Fifty Years in Trade.

What a world of ex-  
perience he has en-  
joyed. And what a  
world of wisdom is  
expressed in his  
motto:

"4 Cents Cash is better  
than 10c. promised."

He knows that pen-  
nies saved soon mount  
up into dollars. He  
knows the wisdom of  
saving. He prizes his  
BOWSER SELF-  
MEASURING OIL  
OUTFIT because it  
saves him money; and  
not only money, but  
labor and time as well.  
He has reached the  
time in life, when one  
does not deal in ful-  
some, empty, compli-  
ments. Out of the full-  
ness of his ripe experi-  
ence he speaks his  
truthful, honest con-  
victions.

"In fifty years, the  
BEST I have ever  
seen."

A by-law has been passed in Brockville, Ont., authorizing Mayor Buell to make an agreement with a company which proposes establishing a pork-packing factory in Brockville. It is proposed to give the company a bonus of \$5,000 and free water, on condition that the company erect a \$30,000 plant and slaughter 1,000 hogs per week.



## CARR & CO'S BISCUITS.

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

We will bring you out assorted cases.

Dominion Agents:

For British Columbia:

**Frank Magor & Co.,**

**C. E. JARVIS & CO.,**

16 St. John St., Montreal.

Vancouver, B.C.



# 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.	
<b>COFFEE</b>						
Green—						
Mocha	24	23	28	25	30	30
Old Government Java	27	22	30	25	30	30
Rio	10	8 1/2	9 1/2	12	13	13
Santos	29	26	30	29	31	31
Plantation Ceylon	29	22	25	24	28	28
Porto Rico	22	22	25	24	26	26
Gautemala	18	15	20	18	22	22
Jamalca	18	15	20	18	22	22
Maracabo	13	13	18	13	15	15
<b>NUTS</b>						
Brazil	33	33	15	16	8 1/2	9
Valencia shelled almonds	13 1/2	14 1/2	15	13	15	15
Tarragona almonds	13 1/2	14 1/2	15	13	15	15
Formegetta almonds	13 1/2	14 1/2	15	13	15	15
Jordan shelled almonds	7 1/2	8	9	9	10	10
Peanuts (roasted)	6 1/2	7	7	9	9	10
" (green)	3 00	3 00	3 75	3 50	4 00	4 00
Cocoanuts, per sack	11 1/2	13	13 1/2	60	70	70
per doz	11 1/2	13	13 1/2	9	12	12
Grenoble walnuts	8	9	9	9	10	10
Marbot walnuts	8	9	9	9	10	10
Bordeaux walnuts	10 1/2	13	12	12 1/2	9	10
Sicily filberts	12	15	13	15	12	14
Naples filberts	12	15	13	15	12	14
Pecans	20	21	25	30	.....	.....
Shelled Walnuts	20	21	25	30	.....	.....
<b>SODA</b>						
31-carb. standard, 112-lb. keg	1 65	1 80	2 00	2 25	1 70	1 75
Sal soda, per bbl.	70	75	80	90	85	90
Sal Soda, per keg	95	1 00	1 00	1 00	95	1 00
Granulated Sal Soda, per lb.	.....	.....	.....	1	.....	.....
<b>SPICES</b>						
Pepper, black, ground, in kegs	16	18	.....	18	14	15
" in 5-lb. cans	14	17	.....	19	15	16
" whole	15	17	.....	19	12	13
Pepper, white, ground, in kegs	26	27	26	27	24	26
" in 5-lb. cans	25	26	25	26	20	22
" whole	23	25	23	25	20	22
Ginger, Jamaica	19	25	22	25	20	25
Cloves, whole	12	30	14	35	18	20
Pure mixed spice	25	30	25	40	25	30
Cassia	18	18	20	20	16	20
Cream tartar, French	25	25	24	25	20	22
" best	25	25	25	30	25	30
Allspice	10	15	13	16	16	18
<b>WOODENWARE</b>						
Pails, No. 1, 2-hoop	1 90	.....	1 60	.....	1 90	.....
" " 3-hoop	2 05	.....	1 75	.....	2 05	.....
" half, and covers	1 75	.....	1 70	.....	1 75	.....
" quarter, jam and covers	1 45	.....	1 20	.....	1 45	.....
" candy, and covers	2 70	3 20	1 75	2 70	3 20	.....
Tubs No. 0	11 00	.....	8 50	.....	11 00	.....
" " 1	9 00	.....	7 00	.....	9 00	.....
" " 2	8 00	.....	6 25	.....	8 00	.....
" " 3	7 00	.....	5 85	.....	7 00	.....

	Montreal.		Toronto.		St. John, Halifax.	
<b>PETROLEUM</b>						
Canadian water white	14 1/2	15 1/2	.....	17 1/2	17	18
Sarnia water white	16	17	.....	16 1/2	17	18
Sarnia prime white	.....	18	.....	15 1/2	16 1/2	17
American water white	.....	19	.....	17 1/2	18	19
Pratt's Astral (barrels extra)	18 1/2	19	.....	17 1/2	19	20
<b>Black— TEAS</b>						
Congou—Half-chests Kaisow	13	60	12	60	11	40
Moning, Paking	17	40	18	50	15	40
Caddies Paking, Kaisow	35	55	35	55	30	50
Indian—Darjeelings	20	40	20	40	18	40
Assam Pekoes	18	25	18	25	17	24
Pekoe Souchong	35	42	35	42	34	40
Ceylon—Broken Pekoes	20	30	20	30	20	30
Pekoes	17 1/2	40	17	35	17	35
Pekoe Souchong	42	50	42	50	.....	.....
China Greens	22	28	22	28	.....	.....
Gunpowder—Cases, extra first	42	50	42	50	.....	.....
Half-chests, ordinary first	35	40	35	40	.....	.....
Young Hyson—Cases, sifted	22	38	22	38	.....	.....
extra firsts	17	19	17	19	.....	.....
Cases, small leaf, firsts	15	17	15	17	.....	.....
Half-chests, ordinary first	13	14	13	14	.....	.....
Half-chests, seconds	.....	.....	.....	.....	.....	.....
" thirds	.....	.....	.....	.....	.....	.....
" common	.....	.....	.....	.....	.....	.....
Pingsueys—	.....	.....	.....	.....	.....	.....
Young Hyson, 1/2-chests, firsts	28	32	35	32	30	40
" " seconds	16	19	16	19	.....	.....
" Half-boxes, firsts	28	32	28	32	.....	.....
" " seconds	16	19	16	19	.....	.....
Japans—	.....	.....	.....	.....	.....	.....
1/2-chests, finest May pickings	38	40	35	40	.....	.....
Choice	32	36	33	37	.....	.....
Finest	28	30	30	32	.....	.....
Fine	25	27	27	30	.....	.....
Good medium	22	24	25	28	.....	.....
Medium	19	20	21	23	.....	.....
Good common	16	18	18	20	.....	.....
Common	13	15	15	17	.....	.....
Nagasaki, 1/2-chests, Pekoe	16	22	.....	.....	.....	.....
" " Oolong	14	15	.....	.....	.....	.....
" " Gunpowder	16	19	.....	.....	.....	.....
" " Siftings	7 1/2	11	.....	.....	.....	.....
<b>RICE, MACARONI, SAGO, TAPIOCA.</b>						
Rice—Standard B.	3 00	3 10	.....	3 1/2	3 25	3 40
Patna, per lb	4 25	4 50	4 1/2	5	5	6
Japan	4 40	4 90	5 1/2	6	5	6
Imperial Seeta	4 60	4 90	4 1/2	5 1/2	5	6
Extra Burmah	.....	.....	4 1/2	4 1/2	4	5
Java, extra	.....	5 1/2	6	6 1/2	6	7
Macaroni, dom'ic, per lb., bulk	5	6	.....	7 1/2	.....	.....
" imp'd, 1-lb. pkg., French	8	12	9	10	.....	.....
" " Italian	8	10	11	12 1/2	.....	.....
Sago	3 1/2	4	4	4 1/2	4 1/2	4 1/2
Tapioca	3 1/2	4	4 1/2	4 1/2	4 1/2	4 1/2

HAS COME TO STAY.

