

**PAGES
MISSING**

PUBLISHED
EVERY
FRIDAY

THE
CANADIAN GROCER
AND
GENERAL
STOREKEEPER

CIRCULATES
IN EVERY
PROVINCE

**SELL
ONLY
THE
BEST!**

These substantiate our claim
that : : : :

Colman's Mustard

IS THE BEST IN THE WORLD

In Competition with the World
we have received the

**Highest Awards
Made . . .**



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

"We hold a vaster assortment than
has been."

Here are two of them:

For Excellence of Quality
and Delicacy of flavour

OR

Cafe Noir

cannot be beaten.

No assortment complete
without them.

The Newest Thing Out

**ZELLAR
WAFERS**

Have You Seen Them?

All Flavours.

SURE TO SELL.

ADDRESS: (A post card will do.)

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

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

**IT'S
JUST
THIS
WAY!!**



You can hunt all over the universe, but you won't find a better selling cheese than

Millar's Paragon Cheese

because its flavor, deliciousness and wholesomeness appeal to the tastes of everybody. Be sure you have a good supply on hand.

ITS SALE WAS NEVER SO BRISK AS AT PRESENT, WHICH PROVES ITS POPULARITY.

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

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

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



Please Your Customers!

The saying is somewhat commonplace but always good. "A pleased customer is your best advertisement." You can please a customer with a low price but only for a day or a week perhaps—quality is remembered long after price is forgotten. Quality creates permanent trade and makes steady profits. Please your customers, but please them with quality rather than price.

Moir, Wilson & Co.'s Scotch Fish.

Herring and Tomato, Herring and Mustard, Kippered Herring, etc. Scotch Fish that stand at the very top notch for quality in England, where the most particular buyers are the largest consumers of the Moir, Wilson products.

"Please your customers, but please them with quality rather than price."

The Maypole Soap Co.'s Specialties.

Maypole Soap, the famous English Home Dye, and Oriole Soap, the famous English Complexion Soap. Maypole Soap washes and dyes at one operation without mess or trouble and yields brilliant, fast colors. Oriole Soap is made largely from Vegetable Oils and healing Balsams from the Far East—sold only in handsome hinged metal boxes, the soap and the box retailing for 10c.

ARTHUR P. TIPPET & CO., Agents,
8 Place Royale, Montreal. 23 Scott Street, Toronto.

GOING! GOING! GOING!

The demand for the goods we advertised in last week's issue was good, and no wonder—the mention of their names could not but help to attract the attention of all grocers who are on the outlook for articles that their customers will appreciate. In case you have not already ordered, we again give the list of the goods we have just recently received from several world-renowned firms in France and Spain. It will be to your interests to write for our quotations on small and large lots. Do so now.

From **JAS. VIOLETT & CO., Bordeaux, France**

This is a firm whose goods are known from one end of the country to the other.

**I
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Choice Plums	in 2-lb. glass bottles.
Superior “	in 2-lb. “
“ “	in 1 lb. “
Extra “	in 2-lb. “
Excelsior “	in 2-lb. “
“ “	in 1-lb. “

Plums—50's in 28-lb. boxes; also in 2 lb., 4-lb., 7-lb. and 28-lb. tins.

The Demand for our Queen Olives

from **R. AGUILAR, Seville, Spain**, has been particularly brisk.

We have them in half-pint and pint bottles, 1-gallon kegs, 8-gallon kegs, 16-gallon kegs, 48-gallon kegs, barrels and 164-gallon casks.

Remember—we offer these to the trade in lots at **special prices**.

Our FRENCH CAPERS

from the famous firm of **Louit Freres**, Bordeaux, France, are delicious, and are sure to take well with your customers. We have them in half gallons and five gallons—also in bottles. Special quotations to large buyers.

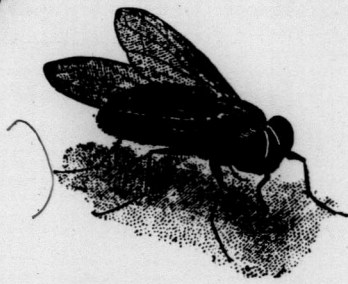
The new crop of **ITALIAN OLIVE OIL** we have is guaranteed to be the very best to be had, and at the lowest prices. We have it in gallon and half-gallon tins.

Send to us for your **MARRONS** (chestnuts) preserved in syrup.

CUSTOMERS ARE SURE TO WELCOME THESE GOODS.

SEND YOUR ORDERS DIRECT TO

Henri Jonas & Co., - Montreal.



Busy?

Want more business in your Cigar department? Want a steady, permanent Cigar trade? Want absolute satisfaction and pleased customers? If you want all this, sell Payne's Cigars. You'll be busy enough if you stock up with an assortment of a thousand or more. Send in for quotations.

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

"Best Goods--and none other"--

is a good motto for the new century.



"Sterling" Brand

goods—pickles, relishes, catsups, jellies and marmalades—are the best goods, and they always bring the best trade to the grocer.

T. A. LYTLE & CO.

124-128 Richmond St. West,

TORONTO



Quality Always Wins!

The empty pockets of the grocer who still believes that low prices will do more for him than high quality, represent a case of "mistaken identity," because, **quality always wins!** Since history proves that quality always wins then, perforce the higher the quality the greater the winnings.

No matter what the skeptics say, it is not possible for skill, experience and the unstinted use of money to produce Rolled Oats of higher quality than Tillson's Pan-Dried. We make the statement boldly and without conditions, and yet, after all, the proof of the pudding lies in the eating. Let the steady gain in the volume of sales of Tillson's Brand from year to year prove that history repeats itself in verifying the truth of the statement that "Quality always wins." Let the rich, nut-like flavor, the cleanliness and the freedom from hulls of "Pan-Dried" count for more than whole pages of advertising space.

**Tillson's
Pan-Dried
Rolled-Oats.**

The Tillson Co'y., Limited, Tilsonburg, Ont.



PRUNES 2 Carloads

"Californian," 25 and 50-lb. bxs.
 "Oregon," 25 " 50-lb. "
 "French," 56-lb. bxs.

These goods show exceptional value at the prices we are asking.

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



Rowat's Pickles, and Rowat's Worcester Sauce

The most popular in Canada.



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

Essence of Coffee

You want the best.

Order



Rose & Laflamme

Agents **MONTREAL.**



Batty & Co.

ESTABLISHED 1834.

LONDON.



OLIVES AND PURE OLIVE OILS.



INDIAN CURRIES AND CHUTNIES.

Makers of High-class

PICKLES OF ALL KINDS.



SAUCES OF ALL KINDS.

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

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CANADIAN GROCER
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CIRCULATES
IN EVERY
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VOL. XV.

TORONTO AND MONTREAL, FEBRUARY 1, 1901

NO. 5

CREDIT--WHO TO EXTEND IT TO AND FOR HOW LONG*

BY HERBERT F. HALEY.

CREDIT—who to extend it to and for how long” is the bane of every merchant’s successful existence; to extend credit to the worthy, who will show their appreciation of the favor by paying their bills promptly when they fall due, is a question which must be handled with every discretion and absolutely without sentiment.

THE BASIS OF CREDIT.

This worthiness and ability must be thoroughly determined as to time and amount before a single dollar’s worth of goods are charged, and to allow the maxim “A credit well made is an account half collected” to always confront us.

In determining this credit, we must first consider the moral responsibility of our prospective customer, as well as his ability to pay; also how he has been paying our fellow-merchants.

DRAWING THE LINE.

No matter how good rating, this same customer has misfortunes, and to draw the lines at the proper time—good and strong—is the hardest proposition with which we have to deal.

Yet, if we do not draw them promptly, we invariably regret our inaction, and the result is a balance that is not only hard for us to carry out, but one which is too often left unpaid.

Human nature is sympathetic, and our

former good customer expects us to share his misfortunes to the fullest.

AN INJURY TO BOTH.

In extending too much credit to a customer, we not only injure ourselves, but our customer as well. We lead him to extravagant living, buying goods that perhaps he would not have bought otherwise, soon becoming careless in his payments. Misfortunes of some kind overtake him, or, equally as bad, he decides to buy a home on the installment plan, uses our money to make the first payment, invests our money for us, but always in his wife’s name.

The only way to avoid this is to

EXACT PROMPT PAYMENTS,

and in full, the day they are due; and, when extensions are given, make the time short, and see that the agreement is carried out to the letter.

The old saying, “That will be all right,” is the most dangerous one that a merchant can use; it seems to mean at the time only a common courtesy, but later it means that if we have not the money coming from our “prompt payers,” we will have to ask these same extensions from our creditors, which, if granted, are unpleasant, to say the least.

THINGS TO CONSIDER.

Often were we to consider in granting credit that we are risking, say, 80 per cent. of hard cash for a prospective 20 per cent. gain; and often, after our expenses are deducted from this 20 per cent., we have a

net of, say, 8 per cent., or, in other words, we have risked 80 per cent. for a possible 8 per cent.—a ratio of 10 to 1, which certainly behooves us to make “caution” our ever watchword.

Credit and collections are so closely entwined that one cannot survive without the other. “Take care of the collections, and the credits will take care of themselves.” is a very broad assertion, but one, which, if simmered down, contains a great deal of logic.

Many a good customer has been allowed to become careless in his payments on account of not being promptly and properly seen.

CREDIT AND BOOKKEEPING.

are also very closely linked. To successfully handle an account, you must know its standing at all times; to do this your books must be kept up to the minute, thus enabling you to quickly use tact and discretion in saying “Yes” or “No” at the proper time.

Keep track of your customer—as to all that pertains to him; of his successes or reverses; thus you will be in a position to increase or diminish the account, as the case may be.

BE CAREFULL.

We must be careful not to drive away a good customer whom it is safe to trust, and more careful not to extend credit to customers who either cannot or will not pay.

Fear and Friendly Hope and Envy watch the issue, while the lines “By which thou shalt be judged” are written down.

Springstead Bros. are starting as bakers and confectioners in Hamilton.

* Paper read before the Retail Grocers’ Association, Chattanooga.

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.

BAD DEBTS.

BAD debts! This is the reason for the wrecking of many a good man and of many a good business, says the National Provisioner:

When the store bookkeeper has finished adding up the accounts and has taken all credit for stock on hand and cash in the drawer, he takes up the commercial paper of the house and wades through these as "Bills Receivable" and "Bills Payable." When he has finished his work of auditing the accounts of his firm, he draws his credit balance and sees just where the business stands. His cold blooded work has ended when he hands the result to his employer, who passes his eye over the footings of the various items and sees where the 12 months of 1900 have landed him. Maybe he has made both ends meet and maybe not. Perhaps he finds that he is heading for bankruptcy in the year 1901. At any rate, he finds a very annoying item, a big item, and more often than not the item which has caused all of his troubles. On a big stock of papers representing a long line of ghastly figures are the items over which appear the words "Bad Debts," "Worthless Accounts," or some other accounting equivalent for goods sold upon which no payment has been made. The proprietor of that store lays his fevered cheek upon his nervous hand, gives a longing glance at them and then moans: "If I only had the money they represent, or even the half of it, I'd be all right and money to the good." But, alas! they represent what is gone. The storekeeper paid for it, but the purchaser from him got it for nothing.

Bad debts represent a species of over-trust and reckless business speculation which cannot be indulged in without accumulating the pile of accounts which represent the loss of profits and competence.

While one may not be able to collect these accounts or make them good, he can, at least, avoid the system of business which made them, so that the next New Year will

find more money in the cash box and less of these "dead-beat" souvenirs in the account books.

ICE IMPORTS INTO THE UNITED KINGDOM.

In the current issue of Cold Storage, the monthly journal of the trade, is a statement of the natural ice imported into the United Kingdom from Norway, in 1900. It appears that the total quantity received was 448,813 tons, or 55,814 tons less than in the previous year and 4,917 tons more than in 1898; the value at the point of landing being £274,163, which shows a decrease of £42,719 and £54,398 respectively, compared with the previous years. The average price per ton in 1900 was 12s. 3d., as compared with 12s. 7d. and 14s. 10d. England and Wales imported 399,933 tons, Scotland 26,770, and Ireland 23,110.

The activity of the increasing number of ice manufactories in Great Britain accounts for a good deal of the falling off. Aberdeen, which is a case in point, and possesses three factories, last year received no natural ice at all, while in 1899 upwards of 8,000 tons were brought there from Norway. The year's shipments also include 736 tons, valued at £420, exported from North Russia. London received in all 205,390 tons valued at £123,463 (or 12s. per ton), 15,040 tons less than in 1899, and the value showing a decline of £11,065. Next in the list come Grimsby, Liverpool, Glasgow, Hull and Shoreham. The imports at none other of the 49 ports receiving ice reached five figures.

A WORD OF PRAISE.

Pte. Nisley, Selkirk, one of the returned Canadian soldiers from South Africa, in conversation with an Aylmer, Ont., man, spoke highly of the canned goods of the Aylmer Canning Co. He declared that the canned chicken put up by that firm beat anything they got while in camp or in hospital.

NORTHWEST CREAMERY OUTPUT.

The report of J. W. Mitchell, superintendent of creameries for the eastern section of the Northwest Territories, shows a satisfactory development in nearly every district. The output during the past two seasons was as follows:

Creamery	Output (lb.)	
	1899.	1900.
Churchbridge.....	31,674	65,325
Grenfell.....	39,154	49,817
Whitewood.....	42,284	37,038
Moose Jaw.....	34,815	32,285
Yorkton.....	17,491	27,329
Qu'Appelle.....	16,561	24,647
Regina.....	23,051	24,645
Moosomin.....	8,461	24,295
Prince Albert.....	13,758	18,892
Saltcoats.....	13,190	18,650
Saskatoon.....	9,197	10,398
Total.....	249,736	333,221

It will be seen that the total output was fully one-third larger in 1900 than in the previous year. The prevailing price was about the same both seasons, 20 to 21c. per lb. at the factories. These high prices have undoubtedly helped much towards the development noted, and it is to be hoped that the present growth will but prove the foundation of a great increase in future years.

In commenting on the figures, Mr. Mitchell says: "Many of our farmers are beginning to realize much more fully than formerly that this is essentially a mixed farming country, that mixed farming is much safer than following only the one branch, and that it is only through it that we can hope to realize our possibilities in anything approaching a full measure. We feel that dairying has passed the experimental stage, and is beginning to be recognized as an essential feature of Northwest farming and as one of the farmer's substantial sources of income."

The South Side Union Cooperative Co., general merchants, South Side, N.S., have gone into voluntary liquidation.

"No Good--No Pay"

This has been FOR YEARS
our guarantee to
buyers of our . .

**L.S. & B. No. 1 and Empire
COFFEES**

THE "TEST OF TIME" PERMITS US TO MAKE SUCH AN OFFER.

Lucas, Steele & Bristol, Wholesale Grocers, Hamilton.

= FISH =

MONEY invested in Fish at this season of the year is not
LOST. In a few weeks it will be
LENT, so send in your orders before our nice stock becomes
exhausted.

- Finest Labradors in barrels and 1/2-barrels.*
- Choice No. 1 Split in 1/2-barrels.*
- Finest No. 1 Fat Mackerel in 1/2-barrels.*
- Fine No. 2 Fat Mackerel in 20-lb. pails.*
- Salt Water Salmon in 1/2-barrels.*

ALL AT QUICK-SELLING PRICES.

JAMES TURNER & CO., Wholesale Grocers. Hamilton, Ont.



THE DOMINION BREWERY CO., LIMITED
Brewers and Maltsters
TORONTO

Manufacturers of the Celebrated

WHITE LABEL ALE

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

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

WM. ROSS, Manager.



**Imperial
Goods**
ALWAYS
THE BEST.

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

Our Travellers always carry samples.

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

SCOTCH WHISKY TRADE IN 1900.

LAST year was a dreary one for the Scotch whisky trade, and, though scarcely so exciting as the previous 12 months, has been a little better from a business point of view. The reason for this, according to The Glasgow Herald, has been the heavy stocks and the natural depression succeeding the feverish boom, which culminated in the collapse of Pattisons Limited and the smaller concerns which followed in its wake. The depression lasted throughout the whole year, and the trade begins the new century with prospects anything but bright, so far as the immediate future is concerned.

In retrospect our contemporary says: "The Scotch whisky trade has made mighty strides during the last 20 or 30 years of the century. Thirty years ago the distiller was often a large farmer, who ran his distillery in connection with his farm. These were modest affairs, doing, perhaps, 200 bushels a week, and would not pay under existing conditions, but it was the farmer-distiller nevertheless, by his careful personal attention to the making of his whisky, who laid the solid foundation of the industry as it exists to-day. The consumption grew apace, and the farmer-distiller gave place to the distiller pure and simple with his modern plant.

Then the capitalists and speculators took a hand, and, whatever else they may have done, they have not improved the quality of the blends. From 1886 the stock has been steadily rising without a break, as, of course, has been the consumption, though not to the same extent. The following table will show the course of the consumption since 1886:

	Stock.	Production.	Increase in stock.
1886-87	40,488,957	17,404,442	2,702,701
1887-88	43,689,820	18,159,651	3,209,563
1888-89	46,688,797	18,721,374	2,999,277
1889-90	50,550,537	20,090,935	3,861,740
1890-91	54,312,195	21,101,023	3,761,658
1891-92	56,186,597	20,287,115	1,874,402
1892-93	58,055,820	20,107,077	1,869,230
1893-94	61,275,754	21,472,441	3,219,927
1894-95	65,073,328	22,235,958	3,797,564
1895-96	69,616,136	24,712,790	4,542,808
1896-97	77,172,675	28,518,681	7,556,539
1897-98	89,758,837	33,744,503	12,586,162
1898-99	103,290,391	35,769,114	13,531,554
1899-1900	109,898,389	31,798,465	6,607,998

"As will be seen from these figures, the stock has been more than doubled during the last decade and the additions for the years 1897-98 and 1898-99 were on a huge scale. Warned by the figures for the year ending March 31 last, great efforts are being made this season to prevent any further addition to stock, and it is hoped that these will be successful. All distilleries, with the exception of a few well-known grain ones, were late beginning operations, and, in fact, some of them have not yet

begun. The year has been a disastrous one for the brokers and holders for the trade, as so much stock was already held by many blenders that they rarely came into the market as buyers. Those who had to buy did so very sparingly, and they are likely to pursue this hand-to-mouth policy for some time to come. The blenders, fortunately, have had no lack of orders, and the evident steady increase of the consumption is the most cheering feature of the situation. As was anticipated, the company reports, as a rule, have not afforded pleasant reading, and one or two companies have had to reduce their capital."

DARJEELING TEA SEASON.

The Planter, Calcutta, of December 15, contains the following from its Darjeeling correspondent: "The tea season is over now and not even a little scraping around remains. In quantity most gardens are up to last year in out-turn, but the slump in tea which has taken place might prove very serious to those who have still a large quantity of tea to dispose of.

"Every one of us thought that the last two seasons were both early closers, but the present one beats everything on record. The rains were over in the early part of October. The weather is very cool and the sky is cloudy and foggy."

You may have a customer to whom you cannot sell cheese—who says she does not like cheese and will not have it on her table.

But, have you asked her to try Imperial? And if not, would it not be to your advantage to do so?



Remember--there is
Cheese and Cheese,
and
IMPERIAL CHEESE
is Cheese.

FISH

Pure Cod—Quail on Toast—1's Blocks. Boneless Fish—Scaled Herring, Labrador—Barrels and Half-Barrels.

ON HAND AT

THE DAVIDSON & HAY, LIMITED

36 Yonge Street, TORONTO.

FORT WILLIAM BOARD OF TRADE.

THE annual report of President Morton and the election of officers of the Fort William, Ont., Board of Trade, were the features of the annual meeting on Monday evening last week.

The report showed that since the organization of the board, ten years ago, Fort William has grown in population from 750 to about 5,000; that a town hall and town public schools have been erected at a cost of \$50,000 which would be a credit to any city; a first-class system of waterworks and electric lighting have been installed, and that there has been a steady improvement in every respect.

During the past year the Standard Oil Co. have established in Fort William a branch from which they intend to supply the Canadian Northwest; the C.P.R. have materially increased their dockage and round-house facilities. Arpin, Scott & Finger have decided to locate large saw and planing mills in Fort William. It is likely the American Steel and Wire Co. will build iron ore docks and establish offices there.

The report concluded by suggesting that a strong effort be made to have a quarantine station established by the Dominion Government at Fort William.

The following officers were elected for 1901:

President—E. A. Morton, reelected.
Vice-President—C. W. Jarvis.
Secretary-Treasurer—E. R. Wayland.
Council—W. F. Hogarth, A. McDougall, E. S. Rutledge, S. C. Young, J. H. Perry, J. J. Wells, John King, Alex. Snelgrove, W. L. Morton, Don McKellar, W. H. Whalen, James Murphy.

MR. DACK IS PRESIDENT.

At the annual meeting of the Commercial Travellers' Mutual Benefit Society, on Saturday, the following were elected officers for the ensuing year:

President—W. B. Dack (acclamation).
Vice-President—Dan A. Rose.
Treasurer—John A. Ross.
Trustees for Toronto to fill vacancies on the board—John Orr, John Brasier, Geo. McQuillan, W. R. Madill and J. M. Woodland.
Trustees for Hamilton—John Hooper and E. A. Dalley.
Auditors—Henry Barber and H. J. M. Bryant.

