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EVERY PROVINCE

CANADIAN GROCER

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BEST ON EARTH

Imported Biscuits



are handled by all first-class grocers.
We will bring out assorted cases to suit your trade.

CARR & CO., Limited, of Carlisle, England

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Their original **CAFE NOIR** cannot be equalled.

WRITE FOR PRICE LIST AND SAMPLES.

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GREASY CANDLES

Smelly Oil Lamps,
Poor Electricity or Flickering Gas?

Isn't it about time to make
a change and

GET more Light
For . . .
Less Money?

Get 100 Candle
Power
for 50c. a month.

GET the Light of Eight Oil
Lamps for the cost of Two.

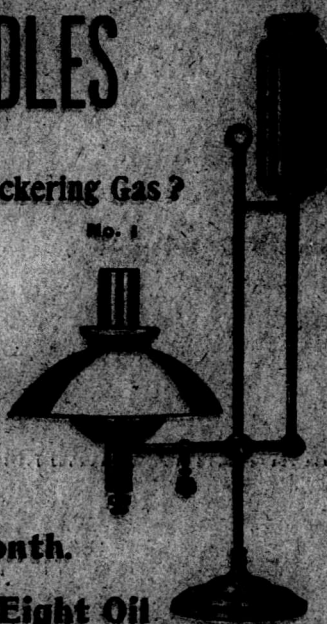
GET AN **AUER GASOLINE LAMP.**

Your money back if you don't like it.

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E. Simpson & Co., Moose Jaw,
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The High Merit
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Miller's Paragon Cheese

is the reason it has
become so popular.



Every pot we manufacture is genuine, and your customers are sure to demand it once it has been tried. Its purity, wholesomeness and deliciousness is not equalled.

ALWAYS HAVE IT IN STOCK.

The **T. D. Miller Paragon Cheese Co.**

INGERSOLL, ONT.

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

COLEMAN'S

Established 1868.

SALT

"Educate your customers in regard to quality."

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

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Macurquarht's Worcester Sauce.

A rich, full-bodied Worcester's Sauce at a little more than half the price you pay for Sauces claimed to be the "best." The flavor is fine! Its heavy "body" makes it the most economical Sauce on the market to day. It has received the highest awards wherever exhibited. It is not only very palatable, but very profitable to handle, because it wins trade—**permanent trade.**

Stephens' Malt Vinegar.

Absolutely pure English Malt Vinegar, made in the Stephens' Brewery, which is one of the largest in England. The great care and skill of the brewing, together with the choicest of English malt and the absolute cleanliness of the brewery, produces a vinegar that is without a peer. All the piping at the Stephens' Brewery is made of vulcanite—think of that for exquisite cleanliness! Stephens' Vinegar wins permanent trade.

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There must be a reason for
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IN CANADA.

It is because of superior quality.
Its quality is of the highest,
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smooth and pure.

Statements occasionally made to its
detriment don't affect sales.

On the contrary—they help to in-
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DO YOU ASK WHY ?

Because, after people read such
statements, they are certain to
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Then it's a case of

**"ONCE TRIED
ALWAYS USED."**

Because Japan Tea is sold purely
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"Pharaoh" and "Pebble" Cigars.

Some one says,
"In the name there is fame," and this
applies to those two popular brands of
Cigars that I make (the "Pharaoh" 10-cent
and the "Pebble" 5-cent Cigars) most em-
phatically.

I would add the words "and profit" to
the quotation I make above. The testi-
mony of a thousand grocers in Canada
backs me up. I know whereof I speak.
No two brands anywhere run more evenly
in the grade—no two brands are more truth-
fully advertised. If you are a grocer I
would like to send you a "trial order" of an
assortment of one thousand or more at my
own expense!

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

LYTLE'S SWEET PICKLES

There are none better—hardly
any just as good. Grocers every-
where sell them because they give
so much satisfaction to customers.

—Put up in quantities
—to suit all needs
—of the trade.

T. A. LYTLE & CO.,

124-128 Richmond St. West,

—Ask your Wholesaler
—for Quotations.

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YOUR CHANCE

Now comes the time when your customers more than any other
season will be asking your advice. The appetite demands a change these
Spring days. So you will often be called upon to answer the question—
"Haven't you something that will be a nice change for breakfast?" **NOW**
is your chance—You naturally remember **MOLINA ROLLED WHEAT**—the
bulk breakfast food—light and easy-to-digest feathery flakes of wheat. You
cannot suggest anything more wholesome because all the wheat is there but
the outer shell. Your customers will appreciate the fact that they can
buy such a breakfast food without paying for a pretty but expensive box.

You don't need to be reminded of the good profit it yields. Every
way you look at it, it pays to sell

MOLINA

ROLLED WHEAT.

THE TILLSON CO'Y, Limited

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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.

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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.

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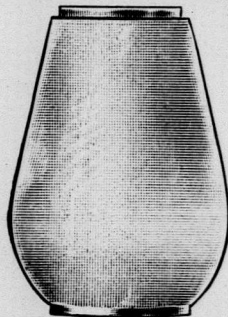
Suitable for Liquids in
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PICKLES, OYSTERS, ETC.

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

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

Sole Agents
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TORONTO, ONT.

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Cold Blast
or Jubilee
Globes

Aetna or
Quaker Flint
Chimneys?

Give them a Trial.

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EXTRA FANCY

California Navel
Valencia
Marmalade
Messina Lemons

ORANGES

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

If you want "The Best" at right prices, order from us.

Hugh Walker & Son, Guelph, Ont.

A SAVINGS BANK

in Ohio ordered of us last week as an investment for savings funds, 2 500 shares of stock of the **STANDARD SMELTING AND REFINING COMPANY, AT 40c. PER**

SHARE, the price at which we are now offering the first issue of the full paid non assessable stock of the company. **THE UNION CONSOLIDATED OIL COMPANY, AT 25c. PER SHARE.** The Consolidated Oil now have producing properties that are earning **Over 2 Per Cent.** Monthly on the stock sold. **MONTHLY DIVIDENDS WILL BEGIN IN MAY** and the Smelter Company will easily earn **20 Per Cent Per Annum** as soon as the plant is in operation in August. Dividends of from 12 per cent. to 20 per cent. per annum are being paid regularly each month **ON THREE OF THE SIX SUCCESSFUL MINES** for which we acted as sole financial agents during the year 1900. April being the 11th consecutive dividend on one stock, the 9th on another, etc., and the other three will soon enter the dividend list. We make a specialty of legitimate working mines, dividend properties and the treasury stock in promising mines. **FIRST ISSUES AT LOW PRICES** which invariably pay the investor unusually large profits, and by our combination plan of dividend payers and first issues have never made a loss for a customer.

Prospectuses of the smelter and oil properties, order blanks, etc., and also booklets of new mines and dividend-payers, special combination plan, latest reports from the properties and full particulars mailed free to any one interested.

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ROYAL YEAST CAKES

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IVORY GLOSS STARCH

ONE } With New Labels of
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SIX } Handsome Embossed
POUNDS } Tin with Hinged Cover.

Has been a Wonderful Success
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IF NOT YET IN STOCK, DON'T DELAY.

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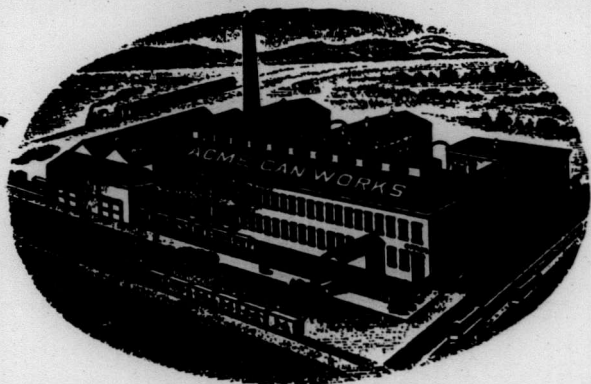
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THE ACME CAN WORKS

Manufacturers of ALL KINDS OF CANS
for

Meats, Fish, Fruit, Vegetables,
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WE MAKE A SPECIALTY OF

Key Opening Cans

USING THE LATEST AND BEST SYSTEMS.

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Write us for prices
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WE ARE SHOWING THE BEST QUALITIES AT LOW PRICES.

CALIFORNIA AND OREGON PRUNES—25 and 50-lb. boxes, all sizes.

FRENCH PRUNES—56 lb. boxes.

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We are headquarters for **RAISINS**. Our range is full of splendid goods at close prices.



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The most popular in Canada.

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Seller.



PINT AND HALF-PINT
BOTTLES.

Sold by all Wholesale Grocers



Batty & Co.

ESTABLISHED 1884

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OLIVES
AND
PURE
OLIVE
OILS.



INDIAN
CURRIES
AND
CHUTNIES.

Makers of High-class

PICKLES
OF
ALL KINDS.



SAUCES
OF
ALL KINDS.

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CIRCULATES IN
EVERY PROVINCE

THE
CANADIAN GROCER
AND
GENERAL
STOREKEEPER

VOL. XV.

