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THE

CIRCULATES IN EVERY PROVINCE

# CANADIAN GROCER

AND GENERAL STOREKEEPER

**SELL  
ONLY  
THE  
BEST!**

In Competition with the World  
we have received the  
**Highest Awards  
Made . . .**

These substantiate our claim  
that : : : :

# Colman's Mustard

**IS THE BEST IN THE WORLD**

**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.

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The Light of Eight Oil Lamps  
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**Safe,  
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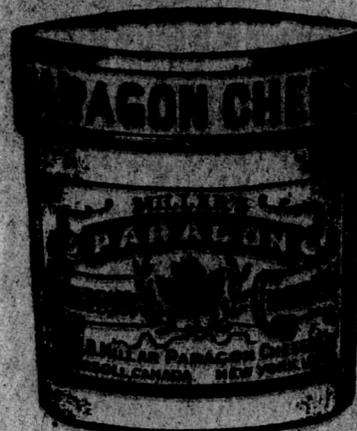
Covered by the broadest possible guarantee. The construction, finish and appearance are unequalled, but it is your satisfaction which we guarantee: If you don't like the lamp for any reason you can get your money back. No other lamp in Canada is so broadly guaranteed, for no other is as good.



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E. Simpson & Co., 1682 Notre Dame St.,  
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IT IS  
POSSIBLE  
THAT

## IN THE NEXT CENTURY

cheese will be manufactured that will compare favorably with **MILLAR'S PARAGON CHEESE**—but that time is away beyond range. At the present there is none better produced. When we say "none better," it is because of its unequalled delicacy of flavor, purity and wholesomeness. The success in the making of this cheese is due only to the care and skill used in its manufacture. Seek no further for better quality than you will find in **MILLAR'S PARAGON CHEESE**.

Manufactured by \_\_\_\_\_

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

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

# "ENTERPRISE"

## Patented Hardware Specialties

FOR THE

### Grocer and General Store Keeper

COMPRISING

Meat and Food Choppers, 35 Sizes and Styles for Hand and Power  
Rapid Grinding and Pulverizing Mills, 32 Sizes & Styles for Hand & Power  
Raisin Seeders, for Hand and Power; Smoked Beef Shavers  
Self-Priming and Measuring Pumps Self-Measuring Faucets  
Self-Gauging Cheese Knives Bung Hole Borers  
Tobacco Cutters, etc.

Are Universally acknowledged to be

## THE BEST

Write for Descriptive

Catalogue

Sold by the Leading Jobbers of the Dominion

### The Enterprise Mfg. Co. of Pa.

Philadelphia, Pa., U. S. A.

ROTARY SMOKED  
BEEF SHAYER



No. 125, - - \$18.00

SELF MEASURING  
FAUCET



No. 65, - - \$3.00

BUNG HOLE BOREK



No. 1, - - \$1.25  
No. 2, - - 1.65  
No. 3, - - 2.50

# No Meddling!

Because the famous "Griffin" Brand of Dried Fruits is not shipped in bulk but in original packages, there is absolutely no chance for anyone to meddle or tamper with it while it is on the way. It is packed right in the vineyards—*it is not re-packed when it reaches the East.*

The Prunes, Seedless Raisins, Dried Apricots, Peaches and Pears represent the highest quality there is or can be. Again we say, the "Griffin" Brand is famous—*highest quality has made it so.*

## "Griffin" Brand Dried Fruits.



### As The Mercury Goes Up!

No musty flavor—nothing but the pure, concentrated juice of Limes which are grown especially for the purpose. *Concentrated—distilled and re-distilled!*

"As the mercury goes up, Stower's Lime Juice goes down." Don't let the hot-weather demand find you unprepared. The demand for "Stower's" increases steadily from year to year. And why not, when Stower's is the strongest, purest Lime Juice made?

### Stower's Lime Juice Goes Down.

ARTHUR P. TIPPET & CO., AGENTS,

8 Place Royale,  
Montreal

23 Scott Street,  
Toronto.

# BUSINESS

is what every grocer is after and desires to retain. How it is to be obtained is another question. Method, system, perseverance are some of the points that gravitate toward securing business. Upon one point most experienced grocers now agree in their own minds—that

## *Jonas'* *Flavoring Extracts*

are of the greatest possible help to them in attracting and retaining the trade of the women, because, with them, she can accomplish much better and safer results in her cooking than by using cheap, weak, artificially-colored extracts. When she can buy them at your store it is a sure criterion that your other goods must be up-to-date, satisfactory, and of high quality. Once you have her confidence, it is easy enough to keep her trade.

“RICH,” “PURE,” “STRONG,”

are three expressions that honestly describe the virtues of these high-class extracts. Good reasons why they assist a grocer in getting *Business*.

**NOW**  
is the time of the year you  
can sell lots of shoe dressing.  
If  
**Jonas'**  
**Military Dressing**  
is sold the shoe dressing part  
of your business will be all  
right.

**NOW**  
is the season for selling  
olives. Be sure you have  
olives you can recommend.  
If you have  
**Queen Olives**  
you can recommend them.  
Write for prices.

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

## They Help.

It is the little expenses that count—it is the small leak that sinks a big ship. Payne's Cigars will help amazingly to pay the running expenses of your store.

I want to send you a "trial order" of a thousand or more, (including one or two hundred each of my "Pebble" 5-cent and my "Pharaoh" 10-cent Cigar) at my own expense—you can send the Cigars back at any time if they do not meet every expectation you had of them. Send in the order today.

### Payne's Cigars.

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

## Business Hinges on Quality, Reputation, Price.

When you offer customers "STERLING" Brand Pickles, then you give them a pickle that in quality measures up to the highest ideals—a pickle made by Canada's largest pickle makers, with an enviable reputation—pickles that, quality for quality, are always right in price.

ASK YOUR WHOLESALER FOR QUOTATIONS.

### T. A. LYTLE & CO.,

124-128 Richmond St. W., TORONTO.

At About  
 $\frac{1}{2}$   
The Cost

Have you many customers to whom the question "What does it cost?" is of no importance? Not likely! Do they know that it is possible to buy a breakfast food made from wheat fully equal in flavor, cooking qualities and wholesomeness to any of the expensive so-called health foods, at just about one half the cost of those whose highest cost is often the package? Would then your customers not appreciate having their attention drawn to

### MOLINA Rolled Wheat?

It makes money for your customers and friends, too, and the grocer is not forgotten either. Sold in Barrels of 100 lbs.; Half Barrels of 50 lbs.

THE TILLSON CO., Limited,  
Tilsonburg, Ont.



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

## All Bacon and Hams

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

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

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

**Farmers' Co-operative Packing Co.**

C. F. HODGES, General Manager.

OF BRANTFORD, LIMITED.

A popular name— **“ROBERTS”**

especially when connected with

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

**CANADIAN BUTTER NUTS** are made specially for the Canadian market.

Are pure and wholesome. Made from best materials. Attractive package.

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

**EBENEZER ROBERTS, LIMITED, LONDON, ENG.**

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

# True Merit Counts

That's the very reason why **JAPAN TEA** has stimulated such a good demand for itself. If you are not getting your full share of tea business it is because you're not handling the right tea. People know what kind of tea they want—it's to your advantage to see that they get it. One thing certain, they don't want unclean, mixed, adulterated teas. In selling them **JAPAN TEA** they get the very purest, cleanest, most invigorating teas grown. **TRUE MERIT COUNTS**—that's why **JAPAN TEA** is so popular.

**ROYAL  
YEAST  
CAKES**

MOST PERFECT MADE.

AWARDED  
HIGHEST HONORS  
WORLD'S COLUMBIAN EXPOSITION

CHICAGO-ILL.  
1893

IVORY  
GLOSS  
STARCH

IVORY  
GLOSS  
STARCH

**Clever  
Housekeepers**

LIKE USING

**Ivory Gloss Starch**

because it saves their time, labor, is economical, and results are always pleasing. If you want to bring more trade to your store you should never be without it. **IVORY GLOSS** delights the users so much that they recommend it to their friends.

MANUFACTURED BY  
**ST. LAWRENCE STARCH CO.**  
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IVORY  
GLOSS  
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IVORY  
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**IMPERIAL BRAND**  
MAPLE SYRUP



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

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

ROSE & LAFLAMME, Selling Agents, MONTREAL.

*Symington's*

**"Edinburgh"  
Coffee  
Essence**

Is the Purest and therefore Best and Cheapest!

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

ANYONE CAN DRINK IT.

**THOS. SYMINGTON & CO.,**  
EDINBURGH and LONDON.

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

# High-Grade Ceylons

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

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

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



## Rowat's Pickles, and Rowat's Worcester Sauce

The most popular in Canada.

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



THERE MAY BE OTHERS

But for quality, there is none so good as

## PATERSON'S CAMP COFFEE ESSENCE



**Rose & Laflamme**

Agents MONTREAL.



## Batty & Co.

ESTABLISHED 1894

LONDON.



OLIVES  
AND  
PURE  
OLIVE  
OILS.



INDIAN  
CURRIES  
AND  
CHUTNIES.

Makers of High-class

PICKLES  
OF  
ALL KINDS.



SAUCES  
OF  
ALL KINDS.

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

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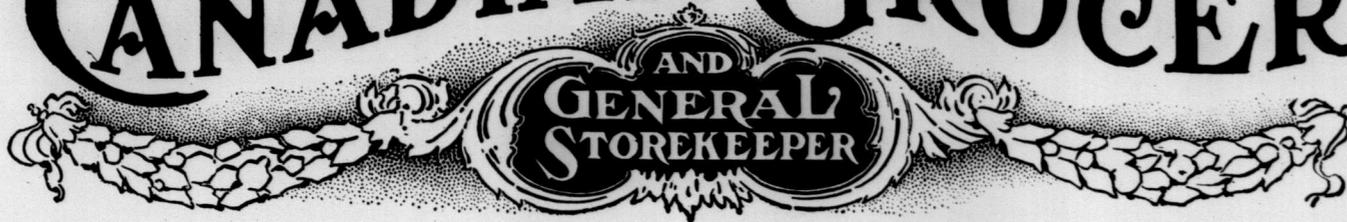


THE



CIRCULATES IN  
EVERY PROVINCE

# CANADIAN GROCER



VOL. XV.

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NO. 24

## JAM, MARMALADE AND GLUCOSE.

### JAM.

JAM is usually described as a conserve of fruit boiled down with sugar, sugar being defined as a sweet substance obtained chiefly from a species of cane. This is a dictionary definition on which too much reliance cannot be placed. The popular idea of sugar was originally cane sugar, but after a time beet and other sugars were recognized, and for some years past glucose has been used. It is clear that with the progress of science and the introduction of new products and new methods of manufacture, a more liberal interpretation of the composition of jam must be admitted. There is no known standard of jam, and every maker uses his own judgment as to the manner in which he blends his ingredients. The only test is palatability to the purchaser, provided that the materials are wholesome.

### MARMALADE.

Marmalade is a jam, and no definition of it can be framed which would differentiate it from that class of substances. It is an orange jam, and the same substance is sold indifferently under the names of marmalade and orange jam. The name marmalade is derived from the Portuguese word "marmelo," a quince. Marmalade was originally made from quinces, or from a sweet apple grafted on a quince. It is now rarely made from quinces, but is a conserve or preserve prepared from oranges, apples, and other fruits. Lemon peel is often added in order to assist in the conversion of the cane sugar into invert sugar. It is probable that marmalade was originally prepared with honey, which contains 78 per cent. of invert sugar, and only 3 per cent. of cane sugar. At a later period the fruit was preserved with cane sugar, for it was not only the cheapest, but practically the only sugar commercially available. The next step was the introduction of beet sugar, which is closely allied to cane sugar. Now that glucose can be economically prepared from starch, it is not surprising that advantage is taken of its many good qualities for

the preparation of marmalade and other jams. When glucose was first employed for this purpose is not known, but it has undoubtedly been in common use for the last sixteen years, and there is documentary evidence to show that some jam manufacturers utilized it as far back as 1861.

There is nothing to show that cane sugar alone is to be used as a preservative, and to impart the requisite sweetness to jam, or that beet sugar or glucose may not be employed for this purpose, either alone or in part. One of the cheapest marmalades is made with oranges and cane or beet sugar and water. It is in reality an orange jelly, and as it contains over 50 per cent. of water, it cannot be said that it is by any means economical to the purchaser. By the addition of glucose, marmalade can be made with less water, it is more viscid and more palatable, and does not become hard. From 10 to 20 per cent. of glucose is the right proportion, and this quantity effectually prevents candying. Glucose is clearly a more nutritious article than water. When marmalade is prepared with cane sugar only it is stiff in consistence, and after being kept for a time undergoes crystallization, forming hard, indigestible masses, to which the consumer naturally objects. To remedy this defect some manufacturers add apple and other fruit jellies to render it less consistent and gritty, and to give it the requisite softness. The same object is obtained by the addition of small quantities of tartaric or phosphoric acid before boiling down, so as to convert the cane sugar first into invert sugar, that is, into dextrose and levulose, and subsequently into glucose. Another method is to subject the orange pulp to prolonged boiling in order that the natural acid of the orange may make the necessary conversion. Prolonged boiling impairs the flavor of the product, and there are obvious objections to the use of acids. It is better to obtain the requisite viscosity by the adoption of a suitable percentage of glucose, to which it is difficult to see that any objection can be raised. It will be remembered that glucose or grape sugar is the natural sugar of fruits which do not, as a rule, contain cane sugar.

### GLUCOSE.

It is unfortunate that the term "glucose" is employed in a dual sense. It is used by physiologists as a synonym for dextrose or grape sugar, and by chemists and manufacturers to designate what, for the sake of convenience, may be called "commercial glucose." To add to the confusion, some writers on chemistry apply the word dextrose to the commercial article. It need hardly be pointed out to what complications and misunderstandings this may give rise to in courts of law, when witnesses are cross-examined on isolated sentences, taken from papers or books with the context of which they may not be acquainted. The words glucose, grape sugar, starch sugar, dextrose, and dextro-glucose, are used by chemists for the same product. Commercially the term grape sugar is applied to the solid and glucose to the liquid article.

Glucose is one of the sweet principles of fruits, and is the chief constituent of honey. It is prepared on a large scale by the action of an acid on starch, but the acid is subsequently removed by the addition of an alkaline base, and none remains in the finished product. Much of our glucose is of American origin, the raw material employed being corn-flour, a substance of every-day use as a food. Only a very dilute acid is employed, and the conversion is completed by the action of steam under pressure.

Commercial glucose is not a simple substance, but consists of: Dextrin, 25 per cent.; maltose, 20 per cent.; dextrose, 40 per cent.; water, 15 per cent. These figures are approximate only, and there might be slight differences in percentage composition in different specimens, but the statement is practically correct. The Chancellor of the Exchequer, in his Budget speech, pointed out that glucose contained 45 per cent. of pure sugar, which is a low estimate. It is worth noting that whilst he imposes a duty of 1s. 2d. a cwt. on refined sugar, the duty on glucose is only 1s. 8d. a cwt., a 40 per cent. basis. Glucose is largely employed, not only in the manufacture of jam, but in making confectionery, sweets, beer, aerated waters, and numerous other articles of every-day consumption.

It is sometimes said that cane sugar is a natural product, while glucose is artificial.

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.

The answer to this is that corn-flour is just as much a natural product as is the sugar cane. Moreover, cane sugar, as we know it in everyday life, has been submitted to a number of complicated and mechanical processes, and this is equally true whether it is obtained from the sugar cane, from beet, or from sorghum. The juice both of the cane and of the sugar beet is not a simple substance, but contains various nitrogenous organic substances and acids, together with salts and coloring matters. The crude juice is boiled with lime to get rid of the acids, and other chemicals are employed, their selection varying with the different processes. The sugar is finally obtained in a commercially pure condition by evaporating the clarified solution and allowing it to crystallize. The mother liquors from the various crystallizations are sold as treacle or molasses, and contain the sugars which do not crystallize, together with the saccharine constituents of the juice. Grape sugar is often tinted with ultramarine to neutralize the yellow of the imperfectly-purified article, so that cane sugar is just as much a manufactured article as is glucose.

Commercial glucose contains nothing injurious. I have searched through most of the works on toxicology, and can find no case of poisoning by glucose. I do not believe that such cases exist. An expert witness recently stated that he could not take even the smallest particle of glucose without suffering from headache. Glucose enters so largely into the composition of so many articles of food, that his dietary must have been unpleasantly curtailed. But accepting his statement as being literally correct, it is obviously an example of idiosyncrasy. Such cases in various forms are by no means uncommon, and we all know that there are people who are seriously disturbed by taking oysters, mussels, strawberries, and even champagne, although such articles are not usually regarded as being of a toxic nature. Another expert witness affirmed that glucose always made him ill, and that he had been forbidden by his doctors to take it, but it leaked out in cross-examination that he was a diabetic, and that bread, potatoes, and starch in all forms were equally inimical to him.

The statement that glucose in jam is the cause of the prevalence of caries of the teeth in children hardly needs refuting. The fear that sugar in any form may injure the teeth is illusionary, and it is well known that negroes who are fed largely on sugar cane have, as a rule, excellent teeth. A jam made with glucose, being viscid in consistence, is more easily washed away by the saliva, and is less likely to be retained in the interstices of the teeth than a hard crystalline jam made

with cane sugar. But this is really beside the question, for decayed teeth are usually the result of an acid reaction of the secretions of the mouth associated with the presence of micro-organisms.

Commercial glucose is not only a food, but a most excellent food. Two of its constituents, maltose and dextrose, are sugars, and are of the greatest possible value in the animal economy. The third constituent, dextrin, is half-way between starch and sugar, and as soon as it comes in contact with the saliva and the secretions of the pancreas and intestines is converted into sugar. Much has been made of the fact that there are two varieties of dextrin—erythro-dextrin, which gives a red or violet coloration with iodine, and achroo-dextrin, which does not give the reaction. It has been suggested that a small proportion of the dextrin—presumably the achroo-dextrin—is not absorbed, and is consequently of no value as a food, but the experiments on which this statement is made are of little value, seeing that they were the result of observations conducted in glass vessels such as test-tubes. The conditions are not identical with those which prevail in the human body, for it is well-known that the rapidity of the diastatic action is much increased by dialysis, that is, by the removal of the finished products, maltose and dextrose, which takes place normally in the intestines, but for which no provision is made in the laboratory experiments conducted in glass vessels. Even if an infinitesimal portion escaped conversion by the secretions of the mouth and pancreas, it by no means follows that it would not be assimilated and used as food, for physiologists are now agreed that any remnants of dextrin not so acted on are absorbed by the cells which line the intestines, and are by them converted into maltose and dextrose—that is, into active food constituents—before being turned into the blood stream. From this it follows that not only is glucose a good food, but that it is a powerful-nutritious agent comprising all the best qualities of the carbohydrates.

Quite apart from physiological considerations, we have good proof that glucose is a good food. Dextrin is the active ingredient of some of the most popular children's and invalids' foods, which are constantly prescribed in all forms of acute illnesses when other forms of nourishment, with the exception, perhaps, of milk, are contraindicated. Maltose and dextrose are admittedly good foods, and dextrin is the third important ingredient of commercial glucose.

I often prescribe commercial glucose as a food in 2-drachm doses three times a day, and have never known it to disagree with the patient. As jam contains 13 per cent. of glucose, this is equivalent to 6 ounces of

that substance per diem, which is certainly more than the average consumer eats in a day. I have frequently examined the urine of patients taking glucose, and have never found it reduce Fehling's solution, showing that it is entirely absorbed, and is not eliminated with the urine. The best mode of administration is in a cup of black coffee, which patients tell me is not too sweet.

It is difficult to see what objection can be urged against the employment of glucose in the manufacture of jam and marmalade. Glucose is just as nutritious and as easily assimilated as cane sugar. It is every bit as good a food. It is stated that glucose is employed because it is cheaper than cane sugar. This, however, is not the case, for it is practically the same price as cane sugar. Even if it were a little cheaper weight for weight there would be no saving, for it would not make so much jam. An examination of manufacturers' invoices shows that nothing is gained by using. Robert Hutchison, in his "Foods and Diets," says that commercial glucose "is often used to make jam from inferior fruit, or from the remains of fruit, the juice of which has been used to make fruit syrups and jellies." I have inquired into this matter, and am assured that this statement is incorrect; good jam cannot be made out of bad fruit, even by the addition of glucose. The contention that the purchaser is not prejudiced, seeing that he does not get the article which he asks for, or an article of the nature and substance and quality demanded by him, admits of a ready answer, for it is obvious that when a man buys a pot of marmalade he does not concern himself, as long as it is palatable and to his taste, with its mode of production, and he certainly knows nothing of the niceties or comparative values of cane sugar, beet sugar, sorghum, or glucose. He may be ignorant, but he is not prejudiced.