NO DOUBT ABOUT IT

# JAPAN TEA

HAS COME TO STAY.

It is one of those articles for which there is a continual and growing demand. The elements of purity, cleanliness, wholesomeness are so prominent in this tea that it has secured a place in the estimation of the public that no other tea can claim. The grocer who grasps the opportunity of letting his customers know that he is handling **Japan Tea** is wide-awake and progressive, because when people want **Japan Tea** they certainly have to buy it from the grocer who has it for sale. Do not create any dissatisfaction among your customers by not always being able to supply them with this PURE, UNADULTERATED, INVIGORATING TEA.

JAPAN CENTRAL TEA TRADERS' ASSOCIATION.

Trafalgar Chambers, Sun Life Building Annex.

Tel. Main 4142. MONTREAL, CANADA.

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## THE MEETING OF DEPARTMENT STORE COMPETITION.

Editor CANADIAN GROCER.—In trying to counteract the evil effects of departmental stores, I think with your correspondent, "Subscriber," it is best to fight them with their own weapons, although not just in the manner suggested by him, as I think it is very doubtful if city buyers could be induced to purchase from country dealers.

No doubt the injury done to small towns and villages is very great, but "Subscriber" may rest assured that the ruin departmental-store methods has brought on both retailers and wholesalers in large cities is most serious.

Now, I suggest: First—Let all classes of business men in a city drop their petty jealousy, form themselves into a self-preservation society and subscribe to a common fund, to be used under properly appointed directors in fighting the stores. Second—Arrange that the business place of every member of the society shall be used in rotation as the leading bargain emporium for a particular day. Third—Watch the "ads." of the departmentals and whatever goods they offer at cut rates, say, on Monday, sell the same class of goods at the society depot on Tuesday, but at prices below the departmental stores' offerings of the day before, and so on with every day of the week, following cut prices with a deeper cut on the next day. Of course, the special store and its one-day-price must be well advertised in the papers.

The public, and especially bargain-hunters, would soon learn that they could save money by waiting one day longer, and would gradually forsake the departmentals and patronize the cheapest place. Of course, the expenses would be considerable, but if every dealer in each line of business affected by the departmental stores would unite in one society the expense to each individual would be small.

I hope this matter may be thoroughly ventilated by your readers, and have no doubt that some method will ultimately be suggested whereby the evil effects of departmentals may be mitigated, if not overcome.

RETAIL.

Hamilton, Ont., April 8, 1901.

### PRODUCE FIRM EXTENDING.

J. A. McLean, produce dealer, Toronto, has determined to extend the scope of his business materially. He has admitted his brother, R. J. McLean, into partnership, and has formed a limited liability company, with an Ontario charter of incorporation,

with a stock capital of \$100,000. A modern chemical cold storage plant will be installed, which will so improve the facilities for the proper handling and storage of produce that the firm will be in a position to handle much more business than is now transacted by them. It is also intended to do an export trade in some of the principal lines.

### ENCOURAGING TRADE WITH GREAT BRITAIN.

There are a number of Canadians residing in Great Britain who are anxious to see the manufacturers of Canada do a larger business with the Mother Country. One of them is Mr. J. H. Moore, formerly a hardware merchant in Hamilton, Ont., but during the last three years a resident of London, Eng. And so much interested is he that he returned to Canada five or six weeks ago with the object largely of trying to induce manufacturers who had not yet done so to make an effort to cater for the British trade. In the little time he has had at his disposal he has interested quite a number, and some have already consigned goods to the metropolis. Mr. Moore, who sailed on Monday last for London, Eng., will be only too glad to correspond with any manufacturers or others who may desire information about the British market. His address is 67 Aldersgate, London, E.C.

### A VICTORIA GROCERY ATTRACTION.

Erskine & Wall's grocery, at the corner of Broughton and Government streets, which is continually adding to its attractiveness and to the perfection of its large and splendidly assorted stock, prepared a special showing for the Easter holidays. In the corner windows of the big store solid oak fittings have been installed by Weller Bros., after a design of J. C. Fleisch, a Chicago specialist in this line, and these are supplied with up-to-date tipping bins with heavy plate-glass fronts. The whole is ingeniously arranged with places for every article, from a box of biscuits down to a paper bag, any or all of which is within easy reach of the counter attendant, and at the same time is within the view of the purchaser.

Having opened up this new department to their business, the firm have added another member to their staff, in the person of a young lady, who presides over the festive counter. This new departure in the business proved a strong attraction, the big Easter display appearing in the windows never failing to be a source of interest

to the curious, unsuspecting pedestrian. The inevitable egg appeared in many fanciful designs, while flowers added to the general appearance of the window.—Victoria Times.

### OTTAWA RETAIL GROCERS' ASSOCIATION.

The monthly meeting of the Ottawa Retail Grocers' Association was held in their hall, Abbott street, with a fair attendance of members. In the absence of the president, Mr. Eastcott, the vice-president, Mr. J. G. Stewart, occupied the chair.

In response to a communication sent to the police commissioners at last meeting, regarding so many stores in the city posing as fruiterers and selling groceries at all hours, a favorable report was received to the effect that the matter would be attended to.

A strong committee was appointed to work towards having a big meeting next month. They are going to arrange for an essay or lecture on "The History of Tea; How to Buy, Sell and Handle it."

Mr. Fred. Castle, who is acknowledged to be the best teaman in Ottawa, has promised to undertake it.

If possible, the association are going to run an excursion on May 24. The executive have the affair in hand, and, if they can see their way clear to make it a success, a special meeting will be called to decide.

Any grocers who wish to join the association are invited to attend any of the meetings as visitors and learn the aims and objects of the organization.

### TORONTO GROCERY CLERKS MEET.

The regular monthly meeting of the Toronto Grocery Clerks' Association was held on Tuesday evening in the Temple building. There was a fair attendance.

Three new members, Messrs. Reid, Walkem and Morrison, were received.

The principal business discussed was the annual picnic, which is to be held this year at Centre Island, on May 24. The games committee reported that an excellent programme of sports was being prepared. Among the features of the picnic will be either a baseball or a football match. The committee have now under consideration a challenge to the Toronto Retail Grocers' Association. The donation committee reported that contributions to the picnic were coming to hand from many of the wholesale and manufacturing houses.

# CEYLON GREEN TEAS

## Why drink Ceylon Green Teas ?

Because they are without comparison the best, the most sanitary teas to drink.

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A CONSIGNMENT JUST ARRIVED WITH

# L. CHAPUT, FILS. & CIE.

 MONTREAL.

Samples free on application.

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## THE PROVISION TRADE.

The Markets — Lard is Higher — Miscellaneous Notes.

### HOGS AND PROVISIONS.

**H**OGS are high and provisions are high; both reached a very high notch last week, and rule relatively high at this time. There are excellent trade reasons for this state of affairs at this time.

From a packing-house and trading standpoint the warehouses are absolutely empty, and there is not the usual surplus to meet the brisk demand for provisions at this time of the year. This short condition of stored stocks has made the possibility of the rumored corners on May pork.

The demand all over the trading world for pork products is strong. The home demand being stronger has made our domestic market the more profitable for factories and merchants. It is this heavy demand upon the source of supply which has kept the hog market at high water.

Some weeks ago we made a careful survey of the field, and announced as a result of it that there would be more hogs and cheaper hogs. We see no reason to change this view of the case. In the early part of last season we told of the clearance of the stys of hogs, and even went so far as to say that the higher prices for hogs were inducing the marketing of anything from a light shoat to a rough old stag. We stated that the result would be the marketing of numbers at the sacrifice of average weights. We predicted that this state of affairs would denude the source of supply for marketable hogs and produce both higher prices and a relative scarcity for the packing-house.

All of the above things have now happened.