MONTREAL AND TORONTO, APRIL 26, 1901

NO. 17

THE PRIMARY PRINCIPLES OF FOREIGN EXCHANGE.

HAVING in mind the primary principles of foreign exchange, we will consider their application to "sterling" exchange and how by their means the rates for buying and selling are derived.

In the first place, we will take the rate for demand exchange and must start from the foundation fact that the par value of £1 sterling is \$1.86656, because the sovereign or pound sterling contains 113,001,597 grains of pure gold, which in gold coin of the fineness of that of the United States is equal to \$1.86656.

A QUESTION OF TRANSPORTATION.

If gold could be transported as easily and at no greater cost or risk than attends the sending of bills of exchange, the rates of exchange between countries on a gold basis would vary only as influenced by the rate of interest; but we know considerable expense attends the shipments of gold, and if the supply of mercantile exchange is not sufficient to cover the amount of sterling exchange issued by the bankers this expense must be met, for gold being the medium of settlement it must be procured and shipped.

To ship to London from New York £100,000 in gold would involve the following expenditure at least:

£100,000, at par.....	\$186,656 66
Freight, say 1/2 of 1 p. c.....	608 32
Insurance, say 1-16 of 1 p. c.....	304 16
Boxing, cartage, etc., say 1/32 of 1 p. c.....	152 08

\$487,721 22

Thus, if the banker in New York received \$188,000 for his demand draft of £100,000 on London, he is in a position to send either sovereigns or their equivalent in gold, to meet his obligation there.

It is evident, then, that if gold has to be shipped, \$487,721.22 at least must be obtained for the demand draft; but as a profit has to be made and certainly one-sixteenth of one per cent., which would only just make it pay, we will add that to the above and we get \$488,025.38 so then, when the rate for demand exchange is

quoted by the banker as 4.88 gold is said to be at the "shipping point," because at this rate the banker can under ordinary and normal conditions, procure the gold and pay costs attending shipment of same to England and so provide the necessary funds to meet demand exchange sold at that rate.

As a rule, shipments of gold take place only when the supply of mercantile paper is short of the demand and the rate of exchange consequently rises to the shipping point; yet it does happen that shipments of gold may be remunerative when the rate for demand exchange is below shipping point.

GOLD RESERVES.

This condition might arise when, for some reason, it was found necessary for the English bankers to increase their gold reserves, and the Bank of England, on whom they rely for their gold, might have to offer a premium on gold to attract enough to meet the requirements, thus apparently enhancing the value of the metal.

Gold, in this case, is the requisite; and since there may be such a supply of commercial sterling exchange available in New York that demand bills could be readily obtained at say 4.86 3/4, yet this exchange, while perfectly serviceable to offset a demand draft on London, because it will supply the demand in gold there, is of no value for the purpose of adding to the gold reserves of that country, since it represents payment for merchandise and in fact tends to diminish the English gold supply; so the Bank of England will offer a premium to attract gold.

If we presume that such a premium was 3/8ths of one per cent. or seven shillings and six pence on the £100, then the equivalent of £100,000, with the premium added, would be, at par, \$488,481.60. In other words, the rate obtained against the gold shipment would be nearly 4.88 1/2, while the rate for sterling exchange on demand stood at 4.86 3/4 in New York.

If this premium were offered for one month's use of the gold, and the banker

sold his demand exchange against it in a month at \$1.86 3/4, the transaction, aside from other contingencies, would only pay the exporting banker, if the rate of interest in the home market was under two per cent., for it would be investing \$487,721.22 (the £100,000 exported, plus the cost as previously stated) at about two per cent. per annum, as follows:

£100,000, plus premium of £375 at 4.86 3/4, equals.....	\$488,575 31
Deduct £100,000 and cost of exporting.	487,721 22

Margin of profit.....	\$ 854 09
Interest obtainable in the home market on \$48,772.22, for one month at 2 p. c.	812 87

It is to be presumed that some other inducement would be required before a banker would ship gold under the above conditions, since it is evident that the premium on the gold will not pay him unless the rate obtained in the home market for money was less than two per cent.; we have, however, assumed that to be the prevailing rate.

OTHER MEANS OF ATTRACTING GOLD.

The other means of attracting gold, and that which most frequently operates in this way, is a sufficiently higher rate of interest in the foreign market but the higher rate must prevail for a sufficiently long period to make the transaction profitable; and in such case the gold shipment may be regarded as a loan and against this at some future date, the end of the long period to wit, the banker should sell his demand exchange at a rate sufficiently high for him to be recouped in New York without reducing the profit earned, or better still, make a further profit on the exchange sold against it.

EXCHANGE AGAINST GOLD SHIPMENTS.

In considering the subject of exchange against the gold shipment we will do so from various points of view that appeal to the banker, because profitable employment of money in his business and the gain from loan operations is frequently associated with his exchange transactions and each has a direct influence on the other.

Assuming, then, that in addition to the premium of 3/8th of one per cent. on the £100,000 gold exported a rate of interest



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.

one-half per cent. above that available in the home market be offered for a period of three months it becomes evident that we have a time loan and consequently we might operate "time exchange" against it but as we are at present considering demand exchange, the other aspect will be referred to in a later article.

We will suppose that the inducement to ship gold is an increased interest rate of the half of one per cent. and we will estimate the rate for time loans in New York as being three per cent. and for call money two per cent. per annum on the highest class of securities, these being about what would prevail in ordinary quiet state of the money markets in New York and London, although it has been the rule in the past for higher rates to prevail in the American money market.

The loan to the Bank of England will be at the rate of 3 1-2 per cent. per annum and will net the following, viz.:

Amount of loan.....	£100,000	0	0
Add premium 1/2 of 1 p. c.....	375	0	0
Add interest at 3 1/2 p. c. for three months.....	875	0	0

Thus the sum exported will have grown in 3 months to..... £101,250 0 0

against which the banker can then sell his demand exchange; and, if the rate is as good as when he shipped the gold, it would net on

£101,250 sold at 4.86%.....	\$492,834	37
At an outlay of 3 months, of.....	487,721	22
Showing a profit of.....	5,113	15

or over 4 1-5 per cent. per annum, although the rate for loans in the home market was only 3 per cent.

Now, it would not be wise to presume that the rate at the end of three months will be as good as when this transaction was entered on, for the fact of shipping gold tends to put up the rate of interest in the home market, in which case the rate of exchange will fall unless the rate of interest in the foreign market goes up also; and should the rate of exchange to the importing point, the profits would be reduced to 3.15 per cent. per annum, which would still be on the right side but scarcely enough to warrant the business, so there must be some more certain way of assuring a profit than waiting the risky eventualities of three months, and this is set forth in a subsequent chapter.

THE RISE AND FALL OF EXCHANGE.

To fully explain the above statement relating to exchange "falling to the import point," we will refer to the fact set forth that the exporting point is arrived at when the rate of exchange equals the par value plus the costs of exporting, which amount

of about 7-32 of one per cent. on the amount exported.

As the same expenses attend importing gold, it follows that when the rate of exchange for demand drafts on London is at par minus 7-23, which is \$4.85 1-2, then the importing point is touched; so if the banker sold his £101,250 at \$4.85 1-2 it would net only \$491,568.75, and after recouping his first outlay of \$487,721.22 his profit would be \$3,847.53, or 3.15 per cent. per annum on the capital employed, as previously stated. The exporting and importing rates are here given at a minimum of profit. As a rule, the banker would consider a half cent higher or lower than these rates respectively as desirable for actual operations in gold.

Having explained the circumstances which cause the rate of \$4.88 for demand exchange to be called the "shipping point" and \$4.85 1-2 the "importing point," and indicate the conditions which are conclusive in producing these rates, it is advisable to remark on the rates that are between these points.

Ordinarily, in either buying or selling, one desires to get par if the business be in exchange or anything else, but particularly so when dealing with moneys; hence, if purchasing a demand draft on London for £100, we would hope to get it for \$486.65 and some small addition as commission for the banker's services. This addition is from 1-32 on large amounts to 1-4 or 1-2 of one per cent. on very small sums, thus on £100 it would probably be \$1.22; but, as has been explained, it is not always possible for the banker to cover his drafts on London at par, hence an addition to par value of \$1.22 might not pay him for his services, so it follows that what is usual when dealing with internal exchange, of purchasing a draft and paying a commission, although the principle is the same, must in foreign exchange give place to a system of exchange rates which not only includes the banker's commission but takes into account demand and supply, interest and the value of the metals as represented in the coin; these cause fluctuations between the "exporting" and "importing" rates, hence the above rate of \$4.8665, with \$1.22 added, is quoted at \$4.88, which includes banker's commission and all other contingencies; so that the purchaser of exchange from the banker has full benefit of low rates when exchange is under par and of high rates of selling exchange when the rate is over par.

Now, if the exporter can get par for the goods he has exported he will, as a rule, sell his exchange; but if there be more of such exchange offering than there is demand it follows that the banker will grade his rate accordingly and if the supply be very

abundant the rate will fall to the importing point; or the contrary, rise to the exporting rate if the demand be in excess of the supply.