The arguments in favor of the use of glucose in jam are many. It prevents crystallization, mildew, and fermentation, and enables a better whole-fruit jam to be made, and a jam of more fluid consistency. Above all, it is better adapted to the public taste. A good illustration of this is afforded by the fact that one large firm of jam manufacturers, who have used glucose only during the last seven years, state that prior to that time their business had fallen off, but since then it has notably increased. If jams were required for immediate consumption only, the old-fashioned methods would suffice, but now that they are exported to all parts of the world, and often not consumed for three or four years, during which they are subjected to many changes of temperature, the addition of glucose is imperative. There is reason to think that, with one exception, all the large jam manufac-

WHY  
DO  
THEY  
DO  
IT ?

# MOLASSES

buyers have often goods offered to them "just as good" a **BARGAIN** at less price.

Just think for a moment whether that fellow is looking after your interest or his own !

**Lucas, Steele & Bristol, - - Hamilton**

**ALMOST INCREDIBLE**

But an established fact that one packet of

WILSON'S  
**FLY PADS**

has killed

**A Bushel of Flies**

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

**Read This**

Unsolicited Testimonial.

St. Marys Aug. 3rd, 1892.

ARCHDALE WILSON & Co.,  
HAMILTON.

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

Yours truly,

F. G. SANDERSON.

## Prompt Action is Necessary

Interest in the **Duke of York's** coming is increasing and he will soon be the talk of everybody in the country.

We have two very interesting lines coming shortly which will be the talk of every Grocer.

**Vostizza Currants, in Cases, Large, Bold, Blue Fruit.**

**Trinidad Raw Sugar, in Sacks, Nice, Bright and Dry**

Both Beautiful Goods.

(not Crystals).

**Important**

WRITE FOR SAMPLES.  
SMALL LINES. LOW PRICES.

**Don't Delay**

**James Turner & Co., Wholesale Grocers, Hamilton**

For  
Fall  
Import

Place your order now for

# Goat Brand Japan Tea

Quality Guaranteed.

Style and Flavor Unsurpassed.

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

## Thos. Kinneear & Co.,

Wholesale Grocers,  
49 Front St. E., TORONTO.

urers now employ glucose in addition to cane or beet sugar. It is said to be impossible to make whole-fruit jam without glucose.

To sum up, it may be safely affirmed that there is no valid objection to the use of glucose as a substitute for cane sugar or beet sugar in jams or marmalade, and that prosecutions for employing it for this purpose are vexatious, and serve no useful purpose, but on the contrary, are prejudicial, both to the consumer and to the maker, inasmuch as they tend to restrict the production of the best and most palatable form of an article of everyday consumption.—W. Murrell, M.D., F.R.C.P. in The Medical Press and Circular.

### BLOOD ORANGES IN GERMANY.

United States Consul Hughes reports from Coburg, April 26, 1901, as follows: "There is a great demand in Germany for the so-called 'Italian blood orange.' The popular idea here is that this fruit is colored, not by nature, but by injections of some artificial vegetable dye. To discover the truth or fallacy of this belief, several well-known German chemists have been experimenting first, to find out from the blood orange itself if its color is due to artificial means, and, secondly, to change the common Italian orange into a blood orange by injections of different kinds of coloring matter. The experiments, however, have not been attended with success. It was found that no single injection of any solution would color more than one part of the orange, and that if several injections were made, the fruit was likely to decompose very quickly. The theory was then

advanced that the coloring was produced by watering the roots of the trees with a blood-red vegetable solution. It is needless to say this experiment was as barren of results as the first."

### ENGLISH COOPERATIVE STORES.

THE great co-operative stores of England report in the aggregate sales last year, amounting to £6,968,921, a substantial increase over the sales of any previous year as far back as 1891. The gross profit, says The New York Journal of Commerce, is not only larger in amount than in any previous year, but its percentage upon the sales is larger than in any previous year. The increase over last year is extremely small, but there has been a pretty steady increase in the ratio of gross profit to sales from 11.42 in 1891 to 13.76 in 1900. The salaries and wages have increased a little both absolutely and in their ratio to sales. The percentage of the directors' remuneration remains unchanged. Rent, gas, taxes and insurance have been increasing pretty steadily from .76 per cent. in 1891 to 1 per cent. in 1900. The total expenses have also increased pretty constantly from 8.5 per cent. in 1891 to 9.5 per cent. in 1900.

The net revenue last year was not quite so large as the year before, but with very slight movements in the opposite direction the net revenue has increased from £210,646, or 3.21 per cent. of sales in 1891, to £319,559, or 4.59 per cent. of sales in 1900. Not only does this gross and net profit show a gain during these nine years, but the stock on hand at the close of the year shows a

gradual increase, amounting to about £200,000 during the nine years.

Eighteen years ago the gross profit was less than 10 per cent. Viewed from the customer's standpoint, prices are now loaded with a charge of nearly 14 per cent. for costs of management, taxes and interest on capital, as against less than 10 per cent. eighteen years ago. But as the sales have been increasing it is quite evident that the stores have not been driving their customers away by their charges. There has been some increase in the expense of doing the business, but the growing margin between receipts and disbursements is filled to the extent of less than one-half by larger amount of salaries, taxes, etc. The total expense account increased £101,000 in the nine years, and the net revenue increased £115,000.

It is said that the co-operative feature of the business is not the leading one now; originally they sold at cost and expenses; now they are trying to get as good a return as possible on the capital invested. One of the odd features of the statement is that the larger sales of the Army and Navy stores in 1899 than in 1900 is due to the fact that it had on hand a large quantity of diamonds, which it was enabled to sell at high prices on account of the South-African War.

The sales in the last year of these concerns were as follows:

Army and Navy Co-operative Society.....	£3,313,995
Civil Service Supply Association.....	1,769,656
Army and Navy Auxiliary C. S.....	608,009
Junior Army and Navy Stores.....	684,712
Civil Service Co-operative Society.....	423,610
New Civil Service Co-operation.....	109,297



## IMITATORS

cannot produce anything to resemble

### MacLAREN'S IMPERIAL or MacLAREN'S ROQUEFORT CHEESE

which represent the highest attainment of dairy art.



# THE DAVIDSON & HAY, LIMITED

## WHOLESALE GROCERS

### 36 Yonge St., TORONTO

#### TRAVELLERS' HOLIDAYS.

**A**N agreement has been reached among the wholesale grocers, spice manufacturers, woodenware dealers and two vinegar manufacturers whereby all the travellers employed by the parties thereto will be withdrawn from the road from August 5 to 17, inclusive. This is the third year such an agreement has been arrived at. The memorandum of agreement reads:

We, the undersigned wholesale grocers and manufacturers of Western Ontario, appreciating the arduous work done by our travellers and salesmen throughout the year and being desirous of making the summer vacation a uniformly pleasant one, hereby agree with each other as follows:

That we will withdraw all travellers from the road from Monday, August 5, until Saturday, August 17, 1901, both days inclusive, a period of two weeks, and also agree with each other that we will not during that time send out substitutes to take the place of the travellers withdrawn.

That in the event of any travellers not wishing to take holidays during the above-mentioned period, we agree to withdraw them from the territory included in the agreement for the period mentioned.

This arrangement is made to enable wholesalers and manufacturers so signing to give their travellers summer holidays simultaneously and to avoid the necessity of sending out relieving men to keep the ground covered.

This agreement to cover all the towns and cities

in the territory in Western Ontario, west and north of Toronto on the Northern Division of the Grand Trunk Railway, up to North Bay, but does not include the North Shore Georgian Bay Territory, the Soo Territory or points on the C.P.R., west of North Bay.

#### The signers of the agreement are:

Toronto.—The Davidson & Hay, Limited; The Eby, Blain Co., Limited; Perkins, Ince & Co.; John Sloan & Co.; F. W. Humphrey; Thos. Kinnear & Co.; H. P. Eckardt & Co.; Warren Bros. & Co.; James Lumbers, wholesale grocers. Pure Gold Manufacturing Co., Limited; Todhunter, Mitchell & Co.; Toronto Coffee & Spice Co., Limited; Dalton Bros., spice manufacturers. Taylor, Scott & Co.; Boeckh Brothers & Co., wholesale woodenware.

Windsor.—J. F. Smyth & Co., wholesale grocers.

Sarnia.—T. Kenny & Co., wholesale grocers.

Collingwood.—The T. Long & Bros. Co., Limited, wholesale grocers.

Hamilton.—James Turner & Co.; Lucas, Steele & Bristol; Balfour & Co.; W. H. Gillard & Co.; Lumsden Bros.; Macpherson, Glasco & Co.; John Stuart & Co., wholesale grocers. Duncan Bros.; T. B. Greening & Co., wholesale teas. Walter Woods & Co., wholesale woodenware. Hamilton Coffee and Spice Co., Limited; W. G. Dunn & Co.; The F. F. Dailey Co., Limited; Harvey, Norman & Co., spice manufacturers. The Imperial Vinegar Co., Limited; Lumsden & Main, vinegar manufacturers.

London.—A. M. Smith & Co.; T. B. Escott & Co.; John Garvey; M. Masuret & Co.; Elliott,

Marr & Co.; Edward Adams & Co., wholesale grocers. Gorman, Eckert & Co.; London Coffee and Spice Co., spice manufacturers.

Brantford.—George Watt & Sons; George Foster & Sons, wholesale grocers. Snowdrift Baking Powder Co., spice manufacturers.

#### IT WAS NOT GROCER SYKES.

"What's in a name?" There is a good deal in it sometimes, particularly when there are two men with surnames and initials alike, and "the other fellow" gets into difficulty—financial or otherwise. This, Mr. W. J. Sykes, the well-known retail grocer, 346 College street, Toronto, discovered on Saturday last, when the commercial agency reports announced that a writ had been issued against "W. J. Sykes et al" for \$709.

Every grocer in Toronto knows that Mr. W. J. Sykes, the grocer, has the highest grade of rating in the commercial community; but that only served to increase surprise and interest in the item.

Naturally, the commercial agencies found if necessary to publish an explanatory note in a later issue to the effect that it was not against W. J. Sykes, the grocer, that the writ was issued.



## Do Not Compare Upton's Marmalade

with other Brands which  
sell at the same price, for it's not in the same class.

But compare it with imported goods at a much higher price, and you will understand why **UPTON'S MARMALADE** has such an enormous sale.

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

# These are the Brands

that will pay you to handle.

If there is nothing in a name there is a great deal in the quality. A



1-LB. TINS AT 31c. PER LB.  
2-LB. TINS AT 30c. "

trial order will convince you of the fact that for pure, delicious Coffee, and fragrant, rich Black Tea, Madam Huot's Coffee and "Nectar" Blend of Teas are right at the head of the procession.



## NECTAR TEA

THE DRINK OF THE GODS

AT 20, 26, 38 AND 45c.

### Coffee List.

	Cents
Pure Ceylon .....	15
No. 1 Santos .....	16½
Choice Santos .....	18½
No. 1 Maracaibo .....	16½
Choice Maracaibo .....	18½
Special Blend .....	20
XXXX Blend .....	27½
Private Plantation .....	25
Maleberry Java .....	25
"Old Crow" Java .....	25
Finest Java .....	27½
Selected Java .....	29
"Condor" Java .....	30
Old Gov. Java .....	31
Extra Java .....	32½
Old Gov. Java and Mocha .....	30
"Old Crow" Mocha .....	25
Arabian Mocha .....	27½
"Condor" Mocha .....	30
Selected Mocha .....	31
Mandheling Java and hand-picked Mocha .....	50
1-lb. fancy tins, Blend of pure Coffee .....	20c. per lb.
Madam Huot's Coffee, 1-lb. tins .....	31c. per lb.
Madam Huot's Coffee, 2 lb. tins .....	30c. per lb.

Conditions—CASH less 3 per cent. 30 days.

*New Japan Teas* in stock, the finest and best at from 32½ to 40c.

New season beautiful *Ceylon Orange Pekoe Black Teas*, in 50-lb. half-chests, at 25, 32½ and 40c.

For good, pure, strong *Mustard*, give the "*Condor*" a trial. If you have any doubts as to its merits, taste it and apply it on yourself in the shape of a plaster and see—*and feel*. 12 lb. boxes—¼-lb. tins at 35c.; ½-lb. tins at 33c.; 1-lb. tins at 32½c.

"*Condor*" *Vinegar*, 100 grains, pure distilled, bright as crystal, at 30c.

"*Old Crow*" *Vinegar*, 75 grains, pure distilled, clear as water from a spring, at 22½c.

"*Old Crow*" *Blend of Black Teas*, in useful bronzed tins, 10-lbs., 25-lbs., 50 lbs. and 80 lbs., at 17½, 20, 25, 30 and 35c. per lb.

**Conditions—3 per cent. 30 days. Ask for samples. It pays.**

**A LARGE AND WELL-SELECTED STOCK OF HIGH-GRADE TEAS, COFFEES AND SPICES.**

**E. D. MARCEAU,** 281 to 285 St. Paul Street **Montreal**

**"ANCHOR" THE FLAKIEST, RICHEST PACKED.**  
**FRASER RIVER SOCKEYE.**

**QUALITY, GUARANTEED EQUAL TO ANY ON THE MARKET.**

— SPECIAL QUOTATIONS FOR PRESENT OR FUTURE DELIVERY —

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

**CANADIAN FLOUR IN TRINIDAD.**

Mr. E. Tripp, Canadian commercial agent for Trinidad and Tobago, reporting to the Department of Trade and Commerce, under date of May 17, states that the imports of Canadian flour into Trinidad up to March 31 this year have been 2,295 barrels, against 625 barrels last year. He attributes this to a genuine demand for Canadian flour which has lately sprung up. This is mainly for the qualities known as superfine and extra, which, in the proportion of three to two respectively, constitute the bulk of the trade here. There is not the same extensive demand for the very fine grades of bakers' flour.

Exports of sugar, cacao and cocoanuts from Trinidad to Canada have also shown satisfactory growth.

**A DISCOUNT FOR CASH.**

The Dawson Commission Co., Limited, Toronto, have sent out the following notice to their customers:

"We find money is more servicable to us than accounts on our books, so we have concluded to allow a discount of two per cent. on all purchases paid for at time of purchase and one per cent. off all accounts

paid in full Monday after purchase, but no discounts will be allowed when balances are left—whether balances are old or new. Cheques, drafts, remittances must be payable at par in order to get benefit of discounts. Parties desiring to open accounts must arrange with the management. The above terms will be strictly adhered to."

**A FRUIT COMBINE PROPOSED.**

Maclaren, Cameron & Co., bankers, Montreal, are promoting a company to be known as the Imperial Fruit Co., and to have a capital of \$50,000. It is proposed to handle orders for imported fruits, and possibly to handle exports as well. It is claimed that a big saving can be effected by combining to import direct instead of through New York.

**PERSONAL MENTION.**

Mr. Robert Greig, Toronto, leaves on Monday en route for the Coast, in the interests of the different firms he represents.

Mr. A. M. Warren, the cashier of The "Salada" Tea Company, has just returned from a visit to the Pittsburg and Buffalo branches of that company. He reports the "Salada" business to be in the most prosperous state in those places.

**A FOUR-DAY ATLANTIC SERVICE.**

The first steps for the inauguration of a fast steamship service between Sydney, C.B., and Southampton, Eng., have been taken. H. M. Whitney, of Boston, who is so largely interested in Sydney, has given the contract for three very fast steamships, which will be put on the service as soon as ready. The vessels are intended to make the passage from Southampton to Sydney in four days, and it is claimed that by the new service it will be possible to land passengers in Chicago in the same time as it now takes to get to New York. It is also the intention of the capitalists who are interested with Mr. Whitney to establish an extensive steel shipbuilding plant at Sydney.

The early closing by-law in Roseland, B. C., has been amended to make it effective.

A. G. Clough, formerly of Ayer's Flat, Sherbrooke, Que., has opened a wholesale grocery store in Sherbrooke, Que.

A company is being organized at Nanaimo, B.C., to fish halibut in Queen Charlotte Island waters to supply the eastern trade.

Douglas Stewart, Inspector of Penitentiaries, is advertising for tenders before Monday next for supplies for the various penitentiaries of the Dominion. Among the supplies required are flour, groceries, and coal oil.

The Best is the Cheapest in the End. Buy

**LEA & PERRINS'**  
**"SAUCE"**

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

MONTREAL, QUE.

On and after this date the business hitherto carried on by the Windsor Salt Co., will be continued by THE CANADIAN SALT CO., Limited, who will manufacture the same brands, and maintain the high standard which has established such an excellent reputation for WINDSOR SALT.

Please address all correspondence to

**The Canadian Salt Co., Limited**

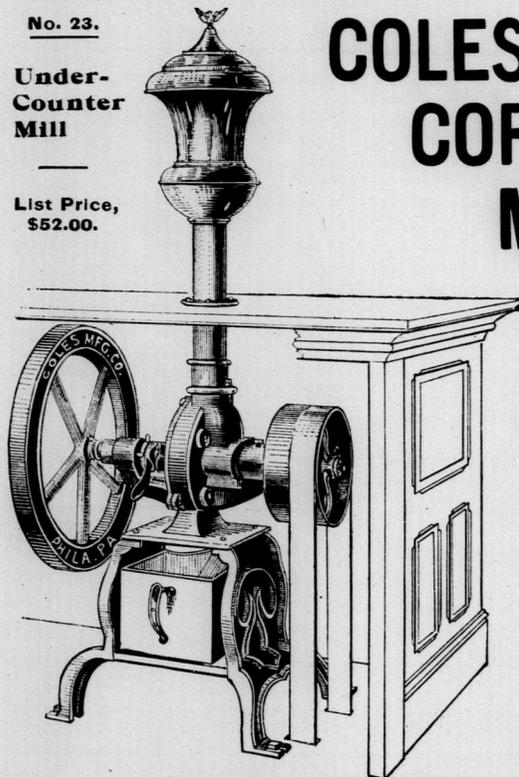
Windsor, Ont., 1st June, 1901.

**ERNEST G. HENDERSON,**  
MANAGER.

No. 23.

Under-  
Counter  
Mill

List Price,  
\$52.00.



## COLES COFFEE MILLS

None better for  
Granulating or  
Pulverizing.

Our mills will  
Pulverize with-  
out heating Coffee.

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

A GREAT  
LABOR-SAVER.

Our Grinders  
wear longest.

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

**COLES MANUFACTURING CO., PHILADELPHIA,**  
PENN'A.

Purity  
Freedom from Acid  
Flavor  
Strength  
Brightness  
Freedom from Sediment

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

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

**TORONTO**



President,  
JOHN BAYNE MacLEAN,  
Montreal.

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Limited.

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

WHY NOT, INDEED?

THE American Grocer asks: "Why should we persist in saying 'English' when we speak of American speech?" That is so, although we would prefer it being called "United States" speech, as far as its use in the neighboring Republic is concerned, because Canada is a part of the North American continent, and rather the larger half of it, and in this movement for speech reform we want to take a place.

When referring to the predominating speech in this country, why should we persist in saying "English," when we speak of Canadian speech? Then, there is the Commonwealth of Australia. The people of that country should certainly fall into line. Ceylon, too, cannot afford to ignore the movement. Nor can the islands of the sea.

Of course, this movement is not to be confined to the language that is spoken in the United Kingdom. Whatever the native tongue of a man may be he must not call

it by its original name; it must be "United States," "Canadian," "Australian," according to the country in which he happens to be residing.

The politicians in Canada to whom the French language is unsavory have in this movement a panacea for all their woes, for the people in the Province of Quebec who speak the language of France (we must not say French language) will certainly not object to calling it "Canadian."