We now state—and this statement, right or wrong, is based upon our own investigations—that, barring some accident or calamity to the present pig crop, there will be a good supply of porkers for the winter pack and at lower prices. This assertion is made upon the fact that sows are reported to have littered well all over the country; that the pigs have been well favored by a generally mild winter, and that the farm and range conditions for feeding and caring for the swine herd have never been better, thus landing the owner and his live stock into the growing season in fine fettle and condition for the best market results. The high price of beef turns the eater more to pork, and increases the demand for this product. This alternative demand will brace the market, but it will ease, we think,

by summer.—National Provisioner, New York.

### PRESENTATION AT HARRISTON.

Mr. Wm. Walker, manager of The Harriston Packing Co., Harriston, Ont., for the past year, was presented with an address and a handsome solid silver tea service by the employes of the packing-house, upon the occasion of his leaving to assume the managership of The T. Lawry & Son Packing Co., of Hamilton.

### ST. JOHN PROVISION MARKET.

In pork, the high prices continue, though, in the American market, the advance is not so continued as for the last few weeks. Fresh pork is bringing high prices here. Beef is unchanged. Lard keeps high, and shows considerable range.

### LARD IS 1-4c. HIGHER.

The big demand and the light stocks of lard have combined to cause an advance of  $\frac{1}{4}$ c. in the price of lard. "It may surprise some retailers," said a large jobber to-day, "to learn that, while the number of hogs grown and killed in this country has been increased four-fold or even six-fold in the past few years, the production of lard has not been materially greater than in former years. The reason of this is that the bacon hog of to-day is a small and only moderately-fat animal and does not yield nearly the proportion of lard which the large, fat hog of former years provided. The greater portion of the lard sold now is made by the dressed hog buyers who take the large hogs which are too big for the export bacon trade. Stocks in Chicago, too, are light, and prices are fully 3c. above the quotations of a year ago, whereas prices here are only  $2\frac{1}{4}$ c. above the quotations of April 10 last year. Our figures are  $10\frac{1}{2}$ c. for tierces,  $10\frac{3}{4}$ c. for tubs, and 11c. for pails.

### THE BANANA AS A MORAL EVIL.

According to the report of Sir H. Johnston, we may congratulate ourselves upon the fact that the banana does not grow in England, says an English paper. The idleness and the vacuity of the lives of the natives in Uganda are, according to the writer, entirely due to this plant. It practically grows itself, and once it is planted no trouble need be taken about it whatever. The tree grows up, bears a

couple of bunches of fruit, and dies down again in rather less than a year. However, it throws shoot after shoot from an underground rhizome, and these in their turn grow up into trees and bear fruit. A banana tree planted seems to go on forever, and the only thing its grower has to do is to pick the fruit.

### THE COFFEE EXPERT EXPLAINS.

**I**F you want to get puzzled about coffee, talk with an "expert" for a little while. Here is an explanation of the commonness of bad coffee, given to the reporter of a New York newspaper, by "the coffee buyer of one of the city's largest grocery establishments":

"There is no question about it, all coffee ought to be ground just before it is cooked, and yet fully three-fourths of our retail trade is in ground coffee. Laziness and late breakfasts have ruined our American coffee, and patent coffee pots have finished the job.

"About the only place I know of where I get coffee to suit me nowadays is in the little village where I spend my vacation. I send up the green coffee, and the landlady browns it in small quantities and grinds it as she needs it. Then she makes it in a battered tin coffee pot, settles it with an egg and serves it with real cream, and I feel that I'm really getting my money back and that life is worth living.

"Of course, buying coffee already browned isn't so disastrous as buying it ready ground. I advise browning it at home, a little at a time, but it does take time and bother, and practically no green coffee is sold except to coffee roasters. They have every convenience for wholesale roasting and do it well enough.

"Anyone who knows anything about coffee can tell one kind from another, in the green; but the coffee roasting process has been so perfected that the green berry marks may be completely obliterated.

"Individual tastes in coffee differ greatly, and much of the flavor depends upon the roasting, which is another reason why coffee should be roasted in the home, to please the taste of each family. Some coffee-drinkers affect special mixtures, too, and buy the different berries and mix them themselves, so as to get exactly the blend they like.

"Not one cook in a hundred is careful enough not to allow coffee to boil, and boiling will queer the best coffee on earth. It must come just to the verge of boiling and stay there for a few minutes, but never go beyond; for boiling brings out the tannic acid and not only injures the flavor and aroma, but makes the stuff positively injurious."



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.**  
BRANTFORD, ONT. LIMITED

**HAMS**

**Sugar Cured  
Bright  
Juicy  
Well Flavored**

There are no better Hams made than Fearman's "Star Brand." If you have not proved this, send us a sample order.

**F. W. FEARMAN CO.**

Limited

Pork Packers and Lard Refiners,  
**HAMILTON, ONT.**

**Do You Handle**



REGISTERED  
*Bow Park*  
BRANDS

**Sweet Pickles ?**

If so, you have the satisfaction of knowing you are handling the best. If not, you had better order now as they are quick-sellers and good profit-makers for you.

Ask your wholesaler or write direct for 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.

## TRADE IN COUNTRIES OTHER THAN OUR OWN.

Private mail advices received from Spain state that the market on olives is considerably firmer, but prices for shipment have not been materially advanced.

Cable advices received from Malaga state that holders of Jordan shelled almonds are quoting the equivalent of 34c. to lay down here for future shipments.

### CALIFORNIAN DRIED FRUITS.

A press despatch from San Francisco says there is a moderate movement in dried fruits. Prune trade is increasing somewhat. Domestic apples are moving off fairly well; pears dull, pretty general clean-up promised. Vineyards in Sonoma County are reported damaged by heavy frosts; apricots in Santa Clara likewise.

### ADVANCE IN CALIFORNIAN BRANDIES.

Californian wine brandies are from 30 to 50 per cent. higher than two years ago. Sale of two-year-old Napa is reported at 25c. The outlook is favorable for good prices for several years. Two-year-old sweet wine is selling at 42 1-2c. Brandies have advanced from 50c. to 85c.

### THE BURMAH RICE CROP.

Mail advices from Birmen, dated March 26, said of rice: The news which is reaching us from Burmah is of a very disagreeable nature as far as quality is concerned, and it is feared that almost all of the crop will be rain-damaged, and show stock-burned grains to a considerable extent. The very first shipments only, made early in February, have escaped the tropical rain showers, and we expect to see the Rangoon kinds out of these shipments sell at a premium ere long.

### PRUNE TRADE DRAGGING.

Notwithstanding the tenor of late advices from the Coast has all been in effect that the buying of Association prunes has increased—the same being attributed largely to the extensive advertising given the article—little, if any, actual business has been done in Association stock here, and, so far as we can learn, there has been practically no buying from this market which can be traced to the efforts made on the Coast to make the prune an indispensable article of diet.—N. Y. Journal of Commerce, April 8.

### IT IS BUSINESS, NOT SENTIMENT.

Advertising is ceasing to be a matter of sentiment; it is business. Merchants have quit advertising for the fun of it, or because the fellow who solicits it is a good fellow and needs help. They advertise to get trade, and the average merchant has learned long ago that an advertisement that does not reach the people is simply vanity and vexation of the spirit.—Winchester (Ky.) Democrat.

### SITUATION IN CURRANTS.

Regarding currants, Hills Bros. Co., New York, say: "Consumption continues on a fair scale, and a moderate quantity goes out from day to day. Stocks are still ample for all probable needs for some time to come; tendency of the market continues rather in favor of buyers. From England it is reported that business is less active than a month since. Market in Greece remains quiet, and the small stocks remaining there have not yet been cleared off. At this early period in the season export houses in

Patras are not willing to go on record with any definite estimate of the new crop, but are inclined to believe that the output will be much below an average on account of the destruction of a large quantity of vines by the disease of the past year and the weakness of a further portion which were not entirely killed by the disease."

### CAN HAVE NO MORE CREDIT.

The Vancouver Grocers' Association has prepared a list of buyers in that city who should be compelled to pay cash. The list, which includes slow-pay customers as well as dead-beats, contains 742 names, among which are those of some of the most prominent society people of Vancouver. Each grocer in the city has been supplied with a copy of the list.