So demand and supply are the factors in exchange rates between what we will call the minimum and maximum rates, while the shipment of gold, either way, has a tendency to produce the par or medium rate.

INTEREST AND RATE OF EXCHANGE.

The rate of interest, however, has much to do in fixing the rate of exchange, even when the supply is abundant or scarce. For instance, if sterling exchange is abundant so far as its supply is produced from the balance of trade being in favor of this country, but the exporters, who have money in England against which they can issue exchange, prefer to leave the money there rather than take a rate much under par, because they are able to put it out at as good or a better rate of interest than can be obtained in the home market; or rather than sell their exchange at low rates here they might purchase goods in England on which a profit could be derived by importing or by shipping to some foreign land; hence these things act to protect the seller of merchandise from being obliged to sell his exchange at a price below the intrinsic value.

On the other hand it may suit the sellers of exchange to accept a low rate so that they may obtain a higher rate of interest in the home market (and this is most usual when exchange is low); or the sellers might be induced to accept a low rate for their exchange and use the proceeds to purchase for cash and thus gain more on their discounts than has apparently been lost by accepting less than par for the exchange.

So then, while demand and supply govern rates of exchange, the rates of interest at home and abroad react on these to govern demand and supply, causing exchange to fluctuate from day to day, and at times even from hour to hour and can be counted on with but little more certainty than the price of stocks and shares which themselves influence and are influenced by interest rates and the rates of exchange, because, like foreign bills, they are a form of international exchange.

If the interest rate be the same both in London and New York and the supply of sterling exchange equal to the demand, the prevailing rate on demand exchange would be \$4.86-6 plus the banker's charge of from 1-32nd to 1-2 on sales by the banker, according to the amount of the transaction; and the same minus that charge on purchases; and the variations from these rates will be governed by the disparity between

DON'T READ THIS

If you are not a believer in advertising yourself, instead of someone else. The ENTERPRISING GROCERS are the ones whose sympathies we want to enlist in selling

BULK TEAS

Lucas, Steele & Bristol, - - Hamilton



THE DOMINION BREWERY CO., LIMITED
Brewers and Maltsters
TORONTO

Manufacturers of the Celebrated

WHITE LABEL ALE

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

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

WM. ROSS, Manager.



VERY STRANGE. VERY TRUE.

**An Indian, Christened in South Africa,
Registered in Ottawa.**

An elegant Indian was added to our family of Package Teas the other day.

“KHAKI” is the name of this beautiful tea

Guaranteed a Pure Indian. Packed in the Gardens and shipped direct here.

The great demand to-day is for a pure Indian Tea that can be sold at a reasonable price. We feel we are now in a position to supply this demand.

“KHAKI” has four strong points—Fragrance, Flavor, Purity, Strength ; and one more—the price is right. Let us hear from you.

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. Kinnear & Co.,

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

the demand and supply, these being themselves subject to the influence of the prevailing rates of interest in the home and foreign markets; a difference of one per cent. in either market being, as a rule, enough to attract gold.

No hard and fast rule can be laid down as applicable at all times, but all matters that affect the exchange market must be considered in arriving at the rate that should prevail; and while interest is the prime factor it is, as shown, but one of several in producing results on the rates of foreign exchange.—The Bookkeeper.

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

R OBERGE & Landry, general merchants, Thetford Mines, Que., have compromised at 50 cents on the dollar.

F. Dutrisac, grocer, Montreal, has assigned.

Leon Daignault, grocer, Montreal, has assigned.

H. Cairns, general merchant, Sawyerville, Que., has compromised.

Robert Fairley, grocer, Winnipeg, has assigned to C. H. Newton.

D. Gillanders, general merchant, Wellington, Ont., has compromised.

Alex. Manson has been appointed assignee of A. Cameron, general merchant, Lochaber, N.S.

The creditors of Alph. Letourneau, general merchant, Little Metis, Que., met this week.

A. A. McCaull, general merchant, etc., Ellerslie, P.E.I., is offering 50 cents on the dollar.

F. Paquette, general merchant, Paquetteville, Que., is offering 25 cents on the dollar.

Lamarche & Benoit have been appointed curators of J. E. Tremblay, general merchant, Ste. Anne de Bellevue, Que.

PARTNERSHIPS FORMED AND DISSOLVED.

Coleman & Randall, grocers, Trail, B.C., have dissolved.

Turville & Nichols, grocers, London, Ont., have dissolved. Charles Nichols continues.

Emily L. Burns has registered as proprietress of N. P. Burns & Co., grocers and bakers, Sydney, N.S., and a meeting of the firm's creditors has been called.

SALES MADE AND PENDING.

Wark Bros., grocers, Montreal, are selling out at auction.

Angus Chisholm, grocer, New Glasgow, N.S., has sold out.

George Guy, flour and feed dealer, Ottawa, has sold out.

The assets of L. Rondeau & Co., grocers, Quebec, are to be sold.

E. E. McNutt, grocer, Truro, Ont., is offering his business for sale.

W. H. May, crockery dealer, St. Thomas, Ont., is advertising to sell out.

J. R. Kennedy, grocer, Acton, Ont., is advertising his business for sale.

The assets of Joseph Brodeur, general merchant, St. Hyacinthe, Que., are to be sold.

C. S. Coggins, general merchant, etc., Penobscus, N.B., is selling out.

The assets of Joseph Quinlan, general merchant, Manotick, Ont., are to be sold.

Casselman & Fulton, grocers, Montreal, are selling out and intend retiring from business.

The stock of D. Levisseur, general merchant, Matane, Que., was sold at 60 1-2c. on the dollar.

The assets of Paul Bissonnette, general merchant, Casselman and South Indian, Ont., are to be sold.

The assets of Alex. Cameron, general merchant, North Lochaber, N.S., are advertised for sale by auction on May 3.

CHANGES.

A. Lauzon & Co. have registered as grocers in Montreal.

Shaver & Co., grocers, Finch, Ont., have sold out to T. Hutchins.

B. R. Leake, grocer, Atwood, Ont., has sold out to Samuel Watson.

Fred. Weldon, grocer, Hamilton, Ont., has sold out to J. G. Weldon.

W. W. Stiles, grocer, Innisfail, Man., has been succeeded by Stiles & Dea.

Mrs. L. Mills, confectioner, Selkirk West, Man., has sold out to C. Sorell.

J. G. Pritchett, grocer, London, Ont., has sold out to Young & Webster.

J. H. Grenier & Cie. have registered as importers of fruits, etc., in Montreal.

W. D. Mackie, general merchant, Dunrea, Man., has sold out to J. H. Fawcett.

Richard Common, general merchant, Winthrop, Ont., has removed to Newbridge, Ont.



"By Satisfying we feel satisfied."

MacLaren's Roquefort Cheese

Put up in white opal jars, is sure to give satisfaction.

Most convenient, most economical, and never gets hard or dry.
Always the same.

Small, \$1.40 per doz.

Retails at 15c. per Jar.

Large, \$2.40 per doz.

Retails at 25c. per Jar.

GALLON APPLES

EXPORT QUALITY

PRICE LOW

THE DAVIDSON & HAY, LIMITED

36 Yonge Street,

TORONTO.

A. DuMagne, general merchant, Lakelet, Ont., has sold out to Wm. Burkfield.

D. Nesbitt, general merchant, Wellwood, Man., has been succeeded by W. Nesbitt.

W. N. Secord, general merchant, Winona, Ont., has been succeeded by Budge Bros.

Graves & McGuire, general merchants, Vienna, Ont., are removing to Wallaceburg.

Trudel & Richard, grocers, Grand Mere, Que., have been succeeded by J. A. Trudel.

J. R. Bellamy, general merchant, Black Bank, Ont., has been succeeded by Wm. Duffin.

Margaret Baker, general merchant, St. Augustine, Ont., has been succeeded by Charles Moss.

J. Y. Griffin & Co., pork packers, etc., Winnipeg, have sold their retail business to A. Gibson.

T. W. Thompson, general merchant, Barwick, Ont., has sold out to C. K. Langstaff.

FIRES.

P. Boyle, grocer, Brechin, Ont., has suffered loss by fire.

James M. Purvis, flour and feed dealer, Toronto, has suffered loss by fire.

DEATHS.

O. Belanger, grocer, Quebec, is dead.

Hony R. Buzzell, of Buzzell Bros., general merchants, Cowansville, Que., is dead.

Charles D. Bell, grocer, etc., Acton, Ont., is dead.

Walter McCormick, of Wm. McCormick & Son, general merchants, Annapolis, N.S., is dead.

W. R. McRae, of W. R. McRae & Co., wholesale and retail grocers and liquor dealers, Kingston, Ont., is dead.

MILLIONS OF LOBSTERS.