President Dack, on assuming his office, made an appropriate and interesting address. Votes of thanks were tendered to the retiring members of the board, Messrs. W. J. Hopwood, R. L. Patterson, W. F. Smith, F. J. Zamaners and N. A. Cockburn.

S. M. Fleet, grocer, Ingersoll, Ont., has erected and moved into a new store which is fitted up with all modern conveniences, well warmed and lighted, and up to date in all respects.

PRICES OF GREEN TEAS.

At the Eastern Produce Office the result of the recent sale of green teas in Colombo seems to be thought encouraging as far as Arapolakande is concerned, but less so as regards Labookellie, an estate which turns out black teas of high quality; and flavory teas, as everyone knows, are selling well just now. I notice that some of your correspondents show a disposition to argue that it has been proved that low-country estates can turn out just as good green teas as those at a higher elevation. Surely this is a little premature, though with the present outlook for common teas it is a result much to be desired. Ceylon green tea is at present a fancy article, and it would not be safe to say that because at one sale a low-grown tea fetched as good a price as a high-grown one, that this will always be the case. Everyone who can remember the beginnings of the black tea enterprise in the island will be able to recall certain marks—not high-grown—which used to top the market or nearly so. Agarsland and Blackstone are two names which occur to me. Where are these estates in the list of averages now? I think it would be well to wait for some further results before expressing any dogmatic opinions on the subject.—Planting Opinion, Madras.



THE LADIES OF THIS LAND...

are learning that they can supply their tables with Canadian articles which are quite the equal of imported goods, at a much lower price.

Are you teaching your customers this lesson?

If not, why not begin now by recommending them to try

Upton's Jams, Jellies and Marmalade?

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

Our Stores and Offices are Opened for Business.

We have suffered some damage by water and smoke, but everything is now in working order and we are prepared to fill promptly all orders we may be favored with.

We wish to assure our numerous friends that all goods damaged, even slightly, have been sent to auctioneers and we will deliver only first-class fresh goods.

LAPORTE, MARTIN & CIE.,

Wholesale Grocers,

"Same Address"

.... MONTREAL.

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Lenten Fare

**No. 1 Labrador Herring, Shore Herring,
Mackerel in Kits, Dry Cod, quintals and hf.-quintals
Skinless and Boneless Cod, 100-lb. cases
Pure Codfish, Boneless Fish, 1-lb. and 2-lb. blocks**

ALSO FOR PROMPT SHIPMENT, F.O.B. MIDLAND—

PRIME FALL-CAUGHT SALMON TROUT and WHITEFISH.

Stock of the latter is limited, ORDER EARLY.

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

WHOLESALE IMPORTING
AND MANUFACTURING GROCERS.

TORONTO.

MONTREAL'S FIRE.

MONTREAL'S big fire seriously disturbed the grocery business of the metropolitan city during the last 10 days. Although all the large warehouses that were for some hours threatened with destruction, escaped with a severe scorching, they were seriously incommoded and their business interrupted until the insurance claims for damage by fire and water were determined.

The many agents who had rooms in the handsome Board of Trade building, and who form important links in the chain of wholesale commerce, have been busy scurrying around for offices and fixing them up.

Instead of trade matters forming the topic of conversation, business men could be got to talk of little else than the fire, its origin and its progress. The most important result of the conflagration is the sharp advance of insurance rates in the "fire district."

Laporte, Martin & Cie, instead of being one of the heavy sufferers, escaped with a slight loss by fire and water, and were able to ship goods the next morning. St. Peter street is completely blocked with debris, but their entrance on Lemoine street remains clear. Their teas were somewhat damaged by smoke, but new supplies were secured.

Lockerby Bros., at 10 o'clock on the eventful night, did not consider their stock worth 10c. Yet the building and contents are intact to-day and business is going on as usual. Insurance claims have been fixed.

James Douglas & Co., St. Nicholas street, agents for Lea & Perrins' sauce, had their offices completely gutted. Fortunately their stock was in a different building. They have established an office across the road and are filling all orders promptly.

H. A. Nelson & Sons were one of the heaviest losers by the fire, but the insurance claims will about cover the loss. The firm have decided to liquidate and go out of business and have taken offices at 27 Common street, where all claims will be settled. This will not affect the business of the Toronto house.

Robert Crooks & Co., who had offices in the Board of Trade building, lost everything except their code books. Mr. Anderson will be a comparatively heavy loser and will be much inconvenienced by the loss of valuable papers. Offices have been taken at No. 11 St. Sacramento street.

The Dominion Commercial Travellers' Association lost everything, including a lot of valuable paintings and archives. They have taken rooms in the Bank of Toronto Chambers.

Carter, Galbraith & Co.'s warehouse and

stock were somewhat damaged by smoke and water, but business was not interrupted.

Bell, Simpson & Co., produce dealers, were gutted, and have resumed business at 30 St. Peter street.

The Imperial Oil Co. have new offices at 71 St. James street. Wright & Esdale, grain merchants, are now in the Stock Exchange. Other losers were: Alex McFee & Co., grain exporters; Albert Reay, commission agent; Francis Cundell & Co., tea and coffee merchants; G. McBean & Son, grain merchants; Michaud Bros. & Co., hay and grain dealers; Robert W. Oliver, flour; James Carruthers & Co., grain exporters; G. Percival & Co., wines; L. Coffee & Co., grain exporters; M. J. Farrell, cheese exporter; J. T. McBride, fruit dealer; Wm. Ware & Sons, cheese and butter exporters; Chas. A. Bull, butter and cheese; S. B. Townsend & Co. (now 17 St. John street), wine merchants; D. W. Ross Milling Co. (now Stock Exchange); David Robertson & Co., grain, flour, etc.; J. Hirsch & Co. and Battersby & Jackson, wine merchants.

Mr. C. A. Chouillon, of St. Paul street, manufacturers' agent, is now situated at 14 Place Royale. He had a stock in his warehouse worth about \$20,000, but luckily it was about fully insured.

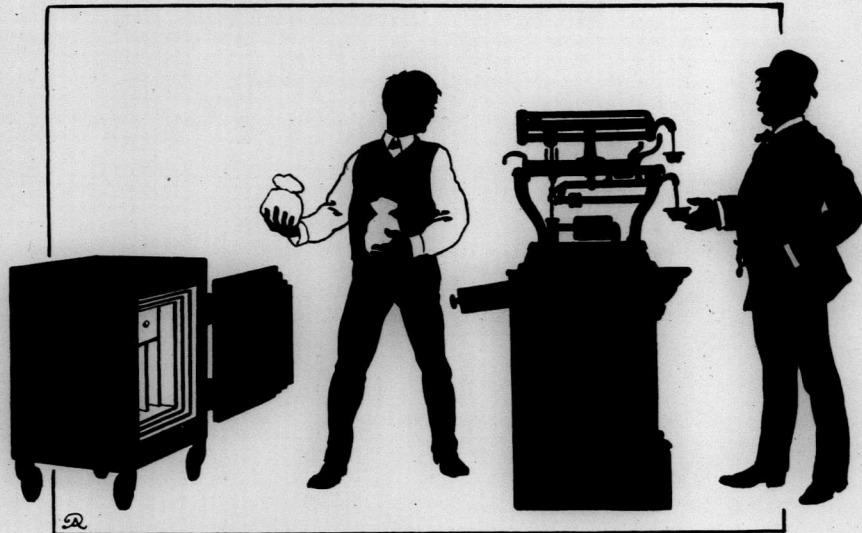
Thos. Montgomery & Sons, commission agents in confectioners' and grocers' supplies, have taken offices in the Merchants Bank building and are carrying on business as usual.

Look out for the Signature in WHITE written across

LEA & PERRINS'

labels, for there are many imitations on the market.

THAT RICH FEELING.



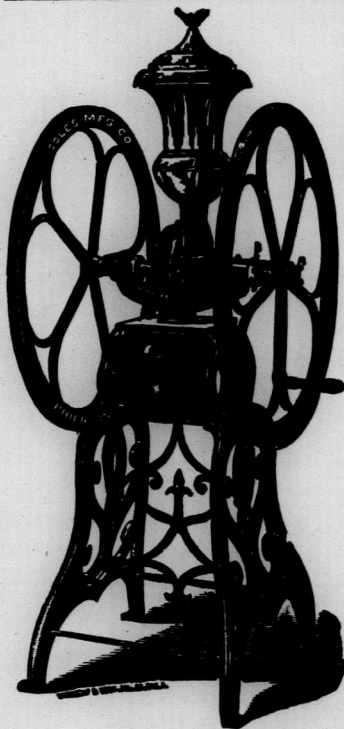
Every one of us might have it if we could only save our money, but how in the world is a man going to save money if he gives it away, for if he loses his profits in business, he loses all, doesn't he? Now, if you could only give it all in a lump sum to some hospital or other eleemosynary institution, someone might perchance in after years speak of such institution as your monument, but you lose all this by giving it away unconsciously, and you'll never get the credit for it.

The MONEY-WEIGHT SYSTEM is a Saving System.

THE COMPUTING SCALE COMPANY,

DAYTON, OHIO.

Money-Weight Scale Co., No. 47 State st., Chicago, Ill.
 Wilkins & Johnson, Dist. Mgrs., Nos. 50 and 52 Franklin St., New York City, N.Y.
 James A. Hossack, Dist. Agent, No. 1662 Notre Dame St., Montreal, Que., Canada.
 L. A. Davidson, Dist. Agent, No. 104 King St. West, Toronto, Ont., Canada.



The Canadian Grocers Know

a good mill when it is presented to them. They have taken up the . . .

COLES COFFEE MILL

Because it saves them dollars in money and pounds of energy when they grind coffee. It works easily, grinds evenly, and is recommended earnestly.

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.

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President,
JOHN BAYNE MacLEAN,
Montreal.

THE MacLEAN PUBLISHING CO.
Limited.

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, North-West Territories, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

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

ADVANTAGES OF COLD STORAGE.

THE project to establish a modern cold-storage warehouse in St. John, N.B., should receive the hearty support of not only the merchants of that city, but of the business men in all sections of the Province which export their product through St. John.

There is not the slightest question but that the installation of first-class cold-storage facilities in Montreal and on the ships leaving that port has contributed in a large measure to the remarkable development of the export trade in cheese, butter and poultry in recent years.

A few weeks ago THE CANADIAN GROCER published the experience of a Toronto retail grocer who secured a large quantity of new-laid eggs in September and kept them in cold storage, taking them out as he wanted them. He cleared about \$100 on the deal and was in every way satisfied with the results of his experiment.

Almost every week brings evidence of the great advantage of proper cold storage

in the preservation of all kinds of produce. The competition for export trade is so great the St. John business man would do well to use the weight of their influence to furnish their port with the best storage facilities for perishable products for exports to the West Indies or any other point.

RETAIL STORE AMALGAMATIONS.

THE spirit of consolidation seems to be gradually reaching into and permeating every branch of industry and commercial activity.

The discussion of the "Trust" question—the question whether the influence of the great combinations of capital in recent years is likely to be good or bad, has waged long and waxed warm. The only apparent result has been to increase the tendency toward amalgamation.

Practically, the last department of trade to be affected by the movement is the retail business in the various lines. But evidences are accumulating that the retailers have begun to consider the question in relation to themselves.

Somewhat more than a year ago several of the retail merchants of Sussex, N.B., joined forces under the style of The Sussex Mercantile Co. That they have been satisfied with their experiment is evidenced by the fact that a few months ago they absorbed two other concerns in the place.

Several amalgamations have been reported from British Columbia lately. One of the most recent is the consolidation of the business of The Russell Hardware Co., W. M. Law & Co., general merchants, and Caulfield & Lamon, hardware dealers, Greenwood, B.C., under the style of The Russell-Law-Caulfield Co., Limited. The new concern has been incorporated with an authorized capital of \$100,000.

There seems to be sound economy at the bottom of such consolidations as these. It is unquestionable that the business house which has sufficient capital to take all its discounts is at a big advantage over all competitors unable to do so. Not only in this respect, but in the saving of floor space, shelf room, bookkeeping, etc., affected by this means, there is an advantage which makes it reasonable to expect many such amalgamations as those mentioned above.

IMPROVED TEA MARKET.

AT last, there appears to be a likelihood of an improvement in the condition of the market for Indian and Ceylon teas, the healthy tone which was noted a week ago having further developed.

The improvement, so far, is practically confined to medium and fine, low grades still being weak, although they are naturally not so much so as they were, in sympathy with the better teas.

A private letter, under date of London, January 19, from one of the partners of a large exporting house in Calcutta, states that, in the opinion of the writer, current rates cannot last long. "The strain," he says, "of the unremunerative prices is telling on producing companies in the East. Banks are fighting shy for the purpose of financing their tea crops, and, if prices do not advance, the result will be the closing of many estates producing large quantities of tea, with the effect of diminishing supplies and creating much higher rates. Low grades will be much dearer next season, general instructions having been sent out to pluck fine. This will mean a reduction, at least, of 10 per cent. in the output. In addition to this, some of the largest companies have decided to cut 10 per cent. off their tea in bearing."

Advices to hand this week from London report that, while the quantity of tea brought forward to auction was rather heavier, there was animation in the bidding and prices showed a tendency toward better rates.

On the Canadian market, while business is not active in Indian and Ceylon teas, it is decidedly better than it has been for several weeks, and brokers report an increased number of transactions. Some low-grade teas have changed hands at pretty low rates, however.

AN INFLUENCE ON PROFITS.

A merchant cannot afford to be on bad terms with his competitors any more than he can with his customers.

Customers are the only ones likely to gain from the flow of bad blood between merchants, and what the former gain the latter lose.

The better the terms on which merchants live the better the profits they earn.

BUSINESS MEN IN PARLIAMENT SHOULD ORGANIZE.

THAT the Parliament of Canada should be conducted on business principles is now a recognized truism. It was not always so, for, by implication at any rate, it was generally held that the application of business principles to Parliamentary affairs was incompatible, and that those who held to the contrary were dreamers and faddists. Now, even the professional politician subscribes to the doctrine though, through ignorance or design, he seldom practices it.

But, while the belief in the soundness of the doctrine that business methods should be applied to Parliamentary practice is so general that no one probably would gainsay it, each session of the House forcibly reminds one that the leaven of business influence there is still very small.

The fact of the matter is that, while there are a good many business men in the House, and in theory business practice is a good thing and a necessary thing, the business men therein are practically without influence. And they are not lacking in influence because they are not numerous enough. There are over 80 business men in the House, or something like 37 per cent. of the total membership. The relatively small influence of the business men is not, therefore, due to lack of numbers. Nor is it due to the want of ability. The most useful members of the House are business men. It is due to lack of organization.

THE CANADIAN GROCER is not an advocate of a third party, whether it be business men or any other class of men. Organization of the business men in Parliament does not mean obliteration of party lines any more than adherence to party principles means the renunciation of religious beliefs.

A man can be a Liberal or a Conservative and at the same time be a Roman Catholic or a Protestant.

The business men who are members of the House of Commons could in like manner have an organization of their own and yet at the same time still be associated with one or other of the two great political parties.

The representatives from the different

Provinces hold their occasional conclaves. So sometimes do those of various religious beliefs. Why then should not business men? There is no reason why they should not. But there is every reason why they should.

As we have already intimated, the application of business methods to Parliamentary practice is essential to the successful conduct of the latter. No one will dispute that. It follows, therefore, that the more the business men in Parliament are working in unison on business questions the nearer is it possible to get to the ideal.

Supposing, for instance, the eighty-odd business men in the House were to get together and express themselves in favor of the much-desired insolvency law, does anyone for one moment imagine the Government would any longer defer introducing such a measure?

The Government is perfectly aware that the commercial exigencies of the country demand it, but it fears, as previous Administrations have feared, the political exigencies that the introduction of an insolvency bill might create.

Assured of the support of the business element, the Government would not be long in developing action in regard to this or any other question affecting the commercial interests of the country.

It should not be a difficult thing for the business men of the House of Commons to organize. There would be no tenets, either political or religious, to which they need subscribe. All that would be necessary would be to call a meeting, appoint a chairman and a secretary, and gather together again when it was necessary to consider, from a practical business standpoint, such Bills before the House as directly or indirectly affected the commercial interests of the country or to discuss measures of that character which it was thought wise should be brought forward.

Party exigencies would possibly prevent such an organization taking a united stand on every question of a commercial nature, but that is not an argument against its existence. On the contrary it is an argument for, rather than against, for it shows

the necessity of controlling the party spirit when it conflicts with the commercial welfare of the country. And the longer such an organization existed the more potent would its influence become in regulating the action of Parliament.

DECLINE IN DRESSED HOGS.

THE decline in the price of dressed hogs which was anticipated by this paper took place early this week. Quotations have gradually receded from \$8, the top price noted this season, until now the range is from \$7.25 to \$7.50. Offerings at these figures are even larger than was the case when the higher figures were ruling. Sellers see that the tendency is downward, and are trying to dispose of their stocks. The consequence is that buyers, while taking all they need, are looking for still further declines.

While, however, there may be a further reduction, it is likely to be a moderate one, for the conditions in Great Britain warrant good prices, and the establishment of new factories and the enlargement of old ones mean that the competition for supplies will keep prices at, or near to, the top figures warranted by conditions in the United Kingdom.

THE PAPER IN EVAPORATED APPLE-BOXES.

The letter from the Petrolea, Ont., correspondent, which was published in last week's issue of THE CANADIAN GROCER, regarding the practice of some packers of evaporated apples of lining the box with blue paper, has met with general endorsement on the part of the trade.

The point raised—that in case of apples becoming damp they absorb color from a blue or red paper—is agreed to by practically every jobber of evaporated apples. One jobber stated that a glazed paper might prevent the discoloration of apples coming in contact with it; another draws attention to the fact that blue is the worst of all colors in this regard, but the unanimous opinion is that white paper should always be used.

It seems that the practice of lining evaporated apple boxes with colored paper is not general, but is sufficiently widespread to warrant a public warning as to the unsuitability of such paper.

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CARELESSNESS IN PACKING CANNED GOODS.

A SAMPLE shipment of canned tomatoes, composed of a couple of different brands, are going forward to Great Britain this week from Toronto.

It is to be hoped the goods were carefully selected. As has been demonstrated time and again, and as THE CANADIAN GROCER has time and again reiterated, Canada can put up as good quality canned vegetables as any country in the world. But, unfortunately, there are those engaged in the canning industry who, from either ignorance or downright carelessness, do not always put goods on the market which are of high quality. It is for this reason we hope that care has been taken in selecting the goods which are about to be forwarded from Toronto.

There seems to be more canned vegetables on the market this season of unsatisfactory quality than usual. This may be partly due to the fact that there are more factories in the field; but, as we said in a previous issue, some of the old packers are numbered among the sinners.

"Watery" tomatoes are only too common, while not infrequently large pieces of unripe green tomatoes are to be found in the cans. Within the last week or two, a number of complaints have reached us from both wholesalers and retailers. Even a few housekeepers have uttered their complaints in our ears.

While most complaints are in regard to tomatoes, they are not altogether confined to that vegetable, quite a few of them being made against peas and corn.

It is a serious matter indeed, and particularly if the inferior quality goods should fall into the hands of the fastidious consumer in Great Britain.

We quite believe that there are men engaged in the canned goods industry who are totally unfitted for it, but we are equally firm in the belief that the chief cause of the inferior goods which are put upon the market is carelessness.

There is no food product in the preparation of which greater care should be exercised in order that cleanliness and good quality material may be assured than canned goods. This cannot be too closely pressed

upon the attention of the proprietor and by him upon his employes.

Unfortunately, there are packers who, while they exercise care in the early years of their experience, depart from it after they have built up a good trade for their brand of goods. We have in mind at the moment one such packer. During his early years in business, by careful attention he earned a high reputation for the canned peaches which he put up; but during the last few years this reputation has faded, for there are evidences in the cans that he has departed from the methods which early gave the product of his factory a high and a wide reputation.

We have again and again urged the appointment of a Government inspector for at least canned goods for export, and the necessity of it was never more apparent than at present.

CANNED GOODS SITUATION.

THIS is usually a quiet season of the year for canned vegetables, and a time, too, when prices take a weak turn. This year does not seem likely to prove an exception to the rule. Trade is quiet, and a weakness in prices is becoming evident. During the last couple of weeks evidence of a depreciation in prices was not wanting, but the fact that the Canadian Packers' Association had decided, at a meeting held a couple of weeks ago, to make no change in prices till June 15 had somewhat of a steadying influence. And, then, there has been no danger of prices being stampeded by the throwing of canned goods on the market that had been speculatively held, as has frequently been the case in previous years. All this has helped to steady the market at times when it otherwise would have wobbled.

Although the packers and the wholesalers are still quoting as before, there have been a few little lots offering at figures below those generally ruling, but the most unsettling influence has been the action of one wholesaler, noted for acts of the kind, in offering tomatoes, peas and corn away even below packers' prices.