### GROCER LOSES HIS SIGHT.

John Welsh, Grocer, St. Marys, Ont., was taken suddenly ill last Saturday night in his rooms, which are in an upper flat of the same block in which his store is located. His affection was acute inflammation of the eyes, which also brought on a severe stomach trouble, causing vomiting. Mr. Walsh being all alone during Saturday night, and having totally lost his vision, was not discovered until Sunday morning, so that his suffering can be better imagined than described. Medical assistance was at once procured, and it was found that his vision for the time being was entirely gone. Word was sent to Dr. Butler, an eye specialist of London, who arrived Monday morning, and, after an examination, said that Mr. Walsh would recover from this stroke and regain his eyesight in the course of a few days. At present Mr. Walsh is unable to perceive anything held before his eyes. His many friends hope that his sight will soon be restored.

### TO PROTECT LOBSTER FISHERIES.

The Department of Marine and Fisheries of the Dominion Government has determined to strictly enforce the regulations which were made to protect the lobster industry of the Maritime Provinces. Four new officers have been appointed with orders to enforce the Fisheries Regulations strictly. In past seasons the lobster fishermen conducted their operations with little regard to the law, but this laxity will not be permitted henceforth. The officers, who have already begun their duties, will tour the fishing grounds frequently.

## A NEW LINE OF COCOA.

The Cowan Co., Limited, Toronto, are putting on the market a new line of cocoa which, it is claimed, will be a great boon to consumptives and those suffering from indigestion and kindred ailments. It is claimed to be five times as nutritious as ordinary cocoa, and is so digestible that it requires very little aid from the stomach, and, in fact, helps to digest other food taken with it. It is now being tried in several sanitariums, and the results will shortly be published. It has been tried in Europe with marked success. It will be known as "Trojon" cocoa.

## RAINY RIVER BOARD OF TRADE.

The following officers have been elected by the Board of Trade of the District of Rainy River, Ont., for 1901-1902:

President—C. E. Neads.  
Vice-President—Jacob Hose.  
Secretary—E. A. Chapman.  
Council—George Drewry, Wm. Margach, W. A. Weir, Frank Gardner, D. C. Cameron, J. E. Rice, M. Kyle and John Dean.

## CONDENSED OR "WANT" ADVERTISEMENTS.

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

ARE YOU ABOUT BUYING A GROCERY BUSINESS? Have W. T. Robson's opinion as to its value. It won't cost much, and it may save you considerable. Do you want to sell your business? Write W. T. Robson. He knows good men wanting to buy. Do you want a partner? Write W. T. Robson. No publicity. State clearly what you have to offer. Address, W. T. Robson, practical valuator, care THE CANADIAN GROCER, Toronto. (1f)

## FOR SALE.

GENERAL MERCANTILE BUSINESS IN A rising and substantial town in British Columbia, situated in one of the most prosperous localities in the interior of the Province. Business is well established and shows good profits on a large annual turnover, principally spot cash. Could reduce stock to suit purchaser, who must be prepared to pay large proportion in cash, terms for balance can be arranged. No real estate or anything else wanted in exchange. Good reasons for wanting to sell. Address, Box 33, care The MacLean Publishing Co., Limited, Toronto, Ont. (16)

## AGENT WANTED.

COMMISSION AGENT WANTED FOR HIGH-class English Preserved Provisions Apply, Duhamel & Co., Plough Yard, London, E.C. (15)

## COX'S GELATINE Always Trustworthy ESTABLISHED 1725.

Agents for Canada:

C. E. COLSON & SON, Montreal.  
D. MASSON & CO., Montreal.  
ARTHUR P. TIPPET & CO.,  
Toronto, St. John, N.B., and Montreal

GET YOUR

**BULK MIXED PICKLES**

AND

**CHOW CHOW**

FROM—

**TAYLOR & PRINGLE**  
OWEN SOUND, ONT.

**GOOD POLICY**

is it not, to let customers see that you have the good new things that are being talked about?



**THE UNEQUALLED CLEANER** is well advertised (in Ontario particularly) but we have the trade doubling in fields where advertising has not been so thorough—simply through its catching the eye of a few who have heard of it. When they use it, they can't help talking about it, and so it spreads ON ITS MERIT.

**JAMES McINTOSH, 34 Yonge St., TORONTO**  
Sole Agent for Canada. Ask wholesale grocers.

**CANADIAN GROCERS**

who want the best English Preserved Provisions, should order the

**"Duhamel Brand"**

absolutely the best.

**POTTED MEATS, CAMP PIES, GALANTINES, ETC.**

Address:

**DUHAMEL & CO.,**  
Plough Yard, - LONDON, E.C., ENG.

T. Finkiestein's general store, Dauphin, Man., suffered about \$14 000 damage by fire a short time ago.

WE SELL

**MOLASSES**

and if you consult your own interests you will ask us for quotations before buying elsewhere.

Samples and Prices in carlots on application to,

**NEW BARBADOS,  
NEW PORTO RICO**  
(Ponce and Fajardo),  
**NEW ANTIGUA,**  
and other grades.

The \_\_\_\_\_  
**Dominion Molasses Co.,**  
Limited  
HALIFAX, N.S.

**Kola Tonic Wine.**

Made from Kola, Celery and Pepsin. The greatest tonic and appetizer. Endorsed by physicians ahead of all previous concentrated nourishments. Cures indigestion, dyspepsia, asthma, rheumatism, and all nervous troubles. Manufactured only by

**THE HYGIENE KOLA CO., 84 Church Street, Toronto.**

**SLEE, SLEE & CO., Limited**

**TOWER BRIDGE BREWERY,  
LONDON, ENG.**



**English Malt  
Vinegars**

**Ontario Agents:**

**John W. Bickle & Greening,  
HAMILTON AND TORONTO**

From whom Samples and Prices can be obtained.

## A CORNER FOR CLERKS.

By W. T. Robson.

This department being for clerks contributions from them are solicited.

### HE PUSHED LOW-GRADE GOODS.

One of my oldest and most respected friends, a commercial traveller, says: "I was in a grocery store and heard a lady ask, 'Have you a nice Japan tea at 40 cents per pound?' The clerk replied, 'Yes, Mrs. —, but you should try our 25-cent Japan tea; it is excellent value,' and sold her the latter. Now, that clerk don't read 'The Grocer.' He most assuredly lacks knowledge of his calling. Were he proficient he must know it is his duty to keep up the grade of goods he sells as high as he possibly can, and never, never sell a cheaper line, when there is an opportunity to sell a better. Any customer who has been using a 40-cent tea is not likely to be pleased with any 25-cent tea in the market. Most grocers would rather sell a customer one pound of 40-cent tea than two pounds of 25-cent tea.

Aside from the question of profit, there is a vast amount of satisfaction in selling a good article. It is certainly beneficial to any man's trade to send out first-class teas, coffees, spices, extracts, baking-powders; in fact, it pays to sell good goods. The trade that buys low-grade goods, in a word, "cheap" goods, is not worth having. To my mind some grocers make a serious mistake in advertising 20-cent coffee, 15-cent ginger, 10-cent baking-powder and 1-cent prunes, or any other line of goods where alleged cheapness is their only virtue. Customers are rarely satisfied with their purchase and the sale of such goods is not calculated to make a permanent customer or give the merchant a reputation for reliable goods.

The class of goods that the average clerk takes pride in selling is just a grade better than that usually sold by his competitor, and there is also pleasure and profit in introducing to a customer any new article of merit. It will always be appreciated by your customers, especially some of the ladies, who appear to enjoy trying new preparations, and discussing the merits of the same with their friends. Nearly every store has certain customers whom you can always count on trying any new article apparently out of curiosity, and it is always an easy matter to sell them the package, then merit alone must count.

The point I wish to emphasize is this: Sell cheap goods (even though they are cheap and nasty) if you must, but only where you cannot get the better price for superior goods.