FRESH lobsters at five cents apiece is one of the attractions that parts of Northern Canada, Newfoundland and Labrador offer to tourists and summer visitors. The New England Canning Co. procures its lobsters so cheap in Newfoundland that it can afford to sell them at the price mentioned above. Some interesting facts have recently come to light in connection with the life history of the lobster in far northern latitudes, as a result of a study of the methods employed in catching and canning it. Newfoundland alone exports over 3,000,000 pounds of lobsters every season, valued at over \$60,000. Fortunately for lovers of this delicacy, the Governments of Canada and Newfoundland took warning a few years ago by the rapid depletion of the American lobster fisheries, and enacted measures to maintain as far as possible the existing supply in their own waters.

The failure of the American supply was difficult to overcome, but the protection of the last few years is now producing a rich reward, and a live lobster of 11 inches in length, which 10 years ago could be sold for only one or two cents, will bring to the fishermen, especially early in the year, 10 to 20 cents. The official report of a few years ago that the catch of the lobster fishery along the New England coast was hardly sufficient to supply one-fifth of the demand of Boston alone, not only set Canada and Newfoundland to thinking, but impelled them to prompt action. Canada now hatches from 70,000,000 to 80,000,000 lobsters per annum. This, however, is but little compared with what Newfoundland has done. In no other country in the world is lobster hatching conducted on such a

large scale as in that colony, or on so economical a plan. This is owing to the invaluable invention of floating incubators, which can be used in any suitable locality in the neighborhood of a canning establishment. They were originated by Mr. Neilson, a Norwegian fish culturist, who took charge of these operations for the Government of the island a few years ago. By their employment an average of 15,000,000 lobsters have been hatched and planted; so that in seven years the enormous number of 3,150,000,000 of lobster ova have been brought to life.

THE ATTRACTIONS OF HALIFAX.

The members of the Nova Scotia Tourist Association are to be congratulated on the booklet "Halifax, Nova Scotia," which they are now sending out. The publications of this body have all been good, but in this work an unusually high standard of excellence has been reached, especially in the illustrations, which are superb, presenting in a most captivating style the attractions which Halifax presents the tourist or traveller.

It is not surprising that this association has been successful in its work of developing tourist travel. They have in a central part of Halifax an "Information Bureau," where visitors can obtain reports of hotel service, boarding house accommodation, shooting, fishing, etc., in almost every town and village in the Province. Last year 30,000 booklets, similar to the one now being sent out, were distributed. Altogether the association expended \$2,300, but the general verdict was that it was a profitable investment and this year they are more energetic than ever in their useful work.



QUALITY is remembered long after price is forgotten

To procure trade a grocer is compelled to carry the best line of goods, and by so doing he is obliged to sell

UPTON'S
Jams, Jellies and Marmalade.

A. F. MacLaren Imperial Cheese Co., Limited.

TRADE IN COUNTRIES OTHER THAN OUR OWN.

Coast mail advices regarding the opening of the fishing season on the Columbia river state: "The catch was much better than expected, and the amount of fish turned in at the Pillar Rock cannery exceeded the catch on any previous opening day in several years."

HIGHER PRICE FOR RAISINS.

A press despatch from San Francisco under date of April 21 says: The packers have sold the first 200 cars of raisins and have contracted for the second 200 at 1-1c advance.

CANNED GOODS IN ENGLAND.

Business in canned goods shows a decided improvement over last week, orders although small being numerous. With warmer weather increased activity may reasonably be looked for, as the trade have been buying from hand to mouth for some time, and their stocks naturally have become very much reduced. Tomatoes are selling freely at the low rates prevailing, but this will probably not continue for any length of time, as present quotations are below the cost of production. Peas are in good demand, and the best brands are fetching full prices. There is a fair inquiry for apricots, and some exceptionally good lines are to be bought at a very low figure. These goods now show better value than any other class of fruit on the market, and already an increase in the consumption is noticeable. The demand for salmon the spot remains slow, but prices are practically unchanged. There is a fair inquiry for first-class quality lobsters, but there are very few reliable parcels remaining, and the trade generally should be very careful when buying, and not be tempted with low quotations, especially at this time of the year.—Produce Markets' Review, April 13.

BANANAS IN NEW YORK.

In connection with the market for bananas a leading dealer said to-day: "Notwithstanding the heavy receipts so far this month the fruit has moved out fairly well at the advance in prices. The total receipts have been 236,000 bunches—more than 130,000 bunches in excess of last year's receipts for the same period. Despite the heavy receipts and the fact that the outlet into the country has not been up to expectations owing to the unfavorable weather conditions, the market may be said to be an advancing one, the disposition among importers being to stiffen values. A week or two of good spring weather would help the situation materially." The receipts for the whole of April last year were 174,600 bunches.—New York Journal of Commerce, April 18.

CURRENTS IN GREAT BRITAIN.

The demand for currants for home consumption continues to be good and of a general character, and would tend to confirm the opinion that the trade generally have reduced their stocks to a low level, and that they are now buying for immediate requirements. The supply of currants under 32s. per cwt. now offering on the market is extremely limited, and prices under this level show some advance. This state of affairs would seem likely to be maintained and to become accentuated if the question of supply ruled the position, as no outside stocks of any kind appear to be available. Above the price mentioned, there is no change, and there is an ample

supply. Up to the present there is no definite news of the prospects of the growing crop; but, if it is permissible to make deductions from the attitude of sellers, everything may be presumed to be progressing satisfactorily. The present state of affairs may be considered from a general point of view satisfactory, the stock being small enough to afford a fair basis for firm prices and the demand being sufficiently active to clear off any parcels which from time to time and for one consideration or another may be pressed for sale, without any further weakness in the market being allowed to develop.—Produce Markets' Review, April 13.

CANNED SALMON ON THE U. S. COAST.

Commenting on the situation in salmon, The Trade Journal says: "The run on the Sacramento river is said to be light, but the fish average larger size, which is accepted by fishermen as the index of a good average season. The price has been advanced under cold storage competitive buying to 8 1-2c. This is the highest figure ever paid on the river. The price on the Columbia river opens at 8c. for storage and 6c. for canning. At the latter figure canners will have to get fully \$1.50 per dozen for talls; but canners having traps or wheels of their own can, if necessary, sell for less. With Puget Sound sockeyes at \$1 to \$1.02 1-2 and red Alaska at 95c. it will be found a very hard and difficult task to place Columbia river at high figures in view of the fact that the large markets at the East are supplied with cold storage fish, and the class who want fancy fish will take the latter in preference to canned except for excursion or picnic purposes."

CURRENTS IN NEW YORK.

According to official figures the stocks of currants in bonded warehouse on March 31 aggregated only 2,630,000 lb., compared with 5,662,881 lb. at the corresponding date last year. "This stock," said a prominent operator, "is considerably less than half the total in bond last year, but against that we have a price almost double selling basis in April last year. It is a question whether the distributing trade will take the goods all up before new arrives, but it is also unquestionable that the market is bound to be in better shape at the outset of the new season than was the case in 1900, for the simple reason that other markets are not heavily supplied, and the Greek market has less than 4,500 tons to dispose of, a portion of which is composed of currants which this market cannot take. Should the prospects of permanent injury to the coming crop be realized the situation will be stronger next season."—New York Journal of Commerce.

PERSONAL MENTION.

Mr. J. L. Watt, of Watt & Scott, Toronto, sailed from New York on Wednesday on the Oceanic for a two months' visit to Europe.

Mr. John Fisher, one of Stratford's retail grocers, was in Toronto on Wednesday. Mr. Fisher is one of those grocers whose ideas in regard to the pushing of the better class goods are sound.

Mr. Boussarogue, of Bordeaux, France, was in Montreal this week. He represents

Talbot Freres, the celebrated French packers of table delicacies, and was calling on the Canadian agents, Messrs. Hudon, Hebert & Cie., who handle immense quantities of these importations.

BACK FROM EUROPE.

MR. HENRI JONAS, Montreal, has just returned from Europe, and looks hale and hearty after his ocean voyages. He was away only one month, and travelled night and day to economize time in going the rounds of his primary markets.

In answer to our regular inquiry for news, Mr. Jonas tells us that the outlook is for still higher prices on sardines and continued full values on peas. It seems that the fishermen who catch the sardines are demanding very high wages, on account of the high prices prevailing on their bait and because the catch is, in later years, not nearly so heavy as it used to be. The canners will find great difficulty in getting fish, and they will have to pay very high prices for what they do get.

F. Delory, the big packer that puts up 15,000,000 boxes of sardines and peas in his 11 factories, and whom Mr. Jonas represents in Canada, predicts also that peas will be very high because of the heavy demand and also because part of the crop has already been injured. The sight of peas growing seems to have been very pleasing to Mr. Jonas, who had just left our fields in their normal winter barrenness.

All France, he says, is flourishing commercially, her fine products being in brisk demand. He was sorry to find, however, that the activity did not extend across the channel.

TORONTO TRAVELLERS TO MEET.

The regular monthly meeting of the City Travellers' Association of Toronto will be held in St. George's Hall on Friday evening this week. After the business is over a social evening will be spent, music and euchre being the attractions.

TO HAVE A GOOD PICNIC.