And then why stop at languages? Why not apply the principle to—well, architecture? When we put up a building in what has heretofore been called the Gothic, Roman, and so forth style, why should we persist in calling it by such names? Let us call it Canadian. And every other nation can do so after its kind. Of course, pillars will have to fall into line with buildings. Why should we persist in saying "Corinthian," "Ionic," and "Doric," when they are made in this country? Let us call them Canadian. The United States can call them "United States."

Antiquated people will probably object. But let them. Forward movements have always met with opposition. Educationalists may also object. But let them. They do not know everything. We are a self-contained people. And so are our cousins to the south.

SUMMER TEMPERATURE OF ST. JOHN.

Arrangements have been made by the tourist association of St. John, N.B., for publishing in one of the New York papers daily reading of the temperature in the former city.

The summer temperature in St. John is delightful, as those who have been fortunate enough to visit there well remember. The ocean breezes always keep the temperature down to a comfortable point, no matter how people may be sweltering elsewhere.

The business men of St. John should lend all the aid they can in disseminating information to the outside world regarding the temperature of their pretty city.

AMERICAN-GROWN TEAS.

When Robert Mitchell Floyd was in Montreal a few weeks ago, he promised to send one of his Canadian friends samples of tea grown in South Carolina. These came

to hand this week and they have rather surprised the trade, who did not believe our continent capable of producing such a fine article. The liquor they draw is good, but their appearance is decidedly against their ready sale and folks say that, on account of this defect, they will never take a prominent place in the tea market. At present they are treated as curiosities. There were two samples, one of green and one of black.

LARD FIRM AT HIGH FIGURES.

THE lard market retains all its firmness of the past six months. The statistics for June 1, showing the amount of lard held at the world's ports lead one to have every confidence in the high values now maintaining. On the whole, they show an increase during the month of May from 150,107 tierces to 166,827 tierces. This is an increase of only 16,720 tierces, very small for this time of the year, and, on the whole, very insignificant.

The most startling feature of the statistical situation, one that emphasizes the existing stringency, is the fact that Chicago stocks decreased from 32,214 to 25,388 tierces. At this season of the year, and particularly when stocks are so light, they should, in the ordinary course of events, increase.

In Canada, too, the scarcity of lard continues, and dealers cannot get big supplies. In consequence of the high prices the trade has been turning to cheaper substitutes, and good compound lards have been sold in large quantities.

This extra demand has led to higher prices on cotton seed oil and oleostearine, two main ingredients of compound lard. During the last two weeks cotton seed oil has advanced 3 to 4c. per gal., and manufacturers are buying at top figures, showing every confidence in the market.

In anticipation of further advances the Canadian trade is buying compound lard and such products as Cottolene in large quantities, carlots being shipped to several points this week.

It is said that Chicago dealers expect lard to reach 8c. before the market has attained its topmost limit. It now ranges about 7.45c.

## INDUSTRIAL DEVELOPMENT, AND NOT THE CENSUS, THE TEST OF CANADA'S GROWTH.

If we are to judge by the hints we receive through the Ottawa correspondents of the daily papers, quite a little concern is developing in official circles in regard to the recently-taken census: The figures are apparently not totalling up as well as expected. We are all sorry for this, for we have all been pluming ourselves upon the sure and certain hope of a large increase in the population of the country. And now that we have been weighed by the census we are beginning to fear that we have been overestimating ourselves, although the official figures have yet to be issued. The figures of 1891 were a bitter disappointment. It is only to be hoped that those of 1901 will be a little more to the liking of our palate.

But, after all, are we not disposed to lay too much stress on the importance of population as a factor of national greatness? We believe we are. In saying this we are by no means blind to the need of population in this country. The greater the number of people we have in Canada the greater will be the consumptive demand of the home market.

If size of population was the most important factor China would be in the lead and we should all be trying to emulate her. But Canada has no desire to emulate her, for in every phase of national activity this country far transcends the Celestial Empire with its 400,000,000 people. At any rate, we, as Canadians, are so persuaded in our own minds.

It is evident, therefore, that there are things that should concern us more than population. One of these is the character of the people in whose hands the weal or woe of the country rests. Another is the development of our natural resources. It is our purpose here to deal only with the latter phase of our national development.

In the development of her natural resources, in the expansion of her industrial life, Canada has made strides during the past decade which far exceed the anticipations current at the beginning of that period.

Ten years ago there were the disappointments of the census to displease us, and the high rate of the McKinley tariff to worry us. Pessimism so abounded that a great many people seemed to be almost afraid to take a peep into the future. The McKinley tariff was aimed against the agricultural industry of this country. But, instead of crippling it, as nearly everybody feared, it seemed to put new life and energy into it. At anyrate it is no more the agricultural industry of 10 years ago than is the average stalwart Canadian youth of 20 the child of 10 years ago.

The exports of agricultural products, the produce of our own fields, were over 100 per cent. larger in 1900 than in 1891, when the previous census was taken, the figures being \$27,516,609 and \$13,666,858 respectively. And it must be remembered that during that period our exports of agricultural products to the United States declined from \$7,291,246 in 1891 to \$2,041,110 in 1900, but in the meantime our sales to Great Britain have swelled from \$5,254,028 to \$21,674,965. The following table shows the course of trade in the chief items of export from 1891 to 1900:

	CHIEF AGRICULTURAL PRODUCTS EXPORTED.	
	1891.	1900.
Fruits .....	\$1,567,137	\$3,305,662
Barley .....	2,929,873	1,010,425
Oats .....	129,917	2,143,179
Peas .....	2,032,601	2,145,471
Wheat .....	1,583,084	11,995,488
Flour .....	1,388,578	2,791,885
Oatmeal .....	45,195	474,991
Hay .....	559,489	1,414,109

The exports of all kinds of grain last year aggregated 30,055,000 bushels, against 10,760,018 in 1891. The decline in the exports of barley is, of course, due to the McKinley tariff, but even in this grain our export trade is again expanding, for, whereas in 1899 the quantity shipped was only 238,948 bushels, last year it was 2,156,282 bushels. When the McKinley tariff went into operation our exports of barley were nearly 10,000,000 bushels.

Turning to animals and their produce, we find that here again is a more than doubling up, for in 1891 our exports under that classification were \$25,967,741, while

last year they were \$56,148,807, largely due to our increased trade with Great Britain, although even with the United States we did a little more in 1900 than 10 years before.

### CHIEF EXPORTS OF ANIMALS AND THEIR PRODUCE

	1891		1900.	
		\$		\$
Horses .....	1,417,244	\$1,166,981	9,080,776	\$1,166,981
Horned cattle .....	8,772,499	9,080,776	1,894,012	1,894,012
Sheep .....	1,146,465	1,806,966	1,406,339	1,406,339
Furs .....	1,429,229	5,122,156	19,856,324	19,856,324
Hides and skins .....	508,925	1,457,902	12,758,025	12,758,025
Butter .....	602,175	223,424	418,119	418,119
Cheese .....	9,508,800			
Eggs .....	1,160,359			
Bacon and hams .....	628,469			
Beef and mutton .....	40,044			
Wool .....	245,503			

The increase in the exports of bacon and hams is one of the most remarkable in the trade experience of the country. It is the reward of strict attention to quality, and conveys a lesson which, in these degenerate days, when price and not quality is so great a factor, business men cannot afford to ignore. That the trade in horned cattle has increased at all is rather remarkable, when one considers the high tariff that obtains in the United States and the disabilities under which it labors in Great Britain.

A feature of the cheese industry worthy of note is the fact that the percentage of increase in the number of factories in Canada and the increase in the export trade from 1891 to 1900 was almost the same, it being 110 in the one and 111 in the other.

Our exports of forest products have not shown the same extraordinary expansion as those appertaining to the farm, yet, last year they were, with one exception, the largest on record. The largest on record was in 1897, when \$31,258,729 worth was shipped. Last year the figures were \$29,663,668; but even that is an increase of over 22 per cent. in the 10 year period.

In all the experience of this country during the past ten years, nothing has probably been more striking or attracted more world-wide attention than the development of our mining industry. The Yukon and the Kootenay gold fields have both come into prominence during that period. Our production of gold last year was about

\$28,000,000, whereas ten years ago it was less than \$1,000,000. Next to gold, in order of importance, comes coal, and its output last year was valued at \$12,668,475, whereas in 1891 it was but \$7,000,000. Of lead we only produced 88,665 tons, valued at \$3,857 in 1891, but last year the quantity was over 63,000,000 tons and the value \$2,700,521. The quantity of nickle produced in Canada last year was the largest on record, being 7,080,227 lb. valued at \$3,327,707, against 4,626,627 lb. valued at \$2,775,976 in 1891. Copper production increased from 8,928,921 lb. valued at \$1,149,598 in 1891 to 18,910,820 lb. valued at \$3,063,119 in 1900.

The total value of the minerals produced in Canada last year was \$63,775,090, an increase of 236 per cent. in 10 years. And the exports were a reflex of the production, for they grew from \$5,784,143 in 1891 to \$24,580,266 in 1900, an increase of about 380 per cent.

Among our natural industries, that of fishing occupies an important position. And, although one does not look for a large expansion in this particular industry, it requires no stretch of the imagination to say that the conditions are, on the whole, more satisfactory than they were 10 years ago. We have not yet the figures for 1900, but those of 1899 show the value of the catch in that year to have been \$21,891,706, an increase of nearly \$3,000,000 compared with that of 10 years ago. The capital invested in the industry increased by a similar approximate amount, the sums being \$7,376,186 and \$10,149,840 respectively.

In spite of the fact that our shipments of fish to the United States do not grow, and that what was once the Spanish West Indies are not as accessible since falling into the hands of the United States, it is gratifying to note that our export trade last year was the most valuable on record, being \$11,169,083, compared with \$9,715,401 ten years ago.

Until the census is completed figures cannot be adduced in regard to the manufacturing industry of this country, but everyone who is at all of an observing mind cannot fail to have noticed the development there has been in this particular during the past decade.

The manufacture of iron and steel ten years ago was in a languid condition, and a good many people who were solicitous for its welfare began to question whether it ever would amount to much. To day everything is changed. We have at Sydney iron and steel works which, in extent and possibilities, were not dreamed of ten years ago. At Sault Ste. Marie we have nickel-steel works in course of construction, which promise to equal anything on this continent. Then there are the iron and steel works in Hamilton, the blast furnace at Midland and another at Deseronto, none of which were even in contemplation when the last census was taken.

Wood pulp making is another industry which has jumped into prominence during the last decade. In different parts of Ontario, Quebec, and the Maritime Provinces pulp mills of enormous size have been constructed within the last few years. With her enormous supplies of spruce and her wealth of water power, Canada's possibilities in the manufacturing of pulp are almost unlimited.

Still another staple industry which has made much headway since 1891 is that of cotton making. Within the last two or three years some of the larger mills have doubled their capacity and otherwise improved their facilities.

With an increase in the manufacturing capacity of this country we naturally look for an increase in the export trade of manufactured products. And we look not in vain, for, from 1891 to 1900, the increase was 126 per cent., the figures for the two years being \$6,296,249 and \$14,224,287 respectively. Some of the principal articles of export during the two years in question were :

	1891.	1900.
Agricultural implements.....	\$252,620	\$1,692,155
Cottons.....	159,954	414,259
Iron and steel of various kinds	257,471	1,425,163
Leather.....	950,456	1,871,630
Liquors.....	62,021	406,156
Musical instruments.....	401,553	507,983
Household furniture.....	138,705	380,029
Wood pulp.....	280,619	1,816,016

Now, as to the transportation phase of our industrial condition. The miles of railway in operation in 1891 were 14,009; last year they were 17,656. The freight carried increased from 21,753,021 tons in 1891 to 35,946,183 in 1900, and the number of passengers from 13,222,568 to 21,500,175.

During the same period the freight carried

through the canals of Canada increased from 2,902,526 tons to 6,225,924 tons, a gain of more than 114 per cent.

In regard to the sea-going vessels, inward and outward, the following table tells the tale.

SEA GOING VESSELS.		
	1891	1900
Inward—		
Number of vessels.....	15,548	14,607
Tons register.....	5,273,935	7,262,721
Freight, tons.....	1,028,736	1,587,762
Outward—		
Number of vessels.....	15,773	13,989
Tons register.....	5,421,261	6,912,400
Freight, tons.....	2,100,987	4,163,404

In the coasting trade in 1891 125,564 vessels of all descriptions, with an aggregate tonnage of 24,986,130, were employed and in 1900 there were 143,229 vessels with an aggregate tonnage of 33,631,730.

The returns in regard to navigation on the inland waters of the Dominion are also favorable. In 1891 the number of vessels engaged was 19,008, with a registered tonnage of 4,009,018, and the freight carried was 715,861 tons. In 1900 the number of vessels was 21,195, the tons registered 6,300,050, and the freight carried 817,971 tons.

A large increase in the population of Canada is much to be desired; but the development of our natural resources and the expansion of our trade are more important. And in the essentials most important Canada has certainly made a tremendous stride during the past decade.

A BUOYANT CHEESE MARKET.

THE exports of Canadian cheese from Montreal to date show a falling off as compared with last year of 93,182 boxes. But we are rather to congratulate ourselves on the small early output, rather than regard it as something to be deplored.

The primary cause of the decrease is the fact that the creameries have not made fodder cheese this year. This spring the English market is not being asked to digest this inferior cheese made solely to get rid of the early milk of the Canadian farmer. That the policy has been a wise one is abundantly proven by the upward course of the market during the past week, really the first advance in the cheese market since the break last fall. The English market, as well as our own, is now well cleared up and trade is in a healthy condition.

At present, there is a heavy make in progress and we shall likely see our decrease in shipments made up later in the year. It is to be hoped that advantage will not be taken of the present healthy situation to push prices as high as they were last year. The English market will take our cheese, but, it has been amply proven that it must have it "at a price."

### TORONTO GROCERS' ASSOCIATION.

**T**HE regular monthly meeting of The Toronto Retail Grocers' Association, which was held in St. George's Hall, Elm street, on Monday evening, was well attended. President Panter occupied the chair.

Four new members, J. W. Sanderson, Wellesley street; Jeffs Bros., College street; Corbett Bros., Dundas street, and R. J. Clare, Queen street east, were admitted.

#### THE EARLY-CLOSING LAW.

A communication was read from F. S. Mearns, solicitor for the association, stating that the Ontario Statutes for 1901, which have just been issued, make provision for appeals from a decision of a judge in session. This will enable the city to appeal from a decision of Judge McDougall in regard to convictions made under the early-closing by-law. He felt that before the association should endeavor to secure convictions under the by-law some amendments would be advisable, and promised to arrange a meeting to consider the matter and to have the city solicitor present.

On motion of A. R. Williamson and W. J. Sykes, the letter was referred to the Early-Closing Committee with instructions to have a workable by-law framed as speedily as possible.

A communication was read from Mayor Howland, acknowledging receipt of the resolution passed at the last meeting of the association, endorsing a by-law abolishing trading-stamps, and stating that it would be laid before the council and probably referred to the Legislation and Reception Committee for action. After reading the communication, Secretary McKinnon pointed out that the council had, as the mayor inferred, given the Legislation and Reception Committee power to frame an anti-stamp law.

In a short discussion this action was generally approved.

#### THE ANNUAL EXCURSION.

The excursion committee reported that they had met and appointed the following officers and sub-committees:

Chairman—W. J. Sykes.  
Treasurer—D. Bell.  
Secretary—D. O. McKinnon.  
Conveyance—Chairman Sykes, President Panter and Secretary McKinnon.  
Printing—T. Holmes, F. Luttrell and Secretary McKinnon.  
Musical—R. B. Snow, F. W. Johnson and R. W. Davies.  
Games—D. J. Kelly, Jerry Burns, T. Holmes, A. R. Williamson, J. Nolan, J. T. Schoales, F. Thorne, R. Robertson and J. A. Johnson.  
Ticket—J. Nolan and R. W. Davies.  
Buying—F. W. Johnson, J. G. Gibson and D. J. Kelly.

They had also decided to go to Prospect Park, Oshawa, by train, leaving Toronto as near 8 a.m. and Oshawa as near 8 p.m., as possible. Circulars have been sent to the principal manufacturers and supply houses inviting them to contribute toward the prize fund of the excursion, and though these had only been sent out on Thursday and Friday, almost a score of responses had been received, all of a generous, friendly nature.

The baseball committee reported that much interest was being manifested in the game this summer, and that the indications were that two teams, one representing the grocers east of Yonge street and the

other representing the grocers west of Yonge street, would be organized. As a prize consisting of a baseball outfit, valued at \$30, promised last year by the Imperial Soap Co., Limited, had not yet been collected, a motion was passed authorizing the baseball committee to procure it.

#### TRAVELLERS' HOLIDAYS.

D. J. Kelly reported that he had been approached by several travellers regarding a uniform fortnightly holiday for the grocery travellers in the city. An agreement had been reached by the principal wholesale houses to take their men off the road outside the city from August 5 to 17, and many of the city travellers had expressed the opinion to him that a similar arrangement in Toronto would be appreciated, not only by the travellers but by both the wholesale and the retail dealers interested. He therefore moved, seconded by D. Bell, "That this association request the wholesale dealers of Canada to recognize the fortnight from August 5 to 17 as a general holiday for Toronto city travellers."

The point was raised by Messrs. White and Kendall, whether the association was not acting prematurely in making this suggestion, as no communication had been received from the travellers asking the association to take action, but when it was pointed out that general recognition of these two weeks would probably be as big a relief to the wholesalers and the retailers as it would be a pleasure to the travellers, the motion was passed, and the secretary was instructed to forward the resolution to the secretary of The Wholesale Grocers' Guild.

A proposal was made that the members of the association should unite in buying coal, so as to secure a discount, but President Panter and Secretary McKinnon, who had made inquiries, reported that the coal dealers had refused to offer a discount this year.

H. E. Ferguson & Bro., formerly of Toronto, have opened a grocery store in Gravenhurst, Ont.

Samuel Wilson, formerly of Scales & Wilson, tobacco manufacturers, Toronto, died at his home, 78 College street, on Thursday, last week.

Walter Thomson, Mitchell; E. Van Norman Tillson, Tilsonburg; David R. Ross, Embro; J. D. Flavelle, Lindsay, and Thos. Martin, Mount Forest, have been incorporated under the style of The Canadian Cereal Company. The headquarters of the concern will be Toronto, and the capital \$40,000.

The Kent Milling Company, St. Charles, N.B., has been incorporated to carry on grist, custom roller and carding mill and lumbering business. The members are L. C. Daigle, St. Louis, Kent; Joseph H. Daigle, St. Charles, Kent; Elmira Daigle, St. Louis; Pierce L. Richard, St. Louis; and Jean Marie Richard, St. Charles. The capital of the concern is placed at \$4,800.

The Victoria creamery, near the city of Victoria, B.C., is about completed. The main building is 51 x 30 ft. A refrigerator has been put in for the preservation of the dairy products, and every convenience exists for the handling of the supply. A platform runs out to the V. & S. railroad tracks to aid in taking in the supply of cream. The cost of the building and equipping of the factory has been about \$4,000.

## Rio Coffee.

*A fine selection extra choice roasters in store.*

**WARREN BROS. & CO.**

TORONTO.

**WHITE & CO.**

TORONTO, CANADA.

Importers

**Oranges AND Lemons**

**Cocoanuts, Dates, Nuts, etc.**

**STRAWBERRIES AND VEGETABLES IN CAR LOTS A SPECIALTY.**

**Wholesale Commission Merchants.**

Auction Sales held daily—Fruit and Vegetables.

Correspondence Invited.

**WHITE & CO.**

**"Chief Keokuk"**

Pickles and Condiments.

**"Montrose"**

Tomatoes, Peas and Vegetables.

**SOLD ON THEIR MERITS.**

**KEOKUK PICKLE CO.**

KEOKUK, IOWA, U.S.A.

**"SUPERIOR GLUTEN FLOUR"**

a life-giving portion to all suffering from Dyspepsia, Diabetes, Obesity, Constipation, etc., because it contains only the elements in the wheat that assist nature.

Samples and prices on application to

**E. A. SHOEBOTHAM**

CANADIAN AGENT,

St. James' Park, LONDON, Canada.

**COWAN'S**

Hygienic Cocoa

Royal Navy Chocolate

AND

Famous Blend Coffee

are the favorites with all grocers.