For a short time to come we look for a rather unsettled market in canned vege-

tables. But as far as we can learn stocks in wholesale hands are rather smaller than is usual at this time of the year, for the simple reason that there has been no inducement to buy speculatively. Then, buying has been on the light side in Manitoba and the Northwest, while the country over the consumption of canned vegetables is steadily increasing.

He who does not try to do his best will never occupy the best position in business or in anything else.

LENTEN FISH TRADE IN TORONTO.

THE indications seem to be that high prices will prevail in Toronto for salt fish during Lent this year. Smoked Digby herring are scarce at prices 50 per cent. higher than when the season opened, and there seems no likelihood of a better supply by the beginning of Lent, which begins on Wednesday, February 20. Medium scaled herring has been difficult to get, as the stocks at primary markets have not been equal to the demand. The catch of Labrador herrings has been very light and this fish is at present quoted \$4 per barrel at St. John's, Newfoundland. There is a temporary weakness on the Toronto market due to the arrival of some cars of inferior goods, but it is considered that the market will recover from this depression in a few weeks. There has been a big catch of mackerel, but this has been reduced by large shipments to the United States.

The stocks of prepared cod and boneless fish are about the same as usual. As there will be just about enough to supply the demand, prices are likely to rule steady.

Frozen trout stocks are light. Whitefish is held in larger quantities and is said to be of unusually high quality. Other varieties of frozen fish are held in about the same quantity as usual, and present prices will be maintained.

Oysters are likely to hold firm. The demand this year has varied considerably, but, on the whole, a fair trade has been done. Stocks are, therefore, firmly held as regards price, but are not likely to advance during Lent.

Push for payment those who owe you money or your creditors will push you out of business.

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

A MEETING of the creditors of E. A. Atkinson, general merchant, L'Avenir, Que., has been called.

U. Carignan, grocer, etc., Three Rivers, Que., has compromised.

Smith & Duck, grocers, Windsor, Ont., are offering to compromise.

Alp. Boulanger, general merchant, St. Eugene, Que., has assigned.

J. R. McNamara, grocer, etc., Winnipeg, has assigned to C. H. Newton.

The J. B. Teevans Cigar Co., Pembroke, Ont., have effected a compromise.

P. Denis, general merchant, St. Cesaire, Que., has assigned to Lamarche & Benoit.

Orrin A. Willey, confectioner, etc., Keewatin, Ont., has assigned to Arsene Leulier.

Premont & Co., general merchants, St. Felicite, Que., are offering 40c. on the dollar.

L. A. Dixon, general merchant, St. Eustache, Que., is offering 40c. cash on the dollar.

Leask & Rankin, merchants, Cranbrook, B.C., have assigned to Creighton R. Palmer.

A meeting of the creditors of Noe Page, general merchant, Crysler, Ont., has been called.

J. O. A. Dequire, general merchant, Glen Robertson, Ont., has assigned to Nap. Geneau.

J. McD. Hains has been appointed curator of Irwin Harris, wholesale fruiterer, Montreal.

G. Bremner & Son, general merchants, Cranbrook, B.C., have assigned to Robert E. Sherlock.

A meeting of the creditors of Ulric Carignon, grocer, Three Rivers, Que., has been called.

A meeting of the creditors of R. Bourbeau, general merchant, Victoriaville, Que., has been called.

A. R. McLeod, grocer, Stellarton, N.S., has assigned, and a meeting of his creditors has been called.

John J. Wiens, general merchant, Low Farm, Man., has assigned to John Russell, and his stock has been sold.

Brown & Brown, general merchants, etc., Whitebourne, Newfoundland, have applied for declaration of insolvency.

Esdras Paradis, general merchant, Plessisville, Que., has assigned, and a meeting of his creditors has been called.

A meeting of the creditors of P. J. Stinson & Co., general merchants, Southampton, Ont., will be held to-day (Friday).

A meeting to appoint a liquidator for the Asiatic Trading Co., Limited, manufacturers of canned goods, Montreal, has been held.

Fanny Markson, general merchant, Glen Robertson, Ont., has assigned to A. Markson, Alexandria, Ont., and a meeting of her creditors will be held on February 4.

Zoel Tardiff, grocer, Montreal, has assigned. The chief creditors are: David Tardiff, \$1,500; Chas. Bruchesi, \$1,200;

R. A. Cayer, \$1,000. The total liabilities are about \$5,000, with the assets slightly greater. His creditors meet February 4.

T. N. Gauthier, general merchant, Carillon, Que., has assigned to Kent & Turcotte. He is offering 50c. cash on the dollar.

PARTNERSHIPS FORMED AND DISSOLVED.

A. McDonald & Co., grocers, Montreal, have registered partnership.

Hunting & St. Dizier, grain dealers, Massawipi, Que., have registered partnership.

Brown & Durance, grocers, Hamilton, Ont., have dissolved. D. M. Brown continues.

W. H. Otto & Co., general merchants, Elmira, Ont., have dissolved. W. H. Otto continues.

McIntosh & Smith, flour and feed dealers, London, have dissolved. J. L. McIntosh continues.

E. C. McLellan & Co., general merchants, Tatamagouche, N.S., have dissolved. The business will be continued by E. C. McLellan alone.

Thos. Gebbie & Sons, general merchants, millers, etc., Howick, Que., have dissolved. Thos. Gebbie & Sons continue the milling business and Wm. Gebbie the general store.

SALES MADE AND PENDING.

L. Robins, general merchant, Albuna, Ont., has sold out.

The assets of Gustave Trudeau, grocer, Montreal, are to be sold.

The bailiff has sold the stock of G. E. Titus, grocer, St. John, N.B.

The assets of the Cole Butter and Cheese Co., Limited, Ottawa, have been sold.

Christian Karch, grocer, etc., Hespeler, Ont., is advertising his business for sale.

Brace, McKay & Co., Summerside, P.E.I., are advertising their lobster factory for sale.

The assets of C. Shaw & Co., dealers in crockery, glassware, etc., Ottawa, have been sold.

The assets of Mrs. C. H. Gariepy, general merchant, Lachine, Que., have been sold.

The assets of Lalonde & Frere, general merchants, St. Benoit, Que., are to be sold to-day (Friday).

The assets of A. E. Lachance, grocer, etc., Sherbrooke, Que., are to be sold to-day (Friday).

The stock of M. R. Campbell, grocer, etc., Brussels, Ont., is to be sold by auction on February 4.

Forrester & Smith, confectionery, Truro, N.S., are offering their stock and fixtures for sale by tender.

Gaun Christie, general merchant, South Mountain, Ont., is advertising his business for sale by tender.

The stock of Lewin & Co., general merchants, Moosomin, Man., is advertised for sale by tender.

The assets of Eugene Guay, general merchant, St. Jerome (Chicoutimi), Que., are to be sold on Saturday.

The stock of J. A. Plamondon, general merchant, St. Raymond, Que., has been

sold at 53c. on the dollar to J. T. Marcotte, St. Bazile.

The business of the estate of Fanny Walsh, grocer, etc., Hamilton, is advertised for sale by executors.

E. C. Corbett, general merchant, Verschoyle and Mount Elgin, Ont., is advertising his business for sale.

The stock, etc., of the estate of E. J. Crawford, general merchant, Souris, Man., is advertised for sale by auction.

The stock of the estate of T. E. Robinson, grocer, Ingersoll, Ont., has been sold at 70c. on the dollar to Irene Robinson.

Ashley & Ebbitt, cigar dealers, etc., Tweed, Ont., are advertising their stock, etc., for sale by auction on February 1.

The stock, etc., of F. G. Terryberry, general merchant, Burford, Ont., is advertised for sale by auction to-day (Friday).

CHANGES.

A. G. Culbert, grocer, Burk's Falls, Ont., has sold out to Ernest Laxton.

E. Bertrand, grocer, etc., Belle River, Ont., is closing out his business.

Margaret Barbour, grocer, St. Marys, Ont., is closing out her business.

Mrs. Herman, grocer, Hamilton, has been succeeded by W. H. Grone.

Mrs. V. Lafortune has registered as proprietress of W. Lafortune & Cie, grocers, Montreal.

Lowther & Co., general merchants, etc., Russell, Man., have sold out to Smellie Bros. & Co.

Skinner Bros., grocers and dry goods dealers, West Lorne, Ont., are removing to Rodney, Ont.

The stock of Geo. A. Pyke & Son, wholesale grocers, Halifax, has been sold to Billman & Chisholm.

D. W. Mathewson & Co., general merchants, Lower Woodstock, N.B., have been succeeded by A. W. Hay.

P. T. Peterson has registered as proprietor of Vipond, Peterson & Co., fruit and commission merchants, Montreal.

The firm of Foran & Frost, who succeeded W. Templeton, grocer, Vancouver, in 1886, have changed their style to Foran Bros.

FIRES.

The stock of D. Irwin, general merchant, Elgin, Man., has been damaged by fire.

R. Mockler, grocer, St. John's, Newfoundland, has been burned out; insured for \$800.

The premises of A. F. Morrison, grocer, North Sydney, N.S., have been damaged by fire; insured.

James Pirie, grocer and dry goods dealer, Southampton, Ont., has been burned out; loss \$4,700; fully insured.

The store of G. H. Webber, tea and coffee merchant, 673 Wellington street, Montreal, was destroyed by fire on Thursday morning last week.

DEATHS.

R. K. McKenzie, general merchant, Middle River, N.S., is dead.

Wm. F. Badenach, of J. Rattray & Co., wholesale cigar dealers, etc., Montreal, is dead.



Royal Baking Powder

ABSOLUTELY PURE

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

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

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

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

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

TRADE IN COUNTRIES OTHER THAN OUR OWN.

THE total shipments of citrus fruits from the Coast so far this season number 3,945 carloads, compared with 3,004 carloads for the corresponding period last year.

CALIFORNIAN PRUNE OUTLOOK.

Mail advices from the Coast report as follows on the prune outlook: "There is an improved demand for prunes, but Eastern buyers want the 1½ per cent. cash discount off on arrival of the goods instead of 1½ per cent. off on arrival of documents. The lower figures made on the smaller grades, which are in oversupply, will cause them to go into consumption more freely, and with the very small sizes sold to be distilled into brandy the general situation ought to begin to improve. It is too early yet to speak with any degree of confidence regarding fruit crop prospects."

NEWFOUNDLAND FISH.

Referring to the market on Newfoundland round herring, private mail advices from Gloucester state: "The situation here is decidedly firm, and the outlook for future supplies unfavorable. The last cargo of salt herring to leave the coast has been purchased by a leading house here at \$3.25 per barrel, and it is understood that fishermen are asking an advance of 75c. per barrel over that figure for fish out of the water. The situation on bloater herring is also very strong and nothing is offered below \$1.30 per 100 count."

CANNED GOODS IN BALTIMORE.

Features in canned goods were almost entirely absent during the past week. With the exception of the sale of a few small lots of tomatoes, trading was light and the tone of the market decidedly dull. With 3-lb. Maryland tomatoes quoted here at 70 to 72½c., we heard of the movement of several lots of country-packed goods at 67½c. f.o.b. shipping point. It is said there are more of the same goods to be had at those figures. When the condition of stocks held by jobbers, as indicated by small orders coming from all sections, evidently placed for the purpose of keeping their supplies in comfortable position, is taken into consideration it seems safe to predict that these goods will bring higher prices before many weeks. Good marks and well-known brands are firmly held at or above the quotations.—The Packer, Baltimore, January 22.

CANNED SALMON IN LONDON.

There is no change to report in the salmon market, and, although the demand has not sprung up so quickly as was ex-

pected, the position remains very strong, and holders do not appear anxious to make concessions. The arrivals generally of the 1900 pack will this year again be late, which is rather unfortunate, considering that valuations are on a higher basis than was the case in the previous year. It will be interesting to note to what extent, if any, the slightly higher retail price of salmon will affect the demand, but it is hoped that this article has now become so popular with the public that an advance of 1d. to 1½d. per tin will not affect the consumption to any extent.—Produce Markets' Review.

CURRANTS IN LONDON.

The demand for currants both for home consumption and export during the past week has been very general. In several grades a notable rise in price has been established, Provincial showing the greatest advance—say 2s. 6d. to 3s. per cwt. on the prices ruling before Christmas. As the supply of this growth is this year proportionately the smallest, and as the universal demand is always greater for Provincials than for any other quality, the result is a natural consequence. Amalias have also been in good demand both for England and abroad, and in this growth also an advance of 2s. per cwt. has taken place. The better growths have so far experienced no improvement, and the demand for these is at present comparatively slack. If, however, the advance in the lower qualities is to be maintained (and everything in the statistical position would point to such a conclusion) the superior value, which is out of all proportion to the relative price which can at present be found in Gulph and Vostizza, especially of the better grades, must soon make itself felt. The finest parcels of these growths, when their quality is fully taken into consideration, are probably at the present moment actually cheaper, price for price, than in many years when Provincial has been selling at 20s. per cwt. less than now. This state of affairs can certainly not yet be realized; when it becomes so an important rise in the values of fine currants would seem to be inevitable.—Produce Markets' Review.

ANOTHER BIG FIRE AT MONTREAL.

The big fire of Wednesday of last week was followed by another on Friday morning. This destroyed the Montreal Cold Storage Co.'s warehouse on William street, in which D. A. McPherson, Hodgson Bros., W. A. Johnson and Nicholas Pitt held butter and cheese for export. Mr. McPherson's loss is estimated at \$250,000, with \$219,000 insurance. Hodgson Bros.' loss is placed at \$60,000, fully covered by insurance. The loss to the other holders was light, and was covered by insurance.

ROBERT CROOKS & CO.

MONTREAL

Late of Board of Trade Building, where they lost all their records in the fire, are reestablished at

Temporary Offices . . .

Room 16

STOCK EXCHANGE BUILDING,
MONTREAL

where all inquiries will have their immediate attention.

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

PUMPKIN FLOUR

WHOLESOME + APPETIZING
ABSOLUTELY PURE

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

TO THE GROCERS

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

FOR SALE BY ALL JOBBERS.

THE MORSE PUMPKIN FLOUR MILLS
LEAMINGTON, ONT.

Cooney's Blue.

in SQUARES or BAGS.

Brightest, Bluest and Best.

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

Made in Dublin by

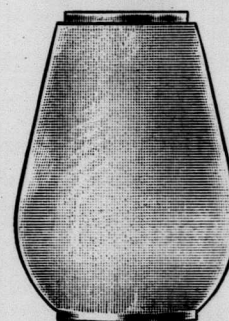
Cooney Manufacturing Co., Limited.

Send for a trial order to

A. Waddell & Co., 6½ Front St. East,
TORONTO

Wm. H. Dunn, St. Paul Street, Montreal
Selling Agents for Canada.

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

A REPUTATION HAS BEEN ESTABLISHED

FOR

Imperial White Wine Vinegar

Because of its

RICH MELLOW FLAVOR,
ABSOLUTE PURITY,
CRYSTALLINE APPEARANCE
and
GUARANTEED STRENGTH.

IT HAS NO EQUAL
IT'S THE BEST.

Most Excellent Coffee



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

Trial Order Solicited.

IN STOCK, EXCELLENT QUALITY.

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

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

Hugh Walker & Son, Guelph, Ont.



BISCUITS! - BISCUITS! Carr & Co.'s Celebrated CAFE NOIR

(THE ORIGINAL)

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

FRANK MAGOR & CO.

CANADIAN AGENTS

16 St. John St., MONTREAL.

Theory is common with all. Theoretically the "so-called" . . . uncolored Japan Teas are Pure Teas—but, "practically," . . . they are grossly impure, inasmuch as any Tea that requires . . . "Facing" with "Prussian Blue," "Soapstone," "Talcum," . . . or the admixture of any foreign substance, is adulterated, . . . and not for the public good. These facts would lead us . . . to remark that

"SALADA" Natural Leaf Un-
. . . colored Ceylon Green is guaranteed to be absolutely
. . . pure to a leaf, exquisite in flavor and of double strength.

Watch the Revolution in the Japan Tea trade that is sure to
. . . ensue.

A Telephone Message or a Postal Card will bring you every desired information.

"Salada"—Toronto, Montreal.

COLD STORAGE IN ST. JOHN, N.B.

THERE is a project on foot to establish in St. John, N.B., a central cold storage warehouse, equipped with modern facilities for maintaining an even temperature for storing perishable products.

The proposal has received the endorsement of the leading business men of that city, especially those engaged in trade with the West Indies. In speaking of the matter, John Sealy, fish and provision dealer, is reported by The St. John Telegraph to have said: "We use a lot of cheese for West Indian shipment and these of course would be the better of such storage, as cheese needs an even temperature. This article is now sent from New Brunswick and the other Provinces to Montreal to be shipped, because of superior facilities there, but all that trade would come this way in the event of this city providing storage. Then there are other lines of trade which would also come this way. For my part I think it a much needed industry, if one may use the term in that connection."

D. N. VanWort, of VanWort Bros., grocers, fish dealers, etc., stated that he had examined a cold storage system in use in Boston, and thought the idea a grand one if it could be brought into practical use here.

It would be invaluable to dealers in his line, and would benefit dealer and consumer equally.

S. Z. Dickson, produce dealer, said, "Cold storage would certainly be a great benefit to this city, and, so far as the market is concerned, would equalize supply and demand, and would, of course, have an effect upon prices. In the matter of fish, poultry, eggs and butter, cold storage would be invaluable. It would be excellent in the case of goods sent here for exportation, and in this a much better trade than we now have might be worked up. There are great possibilities in cold storage, which I regard as yet in its infancy."

IT RANKS THE HIGHEST.

F. C. Williams, a Ridgeville, Ont., merchant, writes under date of January 25 as follows: "I took THE GROCER while a clerk and ever since I have been in business, and, while I have had access to other commercial papers, I can say I have found THE CANADIAN GROCER to rank the highest in my idea, and I believe it has better requirements of the general merchandise man to-day than any other trade paper I have seen. I take great pleasure in recommending it to any business man, young or old, in the trade."

UNITED STATES GROCERS' CONVENTION.

The annual convention of the National Retail Grocers' Association, of the United States, which was held in Detroit last week, was marred by a dispute between the treasurer and secretary of the association. The latter was charged with misappropriating funds. The result was that a motion was carried in the face of bitter opposition amending the constitution to prevent any but one engaged in the grocery business holding office. This made both the treasurer, P. M. Floyd, and the secretary, W. E. Godfrey, ineligible for re-election, as neither were engaged in the business.

The election of officers which ensued, resulted as follows:

President—P. G. Hanson, Minneapolis.
Vice-president—W. Gray, Brooklyn.
Secretary—Charles Pleiffer, St. Louis.
Treasurer—E. G. Ashley, Toledo.

The next convention will be held at Milwaukee.

INQUIRIES AND ANSWERS.

SPLIT PEAS AND POT BARLEY.

A subscriber called at the Montreal office of THE CANADIAN GROCER to get the names of those manufacturing split peas and pot and pearl barley. Those interested will address their communications to our Montreal office, 232 McGill street.



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MARKETS AND MARKET NOTES

GROCERY QUOTATIONS BY WIRE.

Should readers of this journal desire to secure between regular issues, the quotations on any staple line, they will, on application, be furnished by return mail or by telegraph; if by the latter method, at the cost of the person seeking the information.

ONTARIO MARKETS.

Toronto, January 31, 1901.

GROCERIES.

THE wholesale grocery trade this week is not of a particularly interesting character. The volume of business is light, and orders are of a sorting-up character. Some weakness is to be noted in canned goods, but it has not, so far, resulted in any general change in the quotations of either packers or wholesalers. What is particularly the weak point in the market is the low prices which one house is quoting. The demand for all kinds of canned goods is light. Coffees are still quiet and irregular. The demand for sugar is small, being only of a hand-to-mouth character. In syrups and molasses the demand is fair. The firmness noted in the tea market last week has been maintained, and the outlook is better than it has been for some time. Currants are firm at the recent advance, but there is not much business being done; in fact, in all lines of foreign dried fruits the demand is only light.

CANNED GOODS.

Although there has been no change in general quotations the weakness which was noted in a previous issue has become a little more pronounced this week. There have been some low offers made by brokers, but the most disturbing feature is the low prices at which tomatoes, peas and corn are being offered by a certain house. So far, however, it has had no effect other than to cause irritation and a dissatisfied feeling in the trade. The demand for canned vegetables is only of a small hand-to-mouth character, which is, of course, usual at this time of the year. Until the demand improves we may expect to see a lack of confidence in the market. One feature of the market, however, which should not be overlooked is the fact that few, if any, speculative lots are being held. The ruling quotation is still 80 to 85c. for tomatoes, and 75 to 80c. for peas and corn. In canned salmon there is the usual small

sorting-up demand which is experienced at this time of the year. The demand is for the better class of sockeye at \$1.65 to \$1.85, and cahoes at \$1.10 to \$1.25. There is very little inquiry for low-grade salmon. A small sorting-up demand is only being experienced in canned lobsters. Very little is being done in canned meats. In fruits, the demand is still of a sorting-up character. The fruit most wanted is peaches, at \$1.80 for 2's and \$2.50 to \$2.75 for 3's.