The indications are that the annual picnic of the Toronto Grocery Clerks' Association, which is to be held this year at Centre Island Park on May 24, will be a successful as well as a big affair. A fine programme is being prepared. One of the star attractions will be a baseball match between the clerks and the wholesale fruiterers of the city.

The English Fish Curing Co., Vancouver, have been incorporated with \$50,000 capital.

The Most Delicious of all Cereals

WHEAT=OS

CONTAINS ALL THE NUTRIMENT OF THE WHOLE WHEAT BERRY.

A Handsome 2-lb. Package to retail at 10c.

SELLING AGENTS

THE

EBY, BLAIN CO., LIMITED**WHOLESALE GROCERS, Etc.****TORONTO, ONT.****HINTS TO BUYERS.**

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

THE large demand for "Imperial" maple syrup has depleted the stock of The Eby, Blain Co., Limited. However, they report another carload due here on Saturday, when all orders will be filled.

T. Kinnear & Co. have oysters in 1-lb. tins.

The Imperial Syrup Co. have advanced maple syrup, all sizes, 30c. per case.

Warren Bros. & Co. have in stock lobster in 1 lb. glass packages.

T. Kinnear & Co. announce that they are offering prunes at low prices.

The Eby, Blain Co., Limited, are the wholesale selling agents for "Wheat-Os."

T. Kinnear & Co. have taken into stock a shipment of brown sago, which has been scarce lately.

Just in stock with W. H. Gillard & Co.—a consignment of Gillard's (London, Eng.) pickle and sauce.

A good sale is reported for MacLaren's Roquefort cheese, especially the new size which sells at 15c.

A pure Canadian gluten flour, "Superior." As a special food product for cases of

diabetes, dyspepsia and weak digestion it is offered through the wholesale trade by E. A. Shoebottom, London, Ont.

W. H. Gillard & Co. are offering bargains in raisins, their stock comprising several lines.

A large assortment of canned and bottled fruits may be had from Lucas, Steele & Bristol.

W. A. McClean, Owen Sound, Ont., in this week's issue, page 41, offers for sale a quantity of pork, hams, backs, bellies, etc. Read it.

Another lot of choice green Ceylons are to hand with Lucas, Steele & Bristol. Get one of their handsome containers free.

Some fine lines of Ceylons and Young Hysons are being shown by W. H. Gillard & Co.

"Cake Walk" molasses, in barrels and halves, is one of Lucas, Steele & Bristol's leaders.

L. Chaput, Fils & Cie, who have lately bought an immense amount of tea of an insolvent estate, say that they have had an extraordinary demand for it, and that many lines have been sold out.

L. Chaput, Fils & Cie report a good demand for Williams' Bros. & Charbonneau's pickles, and particularly for the new package they are handling. They have

added to their assortment a 6-oz. bottle, called picnic size, to be used by camping parties, etc.

The Eby, Blain Co., Limited, report that they have but a small stock left of Williams Bros. & Charbonneau's French half pint pickles, which they are offering at a special figure.

Green Ceylon tea, packed in "Circle" brand cans, to retail at 25c., may be procured from Lucas, Steele & Bristol. The firm also offer their big stock of black Indian and Ceylon goods at old prices.

The "Salada" Tea Company is in receipt of the following from Corinth: "In reply to your favor of April 18, asking how it is that you have not received an order from me for some time back, beg to say that we have been procuring our supplies of 'Salada' through wholesale houses in London. This fact will account for no orders having been sent direct to your house. We find 'Salada' a good line to push, and have it on the shelves, as there is no dead stock with that line."

John Mills, grocer, Sarnia, Ont., is building an addition to his store.

On Thursday, last week, Placide Laniel, grocer, Montreal, was struck by a street car when jumping off his delivery wagon, and was badly cut about the face and head.

Use

Lea & Perrins'High-Grade **"Sauce"** and avoid**"NASTY" and "INJURIOUS" IMITATIONS.****J. M. DOUGLAS & CO., Canadian Agents, MONTREAL, QUE.**

Something About a Discovery.

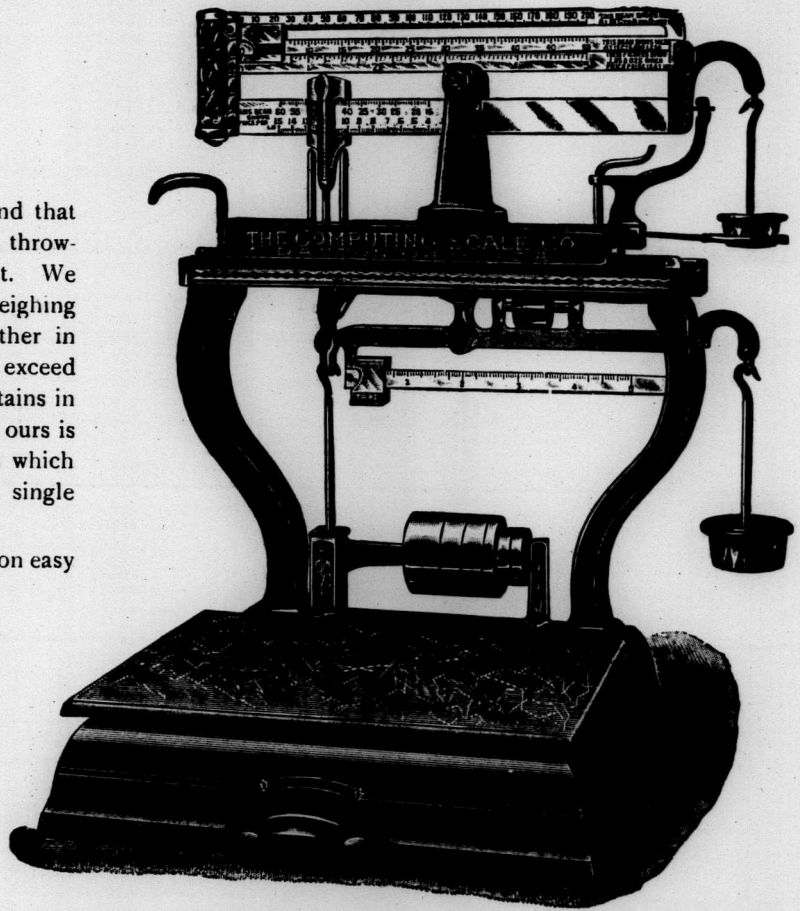
For the past two or three thousand years we find that merchants have been dumping their profits overboard, throwing it away, giving it away, any way you want to put it. We are satisfied that if all the losses on different kinds of weighing devices since their invention could be gathered together in one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

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

THE COMPUTING SCALE COMPANY

DAYTON, OHIO.

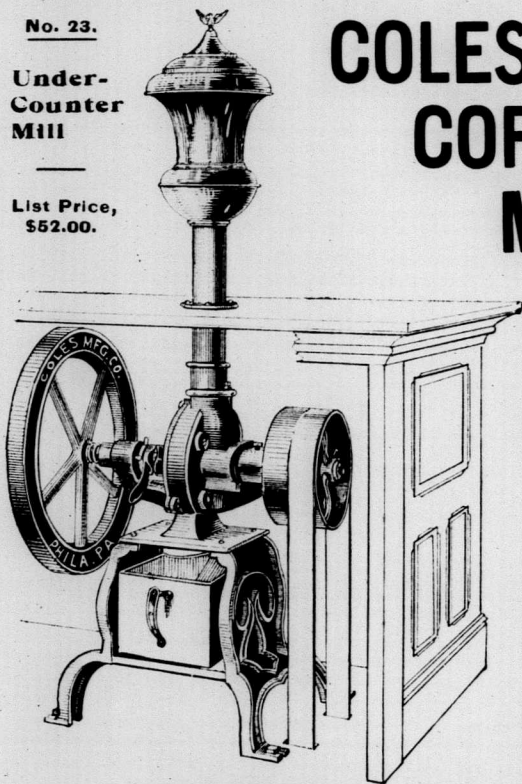
Moneyweight Scale Co., No. 17 State St., Chicago, Ill.
Moneyweight Scale Co., Nos. 50 and 52 Franklin St., New York, N.Y.
J. B. Poirer, Dist. Agent, No. 1662 Notre Dame St., Montreal, Que., Can.
L. A. Davidson, Dist. Agent No. 104 King St. West, Toronto, Ont., Can.



No. 23.

Under-Counter Mill

List Price, \$52.00.



COLES COFFEE MILLS

None better for Granulating or Pulverizing.

Our mills will Pulverize without heating Coffee.

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

A GREAT LABOR-SAVER.

Our Grinders wear longest.

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

COLES MANUFACTURING CO., PHILADELPHIA, PENN'A.

Canadian Grocers will find in

Rowntree's

ELECT Cocoa

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

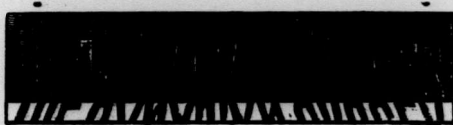
Its great economy (requiring about one-half the quantity of other Cocos to produce a beverage of equal strength), its easy digestibility making it readily assimilable to the most delicate constitution, its fragrant aroma and its delicate flavor all combine to make it one of the most popular and satisfaction-giving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

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

Agents for Canada are:

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

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



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

CANADA'S EXPORT BARLEY TRADE.