**THE COWAN CO., LIMITED, TORONTO**

# When You Sell Vinegar



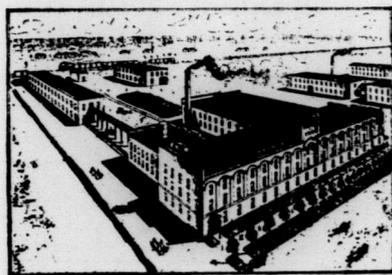
it must be a source of satisfaction to sell the best procurable, thereby satisfying your customers and ensuring their future trade in this article.

In just a little while your sale of vinegar will be large—if you handle the right grade—if not your competitor may get the business.

## Imperial White Wine

brings and retains the best trade. **Why?** Because it is clear and sparkling, even, smooth flavored, full standard strength, and always uniform.

Always the best—**Imperial.**



### THE WALKERVILLE MATCH CO., LIMITED

Manufacturers of the Celebrated

Maple Leaf, Crown,  
Knight and Imperial  
Parlor Matches



The well and favorably-known  
Hero and Jumbo  
Sulphur Matches

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

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

### Do You Want a Sample

of "Kent" Baked Beans? If you are interested write us and we will send you a "sample" can of our Baked Beans with instructions how best to prepare them for the table. They advertise themselves.

In large flat cans to retail at 10c.

**THE KENT CANNING CO., Limited - Chatham, Ont.**

**To Fight Competition**

**Use Good Ammunition.**

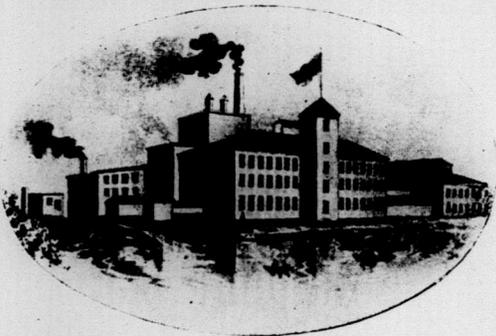
**"SALADA"** Ceylon Tea  
Black or Green

is guaranteed to be absolutely pure to a leaf, exquisite in flavor, and of double strength.

Watch "**Salada**" Green Tea displace Japan Teas.

Order now and be with the leaders!

*"SALADA," Toronto or Montreal.*



**"CRYSTAL MAIZE"**  
**CORN STARCH.**

A New Brand.

**Pure, Delicate, Delicious.**

Include a case in your next ten-box order.

**The Brantford Starch Works, Limited, BRANTFORD, ONT.**

**Fine Confectionery**

For Choice Trade, we Suggest in 1-lb. Boxes:

CANADA BON BONS. OSBORNE BON BONS. ROSEDALE CHOCOLATES.  
PEERLESS TAFFY. SUPERB TAFFY, 1/2-LB. BOXES.

**THE CANADA BISCUIT COMPANY, Limited**

King and Bathurst Streets, Toronto.

# MARKETS AND MARKET NOTES

## INFORMATION FOR BUYERS.

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

## ONTARIO MARKETS.

Toronto, June 13, 1901.

### GROCERIES.

NO strikingly new features have developed during the past week, but business, if anything, is a little more active than it was at the time of our last review. Although the sugar market continues dull, there is a little better demand. In canned goods the situation is much the same as a week ago. Although the firmness still exists, quotations are without change. The coffee trade is fairly active locally, although the outside markets rule dull. Very little is being done in either syrups or molasses. The spice market continues firm. New season's Japan teas are arriving and advices from the primary markets announce firm prices. The feature of the foreign dried fruit market is the firmness in currants, which are gradually gaining strength, and higher quotations are almost certain. While currants are so strong, the very opposite obtains in regard to Valencia raisins, and there does not appear to be any prospect of an improvement. For this time of the year an unusually good business is being done in prunes. Although the Ceylon tea market is quiet prices are cabled firmer in Colombo.

### CANNED GOODS.

The better tone in canned vegetables noted last week still exists, and there has been a little improvement in the demand. Prices, while steady, do not show any advance, but we hear of no cutting in quotations. The ruling quotations to the retail trade are still 75 to 80c. for tomatoes, and 70 to 75c. for peas and corn. One feature of the trade is the fact that few surplus lots are being offered, and any lots that can be picked up by the wholesale trade at recent low quotations are taken. One of the features of the trade in canned fruits is the offering of new-packed strawberries, to arrive, at \$1.50 in syrup and \$1.75 to \$1.80, preserved. Quite a few orders have been taken at those figures.

Canned peaches are getting scarce, and 2-lb. tins have been almost cleaned up. Prices are firmer, although no actual change has yet taken place in quotations. There has been some canned salmon sold during the past week by the wholesale trade to arrive in September and October, the ruling quotations being \$1.45 for Fraser River sockeye in tall tins, and at \$1.30 for Northern River sockeye. The price of spot goods still rules at \$1.60 to \$1.65 for Fraser River sockeye, \$1.50 to \$1.55 for Northern fish, and \$1.25 to \$1.30 for Cohoes. Very little is being done in lobster, and prices still rule as follows: ½-lb. flats, \$1.75 to \$1.85; 1-lb. flats, \$3.50 to \$3.75; 1-lb. talls, \$3 to \$3.25. The movement in canned meats is still only fair.

### COFFEE.

Local wholesalers report that green coffees have been selling rather freely during the past week, particularly the Rio description.

See pages 29 and 30 for Toronto, Montreal, and St. John prices current.

The outside markets are dull, but prices are fairly steady. Locally, we quote green Rio coffee as follows: No. 7, 7¼c.; No. 6, 8¼c.; No. 5, 8¾c.; No. 4, 9¼c.

### SYRUPS AND MOLASSES.

Business continues quiet in both syrups and molasses. Advices from New Orleans report that receipts of molasses there are small for this time of the year. Bbls., 3c. per lb.; half-bbls., 3½c. per lb.; kegs, 3¼c. per lb.; pails, \$1.40 for 3 gals. and \$1.05 for 2 gals.

### RICE AND TAPIOCA.

There is just the usual seasonable trade being done in rice and tapioca. Japan and Java rice are quoted at 5½ to 6c., and B rice at 3½c. Tapioca is quoted at 4¼ to 4½c. per lb.

### SPICES.

Nothing new has developed during the past week. The local trade is just moderate, and the primary markets are generally firm.

### NUTS.

Some interest is being taken on the local market in Tarragona almonds on account of the low prices which are being quoted for importation. This, of course, refers to old

goods. Cable advices from Sicily report that filberts are easier on that market. Stocks of Valencia shelled almonds are almost exhausted in the primary market. Although shelled walnuts are at the lowest point, prices appear to be firmer at quotations.

### SUGAR.

The impression prevails in the United States that, owing to the backward nature of the season, a certain amount of business in sugar has been irretrievably lost. Receipts of raws continue heavy, especially in the lower grades, in which the refiners are fairly well stocked. They are, therefore, indifferent to offerings. This state of affairs has led to a reduction of 1-16 in muscovado and molasses sugars, quotations now being 3¾ and 3¾c. respectively, duty paid. Centrifugal sugars are quoted at 2¾c. and f in bond, on 95 test basis. These quotations would equal about \$4.28 for 96 test, duty paid, but refiners are not buyers at over 4¼c., at which the last transactions were made. The condition of the refined market in the United States continues abnormal, as noted last week, and the Arbuckles are still quoting at 5c. below the price of the American Sugar Co. and the National. All the refineries are shading prices on soft sugars. On the local market prices are steadily maintained, and there is a slightly noticeable increase in the demand. At the same time, however, business is very quiet for this time of the year, due, no doubt, to the backward character of the season. Granulated still rules at \$4.78 for Montreal, and \$4.73 for Acadia.

### TEAS.

There is still very little business being done in any description of tea. A cable from Japan early this week announced an advance of ¼c. per lb. in good medium grades, and teas that last year cost 17c. are now held at 17¾ to 18¼c. per lb. Business in Japan is brisk, but it is mostly on United States account. The settlements up to Monday last were 30,000 piculs more than at the same time last year. A cable advice reports an advance of ½ to ¾d. per lb. in orange pekoe and broken orange pekoe on the Colombo market. Trade on the local market in Indian and Ceylon tea is quiet, and what little demand there is is for flavory teas in which stocks here are light.

### FOREIGN DRIED FRUITS.

CURRANTS—The currant market generally rules strong. Stocks in England are

reduced, and the Continent is a buyer in London. In New York the market is also firm, and buyers there are reluctant to accept orders for quantities. Locally, prices are firmer, in sympathy with the outside markets. As nearly everyone has been living from hand-to-mouth, the demand is good and stocks are low. Quotations are firm and higher prices are practically certain. For good, sound fruit we quote: Filiatras, 10 to 10½c.; Patras, 11 to 11½c.; Vostizzas, 12 to 12½c., and fancy as high as 17½c.

**VALENCIA RAISINS**—These are the weak spot in the dried fruit trade, prices being simply demoralized, and dealers who have any in stock are anxious sellers. Advices from Spain report that the growing crop is progressing favorably, the vines being healthy in all the well known districts. In quantity and quality it is said the crop promises to be all that could be desired. Locally, we quote off stalk at from 6 to 7c., and selected all the way from 6½ to 8c. per lb., according to quality.

**PRUNES**—These keep moving out fairly well; in fact, the demand is much better than is usual at this time of the year, due, no doubt, to the backwardness of the season for fresh small fruits. Quotations rule as before. We quote Californian prunes as follows: 30 40's, 8 to 8½c.; 40 50's, 7½ to 8c.; 50 60's, 7 to 7½c.; 60 70's, 6½ to 7c.; 70 80's, 6 to 6½c.; 80 90's, 5½ to 6c.; 90 100's, 5 to 5½c.

**FIGS**—There is a fair demand for mat figs at 3½c. per lb. and stocks are nearly exhausted.

**DATES**—A few of these are going out at 4 to 4½c. for Hallowees and 3½ to 4c. for Sairs. Package dates, 5½ to 6c. for 1 and ½-lb. packages.

**CALIFORNIAN EVAPORATED FRUITS**—There is a fairly good movement reported in both peaches and apricots. We quote: Apricots, 11½ to 12½c. per lb., in 25-lb. boxes; peaches, 8½ to 10c. per lb., in bags, and 10 to 12c. in boxes.

#### GREEN FRUITS.

There is an excellent trade doing; much better than usual at this season. The demand for oranges, lemons and bananas continues brisk, while the sale of pineapples, strawberries and other summer fruits is steadily growing. This week brought the first large lot of Californian fruit, which has been actively sold at \$2.50 for peaches; \$2.75 to \$3 for apricots; \$2.25 to \$2.50 for cherries; \$2.25 to \$2.50 for Clyman plums, and \$3 to \$3.25 for Tragedy plums. The first native strawberries were received on Thursday and sold at 18c. From 11 to 12c. is now asked for Canadian, and from

11 to 15c. for Baltimore berries. Tomatoes are in steady sale at \$3.50. Pineapples are steady at 8 to 15c.

#### COUNTRY PRODUCE.

**EGGS**—The tendency seems to be toward lower prices. Picklers have put down an increased amount of eggs, but their operations are not likely to last more than a few days longer. The hot weather is, on the other hand, increasing the "loss off." As yet, there has been no change in prices, which are steady at 10½c. for jobbing lots and 11c. for cases.

**BEANS**—A quiet trade is doing, with quotations still \$1.60 to \$1.65 for hand-picked and \$1.50 to \$1.60 for primes.

**HONEY**—A fair trade is doing, but the market is easy. We quote 10 to 11c. for extracted clover, and 5c. for extracted buckwheat, while clover comb is worth \$2 to \$2.40 per doz.

**DRIED APPLES**—There is practically nothing doing. We quote nominally 5c. for evaporated and 3 to 3½c. for dried apples.

**MAPLE PRODUCT**—The season is about over, but there is still a fair movement. The range for pure stock is still quoted as follows: New syrup, 80 to 85c. per wine gal.; \$1 to \$1.10 per Imperial 1-gal. tin; \$1 to \$1.05 per gal. for Imperial 5-gal. tins; new sugar, pure, 12½c. per lb.; mixed, 9 to 11c.

#### BUTTER AND CHEESE.

**BUTTER**—There an improved demand for butter for export, and though deliveries are large, an advance of 1c. has resulted. Dairy large rolls are not in as good demand as either prints or tubs. There is an excellent home demand for creamery. We quote: Dairy prints, 15 to 16c.; rolls, 15c.; best tubs, 15 to 16c.; seconds, 11 to 14c.; creamery prints, 19 to 20c.; boxes, 18 to 19c.

**CHEESE**—As the export prices continue firm buyers at country boards are freely paying 8¾ to 8 13-16c. for new cheese, which is steady at 9 to 9½c. on the local market. Old cheese is firm at 9¾c.

#### FISH.

All fresh fish continues in good demand, with prices still unchanged. We quote as follows: Fresh fish—Speckled trout, 25c.; red snappers, 12½c.; Spanish mackerel, 12½c.; codfish, 7 to 8c.; whitefish, 8c.; trout, 7c.; halibut, 9 to 10c.; sea salmon, 17c.; haddock, 6c.; herring, 4c.; British Columbian salmon, 16 to 17c. Prepared fish—Dried cod, in 112 lb. bundles, \$4.75 per cwt.; flitched cod, \$5 to \$5.25; boneless cod, in bricks, 5 to 5½c. per lb.; steak cod, 6½c. per lb.; shredded cod (2 doz. in box), \$1.80 per box; boneless fish, loose, in 25-lb. boxes, 4 to 4½c., and 5-lb. boxes, 5c. per lb. Live lobsters are worth 15c. per lb.

#### VEGETABLES.

The feature of the market is the stiffening in the price of potatoes, which have steadily advanced until now 50 to 60c. is asked on on track, Toronto, for car lots, while small lots out of store are quoted at 55 to 70c. There is an excellent demand for all vegetables. We quote: Cabbage, \$1.75 to \$2 per crate; cucumbers, \$3 per bushel-

hamper; beans, \$2.50 to \$2.75; green peas, \$1.50 to \$1.75; Egyptian onions, \$2.50 per sack; asparagus, 75c. to \$1; radishes, 10 to 20c.; lettuce, 20 to 30c.; rhubarb, 15 to 25c.; green onions, 8 to 15c.; spinach, 25 to 30c. per bush.; parsley, 15 to 25c.; mint, 15 to 20c.

#### HIDES, SKINS AND WOOL.

**HIDES**—There is little doing. Prices are unchanged. We quote: Cowhides, No. 1, 6½c.; No. 2, 5½c.; No. 3, 4½c. Steer hides are worth 1c. more. Cured hides are quoted at 7 to 7½c.

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

**WOOL**—Offerings of wool are liberal, but, as stocks in dealers' hands are heavy, buyers are cautious. Present prices are well maintained. We quote: Combing fleece, washed, 13c., and unwashed, 8c.

#### GRAIN, FLOUR AND BREAKFAST FOODS.

**GRAIN**—The break in wheat prices on the Chicago market has weakened the local market somewhat and both Ontario and Manitoba wheats are 1 to 2c. lower. Red and white are quoted at 67c. at outside points, middle freights. Manitoba wheat is worth 89½c. for No. 1 hard, grinding in transit, or 88c. Toronto and west. The movement on the local street market is fair. We quote: Wheat, white and red, 71c.; goose, 69 to 69½c.; oats, 35c.; rye, 52 to 52½c.; barley, 47c.

**FLOUR**—The demand has been moderate, but is improving. We quote on track, Toronto (bags included): Manitoba patents, \$4.20; Manitoba strong bakers', \$3.95; Ontario patents, \$3.30 to \$3.60; straight roller, \$3.20.

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

#### MARKET NOTES.

Butter is 1 to 2c. per lb. higher.

Potatoes are 5c. per bag dearer.

Currants are showing increasing firmness.

Teas are cabled ¼d. higher in Colombo.

Californian peaches, apricots, cherries and plums are offering.

A cable from Japan reports that good medium teas are 1¼c. per lb. higher than a year ago.

The Valencia raisin crop is progressing favorably, and the yield is expected to be a good one in both quantity and quality.

Mail advices from Smyrna, under date of May 23, state that there are no signs of peronosporos, and that measures have been taken to combat it should it appear. It is expected that the crop will reach 30,000 tons.

Toronto Commission Houses.

**New Messina Lemons**

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

**Pineapples**

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

**McWilliam & Everist,**

Wholesale Fruit, Produce and Commission Merchants  
25 and 27 Church St., TORONTO, Can.  
Long Distance Phone Main 645.  
Warehouse Phone Main 3394.

**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

**Butter Wanted**

In Tubs and Palls. Ship to us.

**Rutherford, Marshall & Co.**  
Commission Merchants,  
68 Front Street East, Toronto.  
Telephones Main 4226 and 4227.

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

**FRUIT, PRODUCE AND  
COMMISSION MERCHANTS.**

Cor. Market and  
Alborno Streets. **TORONTO**

ESTABLISHED 1869  
**Geo. Stanway & Co.**  
Brokers and  
General Commission Merchants

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

**QUEBEC MARKETS.**

Montreal, June 13, 1901.

**GROCERIES.**

**S**OME lines show increased activity this week, but, on the whole, the cold and inclement weather has had a deterrent influence on the regular flow of trade. Business has considerably improved in canned vegetables and some large wholesale houses are actually on the buying market for tomatoes. Corn is also stiffer on account of the reports from the west that the growing crop has been injured by incessant rains. Currants are firmer in this market, being quoted from 9 1/2 to 9 3/4c. Raisins are still easier and we have heard of transactions as low as 4 1/2c. for fine off-stalk. It must be said, however, that this stock was not first class. Houses with the highest grades only to dispose of want 5 1/2c. for their fruit. Sugar is rather weak in foreign markets, but on account of the scarcity of raw sugars, local refiners' ideas are quite firm. Molasses is steady. Teas continue quite dull with Japans firm and India and Ceylons much weaker. Clark's canned meats have been advanced, 5c. on 1-lb. tins, and 10c. on 2-lb. tins per dozen.

**SUGARS.**

In spite of the decline of 15 cents in American refined sugars, the Canadian refiners quote former prices, \$1.60 per 100 lb. for granulated, and \$1.75 to \$1.10 for yellows according to quality. The refiners report that it is extremely difficult to get raw sugar and that a drop would not be warranted by the condition of the raw sugar market. A far more menacing circumstance to the stability of the present prices is the importation of some German sugars, but some regard it unlikely that refiners here will take notice of them. The European raw beet market is about steady around 9s. 5d. European buyers view the outlook with confidence.

**SYRUPS.**

Business in syrups is quiet with cane selling at 1 1/2 to 2c. per lb., and corn syrup at 3c. to 3 1/4c. Maple syrup is still going out well at \$5.10 per six tin case of 1 gal., \$5.60 per case of 1-2 gals. and \$6 per case of 1-1 gals.

**MOLASSES.**

Barbadoes molasses is steady both here and at the Islands. Quite a large quantity of goods has come to this market and the various houses are stocking up freely at present prices. For small lots 29c. per gal. is asked in the combine district and 28c. outside.

**CANNED GOODS.**

There has been a much better call for canned vegetables this week with a heavy run on tomatoes. Some of the large houses are completely sold out of this article and are now buying. Prices are unchanged although corn is very firm in sympathy with reports from the west to the effect that the crop is seriously injured. Tomatoes are selling from 25 to 80c., corn from 70 to 75c., and peas 75c. to \$1. Retailers are ordering their fall supplies of salmon quite freely. "Horseshoe" and "Clover Leaf" brands are worth \$5.80, Fraser river sock eye, \$5. cohoes, \$1.50 and white, \$3.90. Clark's canned meats are higher by 5c. per doz. of 1-lb. tins and 10c. per doz. of 2-lb. tins. All canned meats are in good request.

**SPICES.**

All lines are quiet and prices are un-

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**CUT TOBACCO**

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changed. We quote as follows: Nutmegs, 35 to 65c. per lb., as to size; Penang mace, 15 to 50c. per lb., as to quality; pimento, ground, 12 1/2 to 15c.; cloves, 15 to 25c.; pepper, ground, black, 17 to 20c., according to grade; white, 25 to 27c.; ginger, whole Cochin, 15c.; Japan, 10c.; Jamaica, 20c.; ground, Japan, 15c.; Cochin, 20c.; Jamaica, 25c.