COFFEES.

A little better demand is reported by the wholesalers for green coffee at 9½c. for No. 7 Rio and 10½c. for Santos. The outside markets are still somewhat irregular for Brazilian coffees owing to heavy receipts.

SUGAR.

The demand for sugar is light, in view of the recent decline. At the moment, however, there is a little steadier feeling. In the American market the refiners are willing buyers of raw sugars at present prices of centrifugals, but holders at primary points

See pages 35 and 36 for
Toronto, Montreal, and St.
John prices current.

are asking at least 1-16c. more. Meltings last week in the United States were about 1,800 tons in excess of the receipts. The Cuban crop is now being freely made, and at the close of last week 131 estates were grinding, against 55 the same time last year. It is expected that the Cuban crop will turn out fully as large as the estimate of 600,000 tons, or, say, 100 per cent. greater than the actual outturn last year. While there is a great deal of sugar in sight, we enter the year with very much lighter supplies than we did 12 months ago. Granulated is unchanged at \$4.78 to \$4.83 for Acadia and Montreal refined respectively. Yellows are quoted from \$4.13 up.

SYRUPS AND MOLASSES.

The demand is fairly good in both syrups and molasses, and local quotations in both articles are steady and unchanged. The price of New Orleans molasses in the primary market rules steady.

TEAS.

The feature of the tea market is the continued improvement in Indian and Ceylon teas of medium and fine qualities. The

price of these in the primary markets is firm, with an upward tendency. Low-grade teas, however, are still weak. At the auction in London, the quantities offered were larger, but, notwithstanding this, there was a good deal of animation in the bidding, and prices were firm on medium and fine teas. Locally, the demand is a little better than it was, and there have been more transactions. At the same time, however, the market cannot be called active. Japan teas continue firm, but there have been very few transactions. China teas are dull and featureless.

FOREIGN DRIED FRUITS.

CURRANTS—A cable received in Toronto on Tuesday stated that prices in Patras were firm at the recent advance of 3s. Locally, the demand is light, retailers only buying as they require, in order to keep their stocks assorted. An opportunity for shipment by New York is expected about January 31. Business in Canada on importation account has been dull for some time past. We quote good sound Patras currants at 12c. Filiatras range all the way from 9½c. up, according to quality. Good sound fruit is worth about 11c. Vostizzas are quoted at 13 to 15c.

VALENCIA RAISINS—A fair trade is to be noted in Valencia raisins. We quote fine off-stock at 7 to 8c. and selected all the way from 7½ to 9c., according to quality.

PRUNES—A slight improvement is to be noted in the demand for prunes. Californian prunes are quoted as before, but French prunes are ¼c. per lb. higher, 110's which a week ago were quoted at 4c. are now quoted at 4½c.

CALIFORNIAN EVAPORATED FRUITS—The demand is improving slightly and quotations are the same as a week ago. We quote apricots at 12½ to 14c. per lb. in 25-lb. boxes; peaches 10c. per lb. in sacks for choice and 11 to 13c. per lb. for choice and fancy in 25-lb. boxes.

GREEN FRUITS.

There has been a considerable improvement in the demand for oranges and lemons. Californian navels and Valencias are the favorite oranges and are moving excellently. The prevalence of la grippe is causing quite a special demand for lemons in all parts of Ontario. These conditions seem to be also prevailing in the United States, for recent reports from New York state that an advance of 25c. has been caused by the big demand. Prices here have advanced in

proportion. The trade in bananas is limited by the difficulty of bringing in stock without discoloration. Much of what is arriving is so blackened that the only medium of selling it seems to be by pedlars. The demand for Canadian apples in Liverpool has been excellent during the past few weeks, as United States shipments to that port have arrived in poor condition. The home demand is good and prices are well maintained. The trade in Malaga grapes is diminishing as it is difficult to get really good stock. Cranberries continue to stiffen, and, though the demand has been much curtailed by the high prices, there is still enough trade to warrant an advance of \$2 per barrel, which brings Cape Cod cranberries to \$11 per barrel and Canadian cranberries to from \$9 to \$10 per barrel.

COUNTRY PRODUCE.

EGGS—The receipts of new-laid eggs are irregular, but, on the whole, there is an increase over a week ago. The tendency of prices is steadily downward. It is now at 20 to 21c. for strictly new-laid. Held are steady at 16 to 17c., with pickled in fair demand at 15c.

BEANS—There is not much doing at this time of year, so with such prices as are now ruling there is very little business reported. At present quotations are \$1.70 to \$1.75 per bush. for hand-picked and \$1.50 to \$1.60 for primes.

HONEY—The demand is light. Prices are steady. We quote 10 to 11c. for extracted clover, and \$2.25 to \$2.75 for clover comb.

DRIED APPLES—The market is quiet with prices steady at 4 to 4½c. for dried and 5 to 5½c. for evaporated.

POTATOES—There is a fair trade with prices unchanged at 33 to 34c. on track, Toronto, and 40 to 45c. for small lots out of store.

POULTRY—There is a good demand for chickens, but other poultry are in small request. Prices of turkeys and geese are easy but unchanged. Chickens are 5 to 10c. higher. We quote as follows: Turkeys, 9 to 10c. per lb.; geese, 7 to 7½c. per lb.; ducks, 50 to 75c. per pair; chickens, 35 to 60c. per pair.

BUTTER AND CHEESE.

BUTTER—There is no change from last week. There are practically no first-class dairy tubs, though there is a good demand for them. Creamery is firm. We quote: Dairy prints and rolls, 18 to 19c.; best tubs, 18½ to 19½c.; second-grade tubs, 15 to 17c.; lower-grade tubs, 13 to 15c.; creamery prints, 22 to 23c.; boxes, 20 to 21½c.

CHEESE—The market is quiet, with September steady at 11c. Twin cheese are quoted at 11½c.

PROVISIONS.

The price of dressed hogs has broken and packers who were holding off for the decline are getting sufficient supplies at \$7.25 to \$7.50. They state that further declines may be looked for. Owing to the short pack in the last month or so provisions are stiff throughout. Lard is ¼ and rolls ½c. higher.

FISH AND OYSTERS.

There is a fairly good trade in oysters, trout and whitefish. Whitefish is ¼c. per lb. lower. Owing to the arrival of Labrador herrings, which are rather under the standard as to quality and condition, a reduction of 50c. per bbl. is noted in these goods. Otherwise there is no change. We quote as follows: Fresh fish—Codfish, 6 to 7c.; haddock, 5 to 6c.; red snappers, 11c.; British Columbian salmon, 12 to 15c. Frozen fish—Trout, 8c.; whitefish, 7 to 7½c.; perch, 4c.; pike, 6c.; sea herring (large), \$2 to \$2.25 per 100. Smoked fish—Finnan haddies, 6½ to 7c. per lb.; herrings, 23c. per box; ciscoes, \$1 to \$1.25 per 100; mild cured bloaters, 50 in box, \$1.15; Labrador herrings, \$2.75 per half-bbl. and \$5.00 per bbl. Salted fish—British Columbian salmon, No. 1, \$14 per bbl.; Labrador salmon, \$14 per bbl.; whitefish No. 1, half-bbls., \$6.50; trout, half-bbls., \$5.50; green cod, No. 1, \$4.75 to \$5 per 200 lb.; small, \$3.75 per 200 lb. Prepared fish—Dried cod, in 112 lb. bundles, \$4.75 per cwt.; flitched cod, \$5 to \$5.25; boneless cod, in bricks, 5 to 5½c. per lb.; steak cod, 6½c. per lb.; shredded cod (2 doz. in box), \$1.80 per box; boneless fish, loose, in 25-lb. boxes, 4c., and 5-lb. boxes, 5c. per lb. Oysters—Southern mediums, \$1.10 per gal.; Baltimore standards, \$1.25 per gal.; Baltimore selects, \$1.50 per gal.; New York mediums, 80c. per 100; New York selects, 90c. per 100.

GRAIN, FLOUR, BREAKFAST FOODS.

GRAIN—There is no change. Ontario wheat is still at 63½ to 64c. on track outside for both red and white. Manitoba No. 2 hard is quoted at 91½c. Toronto, grinding in transit. There is a good delivery of all grains on the local street market. Prices were as follows: Wheat, white and red, 69 to 69½c.; goose, 65 to 65½c.; oats, 32c.; peas, 64c.; barley, 47 to 48c.; rye, 51½ to 52½c.

FLOUR—A good movement continues at steady prices. We quote on track, Toronto (bags included), as follows: Manitoba patents, \$4.40; Manitoba strong bakers', \$4.15; Ontario patents, \$3.70 to \$3.85; straight roller, \$3.40 to \$3.60.

BREAKFAST FOODS—Prices are unchanged. The demand keeps good. We quote: Standard oatmeal and rolled oats, \$3.35 in bags, and \$3.45 in bbls.; rolled wheat, \$2.50 in 100-lb. bbls.; cornmeal, \$2.75; split peas, \$4; pot barley, \$3.90.

HIDES, SKINS AND WOOL.

HIDES—The hide market is dull and featureless. Prices are unchanged. We quote as follows: Cowhides, No. 1, 7¾c.; No. 2, 6¾c.; No. 3, 5¾c. Steer hides are worth 1c. more. Cured hides are quoted at 8½c.

SKINS—Sheepskins are 5c. higher. Otherwise there is no change. We quote: No. 1 veal, 8-lb. and up, 8c. per lb.; No. 2, 7c.; dekins, from 40 to 60c.; culls, 20 to 25c. Sheep are selling at 90 to 95c.

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

MARKET NOTES.

French prunes are quoted ¼c. per lb. higher.

W. A. McCLEAN & CO.

OWEN SOUND.

Pork Packers and Grain Dealers.

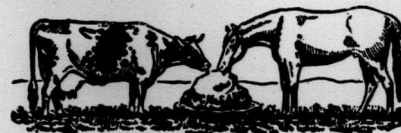
Write for quotations on all cuts of Bacon, Hams and Breakfast Bacon.

COX'S GELATINE Always Trustworthy
ESTABLISHED 1725.

Agents for Canada:

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

ROCK SALT FOR HORSES and CATTLE.



TORONTO SALT WORKS, Toronto, Ont.

"Daisy Fruit"

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

THE HOME CAKE CO
QUELPH, ONT.

Soap

"IMPERIAL" and
"SNOW"

Twin Cakes.

NOW IN STORE.

Perkins, Ince & Co., - Toronto.

WOODEN PACKAGES

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

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

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

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

Toronto Commission Houses.

Marmalade Oranges.

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

McWilliam & Everist,

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

Butter Cheese
Eggs Poultry

Consignments Solicited.
Highest Prices. Prompt Returns.

The Wm. Ryan Co.,
... Limited.
70 and 72 Front St. E., Toronto.

SMOKED MEATS PURE LARD

Our "MAPLE LEAF" brand is unexcelled.

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

D. GUNN, BROTHERS & CO.

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

Save Money

by placing your orders at once
for first quality
SPRUCE BUTTER TUBS
for delivery early this spring.
Get our quotations now, it will pay you.

Rutherford, Marshall & Co.

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

The **DAWSON** Commission Co., Limited

FRUIT, PRODUCE AND
COMMISSION MERCHANTS.

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

...EVERY...

COMMISSION MERCHANT

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

QUEBEC MARKETS.

Montreal, February 1, 1901.

GROCERIES.

BUSINESS has been interrupted this week by the fire. Some of the wholesale houses have been incommoded and large numbers of agents who were housed in the Board of Trade have been too busy fixing up new offices to see that business kept running on. Several of the large firms are also busy stock-taking this week. But in spite of these interruptions a fair distributing trade has been done, perhaps even better than last week. Some firms complain of dullness, but the January trade is never very large. The effort to stimulate a demand by cutting prices will surely be abandoned next week when stock-taking is past and orders from the country become more numerous. Sugar is barely steady this week, the dull season having appreciably affected the market. Molasses has also lost its firm tone. Prunes are ¼c. per lb. lower and all dried fruits are still on the weak side. Coffees are dull and weak, and teas form the single strong article on the market.

SUGAR.

The sugar market has lost strength during the past fortnight. The poor demand experienced at this time the year has seriously affected the New York market and values there are reported "barely steady." Centrifugal 96 test is now quoted 4¼c. Foreign raw beet has not changed during the week. The second cut of 10c. made by the Canadian refiners, mentioned last week, seems to have effected its purpose and no more American sugars are being imported. Whether this 10c. will be recovered is a matter in doubt. Granulated is now selling at \$4.65 per 100 lb. and yellows at \$3.95 to \$4.55. A fair seasonable demand is being experienced.

SYRUPS.

Syrups are in better request this week, and some fair lots of cane, corn and maple syrups have been shipped. Prices remain unchanged at 1½ to 2c. for cane syrup, 2¼c. in barrels, 2⅞c. in half-barrels and 3c. in quarter-barrels for corn syrup, and \$4.80 per case of six gallon tins, \$5.30 per case of 12 halves and \$5.80 per case of 24 quarts of "Imperial" maple syrup.

MOLASSES.

The feeling is steady, but not nearly so strong as it was some time before the prospects for a large crop in the Barbadoes was announced. Between jobbers the price is 38c., but the retailers are buying at 41c. in single puncheons and 40c. in carlots.

CANNED GOODS.

The wholesalers here recognize that the Canners' Association have wrought them lasting good by guaranteeing that there

The following Brands manufactured by

The AMERICAN TOBACCO CO.

OF CANADA, Limited.

Are sold by all the Leading Wholesale Houses

CUT TOBACCO

OLD CHUM.

SEAL OF NORTH CAROLINA

OLD GOLD

CIGARETTES

RIOHMOND STRAIGHT CUT.

SWEET CAPORAL.

ATHLETE.

DERBY

Winnipeg Brokers.

M. B. STEELE

Wholesale Commission Merchant
and Broker.

Correspondence and Agencies Solicited.

Sanford Block, WINNIPEG, CANADA.
P.O. Box 731.

JOSEPH CARMAN . . .

WHOLESALE MERCHANDISE BROKER
AND MANUFACTURERS' AGENT.

Winnipeg, Manitoba, Canada.

Secretary Winnipeg Fruit and Produce Exchange.
Correspondence and Agencies Solicited.

W. R. ROWAN

Manufacturers' Agent and Com-
mission Merchant.

Correspondence Solicited.

OFFICE:
132 Princess St., Winnipeg, Man.

STORAGE

Eastern firms desiring Storage in WINNIPEG will find it to their advantage to communicate with me. Track facilities. Lowest rate of insurance in the city.

E. NICHOLSON

Wholesale Commission Merchant and
Broker.

115 Bannatyne Street East, Winnipeg, Man.

Winnipeg Fruit Merchants.

THE RUBLEE FRUIT CO.

LIMITED.

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

151 Bannatyne St., 12th St.,
WINNIPEG, MAN. BRANDON, MAN.

Winnipeg Advertising Agents.

ADVERTISING in WESTERN CANADA

will be Carefully, Efficiently, and Promptly
attended to by

The Roberts Advertising Agency,
WINNIPEG, CANADA.

shall be no reduction of prices before June 1, and that prices of next season's goods will not be announced before June 15. If the jobber loses money on his goods from now out it will be his own fault. The pack was not extraordinarily large last season, and the quantity of goods put up ought not to depress the market. During the past few weeks there have been "bears" on the market, and sacrifices have been made at cost prices; it is to be hoped that such slaughtering will be discontinued during the coming months when the demand assumes much larger proportions. Tomatoes are selling from 80 to 90c.; corn from 75 to 80c., and peas from 75 to 95c. Salmon prices are being fully maintained, and a stiff market is anticipated till next fall. Fraser River red sockeye is worth \$1.60 to \$1.75; flats, \$1.75 to \$1.85 in case lots; cohoes are selling at \$1.30 to \$1.40 and spring salmon at \$1.15. Fruits are in small demand.

SPICES.

All spices are quiet and unchanged. The market is steady. We quote: Nutmegs, 40 to 75c. per lb., as to size; Penang mace, 45 to 50c. per lb., as to quality; pimento, 15c.; cloves, 15 to 25c.; pepper, black, 17 to 20c., according to grade; white, 25 to 27c.

FOREIGN DRIED FRUITS.

CURRENTS—The primary market has strengthened, but the situation here remains unchanged. Holders are eager to unload. The demand is small. Fine Filiatras are worth 9½ to 10c., with some lower grades selling as low as 9c.

VALENCIA RAISINS—One dealer asserted the Valencia raisin market to be demoralized this week. Certain it is that the high prices have curtailed consumption, and dealers are buying only in very small quantities. We feel, however, that all the good fruit that is on the market will be needed before the next season opens. Finest off-stalk is selling at 7 to 7½c., and common fruit at 6½ to 7c. Selected raisins are worth 8c. and layers 8½c.

MALAGA RAISINS—We understand that table raisin prices have suffered somewhat since the holiday season closed. Quotations vary considerably at the present moment. The demand is limited.

PRUNES—All Californian and Oregon prunes are down ¼c. per lb., with 40-50's ½c. and 50-60's 1c. per lb. lower. This has affected both French and Bosnia prunes to some extent. The market is rather dull.

NUTS.

Prices have been shaded in nuts, of late. A small business is passing. Shelled walnuts are worth 21 to 23c.; unshelled, 8½ to 12c.; Sicily filberts, 10 to 11c.; Jordan almonds, 35c.; Valencia almonds, 33c.;

Tarragona almonds, 13c. in bags; peanuts, 6 to 8c.

TEAS.

Although there is a better business being done this week, the demand is not large. Japans show the greatest activity. Low grades have been in good request, but have been very scarce. We hear, however, that some transactions have occurred at low figures for new teas, but whether this has been done to bear the market we cannot say. Holders of new teas seem to be very firm. Although high grades are more plentiful, they are also bringing full prices, an early-picked tea bringing 20 to 21c.

Indian and Ceylon teas are heavy and weak, quotations being fully 2c. below the prices in vogue two months ago. China blacks are also dull, while gunpowders and Young Hysons are enjoying a better feeling.

GREEN FRUITS.

The market for green fruits does not show any change this week. Naturally, the demand is now small, but a good trade is expected in February. It is reported that lemons are scarce and high on the New York market; this will not affect values here for some time to come. We quote: Jamaica oranges, bbls., \$5; Californian navels, first grade, \$3.50; second grade, \$2.50 to \$3; Valencia oranges, 420's, \$4 to \$4.25; Jumbos, \$6.25 to \$6.50; 714's, \$5.00 to \$5.50; Florida, bright and russet, \$4; Messina lemons, 300's, \$2.25 to \$2.50; 360's, \$2 per box; bananas, firsts, \$2 to \$3.50 per bunch; winter apples, \$2.50 to \$3.50 per bbl.; cranberries, \$12 to \$13 per bbl., soft, \$6 to \$6.50; Spanish onions, \$2.25 per case and 90c. per small crate; chestnuts, 10 to 12c. per lb.; sweet potatoes, Vinelands, \$4.25 to \$4.50 per bbl.; new figs, fancy, 12 to 15c.; choice, 6 to 8c. per lb. in 10-lb. boxes; Malaga grapes, \$5.50 to \$7 per keg; Californian fancy pears, \$4.50 to \$5; choice, \$2.25 to \$2.50; Catawba grapes, 12 to 17c. per basket; pineapples, 15 to 25c.; Californian celery, \$5 to \$5.50 per case; Californian cauliflower, \$4 to \$4.25 per crate; Florida tomatoes, \$4.50 per crate.

COUNTRY PRODUCE.

EGGS—There has been a slight improvement in the demand for eggs this week. The tone of the market is firm. We quote: Fall laid fresh stock, 24 to 26c.; Montreal limered, 16 to 16½c.; Western limered, 15 to 15½c.; cold storage goods, 14 to 15c.

BEANS—There has been no change in prices this week, primes bringing \$1.50 to \$1.55.

HONEY—Choice stock is scarce. White clover in comb is worth 13½ to 14½c., and white extracted, 9 to 10c. Buckwheat honey in comb is 9 to 11c., and extracted, 7 to 8c.

Toronto Fruit Merchants.

FIRST ARRIVALS "SYRIAN" BITTER ORANGES

The finest variety for Marmalade. Only a limited quantity offered. Order at once if you want.

CLEMES BROS.,
51 Front East, TORONTO.

NAVEL ORANGES

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

LEMONS—Car fancy Messinas.

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

HUSBAND Bros. & Co.

Telephone 54. 82 Colborne St., Toronto.

Victoria Fruit Merchants.

From the Atlantic to the Pacific,

OKELL & MORRIS'

(Gold Medal Brands) of **Whole Fruit Preserves**

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

are acknowledged the purest and best. Trade-Builders, Trade-Winners 15 Gold and Silver Medals, and 30 Diplomas for purity and excellence. Write for prices to Factory, Victoria, B.C.

Victoria B. C. Commission Merchants.

PATTON & SONS

Wholesale Produce

and

Commission Brokers

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

Consignments Solicited.

Advances Made on Warehouse Receipts.

AGENCIES ACCEPTED.

New Brunswick Lobster Cannery.

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

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

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Firsts, \$
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POTATOES—The demand for potatoes has been better this week, although prices are unchanged at 45 to 47½c. per bag.