WHEN the McKinley tariff of 1890 shut Canadian barley out of the United States market it was the general opinion that the barley-growing industry in this country had received its quietus, for practically all our exports of that particular cereal went to the breweries of the neighboring Republic. Take, for example, the exports during the year preceding the inauguration of the McKinley tariff. Their total to all countries was nearly 10,000,000 bushels, of which over 9,900,000 bushels alone went to the United States. Only 6,312 bushels went to Great Britain; and in 1888 the quantity exported to the latter country was but 1,687 bushels.

Some hope was entertained, after the advent of the McKinley tariff, that a trade in barley might be developed with the Mother Country. With this end in view, a good deal of two-rowed barley was sown. And by 1892 Canada was able to export 2,439,959 bushels of barley to Great Britain. But the results were not satisfactory, due to some extent to the dishonest practice of

mixing other descriptions of barley with the two-rowed kind.

By 1896 the quantity exported to Great Britain was down to 45,769 bushels, while our total to all countries was only 840,725 bushels, against nearly 10,000,000 bushels up to the time the McKinley tariff came into existence. In 1899 the results were still worse, for the total exports were only 238,948 bushels. But again was exemplified the old saying, that the darkest hour is just before the dawn.

In 1900, Canadian barley began to get a better footing in the British market, and in that year we shipped there 1,753,135 bushels, against 116,131 bushels in 1899. The United States took about 40,000 bushels more than they had in previous years, and the exports to "other countries" jumped from 443 bushels in 1899 to 238,679 in 1900, while the sum total of our exports was 100,000 bushels larger than in any previous year since 1892.

The revival in the export barley trade last year has not forsaken us this year. The returns for the eight months show this, the total being 1,666,294 bushels. During the eight months, Great Britain has taken 1,336,448 bushels, the United States 182,022 bushels, Belgium 144,394 bushels and "other countries" 3,430 bushels. The demand for barley on British export account is still active.

We are still a long way from the export trade which existed up to 1890, but the outlook for the barley industry is certainly brighter than it has been at any time since the McKinley tariff so badly crippled it.

As Great Britain imports something like 360,000,000 bushels of barley per annum, it is evident we have an unlimited field in which to develop our export trade in this particular cereal.

The United States, it might be pointed out, exports over 4,000,000 bushels of barley to Great Britain annually.

JEALOUSY IN BUSINESS.

JEALOUSY is as much to be discouraged in business as it is in love affairs. The merchant who is possessed of it is laboring under a disadvantage, for it blinds his own judgment and makes his fellow businessmen his enemies.

Those who succeed in business are not

the men who are eternally watching with a jealous eye their competitors; they are those who are too busy minding their own affairs to grieve over the success that may be attending the efforts of their fellows.

He is a wise merchant who keeps himself independent of his business confreres. But he is equally wise who keeps on good terms with them.

Jealousy is the root of price-cutting and other trade evils. The spirit of live and let live, on the other hand, is the basis on which legitimate and profitable business is erected.

MAPLE SUGAR QUALITIES.

It has frequently been stated lately that the quality of the maple sugar now being produced in Canada is greatly inferior to that which was made years ago. The explanation given in some quarters is that the modern process is so clean that it does away with the delicious flavor which made maple syrup such a popular product. It is reasoned that the old method of boiling down was so crude that leaves and twigs from the maple trees were mixed with the sap, thereby enhancing the peculiar "maple" taste, and that the modern system prevents all this.

All of this is quite plausible, and, as it has been repeated by some of the leading dailies, it has been readily accepted as true by many unacquainted with the truth of the matter.

The fact is, however, the "over-refined" taste, which has been objected to, is not due to the modern methods of refining, but to the existing habit of adulterating. The clean, bright, hard sugar, which is so common on the market to-day, is really a compound of maple sugar and some other cheaper stuff, frequently granulated sugar. Pure maple sugar is of a rich brown color, is not as hard as the adulterated article, and possesses as rich a flavor as the product of a generation ago.

There is still offered on the market considerable sugar made after the old methods into which leaves, twigs, etc., fell as in former days, but it is inferior, both in appearance and taste, as these "foreign substances" give the sugar a darker color and take away much of its sweetness.

THE BRITISH SUGAR TARIFF AND ITS PROBABLE EFFECT ON CANADA.

NOT since 1846, when Sir Robert Peel abolished the corn laws, has a tariff of such importance and such wide interest been brought down in the British House of Commons as that brought down by Sir Michael Hicks-Beach on the 18th inst. The tariff of 1846 was the climax of the agitation for free trade which had been so vigorously carried on, led by Cobden, Bright, Villiers and others, in the years preceding. What the tariff brought down a few days ago is the precursor of, is a subject for speculation.

Although the import duties of 4s. 2d. per cwt. on refined sugar, of 2s. per cwt. on molasses and syrup, of 1s. 8d. per cwt. on glucose and an export duty of 1s. per ton on coal are born of the necessities of the revenue and not of the principles of protection to any of the industries concerned, yet one cannot ignore the fact that they nevertheless contain within themselves the seeds of protection which may in time produce a system labelled and known by that name.

"There is," says Justin McCarthy in his "History of Our Times," "no more chance of a reaction against free trade in England than there is of a reaction against the rule of three." Under free trade England has prospered enormously; and to change from it to protection might be an unwise thing, yet there are few that will deny but that Mr. McCarthy's statement is too positive. The sugar refineries, which only a few years ago supplied 80 per cent. of the home requirements, now only supply about 40 per cent. For some time the refiners have been pleading for protection against the bounty-fed sugars of Europe. And they have had quite a respectable support from commercial men and financial papers. It has not always been known by the term "protection"; "countervailing duties" has been the common expression, in favor of which the late Mr. Gladstone expressed himself in 1888. Then there is the iron and steel industry, in regard to which the increasing competition of the United States and Germany is creating quite a little alarm. Naturally, with the alarm has come a desire, lightly expressed so far, for tariff protection. And those who believe

that in a Customs tariff is the panacea for foreign competition will certainly not be discouraged by the new tariff.

The protection contained in the new tariff may not be larger than a grain of mustard seed, but it is a seed, and we may depend upon it that there are those in Great Britain who will endeavor to cultivate it. As we can be just as certain that the orthodox free traders, who are in a large majority, will endeavor to destroy the seed, we may look for the reentering of the tariff into the political arena.

In the meantime, what most people will be interested in is the effect of the tariff in its commercial ramifications. In this particular, the duties on sugar and coal transcend, in importance and interest, all others affected by the new tariff.

The duty of 4s. 2d. per cwt. on refined sugar is almost equal to 91c. per 100 lb. As a measure of protection, this is not as great as it would first appear, for it must be remembered that the British refiner will be compelled to pay a duty on the raw sugar he imports. The minimum duty is 2s. per cwt. on 76-deg. polariscopic test. This, per 100 lb., in decimal currency, would be about 40.3c. And the difference between it and the protection on the refined article (about 50.7c.) would be substantial, but it must be remembered that 76 deg. is a low-grade sugar, indeed, and below what is commonly used. Taking 88-deg. raw sugar, upon which the duty per 100 lb. in Canadian currency would be about 79c., there would only be a net protection of less than 12c. As, however, the sugar refineries in Great Britain are somewhat elated over the tariff, we may presume they expect to derive financial advantage from the new order of things, for it is 25 years since the duty on sugar was removed.

Great Britain is per capita the greatest sugar consuming country in the world. The total quantity imported in 1890 was 3,643,380,160 lb., of which 1,486,989,504 lb. were raw sugars and 2,156,389,536 lb. were refined. Sir Michael Hicks-Beach in his budget speech places the consumption of sugar in Great Britain at 56 lb. per head of population. The Statistical Sugar Trade

Journal, however, in its issue of March 14 last, gives the per capita consumption at 91.6 lb. Taking the import figures we have already given, and deducting from them the quantity of sugar exported (118,067,712 lb.), a per capita consumption of 86 lb. is secured, basing the population in the United Kingdom and Ireland at 40,599,954. Of Great Britain's total imports of sugar over 58 per cent. is refined.

The questions which naturally arise from a consideration of the newly imposed duty on sugars are: (1) The effect on the bounty-fed sugars of Europe; (2) the effect on the West Indian sugar industry, and (3) the effect on Canada.

In considering these phases of the question we cannot well come to positive conclusions. But this does not prevent our studying them by the aid of economical laws.

Just as the refiners of Great Britain stand to gain the most by the imposition of import duties on refined sugars, the refineries of Germany, France, Holland, Belgium, etc., stand to lose the most. A tax of something like 91c. per 100 lb. will not, of course, shut out imported refined sugars, but it will certainly tend to diminish their importation, and this tendency will become more marked as time goes on.