Trade is quiet and the market firm. We quote in combine district: B rice, in bags, \$3.10; in half bags, \$3.15; in 1 1/4 bags, \$3.20; in pockets, \$3.25. In 10 bag lots an allowance of 10c. is made. CC rice, \$3 in bags, \$2.95 in half bags, \$3.10 in 1 1/4 bags and \$3.15 in pockets. In the open territory prices are about 10c. less. Patna rice is worth 1 1/4c. per lb.

#### FOREIGN DRIED FRUITS.

**CURRENTS**—The currant market is strong and it is difficult to secure supplies under 9 1/2 to 9 3/4c., while 10 to 11c. is often asked for small quantities. The demand is fair.

**RAISINS**—The stocks on the market are not heavy yet concessions are still being made to clear out. Some transactions have taken place this week at 4 1/2c. for fine off-stalk, but the fruit was reported second-class. High quality goods are worth 5 1/2c. for fine off-stalk; 6c. for selected and 6 1/2c. for layers.

**PRUNES**—There is a fair demand for prunes. Californian prunes are worth 5 to 5 1/2c. for 90's to 100's; 6 1/2 to 7 1/2c. for 60's to 70's and 7 1/2 to 8c. for 40's to 50's. French prunes are selling for 3 to 5c.

**DATES**—Hallowee dates are being cleared at 3 1/2c. per lb.

**EVAPORATED FRUITS**—There is still a little call for evaporated apples, selling at 5 3/4 to 6c. Apricots are worth 10c. per lb. and peaches and pears, 8c. per lb. each.

#### TEAS.

Japan teas are selling fairly well on country account. The primary market is firm, yet wholesalers are not buying any large quantities. Any large transactions that do take place are put through at unsatisfactory prices. There has been rather a scarcity of gimpowers on this market during the past week and dealing in them has been rather active. Prices in China greens are quite firm. Blacks are also fair property, congenous selling moderately well. India and Ceylon black teas are decidedly weaker this week. Good common Ceylon teas have been imported at 4 1/4d., and teas that were worth 9d. a few months ago have changed hands at 6 3/4d. These values are decidedly low and ought to lead to a brisk business.

#### GREEN FRUITS.

As yet the prices of oranges and lemons are stationary but the tone of the market is strengthening. Cheaper tomatoes are to hand this week from Tennessee, while Californian plums, peaches and apricots are now on the market. Native strawberries are now to hand. We quote: Messina oranges, 200's, \$2.50 to \$3 per box and \$1.50 to \$2 per half box; Messina lemons, 200's, \$1.75 to \$3.25; 360's, \$1.75 to \$2.75 per box; bananas, \$1.50 to \$2 per bunch; extras, \$1.75 to \$2.25; apples, \$6.50 per bbl.; sweet potatoes, Vinlands, \$1 per bbl.; Malaga grapes, \$10 per keg; pineapples, 8 to 20c.; Californian greentop celery, \$8 per case; Florida tomatoes, \$3 to \$3.75 per crate; Tennessee tomatoes, \$1.75 per crate; radishes, 10 to 50c. per dozen bunches; Can-

adian lettuce, 25c. per doz.; new Bermuda potatoes, \$6 per bbl.; new Bermuda onions, \$3.50 per crate; Canadian asparagus, \$1.50 to \$1.60 per basket; strawberries, 3 to 14c. per box; coconuts, \$3.25 to \$3.50 per bag; cabbage, in crates, \$1.75 to \$2; cucumbers, in baskets, \$3 to \$3.25; Californian cherries, \$2.50 per box of about 10-lb.; Californian plums, peaches and apricots, \$2 to \$2.25 per box; Egyptian onions, 2 1/4c. per lb.

#### COUNTRY PRODUCE.

**EGGS**—The feeling in eggs is about steady. Quite a large quantity have been pickled under favorable circumstances, the weather having been decidedly cool. The demand from local buyers is fair at 11 to 11 1/2c. for No. 1, and 9 to 9 1/2c. for No. 2.

**HONEY**—The demand is slow and the market quiet. We quote: White clover honey in comb, 12 1/2 to 13 1/2c.; white extracted, 8 1/2 to 10c.; buckwheat in comb, 9 to 10c., and extracted, 7 to 8c.

**POTATOES**—Carlots are still selling at 38 to 40c. per bag.

**ASHES**—The market for ashes is quiet and without any new phase. We quote: Firsts, \$1.30 to \$1.35; seconds, \$3.90 to \$4; and pearls, \$5.85 per 100 lb.

#### FLOUR AND GRAIN.

The flour market continues fairly active on local account but slow for export. The tone is steady but far from buoyant. We quote: Manitoba spring wheat patents, \$1.10 to \$1.30; winter wheat patents, \$3.60 to \$3.80; straight roller, \$3.20 to \$3.40; in bags, \$1.55 to \$1.65, and Manitoba strong bakers', \$3.75 to \$4.

**GRAIN**—We quote: No. 1 spring wheat, 77c. afloat June; peas, 75 1/2 to 76 1/2c.; rye, 58 to 59c.; No. 2 barley, 53 to 54c.; oats, 36 to 37c.; buckwheat, 62 1/2 to 63 1/2c.; corn, 51 to 55c.

**OATMEAL**—The tone of the market is slightly stronger under a good local demand. The price is \$3.60 to \$3.70 per barrel and \$1.75 to \$1.80 per bag.

**FEED**—Owing to the increased offering of feed a weaker feeling has developed in the market. We quote: Ontario bran, in bulk, \$13.50 to \$14; shorts, \$11.50 to \$15; mouillie, \$20 to \$21 per ton; Manitoba bran, \$11, and shorts, \$15.

**BALED HAY**—The prospects are not so bright as they at one time were for a heavy crop of hay in foreign countries and consequently prices are somewhat stiffer than they were. We quote: No. 1, \$11.50 to \$12; No. 2, \$10.50 to \$11, and clover, \$9.50 to \$10 per ton in carlots on track.

#### 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 " " "
Kilmarnock	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

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J. Brown & Co.—  
 Duke of Cambridge .... 12 00  
 Mitchell's—  
 Heather Dew ..... 7 00  
 Special Reserve ..... 9 00  
 Mullmore ..... 6 50  
 W. Teaches & Sons—  
 Highland Cream, qts., \$9.50 less 3 p.c. 30 days.

CANADIAN WHISKIES.

	In barrels per gal.
Gooderham & Worts, 65 O. P. ....	\$4 50
Hiram Walker & Sons " .....	4 50
J. P. Wiser & Son " .....	4 49
J. E. Seagram " .....	4 49
H. Corby " .....	4 49
Gooderham & Worts, 50 O. P. ....	4 10
Hiram Walker & Sons " .....	4 10
J. P. Wiser & Son " .....	4 09
J. E. Seagram " .....	4 09
H. Corby " .....	4 09
Rye, Gooderham & Worts .....	2 20
" Hiram Walker & Sons .....	2 20
" J. P. Wiser & Son .....	2 19
" J. E. Seagram .....	2 19
" H. Corby .....	2 19
Imperial, Walker & Sons .....	2 90
Canadian Club, Walker & Sons .....	3 60
	Less than one bbl. per gallon.
65 O. P. ....	\$4 55
50 O. P. ....	4 15
Rye .....	2 25

CHAMPAGNE.

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

	Per Case.
Comte de Castellane—	
Cuvee Reservee... { Quarts.....	\$12 50
"                  { Pints.....	13 50
Carte d'Or.....	15 00
Champagne Ve Amiot—	
Carte d'Or.....	16 00
"    Blanche.....	13 00
"    d'Argent.....	10 50
Pommery—	Quarts. Pints.
Sec and Extra Sec.....	\$28 00 \$30 00
Mumm's—	
Extra Sec.....	28 00 30 00
Moet & Chandon—	
White Seal.....	28 00 30 00
Brut Imperial .....	31 00 33 00
Perrier-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 05
De Kuyper—	
Violet, 2 doz. cases .....	5 30
Green, " " .....	6 00
Red, " " .....	11 50
White, " " .....	4 00

Terms, net 30 days, 1 per cent. off 10 days.  
 In five-case lots, freight may be prepaid.

Key Brand—	
Red cases .....	10 25
Green " .....	4 85
Poney " .....	2 60
Melcher's—	
Infantes (4 doz).....	4 75
Picnic .....	7 75
Poney .....	2 60
Blue cases .....	4 75
Green " .....	5 50
Red " .....	10 25
Honeysuckle, small.....	7 90
" large .....	15 25

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One of the most attractive lines of the season.

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It Will Pay

you to get our quotations before buying

**MOLASSES**

Barbados and Porto Rico.

We are the largest direct importers in New Brunswick.

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GRATEFUL.  
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**PARAFFINE WAX**

In "One Pound Cakes" for

**HOUSEHOLD USE**

Washing Clothes, Ironing, Sealing Canned Fruit, etc.

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 SAMUEL ROGERS, President.

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

Full lines, Nuts, Dates, Figs; Oysters, Finnan Haddies, etc.

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

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

### CHEESE AND BUTTER.

**CHEESE**—The market has developed a decidedly stronger tendency this week and advances are to be reported. The demand experienced is also of a legitimate character, being due to light stocks in England and the light make of early fodder goods in Canada. We quote prices for spot business firm as follows: Ontario, 9 1/8c.; Townships, 8 7/8c., and Quebec, 8 7/8c.

**BUTTER**—While the market is firm there is some irregularity in the prices. Finest creamery brings 19 1/2c. with difficulty.

### MONTREAL NOTES.

Cheese is 1/2c. higher.

Bran is about \$1 per ton lower.

Tennessee tomatoes are now on the market.

Californian plums, peaches and apricots are now in the fruit stores.

Ceylon black teas are weaker and some large importations have been contracted for at low values.

### MONTREAL GROCERY CLERKS' PICNIC.

**T**HE Montreal Retail Grocery Clerks' Association hold their annual festival next Sunday, when they journey to Louisville. All arrangements have been completed, and only fine weather is needed to make it a most successful affair. The train will leave Place Viger station at 7.45 a.m., and the return start will be made at

7.45 p.m. On arrival at Louisville a Corpus Christi procession will be formed, and the excursionists will march to the old Louisville church, built in 1804, to attend high mass. The association will distribute a supply of bread among the poor of the parish, and it will be blessed at the service.

Then the banquet will be held at the grounds, after which will come the games and balloon ascension. The fare is \$1.20 for adults and 60c. for children.

A nicely gotten up programme has been issued, giving the history of the association, the photos. of the leading members of the association and the programme of the day. The following is the list of games:

- 1—100 yards race. Open to chairmen of the committees.
- 2—100 yards race. Open to members of the committees.
- 3—100 yards race. For members of the Grocers' Association.
- 4—100 yards race. For members of the Grocery Clerks' Association.
- 5—200 yards race. For clerks not belonging to the society.
- 6—1-0 yards race. For drivers having relations with the grocery trade.
- 7—50 yards race. For grocers or clerks' sons under 14 years.
- 8—Race in bag.
- 9—Pipe race.
- 10—Three-legged race.
- 11—Needle competition.
- 12—Potato competition.
- 13—Soda biscuits competition.
- 14—Swallowing the string.
- 15—Throwing 22-lb. weight.
- 16—Fat man's race.
- 17—Consolation race.
- 18—Cheese test.

19—Tug-of-War between citizens of Louisville and Montreal.

20—Tug-of-War between clerks in and out of society.

The following have been requested to act as judges: Aids. Raby, Vallieres and Recard; Messrs. J. O. Levesque, C. J. Spenard, L. O. Delorme and J. P. Beauvais.

A beautiful and expensive collection of prizes has been contributed by the following subscribers: Z. Martineau, president; G. N. Robert, ex-president; J. N. E. Bisson; J. E. Rubichaud; J. N. Crepau; L. Larue; Canadian Vinegar Co.; Christie, Brown & Co.; Chas. Gurd; James Harper; A. S. & H. W. Masterman; J. O. Villeneuve; The Howard Bottling Co.; Union Bottling Co.; J. Ryan; John Dewar & Son, 6 prizes; Gunn, Langlois & Co., Limited; Ozo Tea Co.; A. P. Tippet & Co.; Henri Jonas & Co.; Lyon Silverman; L. Landry; Jos. Charles Spenard; J. O. Levesque; H. A. Sirois; D. H. Welsh; Henry Walsh, prepared flour; Laporte, Martin & Cie; Mr. Legault; Dr. J. E. Bergeron; T. Bergeron; Bissonnette & Renaud; Mr. Marcon; Mr. Gauthier; Bourbonniere & Lahaie; Gooderham & Worts, M. Charlebois; Fleischmann's Yeast; Cook's Friend.

White's flour mill at Galena, Ont., near Arnprior, has been burned. The loss is placed at \$15,000.

*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*

## NEW BRUNSWICK MARKETS.

OFFICE OF THE CANADIAN GROCER

St. John, N.B., June 10, 1901.

**B**USINESS is rather quiet. Molasses continues to be a matter of considerable interest. Some three cargoes of Porto Rico have been landed during the past week. The strength which was manifested in flour resulted in little, if any change in price. The export of hay to South Africa continues as usual, at least one steamer loading all the time. The Board of Trade met for the first time in their new rooms this past week. These rooms are situated much better than those used previously, and it is expected there will be a number of new members. The work of the past merits the best support of our business men. The cream of tartar market is very firm.

**OILS**—The business in burning oils is, of course, quiet. Values are easy. The increased production of oil in different parts of the United States is relieving the eastern market. Lower prices would not be a surprise. In paint oil there has been a very active sale. Linseed oil continues to advance, and values are higher than was expected. Some nice profits have been made. Turpentines do not show as much change. In lubricating oils the lower prices continue. There is some interest in seal oil.

**SALT**—In Liverpool coarse salt the market is not overstocked. Sales during the spring have been good. Little stock has been received for some time, but some is now due. Prices are firmly held. In Liverpool fine a fair quantity has been sold, though Canadian is largely used. Barrelled bulk salt shows improved demand. We quote as follows: Liverpool coarse, 50 to 55c.; English factory-filled, 95c. to \$1; Canadian fine, \$1 per bag; cheese and butter salt, bulk, \$2.40 per bbl.; 5-lb. bags, \$2.85 to \$2.90 per bbl.; 10-lb. bags, \$2.70 to \$2.75 per bbl.; 20-lb. wood boxes, 22c. each; 10-lb. wood boxes, 14c. each; cartons, \$2 per case of 2 doz.; English bottled salt, \$1.25 to \$1.30 per doz.; mineral rock salt, 60c. per 100 lb.

**CANNED GOODS**—In corn and tomatoes quite a quantity of goods have been placed at well below last year's association prices. The outlook is not bright, as the past season has been unsatisfactory, owing to outside goods and cut prices. In fruits, sales are not as large and the effort to get a profit curtailed sales. Peaches and strawberries are the sellers. Gallon apples, while lower than west, have sold less freely than expected. In salmon, some spring fish have been sold. Fraser river sockeye are not sold freely. Price is too high. Our buyers use considerable coho fish. The market west has shown a slight advance and is very firm. It is felt the labels should show more in regard to the grade of the fish to prevent misrepresentation. Oysters keep low. Shrimp have improved sale. Meats are quite firm and selling freely.

**GREEN FRUITS**—The sale is very large. Oranges keep low and the fruit shows considerable waste. Lemons sell more freely at somewhat firmer prices. Pines are good sellers, and show improved quality. Bananas are the standby. Prices are easy. Rhubarb is plentiful and price low. Strawberries are free sellers, and in price and quality are more suited to the consumer. Tomatoes, while quite high, are more freely received. Cucumbers are lower. Cabbage are quite freely imported.

**DRIED FRUITS**—There is little of interest. In new goods the only prices received

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TORONTO.

are on dates and peels. The former are offered low. In the latter some lower prices than those of last week have been received, but the market is very firm and ruling well above last season's figures. Currants are rather higher, and are expected to rule firm. There is a wide range in quality of goods offered. Cleaned have the sale. Raisins are dull and stocks quite well cleaned up, but sales show a loss. Seeded have a fair sale, but here, particularly, holders of stock are unfortunate. Prunes show less demand and prices are easy. In evaporated apples some lower prices are quoted. There is much difference in quality. Egyptian onions are free sellers, with the price still low. In peanuts the prices show less strength than was expected.

**PRODUCE**—Eggs have rather slow sale. Receipts are not large. Prices are not such as to tempt shippers. In butter stocks are quite large, and receipts are free. There is fair sale, but prices tend easier. The sale is for good stock. In cheese, some old is still held. New has more inquiry. Small or twin cheese is wanted. New Brunswick cheese is more freely offered. Prices are firm.

**SUGAR**—There is no change in price. Prices are still low, with the sale good. Quite a quantity of Trinidad raw has been received, and is being offered by our wholesale grocers. The work of a sugar card is being steadily worked out.

**MOLASSES**—While three cargoes of Porto Rico have been landed during the past week, two being quite large, they are reported quite well sold up. The market shows little change. Prices here are lower than at other points. Barbadoes is a fair stock, and further arrivals are expected. Other lines are a little business.

**FISH**—The catch of salmon is quite satisfactory. The season is now well on. Prices keep firm. These are our best fish, and they are better than the salmon caught elsewhere. The shad season is about over. The catch was not large. Gaspereaux continue a fair catch. Prices are well maintained and it is expected the pickled will sell well. Some halibut is still received. Fresh cod and haddock are a fair catch. In smoked herring and pickled little business is being done. Dry cod is firm with fair receipts. Pollock has little sale at this season. We quote: Large and medium dry cod, \$3.75 to \$4; small, \$1.50 to \$2.75; haddies, 5 to 5 1-2c.; smoked herring, 12 to 13c.; fresh haddock and cod, 2 1-2c.; boneless fish, 4 to 5c.; pollock, \$1.60 to \$1.75 per 100 lb.; pickled herring, \$2.25 to \$2.35 per half bbl.; Canso herring, \$5 per bbl.; \$2.75 halves; Shelburne, \$4.50 per bbl.; \$2.25 halves; gaspereaux, 65 to 75c. per 100 lb.; halibut, 8c.; shad, 12 to 15c.; salmon, 12 to 14.

**FLOUR, FEED AND MEAL**—In flour there is little change. The firmer feeling did not result in higher prices. Manitoba is freely sold. Feed is not largely in demand, while quite high it is rather easier. Oatmeal holds firm at the higher figures. Oats are also firm though the sale is not large. Beans are dull at the lower values. Yellow eyes, for which there is some sale, are quite scarce. Cornmeal retains the lower figures, through competition. Blue peas are scarce and high. Hay is firmly held. Manitoba flour, \$1.75 to \$1.90; best Ontario, \$3.90 to \$4; medium, \$3.65 to \$3.80; oatmeal, \$1 to \$1.10; cornmeal, \$2.30 to \$2.40; middlings, \$2.2 to \$2.3; oats, 40 to 42c.; H. P. beans, \$1.60 to \$1.65; primes, \$1.50 to \$1.55; yellow eye beans, \$2.40 to \$2.60; split peas, \$1.10 to \$1.15; barley, \$3.90 to \$4; hay, \$12 to \$14; Canadian timothy seed, \$2.80 to \$3; American timothy seed, \$2.40 to \$2.70; red clover, 11 to 13c.

## TRADE NOTES.

Williard Brittain has added Schepp's coconut to his lines.

J. Hunter White, the local representative, has received lower prices on Batger's peels.

W. D. Hooper, representing Lever Bros., is home from a visit to the new soap factory, at Toronto.

The local representative of The Collingwood Co., E. T. Sturdee, distributed a car of lard during the past week.

Mr. Howard Wetmore, who has been travelling for Messrs. Jones & Schofield, is now with Henry Deforest, selling tea exclusively. This leaves a situation open.

Dulse is now being freely received. The best comes from Grand Manan. The price is quite high, but stock shows improved sale. Northrup make a specialty of this line.

The new book of the Tourist Association is the handsomest yet published by them. Persons wishing a pleasant and cool summer outing should apply to the secretary of the association.

Mr. McLean, who sold teas for W. Frank Gateway & Co., is now in charge of the tea department of Baird & Peters. This house has for some years given special attention to teas, but are now with increased facilities giving it a more prominent place.