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

FLOUR AND GRAIN.

FLOUR—A fair amount of business has been done this week, both on city and country account. We quote as follows: Manitoba spring wheat patents, \$4.50; winter wheat patents, \$3.75 to \$4.00; straight roller, \$3.25 to \$3.50; in bags, \$1.60 to \$1.70, and Manitoba strong bakers', \$4.10 to \$4.20.

GRAIN—We quote: No. 1 spring wheat, 66c. west; peas, 69 to 70c.; rye, 55 to 56c.; No. 2 barley, 49c.; oats, 31½ to 32c.; buckwheat, 52c.; corn, 47 to 48c.; barley, 48 to 52c.; No. 2, 39c.

OATMEAL—The demand is steady and the market unchanged at \$3.30 per bbl. and \$1.60 to \$1.65 per bag.

FEED—In feed, the feeling continues firm, under a good demand. We quote as follows: Manitoba bran, in bags, \$17; shorts, \$18; mouille, \$20 to \$24; Ontario bran in bulk, \$16.50 to 17, and shorts, \$17.50 to \$18 per ton.

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

PROVISIONS.

The trade in lard and provisions has been quiet, for dealers are buying only enough to supply actual needs. We quote: Canadian short cut mess pork, \$20.50 to \$21; short cut clear, \$19.50 to \$20; extra plate beef, per bbl., \$13.00 to \$14.00; hams, 12 to 14c.; lard, pure Canadian, \$2.15 per pail; refined lard compound, \$1.72½ per pail; Snow White and Globe compound, \$1.62½ per pail; Cottolene, 8¼c. per lb. in tierces and 9¼c. in pails.

FISH AND GAME.

Seasonable weather has assisted in creating considerable trade from country points. There are ample stocks of all lines on hand for the month of February and Lent, although there is not any excess. Quotations are unchanged. We quote: Fresh fish—British Columbian salmon, 10 to 11c. per lb.; haddock, 3½ to 4c.; halibut, 11c.; whitefish, 7½c.; pike, 4½ to 5c.; dore, 6 to 6½c.; mackerel, 10c. per lb.; fresh frozen herring, \$1.90 per 100 fish; smelts, 6c.; steak cod, 4¼c.; tommy cods, \$1.15 to \$1.20 per bbl. Salt fish—British Columbian salmon No. 1, \$13.00 per bbl.; Labrador salmon, \$12.50 to \$13 per bbl.; green cod, No. 1, \$6.00 per 200 lb.; small, \$4 per 200 lb.; Loch Fyne herrings, \$1.05 per keg; Dutch herrings, 75 to 80c. per keg, No. 2 mackerel, \$10 per bbl.; ½'s, \$5.50 to \$6. Smoked fish—Finnan haddies, 6½ to 7c. per lb.; smoked herrings, 14c. per box. Prepared fish—Skinless cod, in 100-lb. cases, \$4 to \$4.25; dried cod, in 112-lb. bundles, \$4.75 to \$5.00 per cwt.; boneless cod, in bricks, 5 to 5½c. per lb.; boneless fish, loose, in 25-lb. boxes, 4c., and 5-lb. boxes, 5c. per lb.; bloaters, \$1 per box.

The trade in poultry is rather quiet, although prices are higher on account of short supplies. We quote as follows: Ducks—blue bills, 40c. per pair; red

Look At the Quality,
At the Style,
At the Assortment,
At the Price

and you will join us
in the distribution of

Clark's Meats

GET YOUR **BULK MIXED PICKLES**

AND

FROM—

CHOW CHOW

TAYLOR & PRINGLE
OWEN SOUND, ONT.

When you want to buy

...MOLASSES

PORTO RICO OR BARBADOES IN CAR LOTS

Write or wire us for Quotations.

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



Fastidiousness

is necessary in food products. In Baking Sodas, your fastidious customers will be sure to appreciate a pure, clean, well-packed article like DWIGHT'S COW BRAND SODA.

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

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

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



S. H. EWING & SONS, Montreal.

96 KING STREET.

heads, \$1 per pair; black, 90c. per pair. Turkeys, 9 to 10c. per lb.; chickens, 8 to 9c.; fowl, 7 to 8c.; domestic duck, 8 to 9c.; pigeons, \$1.50 dozen; snipe, \$2.10 dozen; plovers, \$3.60 dozen; hares, 20c. per pair; wild geese, \$1.00. Shell oysters—Choice malpecques, \$5 to \$6 per bbl., second grade, \$4 to \$4.50; Miramichi, \$3.50 per bbl. Bulk oysters, \$1.30 for Standard, and \$1.50 for selects.

LIQUORS.

A seasonable demand continues, and, although many dinners and functions are being postponed, the orders do not appear to be materially diminished. We quote:

SCOTCH WHISKIES.

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

CANADIAN WHISKIES.

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

Less than one bbl. per gallon.

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

CHAMPAGNE.

	Per Case.
Comte de Castellane—	
Cuvee Reservee { Quarts	\$12 50
Carte d'Or { Pints	43 50
Carte d'Or	15 00

Champagne Ve Amiot—		
Carte d'Or	16 00	
Blanche	13 00	
d'Argent	10 50	
Pommery—	Quarts.	Pints.
Sec and Extra Sec.	\$28 00	\$30 00
Mumm's—		
Extra Sec.	28 00	34 00
Moet & Chandon—		
White Seal	28 00	30 00
Brut Imperial	31 00	33 00
Perrier-Jouet—		
Fruit	28 00	30 00
Reserve Dry	28 00	30 00

GIN.

	Per Case.
Pollen Zoon—	
Red, cases of 15 bottles	\$9 75
Green, " 12 "	4 75
Violette, " 12 "	2 45
P. Hoppe "Night Cap" Brand—	
Red, cases of 15 bottles	10 50
Green, " 12 "	5 25
Yellow, " 15 "	10 75
Blue, " 12 "	5 40
Poney, " 12 "	2 50
Draught—	Per Gal.
Hogsheads	\$2 95
Quarter casks	3 00
Octaves	3 00
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 cheese market shows some improvement, and it is said that business has been done over the cable at an equivalent of 11 1/4c. for finest Western September. Under grades are also inquired for still, but there is little cheese obtainable under 10c.

BUTTER—Transactions are still limited to small parcels at 23c. for finest, 22 to 22 1/2c. for medium grades, and 20c. for Western dairy.

NEW BRUNSWICK MARKETS.

OFFICE OF THE CANADIAN GROCER.

St. John, N.B., January 30, 1901.

THIS has been a rather quiet week; in fact, the month has been quiet. In wholesale grocery business it is the quietest month of the year. Office hands are, however, busy squaring up the year's business. The travellers are all out, how-

ever, keen after such business as there is. In business, dealers are not over sanguine, but it is hoped, with the coming of spring, the volume of trade will equal, if not exceed that of the past successful season. In markets little new transpires. Molasses is easier with holders inclined to push sales.

OIL—In burning oil there is the regular demand. Prices are firm at the late advances. In lubricating oils prices remain as last week. The bulk of orders are for forward shipment, and point to a large sale. Paint oils for later delivery have considerable attention. Values are lower than for present use. In cod oil, prices are held at high figures.

SALT—There are regular arrivals of Liverpool coarse salt. Quite large shipments arrive for shipment west. As a rule, the bags received on western account are smaller than for local consumption. Of late years there has been a tendency to increase the number of bags to the ton. Of the quantity arriving, a fair proportion is sold from the steamer's side, but quite a little is being stored. Stocks are ample. In fine salt the situation is unchanged. 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.

GREEN FRUITS—The chief sale is for oranges, and Valencias have the demand. The quality of the fruit is good. Prices are the same as last week. Jamaicas are now about out of the market, but some fine fruit is still offered. Floridas are seen, but in a retail way. It is almost strange, the little demand there is here for Californian oranges. Lemons are fair sellers at easy prices. In apples, good stock is firmly held. Other grades sell for what they will bring. In grapes, the sale is light; there is little change in price. Cranberries are little seen, though some Nova Scotian fruit is still received, but the quantity is limited.

CANNED GOODS—This is a quiet line, but prices rule even. Fish are the firm line. Domestic, particularly, are in limited supply, except in sardines. Kipperd herrings in the oval tin have grown very popular. A few Californian apricots are offered, but Californian fruit is little used

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Prosperity Not in Sight

for buyers who don't take advantage of the present low prices I offer; but money will be made by live dealers who will take the trouble to ask for samples and compare my values:

At **25c.** I give you a genuine Java Coffee, my own importation, whole or pure ground.

At **25c.** I give you a first class Mocha, my own importation, whole or pure ground.

At **16½c.** I give you a No. 1 Maracaibo, whole or pure ground.

At **18½c.** I give you a Choice Maracaibo, whole or pure ground, in 100 lb. lots delivered at any station in Quebec or Ontario.

These Coffees are all of superior quality, and this cut is made to give you a chance to try them.

Although you hear that Japan Teas are doomed to disappear from the markets of the world, I am sure you will have plenty of time to grow rich and to attain a ripe old age before you see it, if you buy such teas as

THE BLUE JAY in 40 lb. boxes at **21c.**, 30 lb at **22c.**, 20 lb. at **23c.**, 10 lb. at **24c.**, 5-lb at **25c.** per lb., all matted separately. It is a splendid Japan Tea of early liquor and bound to please your trade.

THE CONDOR L X--60 1 lb. lead packets in a case—put up in Japan. A choice Early May Tea at **25c.** It is a cut to give you an extra value and a good profit. Retail at **40c.** The first Japan Tea ever imported in lead packets into Canada. It is a beauty and worth more.

THE NECTAR--A perfect blend of the finest Ceylon, Indian and China Black Teas—rich and fragrant.

Green Label at 21c., Chocolate at 26c., Blue at 38c., Maroon at 45c.
 Retail, ¼'s, ½'s and 1's, average **26c.**, " **36c.**, " **50c.**, " **60c.**

1-lb. fancy tins at **32½c.**, **42½c.** and **50c.** per tin.

It is the best value for the money in the market.

MADAM HUOT'S COFFEE--A genuine French Coffee, unique in its combination of qualities. It is delicious and pure.

1-lb. tins at **31c.**, 2-lb. at **30c.** per lb.
 Retail, 1-lb. " **40c.**, 2-lb. " **75c.** per tin.



Terms 3 per cent. 30 days.



The best assorted stock of Teas, Coffees and Spices.

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

here. In salmon, the stock is not large, with a wide range in quality. Fruits are firmly held. In gallon apples, stocks are ample. Vegetables are sold close to cost and full stocks are held here.

DRIED FRUITS—In prunes, the market is rather easier. Buyers are, however, protected, as, if there is a further decline, the association will protect them. They have held the price up for four months in spite of the outside sellers. Raisins are weak and of limited sale. Imports were not large, but dealers have carried over stock. Seeded are fair sellers. Standard weight packages are about the only goods offering. Californian evaporated peaches and apricots are fair sellers at even prices. Dates are low and free sellers. In figs, the sale is dull. Evaporated apples are rather higher. Stock is not large. There is but a fair sale for present use. Dried are quite scarce and the price is firm. In onions, there is a fair sale at full figures. Stock is light. Peanuts are rather firmer.

DAIRY PRODUCE—Eggs keep scarce, and there is quite a steady demand, so that prices are firmly held at the high figures. Butter is firm, but in fair supply. Western is largely sold. There is special demand for fancy stock. Cheese is quiet.

SUGAR—Prices are lower in all grades, with the Nova Scotian refinery well below western figures. The decline for the week is about 20c. This puts granulated at a low figure. There is an active sale.

MOLASSES—Market is weak. New Porto Rico has already been received at New York. Much lower prices must soon rule. In New Orleans there is little change. The sale this season has not been equal to last, owing to a somewhat easier feeling ruling in West Indian goods during the latter part of the season.

FISH—There are quite full receipts in fresh cod, haddock and pollock, but prices well maintained. No herring are received. In smoked fish, stocks are light and prices are high. Much business could not be done at present figures. Finnan haddies move freely at a firm price. Quantity used is large. In pickled, there is a fair variety, but no large stock. Dry fish is quite firm. In cut fish, there is a good sale with no change in value. We quote as follows: Large and medium dry cod \$3.25 to \$3.50; small, \$2.00 to \$2.25; haddies, 4½ to 5c.; smoked herring, 11½ to 13c.; fresh haddock and cod, 2½c.; boneless fish, 4 to 5c.; pollock, \$1.50 to \$1.65 per 100 lb.; pickled herring, \$2.25 to \$2.35 per half bbl.; Canso herring, \$5.25 bbls., \$2.75 halves; Shelburne, bbls., \$4.50, halves, \$2.50.

PROVISIONS—In barreled beef the sale is light. Rather lower prices are being quoted. In pork, while the market seems firm, there has been some quite low figures quoted. In both beef and pork there is a wide range in price. Lard is still high and firm, with also quite a range in price.

FLOUR, FEED AND MEAL—Values show little change. Flour seems quite firm. It is a matter of surprise almost, the continued sale of Manitoba at a full dollar over best Ontario brands. Oats and oatmeal tend to firmer figures. There is but a fair sale. Beans hold at the high figures. The sale is not large. In feed, there is no change in price, and there is but a limited business.

Blue peas are quite scarce. Hay is firm and in demand. We quote as follows: Manitoba flour, \$5.00 to \$5.15; best Ontario, \$3.90 to \$4.00; medium, \$3.75 to \$3.85; oatmeal, \$3.70 to \$3.75; cornmeal, \$2.20 to \$2.25; middlings \$2.0 to \$2.2; oats, 36 to 38c.; hand-picked beans, \$1.85 to \$1.90; prime, \$1.70 to \$1.75; yellow-eye beans, \$2.40 to \$2.60; split peas, \$4.10 to \$4.15; round peas, \$3.25 to \$3.40; pot barley, \$3.85 to \$4; hay, \$9.50 to \$10; yellow buckwheat meal, \$1.30 to \$1.40 per 100 lb.

ST. JOHN NOTES.

Californian canned apricots are in stock with Bowman & Angevine.

St. John heard with regret of the great fire in Montreal, the loss of the Board of Trade building being considered more than a local loss.

The many friends of Mr. Cravase were pleased to welcome him back to our city as traveller for Chase & Sanborn, and to congratulate him on the appointment.

Mr. William Jones, representing Baird & Peters, has been for years one of the most popular travellers visiting the retail grocery trade of these lower Provinces. While his familiar figure will be missed on the road his many friends will be pleased to know that he has been called to a more responsible position by his house, the rapidly extending business of this firm calling for increased office staff.

MANITOBA MARKETS.

WINNIPEG, January 28, 1901.

BUSINESS and, social life alike are overshadowed by the very general mourning for Her Majesty. The houses of business and office blocks, as well as all Government buildings, are draped in black. Scores of flags are flying at half-mast, and in almost every window appear pictures of the Queen, surrounded by tokens of mourning. The Red Cross Society has arranged for the issue of mourning badges, consisting of a small rosette and streamers of crape ribbon, and these are generally adopted by the citizens. Further west than Winnipeg, in such towns as Calgary and Edmonton, where the native-born English population is larger, business is almost entirely suspended, and will remain so until after the funeral. All the churches of Winnipeg, and, in fact, throughout the Province, held memorial services on Sunday last, while Saturday next will be observed as a day of solemn mourning.

The Winnipeg Wholesale Grocers' Association announced the coming into force on February 1 of equalized freight rates on Eastern refined sugar. Those handling groceries throughout the country have all been notified in advance of this change, and the members of the association have not only pledged themselves to adhere to the rules laid down in the code issued but also to discharge any traveler found violating either in letter or in spirit. The same announcement contains rules governing the sale of tobaccos also.

SUGAR—Another decline of 10c. per 100 lb. is reported. This makes quotations for granulated, \$5.55; bright yellow, \$4.85; extra ground, in boxes, \$6.30; in barrels, \$6.05.

DRIED FRUITS—Market is fair as to demand. Quotations are: Valencia, fine off-stalk, \$2.25; layers, \$2.40; Sultanas, 13½c.; seeded muscatels in one lb. cartons, 11c. The currant market seems weaker and the demand is not very active. Finest Filiatras, 11½ to 12c.; cleaned, in cases, 13 to 13½c. Prunes have been easier in price all week, with very considerable demand, more especially for small sizes. Quotations are: 100 to 120, 3¼ to 4c.; 60 to 70, 6¼c.; 50 to 60, 7½c.; 40 to 50, 10½c. Evaporated apricots, 10¾ to 11c.; pears, 10c.; pitted plums, 10½c.; peaches, 9c.; red nectarines, 10c. Evaporated apples are strong at 6½c., and dried very scarce at 5¼ to 6c.

COFFEE—Firm, with a good demand. No. 5 green Rio, 10¾c., with lower grades from ¼ to ½c. under that figure. No. 1 Aden Mocha, 24c.; cheaper grades of Mocha from 19c. up. Fancy Interior Java, 30c.; Padang, 25 to 27c.

CANNED GOODS—The report of the delegates to the recent packers' convention has not as yet been laid before the grocers' association here. The business in canned goods is normal, and prices are without change.

FISH—Haddies are arriving a little more plentifully, but the supply is still limited. There seems to be some cutting of prices, so that quotations are uncertain. Bloaters are very scarce, but now that the weather on the seaboard has improved, it is hoped that all lines of this kind will grow more plentiful and lower in price. Enormous quantities of frozen fish from Lake Winnipeg and Lake Manitoba continue to arrive in the city and find ready sale.

GREEN FRUITS—Demand has slightly increased. Apples are in good demand. Spies are quoted from \$4 to \$4.25; Baldwins, pippins and Ben Davis, \$4; greenings and russets, \$3.50. Oranges, Californian navels, \$3.50 to \$4.50; Floridas from \$4.50 to \$5; Californian lemons, \$4.50; grapes, \$8.50. Cranberries have dropped to \$10.50.

CURED MEATS—Demand is fair only and prices show little change, although names may be said to be slightly easier. Smoked hams and breakfast bellies, 12½c.; backs, 11c.; dry salt long clear bacon, 10c.; smoked long clear, 11c.; backs, 10½c.; shoulders cut square, 8½c.

LARD—Pure in 20-lb. pails, \$2.20; in cases, \$6.50; 10 lb. tubs, 10½. Compound very slow at \$1.85 for 20-lb. pail.

BUTTER—The supply of sweet, fresh dairy is by no means equal to the demand. However, butter made from fresh cows is beginning to appear, and, no doubt, the supply will increase from week to week. First-class fresh dairy is worth from 16 to 18c. to commission houses here; inferior grades lower in proportion. Local creameries are getting 23 to 24c. for their somewhat limited supply. Well-made butter, in small tubs, finds the most ready sale.

EGGS—Eggs continue scarce and dealers are offering 24 to 25c. for fresh-gathered eggs delivered at Winnipeg. Supplies in small quantities are being received from the East and South.

FLOUR—Market has remained firm all week and business is slow.

NOTES.

Sandford Evans, of Toronto, has arrived to take charge of The Winnipeg Daily



HER M



HIGHEST AWARDS and PRIZE MEDALS at EXHIBITIONS.
 Appointed by Royal Warrant Black Lead Manufacturer to



HER MAJESTY THE QUEEN AND



TRADE

"CERVUS."

MARK



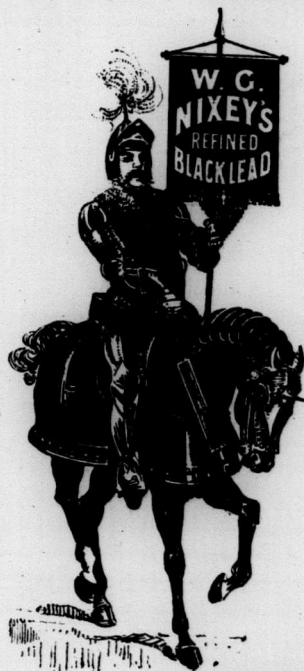
H.R.H. THE PRINCE OF WALES.

FOR "CLEANLINESS" USE ONLY

NIXEY'S

REFINED

BLACK LEAD



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

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



For SNOW
 White LINEN
 ALWAYS BUY

NIXEY'S

BLUE

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



In 2, 5 and 10-cent Blocks.

Sells freely.

SAVE YOUR KNIVES BY USING

Nixey's Knife Polish

EASY BRILLIANT LIKE SILVER

6" & 11" TINS

WILL NOT WEAR BLADES - VERY BEST

Emery Cloth, all numbers.

NIXEY'S Egg Shell Enamel
 BERLIN BLACK.

Dries dead in a few minutes.
 No Smell.

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

NIXEY'S Fine Black Varnish.
 GLOSSY BLACK.

In 6d. and 1/- bottles.

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

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

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

Telegram. It is understood that that paper has been reenforced with a large amount of new capital.

J. R. McNamara, grocer and butcher, Winnipeg, has assigned to Newton & Davidson.

For the past three months, the export of frozen fish from Manitoba to the United States has been 1,915,742 lb.

H. B. Ashelman, sales agent of the N.C.R., has just returned from the West. He reports business abnormally quiet.

The drummers evidently have faith in the West, as, up to date, 450 commercial travellers' certificates have been issued this year.