The countries from which the United Kingdom last year imported its raw and refined sugars, together with the quantities from each, were as follows:

IMPORTS OF REFINED SUGAR INTO GREAT BRITAIN, 1900.		
	Quan. (cwt.)	Value.
Germany	11,867,809	£ 7,580,585
Holland	2,272,694	1,501,043
Belgium	585,909	379,085
France	4,332,389	2,756,597
United States	1,872	1,964
Other Countries	192,745	118,342
Total refined	19,253,478	£ 12,337,616
IMPORTS OF RAW SUGAR INTO UNITED KINGDOM, 1900.		
	Quan. (cwt.)	Value.
Germany	3,212,180	£ 1,583,298
Holland	444,312	211,282
Belgium	2,072,786	996,204
France	4,733,908	2,515,384
Java	163,684	88,964
Philippine Islands	216,396	98,450
Peru	240,107	129,355
Brazil	106,580	55,413
Mauritius	209,150	101,539
British East Indies	378,872	186,834
British W.I., Guiana, etc.	831,483	619,834
Other Countries	667,234	350,320
Total raw	13,276,692	£ 6,936,875

Here is a total importation, roughly

speaking, of \$100,000,000 worth of sugar, taking raw and refined together, by far the greater part of which is supplied by the countries of Continental Europe. With a tariff on the one hand that will tend to resist the importation of foreign sugars, and particularly the refined description, and one on the other that will tend to increase the product of the home refineries, it is not idle to say that Germany, Holland, Belgium and France will endeavor to increase their trade with countries other than Great Britain. The field is not very promising for them in the United States, for there, to a regular duty of \$1.95 per 100 lb., is added a countervailing duty equal to the bounty prevailing in the country from which the sugar comes.

On this side of the Atlantic, the country to which the bounty-fed refined sugars are most accessible is Canada. Therefore, the new British tariff on sugar possesses for us rather more than a passing interest.

By far the greater part of the refined sugar imported into Canada comes from the United States, but still quite a little comes from the bounty-fed countries of Europe. Last year, for example, we imported 5,000,000 lb. from them, and, under the new conditions, we may expect to bring in more rather than less. Our total imports of refined sugar for home consumption, from all countries, last year, together with those of 1899, were as follows:

IMPORTS OF REFINED SUGAR INTO CANADA FOR HOME CONSUMPTION.

	1900 Lb.	1899. Lb.
Great Britain.....	2,849,319	7,179,229
British Guiana.....	1,600	72,568
British West Indies.....	65,163	75,716
Hong Kong.....	709,364	1,535
Australia.....	.....	3,591,668
Austria.....	73,000	711,207
Belgium.....	558,692	.....
China.....	376,202	921,194
France.....	300	1,268
Germany.....	1,886,939	2,281,105
Holland.....	2,549,715	1,371,114
Porto Rico.....	1,054	.....
United States.....	27,965,493	16,593,668
St. Pierre.....	.....	55
Spanish West Indies.....	.....	9,085
Total.....	37,036,841	32,809,412

In regard to raw sugars, we already get the bulk of our supplies from the bounty-fed countries of Europe, our imports last year from them for home consumption being 233,578,582 lb., compared with a grand total of 267,623,607 lb. from all countries.

With the British market no longer free to the bounty-fed sugars of Europe, there will

be resistance where there was previously none, as far as the tariff is concerned. In Canada tariff resistance is no greater. Therefore, relatively, the Canadian market is more attractive to European raw sugars than it was until the British budget was brought down last week. Certainly, the change will not tend to increase the purchases of British West Indian sugars by Canada, which was one of the objects sought by the preferential tariff, which last year were more than two thirds smaller than in 1899, the imports for the two years being 5,161,119 and 18,417,976 lb. respectively.

MUST PAY THE DUTY ON SUGAR.

THE decision sent out in February by Secretary Gage, of the United States Government, that all importers of Russian sugar into the United States should pay a countervailing duty in addition to the regular duty, because of certain bounties paid or bestowed by Russia on the exportation of sugar, has been sustained by the Board on Classification of United States General Appraisers.

It will be remembered that the action of Secretary Gage in imposing this countervailing duty was met by the Russian Minister, M. DeWitte, who imposed an additional duty of 30 per cent. on certain American goods entering Russia, principally machinery and other steel goods. This aroused the United States manufacturers, and an effort was made to secure a repeal of the decision of Secretary Gage. The Government refused to take such action, so, as soon as the first cargo of Russian sugar arrived at New York, an appeal was made to the Board on Classification against the legality of Mr. Gage's ruling.

The decision of the Board is that, as the Russian Government practically manages or supervises the entire sugar production of the country, and as it subjects all sugar sold at home to a large tax, but remits this tax on any sugar exported abroad by issuing certificates of export, signed by Government officers, entitling the exporter to a discharge of the tax on his sugar, the sugar in question is subject, upon entering the United States, to countervailing duties equivalent to the net discharge of tax granted by the Russian Government to exporters. This decision upholds that of Secretary Gage in every respect.

A MATTER FOR GRATIFICATION.

ONE of the things which the press had to deplore a few years ago was the depreciation in the value of the farm lands of Ontario. The recent meeting of the Canada Company in London, Eng., not only brings this fact to our mind, but also reminds us that the condition of the farm lands in Ontario is more satisfactory to-day than it was five or six years ago.

At the meeting in question, the chairman, in referring to the land disposed of, said that there was not, in the whole quantity of land disposed of, a single instance of an acre being sold below the valuation of 1894. Of lots valued in 1894 below the average valuation of \$9.32 an acre, there were disposed of 4,328 3/4 acres (valued in 1894 at \$4.55 an acre) realizing \$7 an acre, an increase of \$2.45 an acre, or 53 3/4 per cent. Of lots valued in 1894 above the average valuation of \$9.32 an acre, there were disposed of 2,403 acres (valued in 1894 at \$19.62 an acre), realizing \$24.54 an acre, an increase of \$4.92 an acre, or 25 per cent. Lots redisposed of—3,148 3/4 acres, which reverted to the company at \$13.73 an acre—realized \$14.58 an acre, an increase of \$0.85 an acre, or 6 1/5 per cent. As a general result, 9,880 acres were disposed of at \$13.68 an acre, an increase over the 1894 valuation of \$2.54 an acre, or not less than 22 3/4 per cent.

The shareholders of the company were naturally gratified, but there is food for gratification for those whose interests are in the country and not in the company.

THE SITUATION IN SUGAR.

The sugar market is in a decidedly strong position. Holders of raw sugars in New York are firm at 4 1/4 c. for spot centrifugals with the refineries willing to pay 4 3/16 c. and for futures they would readily pay 4 1/4 c.

Towards the close of last week the refineries in New York advanced their prices 10c. per 100 lb., and it is said that it is only the unfavorable weather and bad country roads that prevent another appreciation in values. In New Orleans, refined sugars were advanced 5c. per 100 lb. early this week, and this has added further strength to the situation, as far as refined sugars are concerned.

With another advance in New York we may confidently expect the Canadian market to follow suit.

MANITOBA MARKETS.

WINNIPEG, April 22, 1901.

THE trade situation presents little change. Business has been fairly good throughout the week and the volume shows a slight increase. Demand is about equal in all lines. Seeding was retarded by the heavy fall of snow in the early part of the week, but it is again in full swing. New settlers pass through Winnipeg daily for outside points, and there is an activity on Red River valley lands unknown for years. The purchasers are, in many cases, American land companies, who are securing large areas here with the intention of bringing in American settlers. All these things tend somewhat to improve trade conditions in the city.

FLOUR.—There is a greatly increased activity in this product, and the Lake of the Woods Milling Co. is offering a discount of 10c. instead of 5c. per sack to dealers as an inducement for the purchase of larger stocks. Quotations are, however, without change. We quote: Hungarian patent, \$2.10; Glenora patent, \$1.95; Alberta, \$1.75; Manitoba, \$1.60; Imperial XXXX, \$1.25; Lake of the Woods Five Roses, \$2.10; Red patent, \$1.95; Medora, \$1.60; XXXX, \$1.30 per sack.

CEREALS.—Rolled oats continue high and firm, with strong indications of further advances. Quotations are \$1.90 and \$1.95. No granulated oatmeal has as yet arrived. Split peas and cornmeal are without change, but pearl barley is a shade easier, although stocks are not heavy; quotation, \$3.25.

RICE.—There is a normal demand, with no change in price.

SUGAR.—No change in price is noted, although during the week there was a slight flurry, due probably to the proposal of the British Government to tax sugar on the basis of the polariscope test. Refiners' agents seen here give it as their opinion that this tax will in no way influence the price of Canadian sugars eventually. Quotations are: Granulated, \$5.60, and bright yellow, \$4.65.

SYRUP.—This product shows no change. The stock being sold here at present is chiefly of American manufacture. Prices range from 2¾ to 3½c., according to grade. Glucose 3c.

MOLASSES.—Firm, with steady demand. New Orleans, 35 to 38c. per gal.; Porto Rico, 45 to 46c. per gal.; Barbadoes, 55 to 57½c. per gal.