Last week the Canadian Northern Railway started pile driving for the foundation of the terminal elevator, at Port Arthur, Ont., which is to have a capacity of 1,500,000 bushels. It is to be finished by October 1, 1901.

## MANITOBA MARKETS.

Winnipeg, June 8, 1901.

**T**HE plentiful fall of rain which has been general throughout the Province during the past week has practically insured the crop, and business in almost all lines is already brisker and firmer in tone, although there are few changes in prices to recount. The features of this market are the very large supplies of produce being received and the activity of fruit.

**FLOUR**—Market steady with fair trade in all grades. Ogilvie's Hungarian patent, \$2.05; Glenora patent, \$1.90; Alberta, \$1.70; Manitoba, \$1.55; Imperial XXXX, \$1.15; Lake of the Woods, Five Roses, \$2.05; red patent, \$1.90; Medora, \$1.45; XXXX, \$1.15.

**CEREALS**—Rolled oats firm at \$2 to \$2.05; standard and granulated, \$2.35; pot-barley, \$2.30 to \$2.40; pearl barley, \$3.75 to \$4; beans, per bushel, \$1.85 to \$2; corn-meal, \$1.40.

**COFFEE**—Green Rio is slightly easier though no new figures are quoted here.

**SUGAR**—Extra standard granulated, \$5.45; extra ground, \$6.50; bright yellow, \$4.50.

**SALT**—Common (coarse and fine), \$2; dairy, \$3.25 to \$3.50, according to grade; in sacks, dairy salt, 49c.; common, in sacks, 43c.

**MATCHES**—Telegraph, Telephone and Tiger matches have advanced 40c. per case; parlor matches, 10c.

**WOODENWARE**—Fibre tubs have advanced 25c. per dozen, and fibre pails, 5c. per dozen.

**CANNED GOODS**—This line shows a normal demand without change of price. Offerings from the east are large but there is not much being bought at present, as stocks at this point have been large all winter.

**EVAPORATED AND DRIED FRUITS**—The market is dull and without change.

**GREEN FRUITS**—This market is very active and during the week the first plums, peaches and apricots arrived from California. Oranges have again advanced slightly. Quotations are \$3.75 to \$4.50, according to size and variety; lemons, \$5; Hood river strawberries, \$1.25 per crate; peaches, \$2.25; apricots, \$2.75; plums, \$2.75; cherries, \$2.25 per 10-lb. box; pine-apples, \$2.50 to \$2.75 per doz.; Florida tomatoes, \$5 for 4 basket crates; native rhubarb, 11-2c. per lb.; new cabbage, 8-1-2c. per lb. in 100-lb. crates; asparagus, 60c. per doz; cucumbers, \$1.35.

**BUTTER**—The situation in regard to creamery is not satisfactory. Commission houses will not make any offer for creamery, as they claim they can get all they want to handle on consignment and that as early June is not good for keeping they will make no direct purchases. This is more or less unsatisfactory to creameries, especially those which have arranged to pay their patrons monthly. Sixteen cents factory is probably the outside figure that could be realized. Dairy butter is arriving in the city in large quantities, and the best grade in small quantities for immediate use brings 12 to 13c.—lower grades not more than 10c.

**CHEESE**—Although the amount of cheese being made in the Province is large, the offerings for the week have been small. Next week, however, will no doubt see many tons of 30-day-old cheese on the market. The present price is 8 to 8-1-4c. f.o.b.

factories. During the week some small sales of home dairy cheese have been effected at 7-1-2c.

**EGGS**—The receipts of these continue to be very liberal and the price seems fixed at 10c. in Winnipeg.

## NOTES.

A new grocery store has been opened at Selkirk East by Messrs. R. & E. P. Hickers.

Binscarth, Man., lost its creamery by fire the other day and some 1,800 pounds of butter went up in smoke or down in grease.

Latest advices from Smyrna indicate that the raisin crop has been heavily damaged by frost, and experts declare that should conditions be as favorable as possible to the end of the year there cannot be more than 18,000 tons.

## HINTS TO BUYERS.

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

**W.** H. GILLARD & CO. have at hand a fine range of green Ceylons, showing special value, they state, and which are real bargains.

Don't forget the "Tick of the Clock" with Lucas, Steele & Bristol's men.

W. H. Gillard & Co. are showing some specially fine lobsters in 1-2 and 1-lb. flats and talls.

Lucas, Steele & Bristol are offering choicest new season's Japan teas very, very cheap.

L. Chaput, Fils & Cie. are expecting some 50 odd packages of high-grade Japan tea to arrive immediately. Their ordinary line of "Owl Chop" will come in later on.

"Empire" salmon may be had from Lucas, Steele & Bristol for either present or future shipment.

"Silver Cow," the new brand of condensed milk put up by The St. Charles Condensing Co., is now in stock with W. H. Gillard & Co., and fully bears out the reputation of the manufacturers for putting up a first-class article.

Stower's Lime Juice and Cordial may be procured from Lucas, Steele & Bristol in quarts and pints; also their Lemon Squash.

The Eby, Blain Co., Limited, have a new delicacy in store, "Egg Noodle." This line is seasonable and will sell well with first-class trade. The Eby, Blain Co., Limited, have a snap in green Rio coffees, which they are offering at very low figures.

## THE TORONTO FRUIT AUCTIONS.

For some weeks to come a feature of the Toronto fruit market will be the daily fruit auctions. There are two auction rooms this year. One of these, The Toronto Auction Company, is controlled by Clemes Bros., McWilliam & Everist, and Husband Bros. This company have auctions every morning at 8.30 o'clock, except on Mondays, and at 2.30 p.m. on Mondays and Wednesdays. These sales are conducted at the Yonge street wharf sale room.

White & Co. control the other auction room which is on Esplanade street, a few doors east of Church street. Here sales are held every morning at 8.30 o'clock and

also on afternoons when considered advisable.

In both these rooms strawberries, pine-apples and mixed vegetables in cartons are sold almost every day, while oranges, lemons, bananas, etc., are frequently added to the stock going under the hammer. The sales are well patronized both by retail grocers and peddlers.

## 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.

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

## SITUATION VACANT.

**T**RAVELLER WANTED—ONE WITH GOOD connection between Toronto and Winnipeg. Applicants must be accompanied by references. Box 54, THE CANADIAN GROCER, Toronto. (24)

**GOX'S GELATINE** Always Trustworthy ESTABLISHED 1726.

Agents for Canada:

C. E. COLSON & SON, Montreal.

D. MASSON & CO., Montreal.

ARTHUR P. TIPPET & CO.,

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

## WOODEN PACKAGES

Suitable for Liquids in

PAINTS, SYRUPS.

PICKLES, OYSTERS, ETC.

Sizes 1, 2, 3 and 5 Gallons.

Plain or finished wood.

Manufactured by

The Wm. Cane & Sons Mfg. Co., Limited,

Newmarket, Ont.

Sole Agents

Boeckh Bros. & Company,  
TORONTO, ONT.

## Silver Dust Soap Powder

(Made in Canada)

PROFIT

Gives More QUANTITY Than Any Other

SATISFACTION

SILVER DUST MFG. CO.,  
HAMILTON.



# MOLASSES

..... P.Q., May 9<sup>h</sup>, 1901

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

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

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

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

The Dominion Molasses Co.,  
Limited  
MOLASSES AND SYRUPS. HALIFAX, N.S.

Have you included  
**JAPAN TEA**  
in your stock?

If not, order at once.  
It is the tea that sells  
—and brings trade to a  
man's store.

COFFEE	Montreal.	Toronto.	St. John, Halifax.
Green—			
Mocha.....	24	23 28	25 30
Old Government Java.....	27	22 30	25 30
Rio.....	10	7 9 1/2	12 13
Santos.....		9 10 1/2	
Plantation Ceylon.....	29	26 30	29 31
Porto Rico.....		22 25	24 28
Gautemala.....		22 25	24 26
Jamaica.....	18	15 20	18 22
Maracalbo.....	13	13 18	18 15
<b>NUTS</b>			
Brazil.....		15 16	8 9
Valencia shelled almonds.....	31 32	30 35	22 25
Tarragona almonds.....	11 1/2 12 1/2	13 14	13 15
Formegetta almonds.....		40 43 1/2	
Jordan shelled almonds.....		8 10	9 10
Peanuts (roasted).....	7 1/2 8	7 9	9 10
" (green).....	6 1/2 7	7 9	9 10
Cocconuts, per sack.....	3 00	3 75	3 50 4 00
" per doz.....		60	60 70
Grenoble walnuts.....	9 1/2 10	12 1/2	9 12
Marbot walnuts.....		9 1/2	9 10
Bordeaux walnuts.....	7 8	9 1/2	9 10
Sicily filberts.....	9 10	10 11 1/2	9 10
Naples filberts.....		10 11	10 11
Pecans.....	10 12	13 15	12 14
Shelled Walnuts.....	19 20	20 25	
<b>SODA</b>			
Hl-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	
<b>SPICES</b>			
Pepper, black, ground, in keg.....			
" palls, 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 keg.....			
" palls, 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 28	24 25	20 22
" best.....	23 25	20 25	25 30
Allspice.....	10 15	13 16	16 18
<b>WOODENWARE</b>			
Palls, No. 1, 2-hoop.....	1 90	1 60	1 90
" " 3-hoop.....	2 05	1 75	2 05
" half, and covers.....	1 75	1 70	1 75
" quarter, jam and cover.....	1 45	1 20	1 45
" candy, and covers.....	2 70 3 20	1 75 2 70	3 20
Fubs No. 0.....	11 00	8 50	11 00
" " 1.....	9 00	7 00	9 00
" " 2.....	8 00	6 25	8 00
" " 3.....	7 00	5 85	7 00

PETROLEUM	Montreal.	Toronto.	St. John, Halifax.
Canadian water white.....	14 1/2 15 1/2	17 1/2	17 17 1/2
Sarnia water white.....	16 17	16 1/2	17 17 1/2
Sarnia prime white.....	18	15 1/2	16 1/2 16 1/2
American water white.....	19	17 1/2	18 18 1/2
Pratt's Astral (barrels extra).....	18 1/2 19	17 1/2	19 19 1/2
<b>Black— TEAS</b>			
Congou—Half-chests Kalsow.....			
Moung, Paking.....	13 60	12 60	11 40
Caddies Paking, Kalsow.....	17 40	18 50	15 40
Indian—Darjeelings.....	35 55	35 55	30 50
Assam Pekoes.....	20 40	20 40	18 40
Pekoe Souchong.....	13 25	18 25	17 24
Ceylon—Broken Pekoes.....	35 42	35 42	34 40
Pekoes.....	20 30	20 30	20 30
Pekoe Souchong.....	17 1/2 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 38	22 38	
Half-chests, seconds.....	17 19	17 19	
" thirds.....	15 17	15 17	
" common.....	13 14	13 14	
Pingsueys—			
Young Hyson, 1/2-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—			
1/2-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	16 17	
Nagasaki, 1/2-chests, Pekoe.....	16 22		
" " Oolong.....	14 15		
" " Gunpowder.....	16 19		
" " Siftings.....	7 1/2 11		
<b>RICE, MACARONI, SAGO, TAPIOCA.</b>			
Rice—Standard B.....	3 00 3 10		3 1/2 3 25 3 40
Patna, per lb.....	4 25 4 50	4 1/2 5	5 6
Japan.....	4 40 4 90	5 1/2 6	5 6
Imperial Seta.....	4 60 4 90	4 1/2 5 1/2	5 6
Extra Burmah.....		4 1/2 4 1/2	5 6
Java, extra.....		6 6 1/2	6 7
Macaroni, dom'ic, per lb., bulk.....	5 6		7 1/2
" imp'd, 1-lb. pkg., French.....	8 12	9	10
" " Italian.....	8 10	11	12 1/2
Sago.....	3 1/2 4	4 4 1/2	4 1/2 5
Tapioca.....	3 1/2 4	4 1/2 4 1/2	4 1/2 5

**MONTREAL GROCERS TO PICNIC AT PLATTSBURG**

**T**HE regular meeting of The Montreal Retail Grocers' Association was held in the Monument National Hall on Thursday, June 6 when initial preparations were made for the "only great and glorious" picnic which will be held on July 17. In the chair sat President N. Lapointe, beside him Secretary Dixon, while in the hall was a fairly good representation of the trade, including, E. Upton, J. A. Manning, C. Creeley, E. W. Farrell, Ald. Turner, M. O'Brien, F. Bigaouette, M. Chartrand, O. Champagne, P. Daoust, T. Collins, E. Morin, T. Poupert and others.

After the minutes had been read and adopted, the recommendation of the Railway Committee that the picnic be held at Plattsburg, N.Y., was dealt with. After the glories of the place had been described in highly laudatory terms, a motion brought forward by Mr. DeRepentigny was passed and it was decided to have the grocers' picnic at Plattsburg. Then, Mr. O'Brien, who will discharge the laborious duty of looking after the banquet and refreshments, came forward with a report and after announcing that he was making a specialty of water for the day, informed the meeting that he had an offer from the Cumberland House for the holding of the banquet in the hotel. This was deemed highly satisfactory, although the hotel is some distance from the grounds, and Mr. O'Brien was instructed to accept the offer.

It was further decided to run two trains on the morning of the excursion, leaving Bonaventure station at 8.30 and 9 o'clock. Both will stop at Point St. Charles and St. Henri. Returning the trains will leave Plattsburg station at 6 and 6.30 o'clock. The fares will be \$1.25 for adults and 60c. for children.

The Mascotte baseball team, Montreal's crack amateur team, has decided to join with the excursionists and have accepted a challenge of the Plattsburg team to play the American national game that day. Amusements galore will be provided for the excursionists and as the town is situated in one of the prettiest spots in the Adirondacks, there ought to be pleasure in store for every taste.

The printing committee will issue a descriptive programme as in years gone by, but unlike previous occasions they will retain control of it this year. A special meeting of the association to complete arrangements is called for June 20.

The following committees have charge of the picnic:

**Finance**—Ald. Turner chairman; A. D. Fraser, E. W. Farrell, O. Champagne, L. Picard, J. E. Manning, J. P. Dixon, N. Chartrand, N. Seguin, John Scanlan, Ald. V. Raby, J. A. Dionne.

**Reception Committee**—N. Lapointe, chairman; A. D. Fraser, Ald. Vallieres, Ald. Raby, J. E. Manning, John Scanlan, John Johnston, N. Chartrand, Jno. Robertson, P. O'Brien, E. W. Farrell, M. Derepentigny, Jos. Pepin, Thos. Gauthier.

**Railway Committee**—M. Derepentigny, chairman; T. Poupert, John Johnston, M. Derepentigny, N. Chartrand, A. D. Fraser, J. A. Dionne.

**Banquet Committee**—P. O'Brien, chairman; E. W. Farrell, D. Valiers, L. Picard, S. P. Dixon, A. D. Fraser, J. Picard, S. Demers, Ald. V. Raby, J. E. Manning, N. Picard and J. A. Dionne.

**Printing and Advertising Committee**—F. Bigaouette, chairman; O. Champagne, E. W. Farrell, A. Manton, S. P. Dixon, P. Buneau, W. Willison, T. Collins, E. Laniel, N. Chartrand.

**Music and Dancing Committee**—P. Daoust, chairman; J. A. Dionne, W. Duckworth, N. Bertrand, M. Derepentigny, Fred Hodge, C. A. Corrigan, N. Chartrand, A. O. Galameau, L. H. Goulet, L. Picard, E. Upton, J. M. C. Havard, C. Creeley.

**Games Committee**—E. W. Farrell, chairman; E. Upton, C. A. Corrigan, A. Laniel, R. P. Laferriere, A. E. Cardinal, W. H. Dunn, W. Willison, P. W. Childs, A. E. Landry, C. Creeley.

**Subscription Committee**—F. Bigaouette, chairman; J. P. Dixon, H. Poirier, N. Chartrand, J. Lantot, J. B. V. Daous, M. Derepentigny, A. D. Fraser, G. Boqvist, V. Raby, C. E. E. Authier, P. Daoust, Ald. Turner, J. Scanlan, E. W. Farrell, S. D. Vallieres, N. Lapointe, O. Champagne and P. O'Brien.

**TRADE JOURNALS AS SALESMEN.**

**T**HE trade journal is a purveyor of news and information for the business lines in whose interests it is published, writes H. B. Ford in an exchange. It covers its chosen field with an ability that is demonstrated by its success in keeping at it and is very often relied upon to furnish facts and information which are not otherwise obtainable. It goes to the place of business of its subscribers and is read because of the mercantile or trade intelligence that it conveys, being valued in exact accordance with the reader's ideas of what intelligence consists. Even the most unthinking readers, and possibly those who are thoroughly well posted in their particular lines of business, will admit that a very considerable amount of good can be obtained from any trade journal that has facilities for gathering news and is edited by men who understand what they are doing.

The functions of a trade journal are primarily to provide items of interest for its patrons and to consider such questions as concern them in their business, or to publish technical articles for the instruction and benefit of the trade. The news notes are valuable because they keep the business world posted, as do also the market reports. Editorial matter also has its value because of the suggestions therein contained. Most men of business like to know what others are doing and saying in matters either directly or indirectly connected with that business and they are not averse to hearing such opinions as are expressed on subjects that concern their own affairs. These opinions may differ from those entertained by a reader, but if their appearance in print causes him to think and he applies his thought to the betterment of his condition he will derive a benefit from the expressed opinions even if they do not coincide with his own views.

These functions, when well performed, are of great and decided benefit to the business world, but their work is not well done, nor can it be expected to be, without the aid of the advertisements. Practically speaking, a trade journal is a medium for the transmission of trade intelligence and in this sphere of usefulness its value depends as much upon its advertisements as upon any other consideration.

An advertisement is nothing else than a salesman. Instead of going to a few buyers each week, it goes to as many buyers as the journal has subscribers, and in each case makes its offering in a way that is intended to carry conviction. It pays its visits at stated periods, does not encounter any of the difficulties met with by salesmen, is always in a good humor and never aggressive, does not endeavor to run down a rival's goods, even though claiming to offer the very best, and is successful in the same degree that it is convincing. Such is the advertisement as it appears in and becomes a part of the trade journal.

I do not mean to say that the trade

journal is a better salesman than the traveller, but I do say most emphatically that in each case and every one of its functions it is an aid to the traveller in the introduction and sale of goods. It goes before him and carries the news. It introduces those whom he represents in cases where they are not known before, or has carried to the buyers information of what he has to sell. In short, the trade journal, in my opinion, is the advance agent of success for the traveller and gives him an opportunity which he could not find under any other conditions. I say this as a travelling man who reads his trade journals because he finds a profit in so doing, and the only criticism I expect to meet is from other travellers who fear that if they lay too much stress on the value of printed matter as a salesman they may be obliged to seek some other occupation.

**CHEESE BOARD PRICES.**

Belleville, Ont., June 8—1,950 boxes boarded: 1,590 sold at 83-1c. and 70 at 84-16c.

London, Ont., June 8—2,880 boxes May cheese offered: 420 sold at 85-8c.; 110 at boxes cheese sold at 84-16c.; 386 at 83-1c.

South Finch, Ont., June 8—3,300 boxes offered: all sold at 85-8 to 83-1c.

Cowansville, Que., June 8—3,373 boxes cheese and 298 boxes butter offered: 2,002 boxes cheese sold at 84-16c.; 386 at 83-1c.; 256 at 81-2c.; 410 at 85-8c.; balance at 89-16c. 95 boxes butter sold at 19-1-2c.; balance not sold.

Morrisburg, Ont., June 10—321 white and 199 colored offered: all sold at 84-16c.

Lindsay, Ont., June 10—914 boxes offered: 736 boxes sold at 84-16c.; balance unsold.

**TEA IN THE CAUCASUS.**

United States Consular Agent Harris reports from Eibenstock, April 26, 1901: "The cultivation of cotton in the Caucasus has been attended with such success that the Russian Government has decided to introduce the culture of tea into that Province. In 1900, nine trial plantations were laid out in the districts of Osurgei and Kutais. The results have been such that new plantations will be laid out in the districts of Mingrelien and Sentum. Plants and seeds have been collected for this purpose from the best tea Provinces of China."