At Calgary, weather has been so mild for the last 10 days that work is going rapidly forward to prepare the ground for rebuilding the burned portion. If the mild weather continues, searchlights will be erected and night gangs put on.

J. T. Gordon, of the great cattle exporting and abattoir firm of Gordon & Ironsides, has just been returned as member for South Winnipeg without opposition. Mr. Gordon takes the seat of the Hon. Hugh J. Macdonald, who resigned to contest the Dominion election for Brandon. Mr. Gordon is highly respected by the business men of both stripes of politics, and will, without doubt, carry great weight in the House.

PERSONAL MENTION.

Mr. George Axton, traveller for A. M. Smith & Co., wholesale grocers, London, Ont., died in Wingham, Ont., on Tuesday, January 22, from paralysis.

Mr. Fred. Buscombe, crockery and fancy goods dealer, Vancouver, has left for an extensive tour through the manufacturing trade centres of Eastern Canada, the United States, Great Britain and continental Europe.

John McMenamin, foreman of the Canada Sugar Refinery, Montreal, who recently resigned his position after 40 years' service, was on Saturday the recipient of a cheque from the president, Hon. G. A. Drummond, and directors of the company. Following this, a number of the employes assembled and presented Mr. McMenamin with a silver tea service, and an address, which was acknowledged in an appropriate and witty speech.

W. A. D. Graham has proposed to the Sarawak Township Council to build a canning factory at Brookholm, Ont., if a loan of \$5,000 and exemption from taxation for 10 years be granted him. It is thought that the proposal will be accepted.

SIR FRANK SMITH'S ESTATE.

THE estate of the late Senator Sir Frank Smith, according to his will, is valued at over a million and a quarter. The estate is made up as follows: Real estate in Toronto, London and Ingersoll, Ont., \$126,380; stock and bonds of Niagara Navigation Company and various bank stocks, \$645,080; stock in gas companies, \$257,077; bonds of various companies, \$116,000; other stocks, \$120,131; furniture, horses, carriages and sundry assets, \$14,895; total, \$1,279,564.

By the will, which is dated July 10, 1897, the Toronto General Trusts Corporation is appointed executor and trustee, and all the estate is devised to the trustee in trust. The trustee is authorized to sell any of the estate from time to time and to make investments on certain named securities, to give leases, also to change investments from time to time, and to retain, so long as the trustee thinks fit, any lands, property, assets of every kind. The succession duties are to be paid out of the capital of the estate. (These duties, amounting to about \$65,000, go to charitable institutions of the Provincial Government.)

Sir Frank leaves to the House of Providence, Toronto, \$1,000; St. Michael's Hospital, \$1,000, and to the House of Industry, \$1,000; to his niece, Mary Munro, \$400 per annum during her life, and to four other nieces, daughters of his sister Margaret, \$500 each. To his nephew, Andrew Munro, \$500. In respect to his only surviving son he makes a provision of \$4,000 per year. He gives \$600 per annum out of income to each of his grandchildren so long as the parent of such grandchild is living. On the death of the parent of such grandchild the income of the grandchild is increased and such grandchild takes a share of the income of the estate in proportion to the number of grandchildren. One-third of the rest of the income is given to each of his daughters for her life. On the death of either of his two daughters now living the present husband of any such daughter is to receive \$1,200 per annum.

At the expiration of 20 years from Sir Frank's death, or on the death of the last surviving of his children (whichever date or event shall last happen), the capital is to be divided between his grandchildren in equal shares.

The wish is expressed that John Foy and Robert H. McBride continue as directors of the Niagara Navigation Company, and directs that John Foy receive a power of attorney to represent his estate at meetings of shareholders of the Niagara Navigation Company and of the Home Savings and Loan Company. Any unexpected income

of an infant, who may die before coming of age, falls into and forms part of the estate. He wishes his grandson, Frank A. Harrison (an orphan), to be brought up by one of his daughters, Mrs. Macdonald or Mrs. John Foy.

THE GLASGOW EXHIBITION.

THE prospects that the Glasgow International Exhibition will be a thoroughly representative affair, are excellent. Official support has been secured from Russia, France, Austria, Japan, Denmark, India, Persia, Morocco, Australia and Canada. Though the United States will not be officially represented, manufacturers from that country have taken considerable space, especially in the machinery section. Some of the nationalities mentioned above are erecting special pavilions in addition to the space allotted to them in the main building. Russia, for example, is to have four, in order to fittingly display mining, timber, and other industries. One will be reserved for the display of the appurtenances of the Imperial estates, which are similar to the British Crown lands, and, by arrangement with the refreshment contractors, there will be a dining-room, in which dinners will be served in the Russian style, with wines, savouries, and other food products of the Empire which the Government are anxious to see introduced into other countries.

In the building to be occupied by the Japanese will be found a display of arts and manufactures, with native artisans at work illustrating some of the industries peculiar to that country. It will be surrounded by a Japanese garden, in itself no small attraction. Over 400 exhibitors are expected from France, whose section is being organized by a committee nominated by the French Government. Rhodesia's productions will include gold, industrial, and agricultural exhibits; Western Australia's display will include gold in various forms to the value of between £80,000 and £100,000; South Australia deals chiefly in wines; while the remainder will stage striking examples of their industries and resources.

In addition to 9,000 square feet in the main building, Canada is to have a special building, covering about 12,000 square feet, placed immediately at the main entrance to the grounds, wherein to exhibit minerals, manufactures, agricultural products, and fruit in season.

Free transportation will be given by the Dominion Government from the point of shipment. Exhibitors who do not care to have a special representative at the Exhibition, which will last from May to November, will have their exhibits cared for by the officials appointed by the Government. W. D. Scott, who represented Canada at the Paris World's Fair, is the Canadian Commissioner at Glasgow.

Our Hobby:



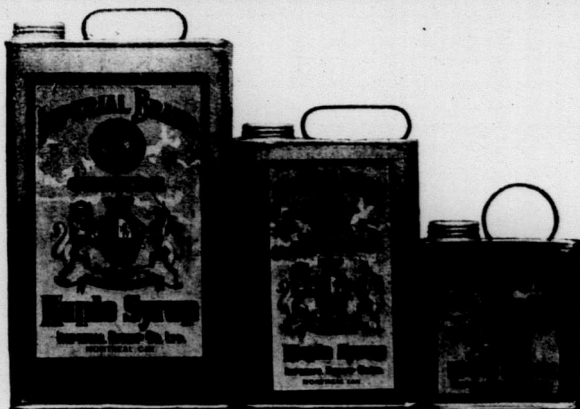
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PAPER DEALERS

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MAPLE SYRUP**

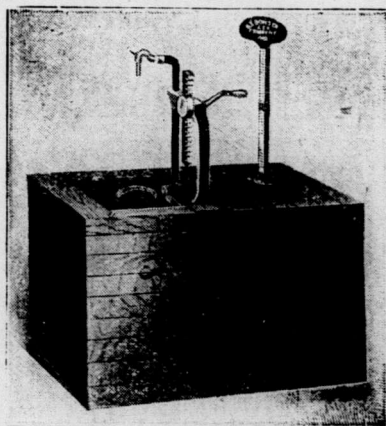
The Standard from Ocean to Ocean.
Guaranteed pure and to keep in any climate. Your money refunded if not satisfactory.

Imperial Syrup Co., Limited

88 Grey Nun St., MONTREAL.

ROSE & LAFLAMME, Selling Agents, MONTREAL.

YOU TAKE THE DISCOUNT



FIRST FLOOR TANK.

From your bills whenever you can. Two per cent. for cash is good; Five per cent. warms the cockles of your heart and makes you smile.

IT IS AN EXTRA PROFIT

And profit is what you are looking for. It is commendable — this thrifty habit of looking after the small details of your business.

If you could discount your bills and did not you would be out a good round sum at the end of the year.

There are many other details that may bear looking into. For instance, that Old Sloppy, Leaky, Wasteful "jigger" oil tank. Your discounts are getting a way from you there perhaps faster than you realize. A Bowser Self-Measuring Oil Tank will stop that loss at once and its savings would go far toward its purchase price every year.

**THE WORLD FAMOUS
BOWSER**

3 Measure D GALLON.
Self U HALF-
Measuring M GALLON.
P QUART.

OIL TANKS.

**SAVE OIL,
TIME,
MONEY**

Let your "waste" discount pay for your oil tank. It is doing it daily for thousands. Send us your address.

S. F. BOWSER & CO.,

65 Front Street East, Toronto, Ont.

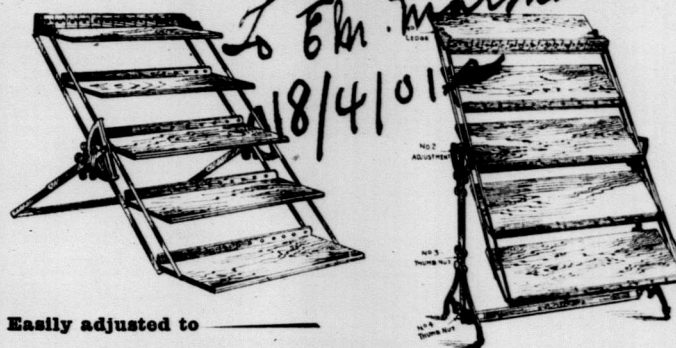
Factory: Fort Wayne, Ind.

The Russell-Law-Caufield Co., Limited, have been incorporated to take over the business of the Russell Hardware Co.; W. M. Law & Co., dry goods and groceries and Caufield & Lamont, hardware, all of Greenwood, B.C. The authorized capital of the new concern is \$100,000.

"THE MARSHALL"

Up-to-Date

**Adjustable Display Stand
AND Window Dresser**



Easily adjusted to

More than 20 Different Positions.

Having a ledge on each of the shelves to support the goods when at different angles.

**ORNAMENTAL, HIGHLY FINISHED,
STRONGLY MADE.**

Manufactured by

E. M. MARSHALL, SARNIA, ONT.

Send for Catalogue and Prices.

THE INSOLVENCY QUESTION.

THIS week we give two additional opinions of Montreal business men, on the need of Dominion insolvency legislation:

MR. S. H. EWING'S VIEWS.

Mr. S. H. Ewing, of S. H. Ewing & Sons, Montreal, vice president of the Molsons Bank and intimately connected with many other commercial concerns, is quite decided in affirming our need for an insolvency law that will cover all the Provinces, and is in favor of urging the Government to bring forward an insolvency measure.

"Do you consider the chattel mortgages of Ontario and the preferences of the Maritime Provinces to be unjust in their practical workings?"

"I consider the chattel mortgages in the Provinces where they are legal can and have been very much abused by people taking a chattel mortgage and not registering till a few days before a failure, whereby the debtor is able to buy goods, as the seller is ignorant of the existence of a chattel mortgage. As to preferences in the Maritime Provinces, I consider them immoral and dishonest, and that they bring discredit on the trade of Canada generally, as it is well known that many foreign merchants do not care to place their property in the hands of parties who at any time can make a preference to any person they wish."

"Do you think the banks would or should object, to the adoption of an insolvency law?"

"I do not see why the banks should object as their interests are the same as those of all other merchants."

"Do you find the winding-up charges excessive at present?"

"Yes, very excessive in small estates. In many cases they eat up everything there is in the way of assets."

"Do you think they should be regulated by law?"

"I think that certain charges should be taxed at a much less figure than they are at present. Referring to the law as it now stands, I think with small estates a curator should be appointed to wind up the affair for a nominal fee or percentage of the assets of the estate."

LOCKERBY BROS. WANT AN INSOLVENCY LAW.

Lockerby Bros., wholesale grocers, Montreal, are another firm that would like to see a Dominion insolvency law. They say that their losses under the old insolvency law were heavier than they are now because the assignees managed to absorb the bulk of the assets. But they believe that a law, such as that which Mr. Fortin suggests,

would be practical and beneficial, for it would place the assets of an insolvent in the charge of the creditors who could wind up the estate as they pleased. They say they find it very inconvenient to be forced to keep track of different laws in all the Provinces, and they believe that a Dominion insolvency law should be passed. In their opinion the Government will not prove itself a business Government unless it takes hold of this matter.

WHITE WINE VINEGAR.

IN years not long past Canadian consumers were not so particular about the quality of vinegar they used on the table, with their pickles and the numerous ways this article is called into requisition. To-day it is quite different; consumers are looking more to the merits and characteristics of the table adjuncts they are asked to use, and are not satisfied, as they were wont to be, with the inferior grade of cloudy, unpalatable liquid which went by the name of vinegar. There is a demand for the best, and that means considerable at the beginning of the twentieth century. There are yet inferior grades of vinegar on the market, but they are gradually and surely being displaced by the better-class article that has of late years made its appearance among us.

With The Imperial Vinegar and Pickling Co. of Hamilton, Limited, vinegar making has reached a high art indeed, and their "Imperial" white wine, with its rich, mellow flavor, sparkling appearance and strictest purity, has, during the year that it has been before the public, won its way into popular favor.

This company have quite recently completed an addition to their plant, which will enable them to supply the trade at all times with the purest and best of vinegar. As a protection to the public the brand "Imperial" is prominently displayed on each package.

The cider vinegar also sent out by this company is of excellent quality, and for those who prefer a fruit vinegar no better article is produced. The grocer is assured that the motto of the Imperial company is: "High quality and a good reputation."

WALKERVILLE MATCH FACTORY BURNED.

The factory of The Walkerville, Ont., Match Co. was destroyed by fire on Friday, January 25, causing a loss estimated at \$20,000 on stock and \$5,000 on the building. The fire, in the opinion of Mr. Anderson, proprietor and manager of the company, was started by rats, and, owing to the inflammable nature of the contents, it spread rapidly. Two explosions were caused by carbide of potash becoming ignited. These blew the end and one side out of the building. A deplorable feature in regard to the fire was the death of two firemen, caused by the explosion.

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.

FOR SALE OR EXCHANGE.

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

FIRE! FIRE! FIRE!

Owing to the fire in our late premises, 472 St. Paul Street and 287 and 289 Commissioners Street, we have removed to No 30 St. Peter Street, where we shall be glad to hear from all our friends and customers.

BELL, SIMPSON & CO., MONTREAL

Owing to the burning out of the Board of Trade Building, Montreal, we are now located at

Room 304

Merchants Bank Building

and prepared to attend to business as usual.

Thomas Montgomery & Son

REPRESENTING

THE HILLS BROS. COMPANY

OF NEW YORK

FIRE! FIRE!

ON ACCOUNT OF FIRE

C. A. Chouillon & Cie.

FOREIGN FRUITS AND GROCERIES.

Removed to

14 PLACE ROYALE,

.... MONTREAL.

Business going on as usual.

Special prices on application.

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.

This the city solicited ordered report Goo All who ca

BUY

Dairy,

" "

" "

Creame

Cheese,

Eggs,

OA

Apples

" "

Aspara

Beets..

Blackb

Bluebe

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No 1

MARKET QUOTATIONS

January 31, 1901

This list is corrected every Thursday, and the quotations herein given are for the cities of Montreal, Toronto, St. John, N.B., and Halifax. The prices are solicited for publication, and are of such quantities and qualities as are usually ordered by retail dealers on the usual terms of credit. For Winnipeg market report and prices see page 28. Goods in large lots and for prompt pay are generally obtainable at lower prices. All quotations for staple products are under the direct control of the Editors who call daily upon all the leading houses in the principal centres.

	Montreal.		Toronto.		St. John, Halifax.	
	\$	¢	\$	¢	\$	¢
Dairy, choice, large rolls, per lb.	0 18	18	0 18	18	0 19	19
" " " " pound blocks.	18	19	18	19	20	20
" " " " tubs, best.	18	19	18	19	20	20
" " " " tubs, second grade	18	19	18	19	20	20
Creamery, boxes.....	22½	23	21	21½	21	21
" " " " prints and squares	24	25	22	23	23	23
Cheese, per lb.	11	12	11	11	11	12
Eggs, new laid, per doz.	26	30	20	21	24	25

	Montreal.		Toronto.		St. John, Halifax.	
	\$	¢	\$	¢	\$	¢
CANNED GOODS						
Apples, 3's.....	90	0 90	0 85	0 90	1 00	1 10
" " " " gallons	2 15	2 25	2 25	2 25	2 15	2 25
Asparagus.....	2 20	2 25	2 00	2 40		
Beets.....	1 00	1 00	95	1 10		
Blackberries, 2's.....	1 00	1 30	1 40	1 70	1 50	1 80
Blueberries, 2's.....	80	85	75	85	95	1 00
Beans, 2's.....	90	95	80	85	90	95
Corn, 2's.....	85	1 00	75	80	85	90
Cherries, red, pitted, 2's.....	2 15	2 20	2 00	2 25	2 30	2 40
" " " " white	2 00	2 15	2 00	2 25	2 30	2 40
Peas, 2's.....	80	90	80	85	80	85
" " " " sifted	1 10	1 10	1 00	1 10	1 10	1 15
" " " " extra sifted	1 20	1 20	1 25	1 80	1 20	1 25
Pears, Bartlett, 2's.....	1 65	1 65	1 50	1 80	1 75	1 85
" " " " 3's	2 10	2 10	2 00	2 40	2 25	2 50
Pineapple, 2's.....	2 15	2 40	2 25	2 60	2 15	2 25
" " " " 3's	2 40	2 60	2 50	2 60	2 50	2 60
Peaches, 2's.....	1 50	1 90	1 75	1 90	1 85	1 85
" " " " 3's	2 25	2 90	2 50	2 75	2 70	2 85
Plums, green gages, 2's.....	1 25	1 35	1 10	1 25	1 30	1 60
" " " " Lombard	1 00	1 25	1 00	1 10	1 30	1 50
" " " " Damson, blue	1 00	1 25	1 00	1 10	1 10	1 30
Pumpkins, 3's.....	85	85	80	85	1 00	1 25
" " " " gallon	2 10	2 25	2 10	2 25	2 10	2 25
Raspberries, 2's.....	1 45	1 60	1 60	1 80	1 70	1 75
Strawberries, 2's.....	1 70	1 85	1 60	1 90	1 75	1 80
Succotash, 2's.....	1 25	1 25	1 15	1 15	1 10	1 15
Tomatoes, 3's.....	90	1 00	80	85	85	1 05
Lobster, tails.....	3 15	3 20	3 25	3 50	3 00	3 25
" " " " 1-lb. flats	3 65	3 75	3 50	3 50	3 25	3 50
" " " " ½-lb. flats	1 75	1 85	1 75	1 75	1 75	1 75
Mackerel.....	1 25	1 25	1 15	1 25	1 25	1 35
Salmon, sockeye, Fraser	1 50	1 60	1 75	1 85	1 60	1 75
" " " " Northern	1 60	1 65	1 60	1 65	1 50	1 60
" " " " Horsehoe	1 60	1 60	1 60	1 60	1 60	1 60
" " " " Cohoos	1 30	1 30	1 25	1 30	1 40	1 50
Sardines, Albert, ½'s.....	12	12½	12½	13	14	15
" " " " ¾'s	20	21	20	21	20	21
" " " " Sportsman, ¾'s	11½	12	12	12½	12	12
" " " " key opener, ¾'s	19	20	21	21	20	21
" " " " P. & C., ¾'s	9	11	10½	11	16	18
" " " " Domestic, ¾'s	18	18	18½	23	10	11
" " " " Mustard, ¼ size, cases	20	22½	23	25	22	25
" " " " 50 tins, per 100	27½	30	33	36	33	36
Haddies.....	4	4½	4	4½	3½	4
Kipper Herrings.....	7	8	9	11		
Herring in Tomato Sauce	7 50	11 00	8 50	9 00	10 00	11 00
	1 00	1 00	1 00	1 15	90	1 00
	1 55	1 85	1 00	1 60	90	1 00
	1 50	1 55	1 00	1 60		2 00

	Montreal.		Toronto.		St. John, Halifax.	
	\$	¢	\$	¢	\$	¢
CANNIED PEELS						
Lemon, per lb.....	10½	11	11	12	12	13
Orange, ".....	11	11½	12	13	12	13
Oitron, ".....	14½	15	15	17	15	17
GREEN FRUITS						
Oranges, Jamaica, per bbl.....	5 00	5 50	4 50	5 00	5 00	6 00
" " " " Mexican, per box	4 00	4 00	2 00	2 21	4 45	4 50
" " " " Valencia, ord. 427a.	4 00	4 25	4 50	5 07	5 50	5 00
" " " " large, 420's	6 25	6 50	5 25	5 50	5 50	6 00
" " " " Cal. Navels.	2 50	3 75	3 00	3 50	3 00	3 50
Lemons, Messina, per box	2 00	2 75	2 75	3 00	2 50	3 00
" " " " Verdill, 360's, per box	1 50	2 00	1 25	1 50		
Spanish Onions, per case.....		2 25				
Bananas, per bunch.....	2 01	3 50	1 25	2 00	2 00	2 25
Apples, per bbl.....	2 50	3 50	1 50	3 00	2 00	3 00
Malaga grapes, per keg.....	5 50	7 00	6 00	7 00	6 00	7 50
Sweet potatoes, per bbl.....		4 50	4 00	5 00	3 00	3 50
Cranberries, Cape Cod, per bbl.	12 00	13 00		11 00		10 00
" " " " Canadian, per bbl.			7 00	8 00		7 50

	Montreal.		Toronto.		St. John, Halifax.	
	\$	¢	\$	¢	\$	¢
SUGAR						
Granulated St. Lawrence and Red.	4 65		4 85		4 60	
Granulated, Acadia.....	4 60		4 75		4 50	
Paris lump, bbls. and 100-lb. bx.	5 15		5 25		5 55	
" " " " in 50-lb. boxes	5 25		5 43		5 80	
Extra Ground Icing, bbls.....	5 15		5 70		5 50	
Powdered, bbls.....	4 97		5 45		5 50	
Phoenix.....	4 55		4 72		5 80	
Cream.....	4 75		4 72			
Extra bright coffee.....	4 45		4 63		4 30	
Bright coffee.....	4 35		4 52		4 05	
Bright yellow.....	4 25		4 43			
No. 8 yellow.....	4 10		4 38		3 50	
No. 5 yellow.....	4 05		4 23		3 92½	
No. 1, yellow.....	3 95		4 18			

	Montreal.	Toronto.	St. John, Halifax.
HARDWARE, PAINTS AND OILS			
Wire nails, base.....	\$2 85	\$2 85	\$3 20
Cut nails, base.....	2 35	2 35	2 85
Barbed wire, per 100-lb.....	3 20	3 00	3 50
Smooth Steel Wire (oiled and annealed, etc.), base.....	2 80	2 80	
White lead, Pure.....	6 75	6 57½	6 50
Linseed oil, 1 to 4 bbls., raw.....	80	78	85
" " " " boiled.....	83	81	88
Turpentine, single bbl.....	59	53	65

	Montreal.	Toronto.	St. John, Halifax.
SYRUPS AND MOLASSES			
Syrups--			
Dark.....	1 ½		
Medium.....	2 ½	30	32
Bright.....	2 ¾	35	37
Corn Syrup, barrel, per lb.....	2 ¾		34
" " " " kgs.....	2 ¾		36
" " " " 3 gal. pails, each.....	1 30		38
" " " " 2 gal. ".....	1 00		40
Honey.....		1 00	
" " " " 25-lb. pails.....	90	1 00	
" " " " 35-lb. pails.....	1 20	1 40	
Molasses--			
New Orleans.....	25	35	23
Barbadoes, new.....	40	41	27
Porto Rico.....		38	42
Antigua.....	35	36	
St. Croix.....			