"B. McG." writes: I have been working at this business for four years. The wage I receive is seven dollars per week for hours from 7 a.m. to 8 p.m. and am about tired of it. How in the deuce can a fellow save money on this and pay his board? I'm sick of the business and with these facts before you can you advise a fellow to stick at it?

I don't advise you to stick at it. My policy has always been to take the best that's going, for, if you don't, depend upon it, someone else will. The question for you to decide is: "Am I able to fill a superior position if one were offered me? Having decided this, the next problem to solve is to get the better position; and it is always wise to hold the one before you let go of the other. I like to see a young

man ambitious. There can be no word of censure for honest ambition. What good would a young man be without it? Now, McG, I am meeting young men every day in a similar position to yours. Most of us consider we are underpaid and have a hard row to hoe, and I think you have just cause for dissatisfaction; but don't be a "whiner." Don't, as some do, no matter what position they are in, keep continually complaining. Take the hard knocks of the world with grit and determination. If you have the right stuff, you're bound to win in the end. This is probably good schooling you have been getting, and I sincerely hope it may prove profitable to you. Don't get discouraged. Plenty of successful men have been in worse positions than that you now have; and in the end have profited by the experience thus gained. Keep cheerful. Do not lose interest in your work. If there is another line of work you think you are better adapted for, educate yourself in that direction. A man to be successful in any calling must have a liking or a natural aptitude for that calling. It is not wisdom, however, for a young man to be continually changing. I attended a socialistic lecture the other evening, where they proposed State ownership. And then we will all have Government jobs.

"D.J.T."—What kind of scales are best for grocery use?

That is a hard one. I have used several makes, and all have their advantages and disadvantages and each claims perfection. You will find out the merit of each by using them. If there is anything a grocer cannot afford to economize in, it is in buying a scale. My individual opinion in this matter is of small importance. There are some good grocery scales advertised in "The Grocer," and a few good makes, unfortunately for themselves, do not advertise here. Consult our columns. A man may be careless and wasteful with the best scale on top of earth. No matter what scale you use, weigh carefully.

"Ino. C." writes: In my store I placed, just temporarily, some soda biscuits near a pile of matches. They were not there long before my customers complained of the biscuits having the taste of sulphur, and some boxes of biscuits came back to me. The sulphuric taste was very noticeable on them. I wanted to let you know of this case as it was something new to me.

Some time ago I heard of a similar experience with soda biscuits to that referred to above. Biscuits are very sensitive to any odor. The tin now so extensively used overcomes this to a large extent. This leads me to remark that care must be exercised in handling certain goods commonly sold in most groceries, and one of the most difficult is coal oil. Where sold in connection with groceries, it requires constant watchfulness to keep it from coming in contact with eatables of any description. Many good customers have been lost through carelessness of clerks in handling coal oil. Some clerks are not nearly as careful as they should be. When one has sold coal oil he should not attempt to put up biscuits or any other goods behind the counter until he has washed his hands, or the biscuits are sure to have the odor of the oil, a most obnoxious thing, and will give a man at once a name for

carelessness. One is so very apt to overlook this matter, especially when you are busy. This only applies to where coal oil is sold. There are many grocers who do not sell oil, but the vast majority of them do, consequently the need of mentioning what we all know, but sometimes overlook.

"F.G."—Has the sale of fish been good this season?

From what I have heard from others the sale has not been equal to former years. The Lenten regulations have been much more lax this season. Frozen fish have had an increased sale, so some of the fish dealers have informed me, while salt and smoked goods have fallen off in consequence.

"W.F."—Are commission packet seeds as profitable as bulk goods?

A merchant can usually have his own price for bulk garden seeds, while there is generally a fixed price for package seeds. In the selling of the one a man's or store's individuality is taken away entirely. The customer thinks in buying package seeds of the name on the package and gives the credit to the seedsmen, whereas if your own name is on the package you get the credit and it helps to build up your trade. As to the profitability, this rests with the merchant. Usually it is more profitable to sell bulk seeds than commission package seeds. They should be carefully bought. Care must be taken not to overload, as some seeds are no use after the first season, while all are the better for being new.

"F.L."—Is the Californian lemon as good a keeper as the Messina?

No, it will not keep as well; but is a better lemon for immediate use.

From all over the country I have heard of new grocery stores being started, many of them by personal friends. Some have asked me questions concerning their venture, which in my feeble way, I shall endeavor to answer in the next issue of this department. I wish them every success. To a young man with friends and a little capital it is a comparatively easy matter to get into business. To make a success of the grocery business these days is a difficult matter. Much depends on starting right—the first year often determines what the end shall be—success or failure. We shall discuss this question of starting a grocery store, with the object of saying something which may be helpful to those now beginning in business.

### THE PRICE OF CANS.

Regarding the increased cost of cans mail advices from Baltimore state: "Prices on No. 2 size have been advanced from \$1.65 to \$1.80 per 100, No. 3s from \$2.15 to \$2.40 per 100, and gallons from \$5 to \$5.50 per 100. This means an increase of about 2c. per dozen on No. 2 goods, 3c. per dozen on No. 3, and 6c. per dozen on gallon goods. Whether this is the first step in a definitely settled policy of gradually advancing prices, or whether it is a feeler, on the result of which future action is to be based, remains to be seen. With practical control of the can situation of the country, it seems quite probable that prices will be further advanced."



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

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

Our brand is sold at a considerably lower price than hog lard at the present time, and will go further in cooking than any hog lard made. Write for quotations on Fairbank's "Boar's Head" Standard Refined Lard Compound. It will give satisfaction to your trade and increase profits. We guarantee the quality of the goods.

Fairbank's "Boar's Head" Standard Refined Lard Compound can be obtained from any jobber in Canada.

THE  
**N. K. FAIRBANK COMPANY**

Wellington and Ann Streets, **Montreal, Quebec.**



**Williams Bros. & Charbonneau's**

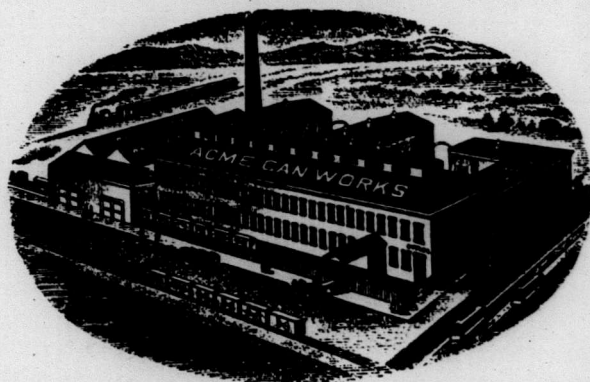
**PERFECTLY  
PREPARED  
PICKLES**

Other Specialties—

WALDORF CATSUP  
WALDORF RELISH  
PREPARED MUSTARDS  
PRESERVES, Etc.

Those who buy them order the second time.

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



**THE ACME CAN WORKS**

Manufacturers of ALL KINDS OF CANS for

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

WE MAKE A SPECIALTY OF

**Key Opening Cans**

USING THE LATEST AND BEST SYSTEMS.

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

**Office and Factory, Ontario St., MONTREAL**

## EXPERIENCES IN CASH TRADE.

**T**HE experience of merchants with the cash and credit systems of trading is interesting and instructive. In an interior Illinois town there is a store-keeper who is doing a cash business, and his sales run from \$135 to \$400 a day. He also keeps an account of the cost of each article and what it is sold for, and knows each night the result of the day's business. This merchant is doing a satisfactory business, and is getting on in the business world. It is a clean, neat way of operating a retail store.

Another Illinois firm, located at Manton, has been experimenting with cash and credit. Prior to three years ago they had used credit so extensively that they found they had tied up about all their capital, amounting to several thousand dollars, on their books. The firm also owed a few thousand dollars, and were in a state of perplexity.

To get out of the hole it was decided to stop credit, collect as closely as possible and sell for cash. In a year they had cash resources and were discounting their bills. Having thus got on easy street, it seems strange that the cash system should not have been maintained. The merchants, however, confess that they were weak enough to slide back to giving credit, and, before they really knew it, were in the dumps again.