**PRAISE FROM A CONFRERE.**

Le Prix Courant is good enough to say: "Nous adressons nos confraternelles félicitations à notre entreprenant confrère 'The Canadian Grocer' qui vient de publier un superbe numéro spécial Export Number—qui contient des articles spéciaux d'un grand intérêt pour le commerce."

"On ne peut guère se faire une idée de la somme enorme de travail que nécessite la préparation d'un numéro comme celui dont nous parlons, que quand on a mis soi-même la main à la pâte."

"Et en félicitant nos confrères de Toronto de l'importance de leur travail, nous ne pouvons formuler qu'un désir, c'est que le commerce canadien en général profite de la grande somme de recherches et de labeur accumulés dans ce numéro du 'Canadian Grocer' qui est à conserver."

Fire broke out in the cookhouse of the Victoria cannery, Rivers Inlet, B.C., last week and the cannery was in great danger for some time. Hard, energetic work reduced the loss to a minimum, however.

d.  
r.  
17 1/2  
17 1/2  
16 1/2  
18 1/2  
19 1/2  
40  
40  
50  
40  
24  
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### MAYOR HOWLAND VISITS THE CLERKS.

**T**HE presence of Mayor Howland at the meeting of the Toronto Grocery Clerks' Association, on Tuesday evening, materially assisted in making that meeting one of the most practical and successful that organization has yet conducted. There was an excellent attendance. Vice-president McGraw occupied the chair.

The meeting was opened with "God Save the King," sung with vigor and enthusiasm. Then a short literary and musical programme was provided by Messrs. S. Kettle, mouth organist; H. Hart, pianist, and A. Cavell, elocutionist.

President McGraw called on the secretary of the Toronto Retail Grocers' Association, who was present, to welcome the Mayor, which he did in a brief speech, voicing the appreciation and pleasure of all at the Mayor's kindness in spending the evening with them, and stating to the Mayor that the organization, though neither large nor powerful, was composed of ambitious, enterprising young men whose lives and interests were centred in their city and their work.

Mayor Howland, on rising to respond, was greeted by "He's A Jolly Good Fellow." After thanking all for the warmth of his welcome, and expressing pleasure at the evident interest Toronto grocery clerks manifested in their work, he directed their attention to the development of a Canadian sentiment throughout the Dominion. The Canadian people, he believed, had no reason to be ashamed of either their country or their attainments in the arts, in commerce and in arms. Canadians easily came to the front wherever they went. In many of the great commercial, industrial, literary and political institutions of the United States, the "king bee," the moving spirit, was a Canadian. The United States made great boasts of their industrial advancement, but in many cases this was largely due to the inventions and enterprise of Canadians in the United States. He predicted that in the years to come Canadians would do for their own country what they had done for the United States. In the past, progress in Canada had not been as rapid as was desirable. He believed that this was largely due to the fact that the chief wealth of the country had fallen into the hands of men who were conservative, cautious and saving rather than liberal, enterprising and ambitious. The habit of saving was good, and should be made a foundation to progress, but it should be augmented by qualities of enterprise, courage and liberality. There was too

much of the saving spirit in Canada. Our rich men did not prospect, but when a good thing was secured by someone else they wanted to get a mortgage on it. He counselled his hearers to cultivate a liberal and courageous spirit, that their ideas might grow as their wealth increased.

In concluding, he wished them success in their associational work. It was well that they should know each other, and that they should confer on matters of mutual interest. It was well that they should seek every means to inform themselves on matters pertaining to their work.

When the applause had subsided, R. H. Hudson, treasurer of the association, in a few words, moved a vote of thanks to His Worship which was seconded by William Turpin and carried with enthusiasm.

Mayor Howland was about to leave the hall, when he was presented by Secretary Bail, on behalf of the association, with a box of cigars. He returned the compliment by inviting the members present to unite with him in testing the quality of the brand chosen. So the meeting adjourned for a quarter of an hour, when each member was presented to His Worship, and an informal programme was given by Messrs. Kettle, Hart and Cavell. Cheers for Mayor Howland made a suitable ending to an enjoyable evening.

### NOVA SCOTIAN FRUIT OUTLOOK.

According to a despatch from Wolfville, N.S., the outlook for a big fruit crop in the Cornwallis and Gaspercaux Valleys, Nova Scotia, is excellent. The show of apple blossoms is quite up to the average, while plums are probably above the average as are also peaches and cherries. Pears promise an enormous yield.

The San Jose scale has not threatened Nova Scotian orchards. Caterpillars are bothersome in some districts, but the harm they do will be limited.

Great numbers of fruit trees are being put out this year about Wolfville, including hundreds of pear trees. The culture of this latter delicious fruit is becoming every year a more assured success, probably within the next ten years it will take its place along with tomatoes as one of the staple products of the Valley.

Considerable numbers of grape vines are also being put out, but the successful culture of this fruit, at least as an article of commerce, will probably be finally undertaken in the lower region of the Annapolis Valley, lying, roughly speaking, between Digby Gut and Bridgetown.

### WAR OFFICE PURCHASES IN CANADA.

Lord Strathcona's annual report to the Trade and Commerce Department as High Commissioner for Canada was made public on Tuesday. His Lordship states that both the import and export trade of Canada from

and to the United Kingdom during last year seem to have expanded in a satisfactory manner. If the correspondence received at the High Commissioner's Office is any criterion, Canadian trade is attracting more attention than ever in Great Britain. Correspondence on trade matters is considerable and continually growing, and the personal inquiries are also exceedingly numerous. The number of callers at the office during the year was nearly 14,000, of which 2,700 represented travelling Canadians who registered their names. Lord Strathcona gave a list of orders which he induced the War Office and Indian Office to give for the supply from Canada of articles required by the Imperial troops in South Africa and China. The orders aggregated several millions of dollars in value, and included the following: Hay, 53,700 tons; 1,073 tons of corned beef, one hundred tons of oats, sixteen hundred tons of flour, 280,000 lbs. (10-lb. tins) jam, thirty thousand great-coats, fifty thousand serge suits, one thousand cases containing 2-lb. cans of baked beans, one thousand cases containing 12,000 10-lb. tins of boneless chicken; also over 8,000 sets of saddlery. For the China expedition of 1900 the following orders were given: Greatcoats, 33,670; 13,300 pairs thick stockings, 29,000 pairs moccasins, 1,500 pairs fur-lined gloves, and 2,320 fur caps.

### TRADE CHAT.

F. S. Malcolm, general merchant, Lakeside, Ont., is putting a new floor in his store.

Joseph A. Houle has registered as proprietor of the Great East End Tea Store, Montreal.

About 50 grocery, dry goods and furniture clerks of Hull, Que., met last Friday night to organize.

The Binscarth creamery, Binscarth, Man., valued at \$1,200, was totally destroyed by fire the other day.

The Montreal Cigarmakers' Union expect to have their co-operative factory ready for operations about July 1.

B. R. Bishop, grocer and hardware dealer, Kentville, N.S., has sold his grocery business to Spurgeon L. Cross.

H. C. & F. Rankine have bought the biscuit factory of Chas. D. Boss, St. John, N.B., for \$8,000 the other day.

W. H. Miller, general merchant, Severn Bridge, Ont., is erecting a new store and expects to occupy it about July 1.

C. A. Dickie, of Shediac, N.B., has sold out his general store to S. D. White and bought the business of C. C. Hamilton, general merchant, Shediac.

The grocers of Ashburnham, Ont., near Peterboro', have agreed to close at 7 p.m., except on Saturday evenings during the summer months.

Charles Labreton, general merchant, Tracadie, N.B., has notified his creditors that he is in difficulties and will have to assign. His liabilities are \$3,500 and his assets \$2,300.

A cheese factory has been established in Gagetown, N.B. If the cheese factory is successful in its summer operations, a butter-making plant will be put in, and the factory utilized for butter-making during the winter months.

Chas. P. Tuckett, of The Tuckett Tobacco Co., Hamilton, Ont., while at the races in that city last week was attacked by a negro whom he had chided for using bad language, and beaten into insensibility. The negro was arrested later and was sent to the penitentiary for three years.



## Picnic Parties

will require

### PICKLES.

Sell them

REGISTERED  
*Bow Park*  
BRAND

### Sweet Pickles

and they will not only  
be satisfied, but ask for  
more.

ASK YOUR WHOLESALER OR WRITE DIRECT  
FOR QUOTATIONS

**Shuttleworth & Harris,**  
BRANTFORD, CAN.

## BREAKFAST BACON.

REGISTERED  
*Bow Park*  
BRAND  
**BACON**

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

**The Brantford Packing Co.**  
BRANTFORD, ONT. LIMITED

## Sugar-Cured MEATS

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

### SHOULDERS

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

**F. W. FEARMAN CO.**

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

**THE CANADIAN PACKING CO.**  
LONDON, ONT.



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

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

**J.** E. SANDERS & CO., general merchants, Fort Frances, Ont., have compromised at 75c. on the dollar.

Wm. Rourke, grocer, Montreal, has assigned.

G. Rioux, general merchant, Trois Pistoles, Que., has assigned.

D. Gauthier, general merchant, St. Felix, Que., is seeking an extension.

N. A. Bigham, general merchant, Culloden, Ont., is offering to compromise.

The stock of John A. Siddall, grocer, Victoria, B.C., has been seized by creditors.

D. Jobin, general merchant, Sacré-Coeur de Marie, Ont., is offering to compromise.

Adelard Many, general merchant, St. Sebastien, Que., is offering 50 cents on the dollar.

John B. Lafrance, general merchant, Chrysler, Ont., has assigned to John G. Bay, Toronto.

The stock of R. W. Richardson, general merchant, Hartland, N.B., has been seized under execution.

A meeting of the creditors of Annie L. Graham, general merchant, Ouvry, Ont., was held on Wednesday.

A meeting of the creditors of P. Massicotte & Co., grocers, Montreal, has been called for the 17th inst.

A meeting of creditors of George D. D'Entremont, general merchant, Middle East Pubnico, N.S., has been held.

E. E. Dundas, grocer and crockery dealer, Ingersoll, Ont., has assigned to — Cuthbertson, and a meeting of his creditors has been called.

Alick E. Chandler, general merchant, Plumas, Man., has assigned to C. H. Newton, and a meeting of creditors has been called for the 14th inst.

**PARTNERSHIPS FORMED AND DISSOLVED.**

Vanier & White, grocers, Montreal, have dissolved.

Pilon & Frere have registered partnership as grocers, in Montreal.

Stuart & Herbert, bakers, etc., Montreal, have dissolved, and Enoch J. Stuart has registered as proprietor.

**SALES MADE AND PENDING.**

Wm. J. Cudde, grocer, Toronto, has sold out.

George Otton, tobacconist, Portage la Prairie, Man., has sold out.

The assets of J. H. Frigon, general merchant, St. Tite, Que., have been sold.

Morse & Jack, general merchants, Blenheim, Ont., are advertising to sell out.

The assets of F. Perreault & Cie., general merchants, Rimouski, Que., are to be sold.

Walter Bates, baker and confectioner, Peterboro', Ont., is advertising his business for sale.

The stock of Z. Paquet, general merchant, Roberval, Que., has been sold at 51 1/4c. on the dollar.

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

**CHANGES.**

J. Williams, grocer, Nelson, B.C., has sold out to J. N. Baker.

A. Desrochers & Cie. have registered as grocers, in Montreal.

Omer Pouliot has registered as grocer, at Shawanegon Falls, Que.

H. S. Law, general merchant, Alberni, B. C., is giving up business.

H. P. Reed, general merchant, Bear River, N.S., has given up business.

N. Piche & Fils have registered as general merchants in St. Raymond, Que.

John Ingledoo, grocer, etc., Bronte, Ont., has been succeeded by W. W. Ingledoo.

Thomas Higgins, grist and sawmiller, Valley, N.S., has removed to Brookfield, N.S.

Armstrong & Wooliams, grocers, Vancouver, B.C., are selling out to John Montgomery.

W. C. Sanders, fruiterer and confectioner, Moose Jaw, N.W.T., has been succeeded by H. J. Tillen.

Frank Schurman, general merchant, etc., Collingwood Corner, N.S., has sold out to James Higgs and John W. Schurman.

Charles A. Dickie, general merchant, Shediac, N.B., has sold out his business to Stewart D. White, and has bought out G. C. Hamilton, general merchant, of the same town.

**FIRES.**

W. M. Churchill, grocer, etc., Perth, Ont., has suffered loss by fire; insured.

A. Lauzon & Co., grocers, etc., Montreal, have been burned out; insured.

A. D. Cormier's general store and the warehouse of Anthony Grattan, general merchant, Buctouche, N.B., have been burned.

**DEATHS.**

Francois Cliche, grocer, Stadacona, Que., is dead.

J. Pierre Michaud, general merchant, New Brunswick, is dead.

**THE COFFEE ESSAY CONTEST.****THE CONDITIONS.**

1. No essay shall exceed 2,500 nor be less than 1,500 words.

2. Each essay must be signed by a nom de plume. Both the proper name and nom de plume of the writer must be written on a sheet of paper and placed in a sealed envelope across which must be written the nom de plume. This envelope, which will not be opened until the judges have made their award, can be placed within the envelope containing the essay or in another envelope and addressed to THE CANADIAN GROCER, 10 Front street east, Toronto.

3. The judges will be disinterested merchants.

4. Competition shall close on June 21, by which date all manuscripts must be in this office.

5. There must be two or more essays sent in by different competitors or no prize will be given; three or more essays or no second prize; four or more or no third prize.

6. The envelope in which each essay is mailed should have written across the corner the words, "Essay Competition"

7. All prize essays shall be the property of THE CANADIAN GROCER.

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

**EGGS, BUTTER, CHEESE, ETC. CONSIGNMENTS SOLICITED.**

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

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

**For Catchy Money-Making Lines in BISCUITS**

WRITE

THE HOME CAKE CO.  
QUELPH, ONT.

Samples and prices on receipt of Post Card.

ASK FOR IT.

**VICTORINE**

For Washing Clothes.

It Leads Them All.

Once with it—never without it.

FREE SAMPLES.

VICTORINE (Incorporated)  
MONTREAL.

TO PACKERS OF

**CANNED GOODS**

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

HIGHEST REFERENCES.

Alexr. S. Duffus, Jr.

27 Leadenhall Street.

LONDON, E.C., ENGLAND.

**PUMPKIN FLOUR**

WHOLESOME ♦ APPETIZING  
ABSOLUTELY PURE

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

TO THE GROCERS

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

FOR SALE BY ALL JOBBERS.

THE MORSE PUMPKIN FLOUR MILLS

LEAMINGTON, ONT.



**IT'S THE QUALITY** that causes the increased sale of

**The Williams Bros. Co.'s Pickles**

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

**THEY ARE PURE AND WHOLESOME.**

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



**THE DOMINION BREWERY CO., LIMITED**  
Brewers and Maltsters  
**TORONTO**

Manufacturers of the Celebrated

**WHITE LABEL ALE**

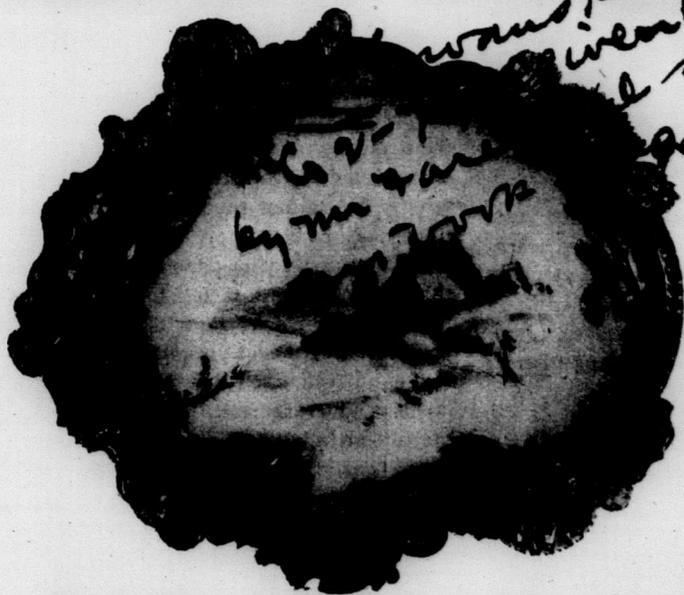
ASK FOR IT AND SEE THAT OUR BRAND IS ON EVERY CORK.

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

WM. ROSS, Manager.



**Souvenir Goods - CANADIAN BACON**



We are making a specialty of this decorated opal tray, with an extra good and rich decoration, and nicely lettered, to retail for **25c.** each.

WRITE FOR SAMPLES.

**GOWANS, KENT & CO., TORONTO.**

**THE BEST QUALITY OUR BRANDS**

meet the requirements of the most exacting trade.

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

**MILD CURED  
FULL FLAVORED  
GAREFULLY SELECTED  
ALWAYS RELIABLE**

**The Park, Blackwell Co.,**

LIMITED

**PACKERS AND EXPORTERS  
TORONTO, CANADA.**

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

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



#### EXAMINATIONS FOR CLERKS.

**T**HE grocery clerk of to-day must aspire to advance above the position he now occupies. He, equally with the druggist, should be recognized as a professional man. It is essential that he must be thoroughly familiar with the quality of the foods he sells his customers even as much so as the man who sells the medicine, because the average person consumes 97 per cent. of food to 3 per cent. of drugs.

Now, the wise legislators of this Province require a man to pass a very rigid examination before he is allowed to sell drugs, while it allows anybody to sell food, or anything that is called food, no matter what its effect on the body, yet, so far as the man or the seller is concerned, they do not require of him any standard of intelligence.

Every writer of note agrees on the great importance of proper food to the individual, and this is, therefore, of paramount concern to the nation.

The grocer or assistant is supposed to be the judge of foodstuffs between the producer or wholesale dealer and the consumer. His customers depend on him to supply them with food which will be nourishing, pure, and wholesome. Then, why not ask before you grant a man a grocer's license in this Dominion that he pass an examination to show that he is familiar with the various products he purveys to the public? Let him demonstrate that he is capable of being intrusted with the health of his patrons. The public are dependent. Therefore, they have a right to protection.

#### COOPERATIVE SYMPATHY.

This "Corner" is conducted by a clerk for our mutual interests and a friendly exchange of ideas. The daily experience of one, while it may seem unimportant, nevertheless has an interest for many others. The writer of this department feels grateful for the kindly interest of the young men employed as clerks, and trusts to have their hearty cooperation toward making it even more successful in the future than it has been in the past. Remember, all questions directly or indirectly connected with the grocery business will be gladly discussed with the hope that they will be mutually helpful. The writer intends taking a short holiday in New York and Boston and hopes he will be able to tell you something

of the retail trade in those large centres. He is looking forward with pleasure to the meeting with so many Canadian clerks employed there in the grocery business.

#### STORE MANAGEMENT.

In reply to two letters on store management: Men achieve success who never kept a tidy store, while those whose stores were all neatness have failed. Many an owner of a store run on a strictly cash basis has come to grief, while many a dealer granting credit has made a fortune. Success is gained under both systems, and the secret lies in the man, and not in the method. In the average grocery store, there are one thousand different articles kept in stock. Seeing that each yields its portion of profit and is properly looked after requires work, and the man who makes money has to be master of his business. No hard and fast rule can be laid down by any man for adjusting profits. It is a matter to be determined by location, nature of competition encountered, character of goods in demand, whether the trade is done for cash or credit, and other conditions governing the business. These are matters of experience and can only be arranged by careful study of the business.

#### THE QUESTION DRAWER.

"A. T."—Is 15 years of age and has just commenced work in a grocery store. He wants to know how long it will take him to learn the business.

My experience is that one can never learn any business, but must always keep learning. It is probable in two years you may be a fairly proficient clerk, especially if you are industrious and try to improve. I am always glad to hear from my young friends; write again.

"B. McC." writes: I always keep my empty boxes clean and open them carefully, then, when I want them to make a special window display of any line of goods, I have these labelled boxes as a background, and it is then much easier to dress a window, especially where a small stock is kept.

This is a good idea, and many effective displays can be made in this way of one particular line of goods that would be otherwise impossible; when one has the empties it helps one to arrange the displays quickly and effectively, and gives the appearance of carrying a heavy stock in that line to passers-by. This is a good scheme and

others will profit by acting on above suggestion.