	Montreal.	Toronto.	St. John, Halifax.
CANNED MEATS			
Comp. corn beef, 1-lb. cans.....	1 45	\$1 85	\$1 60
" " " " 2-lb. cans.....	2 65	3 30	3 00
" " " " 6-lb. cans.....	8 25	11 00	8 75
" " " " 14-lb. cans.....	20 00	24 50	19 50
Minced callops, 2-lb. can.....		2 75	2 60
Lunch tongue, 1-lb. can.....	3 00	3 90	3 00
" " " " 2-lb. can.....	6 00	7 90	7 00
English brawn, 2-lb. can.....	2 25	2 75	2 45
Camp sausage, 1-lb. can.....			2 50
" " " " 2-lb. can.....			4 00
Soups, assorted, 1-lb. can.....	1 15	1 50	1 50
" " " " 2-lb. can.....	2 40	2 45	2 20
Soups and Boull, 2-lb. can.....	1 75	2 50	1 80
" " " " 6-lb. can.....	3 50	5 85	4 50
Sliced smoked beef, ½'s.....	1 65	1 70	1 65
" " " " 1's.....	2 75	3 10	2 80

	Montreal.	Toronto.	St. John, Halifax.
FRUITS			
Foreign--			
Currants, Provincials, bbl.....	9	9½	12
" " " " ½-bbls.....	10	10½	12½
" " " " Fillatras, bbls.....	10½	11	12½
" " " " cases.....	10½	11	12½
" " " " ½-cases.....	10½	11	12½
" " " " Patras, bbls.....	11	11	12
" " " " cases.....	11	11	12
" " " " ½-cases.....	11	11	12
Vostizzas, cases.....	14	15	13
Dates, boxes.....		4½	4½
Figs, 10-lb. boxes.....	70	90	12
" " " " Mats, per lb.....		8½	4
" " " " 7 cr., 28-lb. boxes.....			16
" " " " 1-lb. glove boxes.....			12
Prunes, California, 30's.....	11		13
" " " " 40's.....	10		10½
" " " " 50's.....	7½		8
" " " " 60's.....	7		7½
" " " " 70's.....	6½		6½
" " " " 80's.....	6		6
" " " " 90's.....	6		6
" " " " A's.....		9	9
" " " " B's.....		7½	8
" " " " U's.....		5½	6½
" " " " French, 50's.....		3¾	4
" " " " 110's.....		4	4½
Raisins, Fine off stalk.....	7½	8	8
" " " " Selected.....	8	8½	9
" " " " Selected layers.....	8½	9	9
" " " " Sultanas.....	11	13	11
" " " " California, 2-crown.....	7½	8	8½
" " " " 3-crown.....		9	9½
" " " " 4-crown.....		10	10
" " " " seeded, 3-cr.....	10½	11	11½
" " " " Malaga, Lon. layer.....		1 50	

Pyramid Brand

CEYLON TEA

Shipped by the Co-Operative Tea Gardens Co'y, Colombo.

PYRAMID BRAND

AWARDED GOLD MEDAL at the Paris Exposition 1900. Being the highest award made for teas.

Wholesale Agents

LUMSDEN BROS., Toronto and Hamilton

COFFEE

	Montreal.	Toronto.	St. John, Halifax.
Green—			
Mocha	24	23 28	25 30
Old Government Java	27	22 30	25 30
Rio	10	10 12½	12 13
Santos	11	11 14	.....
Plantation Ceylon	29	26 30	29 31
Porto Rico .....	.....	22 25	24 28
Gautemala .....	.....	22 25	24 26
Jamaica	18	15 20	18 22
Maracaibo	13	13 18	13 15

NUTS

Brazil .....	.....	15 16	8½ 9
Valencia shelled almonds.....	41 45	40	22 25
Tarragona almonds	15½ 16	15 15	13 15
Formegetta almonds .....	.....	14½	.....
Jordan shelled almonds	50	40 43	.....
Peanuts (roasted)	6½ 8	9 10	9 10
" (green)	5½ 7	7 9	.....
Cocoanuts, per sack	3 00	3 75	3 50 4 00
per doz. ....	.....	60 70	.....
Grenoble walnuts.....	11½ 13	13½	9 12
Marbot walnuts.....	10 11	11½	9 10
Bordeaux walnuts.....	8 9	9	9 10
Sicily filberts.....	12 13	12 12½	9 10
Naples filberts.....	.....	10 11	10 11
Pecans.....	12 15	13 15	12 14
Shelled Walnuts.....	.....	25 30	.....

SODA

Bl-carb, standard, 112-lb. keg..	1 65 1 80	2 00 2 25	1 70 1 75
Sal soda, per bbl.....	70 75	80 90	85 90
Sal Soda, per keg	95 1 00	1 00	95 1 00
Granulated Sal Soda, per lb.....	.....	1	.....

SPICES

Pepper, black, ground, in kegs, pails, boxes.....	16 18	..... 18	14 15
" in 5-lb. cans	14 17	..... 19	15 16
" whole	15 17	..... 19	12 13
Pepper, white, ground, in kegs, pails, boxes.....	26 27	26 27	24 26
" 5-lb. cans	25 26	25 26	20 22
" whole	23 25	23 25	20 22
Ginger, Jamaica	19 25	22 25	20 25
Cloves, whole	12 30	14 35	18 20
Pure mixed spice	25 30	25 30	25 30
Cassia	13 18	20 40	16 20
Cream tartar, French .....	..... 25	24 25	20 22
" " best .....	..... 28	25 30	25 30
Allspice	10 15	13 16	16 18

WOODENWARE

Pails, No. 1, 2-hoop.....	1 90	1 60	1 90
" " 3-hoop.....	2 05	1 75	2 05
" " half and covers.....	1 75	1 70	1 75
" " quarter, jam and covers.....	1 45	1 20	1 45
" " candy, and covers.....	2 70 3 20	1 75 2 70	3 20
Tubs, No. 0	11 00	8 50	11 00
" " 1	9 00	7 00	9 00
" " 2	8 00	6 25	8 00
" " 3	7 00	5 35	7 00

PETROLEUM

	Montreal.	Toronto.	St. John, Halifax.
Canadian water white	17½ 18	..... 17½	17½ 18
Sarnia water white.....	..... 18	..... 16½	17½ 18
Sarnia prime white.....	.....	..... 15½	17 17½
American water white.....	..... 20	..... 17½	18½ 19
Pratt's Astral (barrels extra)	..... 21	..... 17½	19½ 20

Black— TEAS

Congou—Half-chests Kaisow, Moning, Peking.....	13 60	12 60	11 40
Caddies Peking, Kaisow.....	17 40	18 50	15 40
Indian—Darjeelings.....	35 55	35 55	30 50
Assam Pekoes.....	20 40	20 40	18 40
Pekoe Souchong.....	18 25	18 25	17 24
Ceylon—Broken Pekoes.....	35 42	35 42	34 40
Pekoes	20 30	20 30	20 30
Pekoe Souchong	17½ 40	17 35	17 35
China Greens—			
Gunpowder—Cases, extra first	42 50	42 50	.....
Half-chests, ordinary firsts	22 28	22 28	.....
Young Hyson—Cases, sifted extra firsts.....	42 50	42 50	.....
Cases, small leaf, firsts.....	35 40	35 40	.....
Half-chests, ordinary firsts	22 28	22 28	.....
Half-chests, seconds.....	17 19	17 19	.....
" " thirds.....	15 17	15 17	.....
" " common.....	13 14	13 14	.....
Pingsueys—			
Young Hyson, ¼-chests, firsts	28 32	38 32	30 40
" " " seconds	16 19	16 19	.....
" " Half-boxes, firsts....	28 32	28 32	.....
" " " seconds	16 19	16 19	.....
Japans—			
¼-chests, finest May pickings	38 40	38 40	.....
Choice	32 36	33 37	.....
Finest	28 30	30 32	.....
Fine	25 27	27 30	.....
Good medium	22 24	25 28	.....
Medium	19 20	21 23	.....
Good common	16 18	18 20	.....
Common	13 15	15 17	.....
Nagasaki, ¼-chests, Pekoe..	16 22	.....	.....
" " Oolong.....	14 15	.....	.....
" " Gunpowder	16 19	.....	.....
" " Siftings.....	7½ 11	.....	.....

RICE, MACARONI, SAGO, TAPIOCA.

Rice—Standard B.....	3 00 3 10	..... 3½	3 25 3 40
Patna, per lb	4 25 4 75	4½ 5	5 6
Japan	4 40 4 90	5½ 6	5 6
Imperial Seeta.....	4 60 4 90	4½ 5½	5 6
Extra Burmah .....	.....	4½ 4½	4 5
Java, extra .....	..... 5½	6 6½	6 7
Macaroni, dom'ic, per lb., bulk	5 6	..... 7½	.....
" imp'd, 1-lb. pkg., French..	8 12	9 10	.....
" " " Italian.....	8 10	11 12½	.....
Sago	3½ 4	4 4½	5 6
Tapioca	4½ 4½	4½ 5	5 6

CEYLON AND INDIAN

(Machine-made)

TEA

Black or Green

The great success of the former has prepared an easy road for the latter, which experts and connoisseurs pronounce the acme of perfection.

PURITY, STRENGTH, FLAVOR.

CANNED GOODS FUTURES IN THE UNITED STATES.

BUSINESS appears to continue in a quiet rut whilst holders of goods and brokers are not inclined to view it as at all satisfactory; in fact, there is an inclination on the part of sellers to make slight sacrifices for the sake of making sales. The causes assigned are as various as the parties interviewed; but, when we look back to the close of January, of last year, we find that very nearly the same conditions prevailed then, and much of the same complaining existed. The very absence of future orders, which appears so notable at present, is almost a duplication of what existed one year ago.

In this respect, it is worthy of record that one of the causes assigned last year for the absence of future contracts for tomatoes, was the action of the Indiana Association in putting the price at 85c. Singularly enough, we find the best-informed Eastern tomato packers, in convention assembled, eulogizing the Western association for its action in that regard, and making complimentary remarks upon the success that accompanied it. It is, therefore, not in order to ascribe the present absence of future tomato contracts to the higher price named by the packers, for it is as yet true that no price has been named. It would seem from the

action of the Western association, at their meeting of January 15, when they decided it was "not wise at this time" to make a price on future tomatoes, that there is a belief among tomato packers generally that there is a considerable holding of 1900 tomatoes still in the hands of the packers; and they, therefore, refer all questions of price on spot stock to those who have it.

The action of the Peninsula packers' officers, in deferring the meeting of that body from the last Thursday in January to February 28, so as to have the benefit of what may occur at the Atlantic States Packers' Convention, in Rochester, about the middle of February, to guide them, is another indication that the packers find it necessary to depend upon each other, and operate in conjunction.

This condition of matters in the market also indicates that buyers are willing to trust the average conditions of the packing season for a supply that will give them at least as low prices as they are likely to get on figures established by the associations on future contracts.

Forecasting the influence of these conditions we are inclined to believe that the carry-over of tomatoes will be sufficient to remove all danger of fear of an advance in price of the red-cheeked article, and we may look therefore to see more attention

given to future contracts for green peas and corn than for tomatoes; in other words, interest will wane in the love apple and concentrate on the other articles. The winter at present is proceeding so mildly in nearly all sections where canners' crops prevail that it is safe to assume we will have a good crop year. In this section February has come of late to be our principal winter month in point of low temperatures; and it is always better for fruit prospects that the cold weather shall continue late in the winter; for an early-rising of the sap develops the germs in the wood and gives opportunity for a destruction of the crop by frost.—The Trade, Baltimore.

INDUSTRIAL GOSSIP.

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

It is probable that a cheese factory will be erected at Wakefield, Ont.

Tenders are being called for a new cheese factory at Beechmount, Ont.

Hon. F. W. Borden intends erecting a large creamery near Canning, N.S.

Martin & Warnock, Ottawa, who recently fitted up their mill with the most modern appliances, are now running day and night. The capacity of this mill is 250 barrels per day.

The Laing Packing and Provision Co., Limited, intend applying to the Quebec Legislature for an Act authorizing them to erect a pork-packing establishment within the city limits of Montreal.

Procrastination is the thief of time.

Doubtless you are aware of this fact. Nevertheless, it is a warning everyone should act upon.

OUR GOODS . . .

are arriving every day now, as a result of the large orders we placed the end of November for CEYLON and INDIAN Teas. We bought at a low figure, and we are, therefore, in a position to offer you some splendid values in these Teas. As we are selling them very rapidly, it will pay you to write for samples and prices immediately.

We are desirous of having your order by mail or otherwise—it will have our prompt attention.

THE "OZO" CO., Limited, MONTREAL

To the Trade:

We beg to notify our customers and the trade in general that we have handed all our Teas and other goods which were in any way damaged by smoke or water to the Insurance Companies.

We have had duplicates of our Teas in storage, and can fill all orders for any of our well-known brands. Our stock, therefore, is all clean and new.

We have been inconvenienced for the past few days in shipping our goods, but we are now in a position to fill all orders entrusted to us.

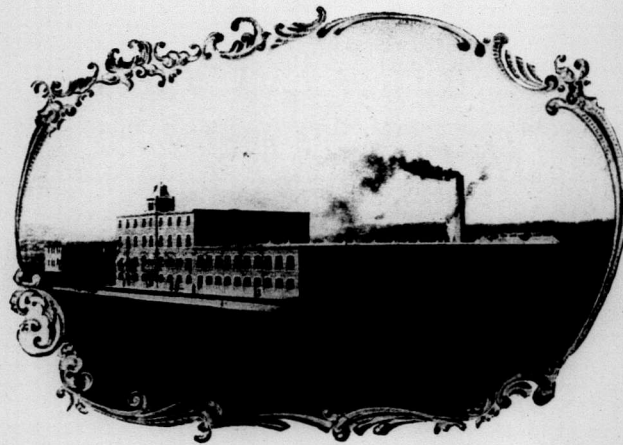
LOCKERBY BROS.

75-79 St. Peter St.
and 51-53 St. Sacrament St.,

MONTREAL.

THE **WATSON, FOSTER CO.,** LIMITED
MONTREAL

MANUFACTURERS OF ALL GRADES OF
WALL PAPER



WORKS, ONTARIO STREET EAST.
CAPACITY, 70,000 ROLLS PER DAY.

PREPAID SAMPLES TO
PROSPECTIVE BUYERS.

ORDER WHILE THE
LINE IS COMPLETE.

HE IS A
WISE
FARMER
WHO MAKES
HAY
WHILE THE
SUN
SHINES.

SO
ALSO
IS HE A
WISE
GROCER
WHO SELLS
THE KIND OF

T
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THAT ARE
OF THE
HIGHEST
QUALITY
AND
PROFITABLE--
LIKE
JAPAN TEAS.

JAPAN TEAS

are prepared for the market with a view to satisfying the demands of the tea-drinking public for PURE, UNADULTERATED, HEALTHY, INVIGORATING, CLEAN teas. That they have proven themselves to be all we claim for them is best shown by their immense popularity. THE GROCER WHO IS WIDE-AWAKE TO HIS OWN INTERESTS will always have them in stock. It does not take long to find out which consumers prefer--JAPAN TEAS or unhealthy, colored, adulterated teas being imported into Canada. The quality of JAPAN TEAS never changes--always the highest. No detail to maintain their high standard of quality is ever neglected. They are grown under the watchful eye of intelligent overseers. EVERY POUND is officially inspected.

Their Goodness Is Unquestioned.

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

Ogilvie's Hungarian

Ogilvie's Glenora....

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

Superior Quality
Always Good

SUGAR FACTORY FOR CHATHAM, ONT.

ON Thursday, last week, a joint meeting of the Chatham City Council and Board of Trade and the Kent County Council was held to receive from John R. Trufont, Mount Clemens, Mich., representing Thomas & Post, 71 Broadway, New York, a proposal for the erection of a beet sugar factory in Chatham.

Mr. Trufont explained that it was proposed to erect a 500-ton factory in Chatham, and form a company with a capital stock of \$500,000, of which his bankers would take one-half, provided the balance is raised by local people. They would be willing to start the construction of the plant by February 15, if \$150,000 is subscribed and \$100,000 guaranteed in Chatham by that date.

On Friday morning, a number of those interested met to organize to solicit stock. Messrs. John Northwood, Arch. Lamont and J. J. Ross, with Mr. Trufont, were appointed a committee for the purpose. The preliminary board of directors appointed were: Mayor Sulman, Mason Campbell, G. P. Scholfield, Geo. W. Cowan, Robert Gray and S. T. Martin.

While he was not acting for a construction company, Mr. Trufont stated that a condition that his bankers would make would be that the works be built by The American Construction Co., New York, who had before erected plants for the men

he represented. These men did not want to exercise a controlling influence on the company, but would be content with two or three directors out of seven or nine. The factory he proposed would cost \$475,000, and, if started almost at once, could be ready for operations by October 1. He considered \$50,000 sufficient working capital.

A RESOURCEFUL BOY.

An enterprising boy, says The London Tit-Bits, walked into a grocer's shop the other day, and, reading from a paper said: "I want six pounds of sugar at 2¼d. a pound."

"Yes," said the shopman, "that will be one and three halfpence."

"Eleven pounds of rice at 1½d. a pound."

"One and fourpence halfpenny," commented the grocer.

"Four pounds of tea at 1s. 8d. a pound."

"Six and eight."

And so he continued: "Five pounds of coffee at 1s. 10d., seven tins of milk at 5¼d., four tins of tomatoes at 6¼d., eight tins of sardines at 1s. 1¼d." The shopman made out the bill and handed it to the lad, saying:

"Did your mother send the money or did she want them entered?"

"My mother didn't send me at all," said the boy, seizing hold of the bill, "it's my arithmetic lesson, and I had to get it done somehow."

INQUIRIES REGARDING CANADIAN TRADE.

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

1. Inquiry has been received from an agent in London for names of Canadian firms desiring to be represented at the forthcoming Exhibition in Glasgow.

2. A correspondent asks for information concerning the manufacture of soap, candles, starch, paper and turnery in Canada.

[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.]

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

1. A Manchester firm of brokers would like to hear from Canadian shippers of tallow, paraffin wax, starch, resin, etc.

2. A Scotch firm asks for names of Canadian producers of excelsior.

3. An Irish firm desires to be placed in correspondence with Canadian makers of curled hair.

4. A firm manufacturing engineers' tools, turbines, fans, steam pumps, etc., would be prepared to appoint resident Canadian agent if an opening exists for the sale of above

The Belleville Sun says that a Kingston fish dealer recently advertised as follows: "When looking for fresh lobsters don't forget me."

*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*



Boston Laundry Starch...

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

SOLD BY

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

SHORT ROLLS.