Just as this fix was discovered the store had a fire and quite a loss resulted. This sort of discipline determined these people to readopt the cash system, and they say they will stick to it this time. As a result of having tried the two plans of selling goods these merchants express the following views :

"Under the credit system a year's failure of crops may wipe a fellow out but there is no fear of this with the cash plan. Then we think the cash plan enables the merchant to satisfy his customers who watch mail-order houses and buying. There is less dissatisfaction and discontent with our goods and prices.

"Also, on a cash basis there is little or no fear that some new merchant is going to come to town and knock you out. This fear is constant with the credit merchant. The worry from this and the possible loss of bad accounts keeps a credit man in a bad state."

It is such object lessons as these that should be advisory to all merchants who are worrying along with the credit system. They can benefit themselves by studying the experience of others and the proof that the cash storekeeper does not lose, but, on the other hand, gains, by adhering to that system.

The cash-dealing merchant does not have to vex himself to get garnishment laws passed by the Legislature. He does not have to chase those that owe him, and take his pay for the goods he has sold on the instalment plan.

If the merchant will stop and think it over carefully he will stop lending his money to Tom, Dick and Harry and allow them to pay as they please, or not at all. As a cash merchant he will do as much, very likely more, business, and he will have mercantile peace and prosperity and something to show for his labor.

## HOW TO KEEP WINDOWS FROM FROSTING.

Just at this time, says Publicity, many inquiries are being received asking for information how to keep windows from frosting. Much has been published relating to this vexatious trouble, but no remedy so far offered has proved effective under all conditions. One of the best means to overcome the tendency of window glass to frost in severe weather, and which is vouched effective through long experimentation by Mr. Millermaster, of Milwaukee, who discovered and has used it for several seasons on his windows, is to let the cold air in through openings at the base of the window into a boxed casing. From this boxed casing the air is permitted to flow through openings into the window, and is then drawn to the top by an opening through the glass at the top. This keeps up a steady circulation of air.

The theory is that by not permitting the cold air to remain undisturbed at the floor of

the window, its tendency to congeal into frost is overcome; cold air being heavier than warm air, it does not rise unless by draught, hence the openings at the top of the window. Glass does not frost when exposed on both sides to the coldest temperature. The back and sides of the window in this case are closed in, so that the cold does not enter the store beyond, and the warm temperature of the store beyond modifies the severity of the cold air circulating in the window, but not to an extent to create any vapor. Mr. Millermaster says the plan works perfectly; that such a thing as frost is unknown on windows arranged as described, and that it is the only device of many he has tried that effectually gets rid of the nuisance. We would like to hear of the results from others who may adopt this plan.

## A RENOVATED STORE.

Geo. R. Whitton, of the Standard Store, Rodney, Ont., has just completed renovating and painting the interior and exterior of his premises, and now has things so arranged that it compares favorably with all first-class business places in Western Ontario.

## PRICE OF FRASER RIVER SOCKEYE.

Mail advices from Seattle, Wash., state: "Quotations for Fraser river sockeye salmon ex wharf London are reported at San Francisco at 28s. 6d. for talls, 32s. for flats and 35s. for half pound flats; c. i. f. sail talls 20s. 6d. and flats 23s. One quotation is reported on Fraser river cohoes at 18s. 6d., but no sales are reported on any of the above."

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

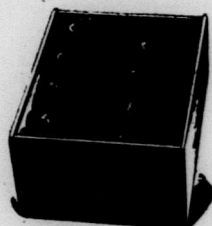
IS SOLD BY ALL WHOLESALE GROCERS IN CANADA.

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, TRIPLETS.

**YOUNG & SMYLLIE**  
Established 1845. BROOKLYN, N.Y.

**EASILY DIGESTED**  
**The Graham Wafers**  
manufactured by the Gardiner Co. are the best on the market.  
Try a Tin and be Convinced.

THE GARDINER BISCUIT CO., Kingston.

**W A. McCLEAN & CO.**  
OWEN SOUND.

Pork Packers and Grain Dealers.

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

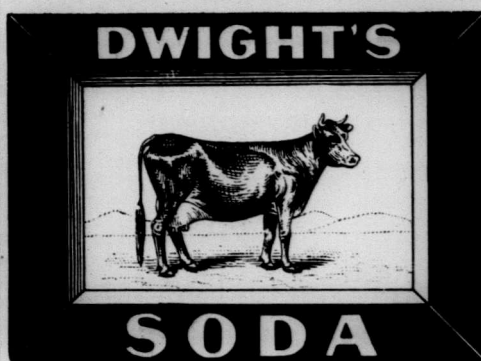
## BASKETS

We make them in all shapes and sizes. We have

**Grain and Root Baskets,**  
**Satchel Lunch Baskets**  
**Clothes Baskets,**  
**Butcher Baskets,**

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

THE . . .  
**Oakville Basket Co.**  
Oakville, Ont.



## Grocers Save

time, twine, paper bags, and loss of weight by selling Dwight's Cow Brand Soda in packages, instead of keg soda. Moreover, he sells his customer the best article of its kind and makes a good profit on it.

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.





# 1742-1901

These are figures to conjure with. A reputation of one hundred and fifty-nine years

Can only be made on merit.

## KEEN'S D.S.F. MUSTARD

(IN SQUARE TINS)

is recognized and sold throughout Canada as **The Mustard** (par excellence).

### Current Market Quotations for Proprietary Articles

April 11, 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—                           |              |  |
| 1 lb. tins, 2 doz. in case.....    | per doz 2 00 |  |
| 1/2 lb. tins, 3 ".....             | 1 25         |  |
| 1/4 lb. tins, 4 ".....             | 0 75         |  |

#### IMPERIAL BAKING POWDER.

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

#### MAGIC BAKING POWDER.

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

#### JERSEY CREAM BAKING POWDER.

|                               |      |
|-------------------------------|------|
| 1/2 size, 5 doz. in case..... | 40   |
| 1/2 size, 4 doz. in case..... | 75   |
| 1/2 " 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.....     | \$4 50     |
| SHOE POLISH.               |            |
| HENRI JONAS & Co.          | Per gross. |
| Jonas'.....                | \$9 00     |
| Froments.....              | 7 50       |
| Military dressing.....     | 24 00      |

#### BLUE.

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

#### BLACK LEAD.

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

#### CORN BROOMS

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

#### BISCUITS.

|                         |                           |
|-------------------------|---------------------------|
| PEEK, FREAN & Co.       |                           |
| Metropolitan mixed..... | 40 lb. tins 10c.          |
| Florence Wafers.....    | 8 lb. tins 36c.           |
| Venice Wafers.....      | 8 lb. tins 36c.           |
| Florence Wafers.....    | Small tins \$3.70 per doz |

#### CARR & CO., LIMITED.

|                                                                                 |          |
|---------------------------------------------------------------------------------|----------|
| Frank Magor & Co., Agents.                                                      |          |
| Cafe Noir.....                                                                  | 0 15     |
| Ensign.....                                                                     | 0 12 1/2 |
| Metropolitan mixed.....                                                         | 0 09     |
| Special price list of Fancy Tins for Xmas trade and other lines on application. |          |

#### CANNED GOODS.

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

#### FRENCH SARDINES.

|                    |        |
|--------------------|--------|
| HENRI JONAS & Co.  |        |
| Trefavennes.....   | \$9 00 |
| Rolland.....       | 9 50   |
| Delory.....        | 10 50  |
| Club d'Alpins..... | 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     |
| Roct Chocolate, loose.....               | 0 40     |
| " " 1-lb. tins.....                      | 0 42     |
| Nibs, 11-lb. tins.....                   | 0 35 1/2 |