"L. & D." write: We thank you for your words on stockkeeping and hope clerks will learn that saving stock for their employers is equally as valuable as selling goods.

It requires less time and means less annoyance to have things properly kept in a grocery store. When we sell goods, it is not a usual thing to pull down from the shelves half a dozen different lines, as in the dry goods and boot and shoe business, but all of our goods require to be kept in systematic order so that they can be handled with expedience. Not only this, but a stock kept in regular order can be kept clean with less effort than is required to keep an irregular stock only partially so. I recall a remark made by a grocer: "That more goods are damaged each year by bad stock-keeping than by fire." He referred to dirt and waste that require continual watching in the grocery business.

"E. L." writes: How can I write a good grocery advertisement?

This is not the first time this question has been asked in this department. It is a question that is very difficult to answer satisfactorily, because, what you, my friend, would think a good advertisement, I or someone else might consider very poor. There is no subject among business men upon which there is more diversity of opinion than that of advertising. My idea in describing goods is that one should endeavor to talk in type respecting the article as if he were selling it across the counter to a customer, who is always interested to know the good points, and why it is superior to all others. People are all looking for the best value for their money, and the departmental store's advertisement gives them the impression by buying the various goods at the advertised price they save money. Now, are people attracted to read your advertisement for the same reason and does it express the idea that there is an advantage in buying from you? If this thought is conveyed, then, to my mind, you know how to write a good grocery advertisement. It looks easy to prepare an advertisement, but you just try it and see. Unless you are especially gifted in writing you will find you have a task, and will need considerable thought and study in order to produce the desired effect.

"C. K." writes: There are three grocers in our small town. We have just begun buying together sugar, soap, and other goods. What do you think of the idea?

Why, I congratulate you all upon your good common sense and mutual confidence. Some other grocers would, in similar circumstances, try and ruin each other by price

# Ceylon and Indian Teas— Black or Green.

**The Black Teas** were introduced into Canada only a few years ago. Reflect how they have gained in popularity yearly and consider the present consumption.

**The Green Teas** are still quite a novelty, but have already made their mark and merit all success. They are made expressly to meet the tastes of those who do not drink Black Tea.

In addition to their unquestioned merits, remember how they are advertised—See the daily papers.

Ceylon Greens are for sale in Montreal by—

Messrs. Carter, Galbraith & Co.

“ L. Chaput, Fils & Cie.

“ Laporte, Martin & Cie.

“ E. D. Marceau.

“ “Ozo” Tea Co.

cutting. I am glad to know both verbally and by letter that so many grocers, even in our smaller villages, are cooperating together for their mutual welfare. Some merchants object to buying together because it enables the small merchant to buy as cheaply as the larger one. This sentiment is largely due to jealousy and selfishness. Cooperative buying is the only way to meet trust or syndicate competition and seems to be the tendency of the age.

"D. McB." complains of his duties as a clerk. In a small store a clerk has to be more than salesman; he must be shopkeeper, window-dresser, bookkeeper, chore boy and even hostler at times—in fact, a general man of-all-work. Yet, after all, many of them see the bright side of all this, and, no doubt, they get a training that is useful to them in after life. Cheer up, better men than you and I ever will be have done harder and more menial work, and yet have risen to fame and affluence. All labor is honorable, no matter how humble.

"A.H." writes: What is the best method of pickling eggs?

I shall reply to this in my next issue, as I want to get further information on the subject.

This department is primarily supposed to be for clerks, yet, I believe, more merchants write me than clerks. I try to use all alike and be helpful to each, although I prefer to hear from clerks, for it is for them particularly this department is intended.

#### FLAT AND STALE STORE NAMES.

Will somebody with the inventive faculty please arise in his might and plan out a set of names for the retail clothing stores. We get tired of such everlasting titles as "Globe," "Model," "Boston," "One Price," "Excelsior" and the others which are repeated over and over again. It would seem that when it comes to names the proprietors are as destitute of originality as many of their advertisement writers, which is, we admit, a pretty severe criticism. If the names describe anything, we might pardon the labored staleness, but they don't.

Thus "Model" may be the name of a cheap and trashy little affair holding the same relation to what a really model clothing store is, that an apple stand does to an exposition. "The Excelsior" is applied with flaunting insolence to an E flat concern whose proprietor's sole ambition is to sell the lowest quality of "duds" the times can stand. We have known One Price stores where any old price was accepted rather than let the customers leave the place alive.

Why call a store the "Boston" store when there is absolutely nothing Boston about it, simply because the manager can't think of any other name, and once saw a very good looking store so christened. We have seen "Boston" stores that might

better have been called "Gowanus," "Stagnant Pool," "Staring Elk," or "Frozen Mitt," so far as descriptiveness of title was concerned.

When a name indicates a chain of stores, the indefinite signboard business is not so bad, but when the title is simply there because the manager's name can't go up, why not plan out something refreshing? Take the old English tavern signs, for instance; see how effective an advertisement would be if it opened with:

"At the sign of the Copper Pants," etc., or

"Buy Woollen Mitts from the Bone Button Toggery," etc., or

"Great mark down, fire and blood sale at the Square and Compass," etc., or

"Awful slaughter, fierce mangle of prices, dull trade runs amuck and slashes with a two-edged sword, right and left. Ridiculous reductions race red-handed and all our profits perish at the Clothing Cozy Corner," or

In fact, anything, so long as you startle the community by not doing what everybody else does.—Northwestern Clerk.

#### ALL THE TIME.

Why he should advertise all the time is one of the mysteries that bother the new advertiser. "After a time," he thinks to himself, "everyone has seen my advertisement, everyone who will ever be convinced is convinced, so why should I continue to spend money buying advertising space?" When he is told that the man or woman who did not want a thing yesterday may desire it to-day, it does not make much of an impression on him. Let us, therefore, take an instance of how new readers are constantly being secured.

Mr. John Smith is a young man, say 25 years old, who some months ago fell in love with a young lady, who reciprocated his affection, and they engaged themselves to be married in the near future. Previous to this time Mr. Smith had never gazed at any business announcement which related to articles of household use, for, of course, he

had no earthly use for such articles. For the past several months, however, Mr. Smith has taken great interest in such advertisements, and has discussed with his fair one the relative merits of the various things in this line that are being brought to public attention. She had also taken but slight interest in such matters. The two are now constant readers of such advertisements.

Not only has this change taken place in Smith's relation to advertisements, but in hundreds, nay, thousands. In this way household advertisers are securing thousands of new readers constantly.

The next year John Smith's wife may have a child. Then Mr. Smith and Mrs. Smith will become interested in advertisements of children's clothing, of baby foods, of toys, and of numerous other things that come in a household with a child. Not only Mr. Smith, of course, but thousands of others, whose trade the advertiser misses if he misses inserting his ad.

Thousands of people to-day apparently in the prime of health, and laughing at all announcements of medicine or treatment, or healthful foods, find themselves in the succeeding year deprived of their vitality and anxiously seeking, through the business announcements in newspapers and magazines, for something from which they may be able to secure again the health that was once their own. The advertiser who advertised only last year is entirely unknown to them; they have probably never heard his name or read a line of his previous announcements. If these advertisements were inserted to-day, what anxious readers and purchasers they would be! And this cumulative effect, this adding of one year's customers to those of previous years, is what makes success in advertising.

It is unnecessary to draw out instances like this. The moral is that new readers for advertising are being made by the conditions of human life; by its constant changes and metamorphoses, its births, its sicknesses and its deaths; that all the people who are interested in one article or one idea can never be reached within a certain limit of time; that to become a successful advertiser, you must advertise day by day and year by year.—Information.

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

# EMPIRE

## SMOKING TOBACCO

In 5 10 and 15c. Plugs.

EMPIRE costs you only 39 cents, and pays a good profit.

EMPIRE is well advertised.

EMPIRE is selling well in almost every store from Halifax to Dawson City.

EMPIRE is A BIG PLUG FOR LITTLE MONEY

Made by

**THE EMPIRE TOBACCO CO.,**  
LIMITED

MONTREAL, QUE.

# GILLARD'S PICKLE

IS SOLD BY ALL WHOLESALE GROCERS IN CANADA.

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

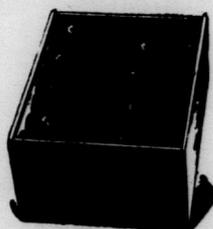
**GILLARD'S PICKLE**—Cases of 2 Dozen.

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

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

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

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



## LICORICE..

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

**YOUNG & SMYLLIE**

Established 1845.

BROOKLYN, N.Y.

EASILY DIGESTED

### The Graham Wafers

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

Try a Tin and be Convinced.

THE GARDINER BISCUIT CO., Kingston.

### W. A. McCLEAN & CO.

OWEN SOUND.

Pork Packers and Grain Dealers.

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

### THE "GLENER"

KINGSTON, JAMAICA, B.W.I.

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

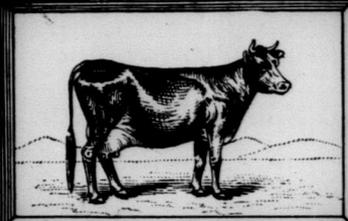
Canadian manufacturers, merchants, etc., desir- ing to do business with this country and introduce their goods in this market, should put an advertise- ment in "THE GLENER."

Write for scale of charges, etc., to

**THE GLENER CO.,**  
Limited

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

### DWIGHT'S



**SODA**

### Grocers Save

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

John Dwight & Co., Toronto and Montreal

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

## BASKETS

We make them in all shapes and sizes. We have

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

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

THE . . .

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

Subscribers wanting goods or special quotations on anything anywhere in Canada at any time, can get them by mail or wire by corresponding with THE CANADIAN GROCER, Toronto or Montreal.

### Shredded Whole Wheat Biscuit

For sale by all Wholesale Grocers.

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

A pound of  
**JAPAN  
TEA**

sold is a pound  
of satisfaction  
given.

Southwell's  
**JAMS**



We aim at doing a  
first-class trade and  
we cannot do this unless we offer you  
high-class goods—

**Southwell's fill the bill.**

SEND FOR PRICE LIST OF  
NEW SEASON'S GOODS...

**FRANK MAGOR & CO.**

AGENTS FOR CANADA

16 St. John St., MONTREAL.

**Current Market Quotations for Proprietary Articles**

June 13, 1901.

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

**BAKING POWDER.**

Cook's Friend—		
Size 1, in 2 and 4 doz. boxes.....	\$ 2 40	
" 10, in 4 doz. boxes.....	2 10	
" 2, in 6 ".....	80	
" 12, in 6 ".....	70	
" 3, in 4 ".....	45	
Pound tins, 3 doz. in case.....	3 00	
12 oz. tins, 3 ".....	3 40	
3 oz. tins, 4 ".....	1 10	
5 b. tins, 1/2 ".....	4 00	

Diamond—	W. H. GILLARD & CO.	
1 lb. tins, 2 doz. in case.....	per doz.	2 00
1/2 lb. tins, 3 ".....	"	1 25
1/4 lb. tins, 4 ".....	"	0 75

<b>IMPERIAL BAKING POWDER.</b>		
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 1 3 doz.	16-oz.	4 35
1 doz.	2 1/2-lb.	10 40
1/2 and 1 doz.	5-lb.	19 50

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

<b>JERSEY CREAM BAKING POWDER.</b>		
1/2 size, 5 doz. in case.....		40
1/4 size, 4 doz. in case.....		75
1/2 " 3 ".....		1 25
1 " 3 ".....		2 25

**BLACKING.**

<b>COONEY'S</b>		
Boxes, each 4 doz.....		\$1 50
<b>SHOE POLISH.</b>		
<b>HENRI JONAS &amp; Co.</b>		Per gross.
Jonas'.....		\$9 00
Froments.....		7 50
Military dressing.....		24 00

**BLUE.**

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

**BLACK LEAD.**

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

**CORN BROOMS**

<b>BOECKH BROS &amp; COMPANY</b>		doz. net
Bamboo Handles, A, 4 strings.....		4 35
" " B, 4 strings.....		4 10
" " C, 3 strings.....		3 85
" " D, 3 strings.....		3 60
" " E, 3 strings.....		3 35
" " G, 3 strings.....		3 10
" " I, 3 strings.....		2 85

**BISCUITS.**

<b>PEEK, FRIAN &amp; CO.</b>		
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.**

<b>Frank Magor &amp; Co., Agents.</b>		
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.**

<b>MUSHROOMS.</b>		
<b>HENRI JONAS &amp; Co.</b>		
Mushrooms, Rionel.....	\$14 75	
" 1st choice Duthell.....	17 50	
" 1st choice Lenoir.....	18 50	
extra Lenoir.....	20 00	
Per case, 100 tins.		

<b>FRENCH PEAS—DELOREY'S</b>		
<b>HENRI JONAS &amp; Co.</b>		
Moyen's No. 2.....	\$9 00	
No. 1.....	10 50	
1/2 Fins.....	12 50	
Tree fins.....	14 00	
Tree fins.....	15 00	
Extra fins.....	16 50	
Sur extra fins.....	18 00	

<b>FRENCH SARDINES.</b>		
<b>HENRI JONAS &amp; Co.</b>		
1/2 Trefavennes.....	\$9 00	
1/2 Rolland.....	9 50	
1/2 Delory.....	10 50	
1/2 Club Alpines.....	11 50	

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

<b>CADEBURY'S.</b>		
<b>Frank Magor &amp; Co., Agents</b>		
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	

<b>FRY'S.</b>		per lb.
Caracosa 1/2's, 6-lb. boxes.....		0 42
Vanilla 1/2's.....		0 42
"Gold Medal" Sweet 1/2's, 6 lb. bxs.....		0 29
Pure, unsweetened 1/2's, 6 lb. bxs.....		0 42
Fry's "Diamond," 1/2's, 14 lb. bxs.....		0 24
Fry's "Monogram," 1/2's, 14 lb. bxs.....		0 24

<b>JOHN P. MOTT &amp; CO'S.</b>		
<b>R. S. McIndoe, Agent, Toronto.</b>		
Mott's Broms.....	per lb	0 20
Mott's Prepared Cocoa.....		0 28

Mott's Homeopathic Cocoa (1/2's).....	0 39
Mott's Breakfast Cocoa (in tin).....	0 40
Mott's No. 1 Chocolate.....	0 30
Mott's Breakfast Chocolate.....	0 28
Mott's Caracosa Chocolate.....	0 40
Mott's Diamond Chocolate.....	0 28
Mott's French-Can. Chocolate.....	0 18
Mott's Navy or Cooking Chocolate.....	0 28
Mott's Cocoa Nibs.....	0 35
Mott's Cocoa Shells.....	0 05
Vanilla Sticks, per gross.....	0 20
Mott's Confectionery Chocolate 0 11	0 43
Mott's Sweet Chocolate Liquors 0 19	0 30

<b>COWAN COCOA AND CHOCOLATE CO.</b>		
Hygienic Cocoa, 1/2 lb. tins, per doz.....	\$3 75	
Cocoa Essence, 1/2 lb. tins, per doz.....	2 25	
Soluble Cocoa, No. 1 bulk, per lb.....	0 20	
Diamond Chocolate, 12 lb. boxes.....	0 35	
Royal Navy Chocolate, 12 lb. boxes.....	0 30	
Mexican Vanilla Chocolate, 12 lb. bxs.....	0 35	

<b>IMPERIAL—Large size jars, per doz.....</b>		\$3 25
Medium size jars.....		4 50
Small size jars.....		2 40
Individual size jars.....		1 00
Imperial Holder—Large size.....		18 00
Medium size.....		15 00
Small size.....		12 00
Roquefort—Large size per doz.....		2 41
Small size.....		1 40
Paragon—Large size, per doz.....		8 25
" Medium size.....		4 50
" Small size.....		2 40
" Individual size.....		1 00

<b>BAYLE'S POTTED.</b>		
<b>Robert Greig &amp; Co., Agents, Toronto.</b>		
1/2-lb. Jar.....	5-lb. Jar.	
After Dinner.....	\$2 40	\$1 25
Devilled.....	2 65	4 75

<b>JAMES TURNER &amp; CO.</b>		per lb.
Mexca.....		0 32
Damasout.....		0 28
Cairo.....		0 20
Sirdar.....		0 17
Old Dutch Rio.....		0 12 1/2





THE CANADIAN GROCER

**TANGLEFOOT** Sealed  
Sticky  
**FLY PAPER**



Stops the fly in his mad career. Also catches the filthy load he is carrying, thus preventing the danger of contagion.

Long Lasting.  
Order from Jobber.

**The O. & W. Thum Co., Mfrs.**  
Grand Rapids, Mich., U.S.A.



ASK FOR  
**MOTT'S**

BUY  
**Star Brand**

**COTTON  
CLOTHES  
LINES**

- AND -

**COTTON  
TWINE**

Cotton Lines are as cheap as Sisal or Manila  
and much better.

For sale by all Wholesale Dealers

See that you get them.

**W**HOLESALE  
WOODWARE,  
ILLLOWARE, **B**ROOMS,  
BRUSHES,  
BASKETS.

Wrapping Paper,  
Paper Bags, Cordage,  
Twines, and  
Grocers' Sundries.

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HAMILTON.

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J. ERLE CALDWELL

**Belleville Pottery Co.**

SUCCESSORS  
TO



KINDLY WRITE US FOR CATALOGUE AND PRICE LIST.

**GRIMBLE'S** English Malt  
Six GOLD Medals **VINEGAR**  
**GRIMBLE & CO., Limited, London, N.W., Eng.**



**WM. MACK,**  
Proprietor.

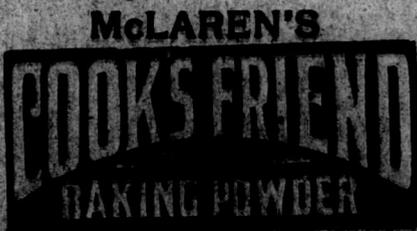
**WHEAT MARROW.**

(REGISTERED)

The pure proteid of wheat. More nourishing than other cereals. Far healthier than meat. The best food for children. : : : : : : : :

Manufactured by  
**THE EXPRESS ROLLER MILLS**  
CORNWALL, ONT., CAN.

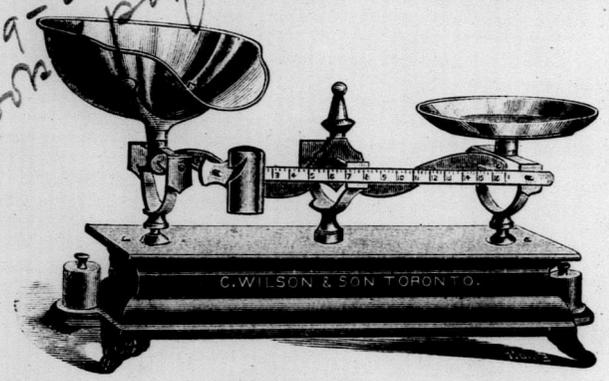
Is Honest Goods and just the Thing on Which to Make or Extend a Business.



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

*See Wilson's  
12-9-01 see cut  
book page 111*

THE CANADIAN GROCER



FINE TEA SCALE.

**WILSON'S** High-Class  
Grocer Scales

Highest Medals at Chicago and Paris Expositions, and 32 First Prizes at Canadian Fairs.

AGATE AND DIAMOND STEEL BEARINGS.

Computing and Pound and Ounce Scales.

Every Scale Carefully Tested and Guaranteed.

Easy Terms of Payment.

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**EVERY POUND IS PURE.**

Every pound of Wethey's Condensed Mince Meat is made from the choicest fruits, meats and spices. It is "best" simply and only because in its manufacture no attempt is made to sacrifice its well-established reputation for high quality for **PROFIT**. It is rightly described as being pure, wholesome, clean and delicious. Every reliable dealer is glad to sell Wethey's Condensed Mince Meat. No honest dealer ever says he has anything else as good. A little effort on your part will do wonders towards keeping up the demand for this article during the summer months.

**J. H. WETHEY**

Manufacturer

ST. Catharines - Ontario.

**Crosse & Blackwell, Limited**

*Pickles, Sauces, Jams and Preserved Provisions.*

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

**MONTREAL.**

CHAS. F. CLARK, President.

JARED CHITTENDEN, Treasurer.

...ESTABLISHED 1849..

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

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**KNIFE POLISH**

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