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

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

F. W. FEARMAN CO.

Limited

Pork Packers and Lard Refiners,
HAMILTON, ONT.

TO THE RETAILER.

If you want quality in pickles be sure you have

REGISTERED
Bow Park
BRANDS

PICKLES

in stock. We ship the same day the order is received. Let us quote you or ask your wholesaler.

Shuttleworth & Harris,
BOW PARK FARM
BRANTFORD - - CANADA

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

THE CANADIAN PACKING CO.
LONDON, ONT.



GUARANTEED CHOICE AND PURE.
GOLD MEDAL, PARIS 1900.

Please order goods through your wholesale house.

ABOUT QUOTING PRICES.

THERE are grocers who evidently don't believe in quoting any prices, writes William Woodhouse, jr., in American Grocer. There are others who do little else but quote prices. I don't believe any of them pull best results from their advertising. They are the two extremes.

The natural inference for a reader to take, when reading an advertisement from which prices are excluded, is that the prices must be too high, or the grocer would quote them. One argues that, if the grocer himself thinks the price isn't such as would pay him to quote it, then it can't pay the buyer to pay it. The reasoning may not always be correct, but it's thus that the reader will reason, nevertheless.

Now, if a grocer quotes a price, even though it may be a higher price than is generally attached to such an article, I believe its very quoting is an earnest that the grocer knows it to be a proper one, and one will naturally infer that the quality of the article must be superior.

I was in a business man's office last week when one of his employes reported that of two men seeking a position, one asked \$25 a week; the other \$60. To quote the business man's remark when the report was made, it's this: "That sixty-dollar fellow must be a cracker jack." There was no doubting the value of the sixty-dollar man. It was inferred.

I am reminded of the experience of a young friend of mine—at least, he was once young, when he and I were "plugging" along "picking up" type in adjoining "print shops." He left the business; said there wasn't enough in it for him. He was a good bookkeeper, and applied for a position in Philadelphia—answered a "want" ad., in fact. When asked his price, he said: "Twenty five dollars a week, sir." "But," said the advertiser, "I can get good bookkeepers for fifteen dollars." "Certainly," said the seeker after more money. "I know it. But I'm not a fifteen-dollar man. I'm a twenty five dollar man." The advertiser saw the point, and gave the twenty five-dollar man the position. He was accepted at his own valuation.

The inference in both cases is almost exactly identical—If that's his price, he must know he's worth it.

It works the same with grocery prices. Quote the right prices, and folks are sure to infer that they're right ones. They may not feel like paying those prices; they may wish less expensive goods, but you'll not be charged with being outrageously high or with charging too much.

Now, while there are many who will not pay a high price, there are many others who seek quality first, and to whom the high prices give the inference of that quality. That's the trade which high prices will catch. And high prices won't catch any other folks, anyway.

If a grocer sells low-priced goods, he's most likely to quote prices galore. He'll catch that part of the buying public which is attracted by low prices. And he won't catch—or, at least, he isn't likely to catch—those who are willing to pay better prices for better goods.

There's just this distinction to make: If your goods are such as cannot be rightfully sold at little prices, then bear hard upon the qualities. Show your reading public why they're thus priced. It's necessary, in order that values shall be properly understood.

On the other side, don't use simply "things and prices," if your prices are low. It's naturally inferred, as I've before stated, that if prices are low ones, then qualities are low, also. But don't let it rest at that, or your store may not receive the amount of respect which is rightfully its due.

How foolish you'd think a bicycle dealer if he advertised "Bicycles at \$25," and then said nothing more about them. The price wouldn't tell much; it would infer, but the inference might be right or might be wrong. Suppose he had a genuine \$35 wheel, which, because of certain advantages

secured, he could afford to sell at \$25, wouldn't he be foolish not to tell of those advantages?

All this brings me to the point where I want to emphasize the importance of descriptions.

Descriptions are the means by which relative values are made known. And the buying public is after information regarding values. Probably every woman in the country knows that prunes can be sold all the way from three pounds for 10c. or cheaper up to 25c. a pound or higher. What each one of these women wants to know is: "What sort can you sell for 5c. a pound? What sort for 25c. a pound?"

She doesn't care to be told that you sell soap for 3, 4, 5 up to 15c. a cake. What she wants to know is: "What sorts are these?"

There is scarcely a grocer among you who doesn't more than half believe that curiosity is a woman's chief characteristic, and yet there are thousands of you who are not even trying to gratify her curiosity enough to publish news regarding what you have to sell. This curiosity, or desire for knowledge, or the want-to-know propensity of women—the buying part of the human race—is just the thing which makes women's patronage so easy to procure, if you go about it as you ought to do.

By all manner of means, quote prices, if they're honest ones. And then, don't rest content with prices alone. Describe your goods so that their prices will not only appear reasonable, but that the goods themselves will appeal to the readers as those which it is desirable to possess.

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.

THE NEOSTYLE DUPLICATORS

Print from 100 to 5,000 original hand and typewritten circulars, at less cost than printing. * * * * *

WRITE FOR FULL PARTICULARS.

Rebuilt Typewriters at from \$15.00 to \$50.00 All Makes

Typewriters Rented—\$2.50 to \$5.00 per month.


Repairing on all makes a specialty. Write for prices.

CREELMAN BRO'S TYPEWRITER CO.

Sole Dealers in Underwood Typewriters.

15 Adelaide St. East, - TORONTO.
97 St. Francois Xavier St., MONTREAL.
28 King St. West, - HAMILTON.
Temple Building - - LONDON.

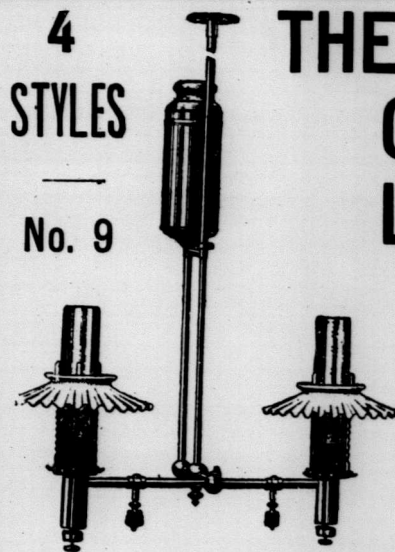
ROYAL
 DRY HOP
 YEAST CAKES



BEST YEAST IN THE WORLD

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

4 STYLES THE AUER GASOLINE LAMP



No. 9, 200 Candle Power

Suitable for STORE, RESIDENCE OR CHURCH.

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

YOUR MONEY BACK IF NOT ENTIRELY SATISFIED.

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

AUER LIGHT CO.

1682 Notre Dame St., MONTREAL.

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



Mustard and Meat

We eat Mustard (Keen's Mustard) to bring out the full flavor of the Meat, whether it be Roast Beef, Mutton, Ham or Tongue.

But then, it must be always the best MUSTARD, and in Canada, as elsewhere, that means

KEEN'S

Current Market Quotations for Proprietary Articles

January 31, 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 3 and 4 doz. boxes.....	\$ 2 40	
" 10, in 4 doz. boxes.....	2 10	
" 2, in 6 ".....	80	
" 12, in 6 ".....	70	
" 3, in 4 ".....	45	
Pound tins, 3 doz. in case.....	3 00	
oz. tins, 3 ".....	2 40	
oz. tins, 4 ".....	1 10	
lb. tins, 1/2 ".....	4 00	
Diamond—		W. H. GILLARD & CO.
1 lb. tins, 3 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 3 doz.	16-oz.	4 35
1 doz.	2 1/2-lb.	10 40
1/2 and 1 doz.	5-lb.	19 50

MAGIC BAKING POWDER.

Cases Contain.	Sizes of Cans.	Per Doz.
4 doz.	4-oz.	\$0 65
4 "	6-oz.	0 80
4 "	8-oz.	1 00
4 "	12-oz.	1 50
4 "	16-oz.	1 81
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 size, 3 ".....	1 25
1 " 3 ".....	2 25

BLACKING.

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

BLUE.

Keen's Oxford, per lb.....	\$0 17
In 10 box lots or case.....	0 16
Reckitt's Square Blue, 12-lb. box.....	0 17
Reckitt's Square Blue, 5 box lots.....	0 18
Nixey's "Cervus" in squares, 1 oz. in bags 1/2 and 1 oz. and in pepper boxes 2c. and 10c.	
Cooney's Royal Windsor, per gross.....	4 80
Universal, bag, per gross.....	4 80

BLACK LEAD.

Reckitt's per box.....	1 15
Box contains either 1 gro., 1 oz. size: 1/2 gro., 2 oz. or 1/4 gro., 4 oz.	
Nixey's Refined 1d. 2d. and 1a. pkts.	
" Silver Moonlight 5 and 1 1/2c. pkts.	
" Nixylene Paste 1d. 2 1/2d. 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. no
Bamboo Handles, A, 4 strings.....	4 35
" " B, 4 strings.....	4 10
" " C, 3 strings.....	3 85
" " D, 3 strings.....	3 60
" " E, 3 strings.....	3 35
" " G, 3 strings.....	3 10
" " I, 3 strings.....	2 85

BISCUITS.

PEEK, FRENCH & CO.	
Metropolitan mixed.....	40 lb. tins 10c.
Florence Wafers.....	8 lb. tins 36c.
Venice Wafers.....	8 lb. tins 36c.
Florence Wafers.....	Small tins \$3.70 per doz.

CARR & CO., LIMITED.

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

CANNED GOODS.

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

FRENCH SARDINES.

HENRI JONAS & Co.	
1/2 Trefayennes.....	\$9
1/2 Holland.....	9 50
1/2 Delory.....	10 50
1/2 Club Alps.....	11 50

CHOCOLATES & COCOAS.

Epps's cocoa, case of 14 lbs., per lb.....	0 35
Smaller quantities.....	0 37 1/2
CADBURY'S.	
Frank Magor & Co., Agents.	per doz
Cocoa essence, 3 oz. packages.....	\$1 65
Mexican chocolate, 1/2 and 1/4 lb. pkgs.....	0 40
Rock Chocolate, loose.....	0 40
" 1-lb. tins.....	0 42
Nibs, 11-lb. tins.....	0 35 1/2

TODD HUNTER, MITCHELL & CO.'S.

Chocolate—	per lb.
French, 1/4's—6 and 12 lbs.....	0 30
Caracas, 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 25
Diamond, 1/4's—6 and 12 lbs.....	0 22
Sticks, gross boxes, each.....	1 00

Cocoa—

Homeopathic, 1/4's, 8 and 14 lbs.....	0 30
Pearl, " " " ".....	0 25
London Pearl 12 and 18 " ".....	0 22
Rock " " " ".....	0 20
Rulk, in boxes.....	0 18
Royal Cocoa Essence, pkgs., per doz.....	1 40

Chocolate—	FRY'S.	per lb.
Caracas, 1/4's, 6-lb. boxes.....		0 42
Vanilla, 1/4's.....		0 42
" Gold Medal " Sweet, 1/4's, 6 lb. bxs.....		0 39
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
" 1 lb. ".....		4 50
" 1 lb. ".....		8 25
Homeopathic, 1/4's, 14 lb. boxes.....		
1/2 lbs. 12 lb. boxes.....		

JOHN P. MOTT & CO.'S.

R. S. Molndoe Agent, Toronto.	
Mott's Broma.....	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 Caracas 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 25
Mott's Cocoa Shells.....	0 05
Vanilla Sticks, per gross.....	0 90
Mott's Confectionery Chocolate.....	0 21
Mott's Sweet Chocolate Liqueurs.....	0 19

OWAN COCOA AND CHOCOLATE CO.

Hygienic Cocoa, 1/4 lb. tins, per doz.....	\$37 5
Cocoa Essence, 1/4 lb. tins, per doz.....	31 5
Soluble Cocoa, 2c. 1 bulk, per lb.....	0 20
Diamond Chocolate, 12 lb. boxes.....	0 25
Royal Navy Chocolate, 12 lb. boxes.....	0 20
Mexican Vanilla Chocolate, 12 lb. bxs.....	0 25

OHNESE.

Imperial—Large size jars, per doz.....	\$3 25
Medium size jars.....	4 50
Small size jars.....	3 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.....	3 40
" Individual size.....	1 00

BAYLE'S PORTED.

Robert Greig & Co., Agents, Toronto.		
1/2-lb. Jar.....	1-lb. Jar.....	5-lb. Jar.....
After Dinner.....	\$2 40	\$4 95
Devilled.....	2 65	4 75

Mecoa
Damas
Cairo
Sirdar
Old Du
T
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Jersey
Rajah
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1 oz. L
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1 oz. S
2 oz. S
2 oz. A
4 oz. S
8 oz. S
1 lb. S
1 oz. 1
2 oz. F
2 oz. S
4 oz. S
8 oz. S

RI

“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.		LIORICE.		MATCHES.	
JAMES TURNER & CO. per lb		YOUNG & SMYTH'S LIST.		Eddy's Telegraph, single cases..... \$3 70	
Mocha.....	0 33	5-lb. boxes, wood or paper, per lb....	\$0 40	five cases.....	3 50
Damascus.....	0 28	Fancy boxes (36 or 50 sticks) per box..	1 25	Telephone, single cases.....	3 60
Cairo.....	0 30	"Blended" 5 lb. boxes, per lb.....	0 40	five cases.....	3 40
Sirdar.....	0 17	"Acme" Pellets, 5 lb. cans, per can..	2 00	Eagle Parlor, single cases.....	1 60
Old Dutch Rio.....	0 13 1/2	"Acme" Pellets, fancy boxes (40)		five cases.....	1 50
TODD HUNTER MITCHELL & CO.'S		FOOD.		ORANGE MARMALADE.	
Excelsior Blend.....	0 32	Robinson's Patent Barley 1/2 lb. tins..	1 25	T. UPTON & CO.	
Jersey.....	0 29	1 lb. tins..	2 25	1-lb. glass	2 doz. case, per doz.. \$1 00
Rajah.....	0 20	" " Groats, 1/2 lb. tins..	1 25	7-lb. pail	pails in crate, per lb..... 0 (7 1/2)
Old Government Java.....	0 28	1 lb. tins..	2 25	PICKLES.	
Marsaibo.....	0 18	GILLETT'S POWDERED LYE.		STEPHENS'.	
West India.....	0 16	4 doz. in case..... \$3 60		A. P. Tippet & Co., Agents.	
Rio, choice.....	0 13	JAMS AND JELLIES.		Patent stoppers (pints), per doz..... 2 30	
CLOTHES PINS		SOUTHWELL'S GOODS. per doz.		Corked pintals, "..... 1 90	
BOEKH BROS. & CO.		Frank Major & Co., Agents.	1 50	BAYLE'S.	
Clothes Pins (full count), 5 gross in	0 55	Orange Marmalade.....	1 80	Robert Greig & Co., Toronto, Agents.	
case, per case.....	0 70	Clear Jelly Marmalade.....	2 00	1/2 Pints. Pints	
doz. packages (12 to a case).....	0 90	Strawberry W. F. Jam.....	2 00	Pandora, per doz..... \$2 15 \$3 60	
EXTRACTS.		Raspberry.....	2 00	Sliced Sweet..... 1 75 2 85	
HENRI JONAS & Co. Per gross		Apricot.....	1 75	Hot Stuff..... 1 75 2 85	
1 oz. London Extracts.....	\$5 00	Black Currant.....	1 85	Tobasco Sauce, 2-oz. bottle, per doz..... \$4 25	
1 oz. " (no corkscrews).....	\$5 50	Other Jams, W. F.....	1 65	Tolasco Pickles in vinegar, 1/2 pt. 3 25	
2 oz. ".....	\$6 00	Red Currant Jelly.....	2 75	SODA.—COW BRAND	
1 oz. Spruce essence.....	\$6 00	T. UPTON & CO		DWIGHT'S	
2 oz. ".....	\$9 00	Jams—			
3 oz. Anchor extracts.....	\$12 00	1-lb. glass jars, 3 doz. in case, per doz	\$1 00	Case of 1 lbs. (con	
4 oz. ".....	\$21 00	5-lb. tin pails, 3 pails in crate, per lb.	0 07	taining 60 pkgs.)	
8 oz. ".....	\$36 00	7-lb. wood pails, 6	0 07	per box, \$3.00	
1 lb. ".....	\$70 00	14-lb. wood pails, per lb.....	0 07	Case of 1/2 lbs. (con	
1 oz. Flat.....	\$9 00	30-lb. ".....	0 06 1/2	taining 120 pkgs.	
2 oz. Flat, Anchor extracts.....	\$18 00	Jellies—		per box, \$3.00.	
2 oz. Square.....	\$21 00	1-lb. glass jars, per doz.....	\$1 00	Case of lbs. and 1/2	
4 oz. " (corked).....	\$36 00	7-lb. wood pails, per lb.....	0 06 3/4	lbs. (containing 30	
8 oz. ".....	\$72 00	14-lb. ".....	0 06 3/4	1 lbs. and 60 1/2 lb.	
		30-lb. ".....	0 06 1/2	packages per box, \$3.00.	
		KNIFE POLISH.		Case of 5c. pkgs (containing 46 pkgs) per	
		Nixey's "Cervus" 6d. and 1s. tins		box, \$3.00.	
		For price list and sliding scale apply W. G.			
		Nixey, 13 Soho Sq. London, Eng.			
		MINCE MEAT.			
		Wetley's Condensed, per gross, net	\$12 00		
		per case of 3 doz., net.....	3 00		

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

GILLARD'S PICKLE

IS SOLD BY ALL WHOLESALE GROCERS IN CANADA.

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

GILLARD'S PICKLE—Cases of 2 Dozen.

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

GILLARD'S SAUCE

is a good sauce, none better for gravies, soups, etc.

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

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

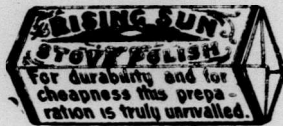
SOAP



A. P. FIDDELT & CO., AGENTS
Maypole Soap, colors per grs., \$10.20.
Maypole Soap, black, per grs., \$10.30.
Ortol 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, 1/4 gross bxs. \$ 50
Rising Sun, 3-oz. cakes, gross bxs 4 50
Sun Paste, 10c. size, 1/4 gross boxes... 10 00
Sun Paste, 5c. size, 1/4 gross boxes.... 00



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

STARCH.

EDWARDSBURG STARCH CO., LTD.

Laundry Starches—
No. 1 White or Blue, 4-lb. cartons per lb 0 05 1/2
" " " 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'g Silver Gloss, 1-lb. pkg. 0 07
Kegs Silver Gloss, large crystals... 0 06
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

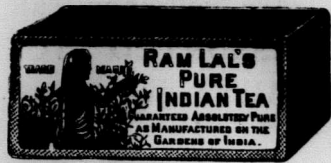
Rice Starch—
Edwardsburg No. 1 white, 1-lb. cart. 0 09
Edwardsburg No. 1 White or Blue, 4-lb. lumps..... 0 07 1/2

KINGFORD'S OSWEGO STARCH.



SILVER { 40-lb. boxes, 1-lb. pkgs., 0 08
GLOSS { 6-lb. boxes, sliding covers 0 18 1/2
(12-lb. boxes each crate)

PURE—40-lb. boxes 1-lb. pack..... 0 07
" 48-lb. " 16 3-lb. boxes.. 0 07
For puddings, custards, etc.
OSWEGO } 40-lb. boxes, 1-lb. packages..... 07 1/2
CORN STARCH }
ONTARIO } 38-lb. to 45-lb. boxes, 6 bundles 0 06
STARCH }
STAROH IN } Silver Gloss..... 0 07 1/2
BARRELS } Pure 0 06 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..... 0 35
" " 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, 1's and 1/2's 0 22 0 30
Blue Label, 1's, 1/2's, 1/4's and 1/8's... 0 30 0 40
Red Label, 1's and 1/2's 0 38 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 1/2 oz. bars, spaced 9s. 0 39
Currency, 6s and 10s 0 39
Old Fox, Narrow 10s 0 40
Snowshoe, 10 1/2 oz. bars, spaced 8s 0 44
Snowshoe, pound bars, spaced 6s.. 0 44
Snowshoe, 2x4, 6s 0 44
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.

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

YEAST.

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



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

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

CROWN BRAND

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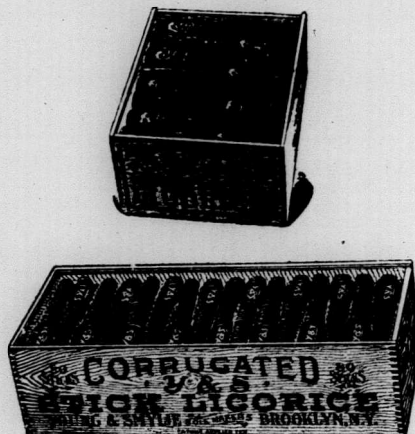
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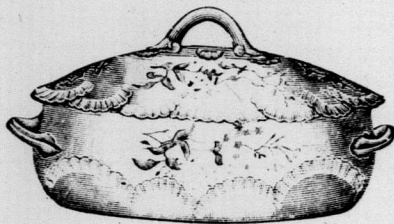
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