#### TODHUNTER, MITCHELL & CO.'S.

|                                    |         |
|------------------------------------|---------|
| Chocolate—                         | per lb. |
| French, 1/4's—5 and 12 lbs.....    | 0 30    |
| Caracocas, 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    |
| S'locks, 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 |
| Rock " " " " "                     | 0 30 |
| Rulk, in boxes.....                | 0 18 |
| Royal Cocoa Essence pkgs., per doz | 1 40 |

|                                        |        |         |
|----------------------------------------|--------|---------|
| Chocolate—                             | FRY'S. | per lb. |
| Caracocas, 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—                                |  | per doz.                   |
| Concentrated, 1/4's, 1 doz. in box..  |  | 2 40                       |
| " " " " "                             |  | 4 50                       |
| " " " " "                             |  | 8 25                       |
| Homeopathic, 1/4's, 14 lb. boxes..... |  |                            |
| " " " " "                             |  | 1/2 lbs. 12 lb. boxes..... |

#### JOHN P. MOTT & Co.'s.

|                                       |             |
|---------------------------------------|-------------|
| R. S. McIndoe Agent, Toronto          |             |
| Mott's Bromb.....                     | per lb 0 30 |
| Mott's Prepared Cocoa.....            | 0 28        |
| Mott's Homeopathic Cocoa (1/4's)..... | 0 22        |
| Mott's Breakfast Cocoa (in tins)..... | 0 40        |
| Mott's No. 1 Chocolate.....           | 0 30        |
| Mott's Breakfast Chocolate.....       | 0 28        |
| Mott's Caracocas Chocolate.....       | 0 40        |
| Mott's Diamond Chocolate.....         | 0 22        |
| 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 81  | 0 43        |
| Mott's Sweet Chocolate Liquors 0 19   | 0 30        |

#### COWAN COCOA AND CHOCOLATE CO.

|                                           |         |
|-------------------------------------------|---------|
| Hygienic Cocoa, 1/2 lb. tins, per doz..   | \$ 3 75 |
| Cocoa Essence, 1/2 lb. tins, per doz..... | 2 25    |
| Scoble Cocoa, No. 1 bulk, per lb.....     | 0 50    |
| Diamond Chocolate, 12 lb. boxes.....      | 0 25    |
| Royal Navy Chocolate, 12 lb. boxes.....   | 0 28    |
| Mexican Vanilla Chocolate, 12 lb. bxs     | 0 25    |

#### CHEESE.

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

#### BAVLE'S POTTED.

|                                      |                       |
|--------------------------------------|-----------------------|
| 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.....        |



“THE EDWARDSBURG BRANDS”

# Starch .. and Syrup

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

EDWARDSBURG STARCH CO'Y, Limited,  
Established 1858.

164 St. James St.,  
MONTREAL.

Works:  
CARDINAL, ONT.

53 Front St. East.  
TORONTO.

## DUNN'S PURE MUSTARDS

GIVE UNBOUNDED SATISFACTION.

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

**COFFEE.**

|                               |              |
|-------------------------------|--------------|
| <b>JAMES TURNER &amp; CO.</b> |              |
| Mecca .....                   | per lb. 0 32 |
| Damascus .....                | 0 28         |
| Cairo .....                   | 0 20         |
| Sirdar .....                  | 0 17         |
| Old Dutch Rio .....           | 0 13 1/2     |

**TODD HUNTER MITCHELL & CO.**

|                           |      |
|---------------------------|------|
| Excelsior Blend .....     | 0 32 |
| Jersey .....              | 0 28 |
| Rajah .....               | 0 20 |
| Old Government Java ..... | 0 28 |
| Maracibo .....            | 0 18 |
| West India .....          | 0 18 |
| Rio choice .....          | 0 12 |

**CLOTHES PINS**

**BOEKH BROS. & CO.**

|                                                            |      |
|------------------------------------------------------------|------|
| Clothes Pins (full count), 5 gross in case, per case ..... | 0 55 |
| 4 doz. packages (12 to a case) .....                       | 0 70 |
| 6 doz. packages (12 to a case) .....                       | 0 90 |

**EXTRACTS.**

**HENRI JONAS & CO.** Per gross.

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

Per doz.

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

**FOOD.**

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

**GILLETT'S POWDERED LYE.**

|                      |        |
|----------------------|--------|
| 4 doz. in case ..... | \$3 60 |
|----------------------|--------|

**JAMS AND JELLIES**

**SOUTHWELL'S GOODS.** per doz.

**Frank Magor & Co., Agents.**

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

**T. UPTON & CO.**

**Jams—**

|                                           |          |
|-------------------------------------------|----------|
| 1-lb. glass jars 2 doz. in case, per doz  | \$1 00   |
| 5-lb. tin pails, 3 pails in crate, per lb | 0 07     |
| 7-lb. wood pails, 6 " " " "               | 0 07     |
| 14-lb. wood pails, per lb .....           | 0 07     |
| 30-lb. " " " " .....                      | 0 06 1/2 |

**Jellies—**

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

**KNIFE POLISH.**

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

**LICORICE.**

**YOUNG & SMYLYE'S LIST.**

|                                          |        |
|------------------------------------------|--------|
| 5-lb. boxes, wood or paper, per lb ..... | \$4 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 |
| " " 100 sticks ..                                     | 1 45 |
| Dalce, large cent sticks, 100 in box ..               | 0 73 |

**MUSTARD.**

**COLMAN'S OR KEEN'S**

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

**BAYLE'S PREPARED MUSTARDS.**

Robert Greig & Co., Toronto, Agents.

|                         |        |
|-------------------------|--------|
| 1/2-lb. jars 1-lb. jars | \$2 50 |
| Horseradish .....       | \$1 75 |
| English Sandwich .....  | 1 75   |

**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 50 |
| Corked " " (pints) ..               | 1 90 |

**BAYLE'S.**

Robert Greig & Co., Toronto, Agents.

|                                         |                               |
|-----------------------------------------|-------------------------------|
| Pandora, per doz .....                  | 1/2 Pint. Pints \$2 15 \$3 60 |
| Sliced Sweet .....                      | 1 75 2 85                     |
| Hot Stuff .....                         | 1 75 2 85                     |
| Tobasco Sauce, 2-oz. bottle, per doz .. | \$4 25                        |
| Tobasco P. ds in vinegar, 1/2 pt. " ..  | 3 25                          |

**QUICKMAID RENNET TABLETS**

|                                             |        |
|---------------------------------------------|--------|
| Single dozens .....                         | \$0 85 |
| 1/4 gross, with or without wooden bx. 2 1/2 |        |

Retails 1/2c. 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 |

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

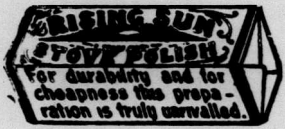
**SOAP**



A. F. TIPPER & CO.,  
AGENTS  
Maypole Soap colors  
per gr., \$10.20.  
Maypole Soap black,  
per gr., \$15.30.  
Oricle Soap, per gross  
\$10.20

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

**STOVE POLISH.**



Rising Sun, 6-oz. cakes, 1/2-gross bxs. \$ 8 50  
Rising Sun, 3-oz. cakes, gross bxs .... 4 50  
S11 Paste, 10c. size, 1/4 gross boxes... 10 00  
S11 Paste, 5c. size, 1/4 gross boxes.... 5 00



No. 4-3 dozen in case, per gross .. \$ 80  
6-3 dozen in case ..... \$ 40

**STARCH.**

EDWARDSBURG STARCH CO., LTD.

Laundry Starches— per lb.  
No. 1 White or Blue, 4-lb. cartons 0 05 1/2  
No. 1 " " 3-lb. " 0 05 1/2  
Canada Laundry " " " 0 04 1/2  
Silver Gloss, 6-lb. draw-lid boxes 0 07  
Silver Gloss, 6-lb. tin canisters... 0 07  
Edwards' Silver Gloss, 1-lb. pkg. 0 07  
Kega Silver Gloss, large crystals 0 08  
Benson's Satin, 1-lb. cartons..... 0 07 1/2  
No. 1 White, bbls. and kegs..... 0 04 1/2  
Benson's Enamel, per box..... 3 00

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

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

**KINGSFORD'S OSWEGO STARCH**



SILVER (40-lb. boxes, 1-lb. pkgs. 0 06  
GLOSS (6-lb. boxes, sliding covers  
(12-lb. boxes each crate) 0 08 1/2

PURE—40-lb. boxes 1-lb. pack..... 0 07  
" " " 16 3-lb. boxes.. 0 07  
For puddings, custards, etc.

OSWEGO } 40-lb. boxes, 1-lb. 07 1/2  
COEN STARCH } packages.....  
ONTARIO } 38-lb. to 45-lb. boxes, 0 08  
STARCH } 6 bundles .....  
STARCH IN } Silver Gloss..... 0 07 1/2  
BARRELS } Pure ..... 0 08 1/2

**BEE STARCH.**

Cases, 64 pkgs. 48's ..... \$5.00  
1/4 Cases, 32 pkgs. 24's ..... 2.50  
Packages 10c. each.



Cases each 60 1-lb..... 0 35  
" " " 60 1/2-lb..... } 0 35  
" " " 30 1-lb..... }  
" " " 120 1/2-lb..... 0 36

**TEAS.**

SALADA CEYLON.



Wholesale. Retail

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



LUDELLA CEYLON, 1's  
AND 1/2'S PKGS.

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

**TOBACCO.**

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 3 1/2's, 5s and 10s .. 0 39  
Royal Oak, 2 x 3, Solace, 8s ..... 0 52  
Something Good, 7s..... 0 48  
Chewing—Bobs, 5s and 10s..... 0 36  
Currency, 13 1/2oz. bars, spaced 9s. 0 39  
Currency, 6s and 10s ..... 0 39  
Old Fox, Narrow 10s ..... 0 40  
Snowshoe, 10 1/2oz. bars, spaced 8s 0 44  
Snowshoe, pound bars, spaced 6s.. 0 44  
Snowshoe, 2x4, 6s ..... 0 44  
Pay roll, 6s ..... 0 44

**WOODENWARE.**

BOEKH BROS. & COMPANY.

Washboards Leader Globe ..... 1 55  
" Improved Globe ..... 1 65  
" Standard Globe ..... 1 80  
" Solid Back Globe ..... 1 90  
" Jubilee (perforated)..... 2 10  
" Crown..... 1 45  
F.o.b. Toronto.



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

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

**CROWN BRAND**

Wholesale Retail

Red Label, 1-lb. and 1/2's..... 0 35 0 50  
Blue Label, 1-lb. and 1/2's.... 0 38 0 40  
Green Label, 1-lb. .... 0 19 0 25  
Green Label, 1/2's..... 0 20 0 25  
Japan, 1's..... 0 19 0 25

**"SNELLINGS PATENT"**



English Break-  
fast Hopped Tea,  
29c.; retail, 40c.  
A. Waddell & Co.,  
agents, Toronto.  
Samples on appli-  
cation.

Matches, Kodak, per case (20's) 9  
boxes to packages, 40 packages to  
case..... 3 30  
**YEAST.**  
Royal yeast, 3 doz. 5c.-pkgs. in case... 1 00

Mediterranean Fruits  
Granulated and Raw Sugars  
Molasses and Syrups, Glucose, Etc.

Excelsior Macaroni  
White Castile Soap

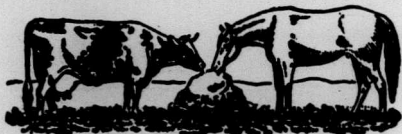
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14 Place Royale (Customs House Sq.) MONTREAL.

**"Daisy Fruit"**

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

THE HOME CAKE CO.  
QUELPH, ONT.

**ROCK SALT FOR HORSES  
and CATTLE.**



TORONTO SALT WORKS, Toronto, Ont.

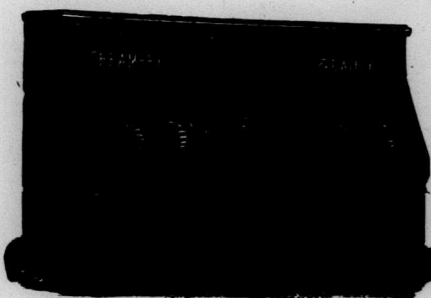
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"SNOW"

Twin Cakes.

NOW IN STORE.

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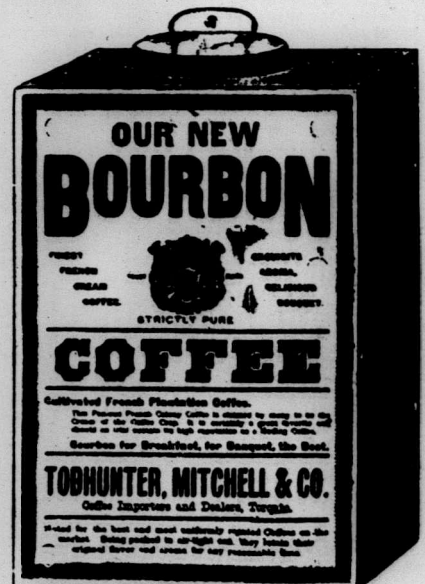


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Excellent  
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popular price.

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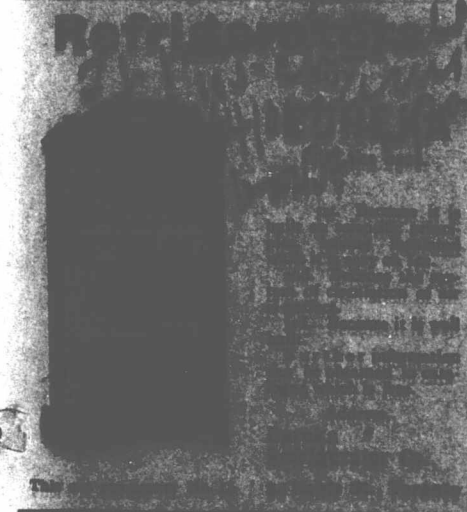


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Mott's...  
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PROMPT SHIPMENT.

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From despatch of getting into communication  
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lars of their requirements for

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**DON'T PAY FREIGHT  
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**CONCENTRATED GRAPE WINE  
VINEGAR**, best and most economical  
Vinegar made. One gallon Concentrated  
makes 2 1/2 gallons Standard Vinegar—  
Great saving in weight and freight. Write  
for sample.

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Agents for **HEINRICH FRANCK SOHNE & CO.**  
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Six 500 Bbls **VINEGAR**  
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SATISFYING FULLY REGENERATING QUICKLY,  
DIGESTING EASILY.

The best properties of Choice Winter Wheat are given in this article.  
Every grocer should keep it. You can recommend it to your customers  
and the few grocers who insure their buying it from you regularly.

Manufactured by  
**THE EXPRESS ROLLER MILLS**

CORNWALL, ONT.

The Best Grocers make  
a point of Keeping It  
always in Stock.



GENUINE LABEL ON LEAD GLASS.

There are Two Kinds



WELSH LABEL ON LIME FLINT.

## That Are Best.

If you want a **Pure Lead Lamp Chimney** ask for the **Genuine** with label as above. The word "Genuine" has been copied, but the label is registered and cannot be used without infringing. So see that you get the proper label.

If you want a **Lime Flint Chimney** ask for the "Welsh" (registered label as above). It is a **Pure Lime Flint** and nothing better is on the market.

**GOWANS, KENT & CO.,**

TORONTO AND WINNIPEG.

THE NAME ....

# WETHEY

stands for all that is pure, wholesome, and delicious in **Mince Meat**. My meat is receiving more favorable comments from grocers than all other makes combined.

*It is a good seller at this season of the year.*

Sole Manufacturer . . .

**J. H. WETHEY**

St. Catharines, Ont.

## Crosse & Blackwell, Limited

We are out after orders for Spring shipments. Let us have yours as soon as possible.

**C. E. COLSON & SON,**

**MONTREAL.**

CHAS. F. CLARK, President.

JARED CHITTENDEN, Treasurer.

...ESTABLISHED 1849..

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The original and only Genuine Preparation for Cleaning Cutlery 6d. and 1s. Canisters.

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**KNIFE POLISH**

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