MAPLE SYRUP.—Small stocks of fresh sap-run maple syrup are on the market, but the price is high, ranging from \$1.20 to \$1.25 per gal. Indications are that in a few days the stocks will be larger and the price lower, but whether later shipments will show the same quality is a question.

CANNED GOODS.—The only feature to report is the free offering of goods by some factories outside the association at slightly lower figures. This, however, has no effect on the stocks here.

EVAPORATED FRUITS.—The feature of this market is the continued low price of prunes, which are certainly excellent value to buyers, though probably doubtful profit to growers. Apricots show an advance at the Coast, the price here is without change. Quotations are: Apricots, 11½ to 12c.; pitted plums, 10½ to 11c.; peaches (peeled), 15 to 16c.; peaches (unpeeled), 8 to 9c.; prunes, 4 to 10c., according to size.

FISH.—This market is very quiet after Lent, and, as usual, in Winnipeg will remain so all summer.

TEA.—Advices have reached here of the advance in London of the better grades of tea, 1d. to 1½d. per lb. It is not expected to affect prices here for the present.

GREEN FRUITS.—Very active market all week. There has been some working of surplus stocks of navel oranges sent here from St. Paul and Minneapolis, particularly in the large sizes, but medium sizes in good condition for keeping hold their price. Lemons are somewhat lower as to price, but this will not outlast the first few days of hot weather. Strawberries are also slightly lower.

BUTTER.—The situation of this article continues unsatisfactory. The supply of real first-class, fresh-made dairy is not equal to the demand, while there continues to be a surplus of medium grades, for which there is no market at all.

EGGS.—Are weakening, and are now only worth 11c. Winnipeg.

NOTES.

Gordon, Ironsides & Fares will erect a branch of their cold storage plant at Sault Ste. Marie.

Considerable interest has been aroused by the discovery of natural gas at Melita. The extent and force of the vein have not yet been ascertained.

Mr. W. S. Lazier, formerly of the Vancouver office of the N.C.R., has taken a position with the Winnipeg office, and is now working the Alberta district.

Mr. Clayton J. Whipple, the Winnipeg sales agent, is touring Western Manitoba, while Mr. A. H. Wallbridge, the Vancouver sales agent, passed through Winnipeg this week on a very interesting mission to Belleville, Ont.

A Brockville, Ont., despatch says that Mayor Buell, of that town, is communicating with Scranton, Pa., promoters, who propose to erect two beet sugar factories in Ontario to cost \$1,000,000 each.

IN STOCK --- CLOSEST PRICES

Strawberries,
Plums,
Peaches,
Pears.

and other Canned Fruits. All finest quality; heavy syrup.

WARREN BROS. & CO.
TORONTO.

"Chief Keokuk"
Pickles and Condiments,
"Montrose"

Tomatoes, Peas and Vegetables.

SOLD ON THEIR MERITS.

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

You can bank your money on

"Cream of Wheat"

The Popular Breakfast Cereal.

36 2-lb. packages and 18 Gravures of Northwestern Scenery, in each case.

THROUGH YOUR WHOLESALE GROCER.

E. A. SHOEBOTHAM,
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**Shredded Whole
Wheat Biscuit**

For sale by all
Wholesale Grocers.

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COWAN'S

Hygienic Cocoa

Royal Navy Chocolate

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Famous Blend Coffee
are the favorites with all grocers

THE COWAN CO., LIMITED, TORONTO

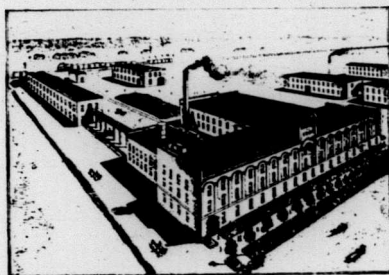
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ABOUT VINEGAR

Every Grocer has a certain amount of trade for Vinegar--- not large perhaps, but well worth looking after. You may have got used to handling the ordinary article—and it may give fair satisfaction—no serious complaints—may be a little cloudy or with a slightly acid taste sometimes—but your customers buy it—**because** you have not sold them

Imperial White Wine

That clear, sparkling, smooth-flavored vinegar, of guaranteed strength and uniform quality—no sediment in the packages, and every one scrupulously clean, with the name “Imperial” on the end.



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.

An Instantaneous Meal

can be made from a can of “Kent” Baked Beans. The quality will appeal to you, and the first taste will create an appetite for “more.”

Thoroughly cooked, and prepared in the most cleanly manner, they never fail to please. In large flat cans to retail at 10c. Write us for a sample can.

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

"Sticking to the routine and letting the world wag," might have passed muster in days gone by, but not now. The world is keenly on the alert for the latest and best of everything. This is why

"SALADA"

Natural Leaf Ceylon Green

is so rapidly displacing Japans. British grown Tea, Real Tea, not foreign rubbish masquerading as something that it is not.

Samples and all information cheerfully and promptly sent
by mail on application to

"SALADA TEA CO," Toronto or Montreal.

MORAL ATMOSPHERE IN BUSINESS.

EMERSON clothed Truth in a very attractive form and thus gave to the axioms of life established centuries before, a new force, remarks American Grocer. All of us, old as well as young, can testify to his saying: "Human character does evermore publish itself. It will not be concealed. It hates darkness—it rushes into light. The most fugitive deed and word, the mere air of doing a thing, the intimated purpose, expresses character. If you act, you show character; if you sit still, you show it; if you sleep, you show it."

If manufacturers, jobbers, storekeepers, and clerks would only bear the above in mind, as well as editors and travelling salesmen, or any other class of workers, how much clearer a moral atmosphere there would be. The mere air of waiting on a customer; the slightly false statement on signboard, display card, or label; the little error in stating quality; the method of delivery; the evasive or deceptive reply to a buyer's inquiry; the giving or taking of the odd ½c.; the air of illiberality in settling a bill; overanxiety to get exact weight rather than to give a customer down weight, or a thousand and one other little things, publish the character of a store, just as

surely as a falsehood or any violation of moral law, however slight, serves as an index to personal character. No one can escape the penalty which human nature exacts for violation of the world's standard of what is right.

INQUIRIES REGARDING CANADIAN TRADE.

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

1. The names of Canadian egg shippers are asked for by a large firm of importers in the North of England.
2. An Irish correspondent, with a fair capital, inquires through the Dominion Government agency in Dublin for information regarding the tanning and leather trade in Canada, both in respect to the manufacture of sole leather and dressed goods.
3. A Glasgow firm ask for particulars of ship-building firms in Canada, being desirous to do business in ship's plates, etc.
4. Further inquiry is made by a Continental house for exporters of seal oil from Canada, liberal advances offered on consignments.
5. A London firm are desirous of importing from Canada small wood discs, such as are used in tops of corks in mineral waters. They are usually packed up in barrels containing 500 gross each. If suitable prices quoted, quantities of 100 to 150 barrels could be taken at a time.
6. A selling agent with a good connection among large wholesale and export firms desires to be

placed in touch with Canadian packers of canned meats (especially pigs' tongues).

7. A London agent is inquiring for exporters of good tares from Canada for feeding purposes, there being a demand both in the city and on the Continent.

8. A correspondent asks for names of Canadian exporters of canned yolks of eggs.

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

9. A London firm largely interested in graphite is prepared to hear from Canadian producers of same.

10. A house in Malta desires names of Canadian manufacturers of enamelled ware.

11. A London house, exporting all lines of soft goods, cotton, woollen, linen, etc., would like to arrange to be represented in Canada.

12. A Midlands manufacturer of brooms and brushes desires names of Canadian manufacturers who can supply handles.

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

R. Laing & Co., grain and produce dealers, Petrolea, Ont., have leased the G.T.R. warehouse in that town, and are building an addition to it.

MARKETS AND MARKET NOTES

INFORMATION FOR BUYERS.

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

ONTARIO MARKETS.

Toronto, April 25, 1901.

GROCERIES.

WHILE a fair trade is being done, the volume of business is not as large as it was a week or two ago. One explanation of this is the weather of the past week, all reports from the retailers throughout the Province indicating a quiet trade. Then the demand for sugar is still light, as a result of the heavy purchases that were made in anticipation of the recent advance. Canned goods, while quiet, are in rather better demand than they were. Coffees are quiet, with prices still somewhat unsettled in the outside markets. Syrups and molasses are, of course, seasonably quiet. Outside of prunes, very little business is being done in foreign dried fruits. No particular change has taken place in the tea market during the week, prices still being firm on good liquoring descriptions. There have not been many changes in prices. The most important changes are an advance of 10c. in the price of rolled oats and a decline of 25c. in the price of rolled wheat. Payments have been rather slow during the past week.

CANNED GOODS.

Very little change has taken place in the canned goods situation during the week. Business in canned vegetables and fruits is a little more active than it was. Of fruits, this is particularly true, some nice little lots having been disposed of by the wholesale houses during the week. This is the season when the demand for canned fruits usually begins to manifest itself, and it is only natural that this description of canned goods should be more in evidence. A feature of the situation is the evident desire of the packers to dispose of what canned fruit they may have on hand. This is more particularly marked in such lines as apples and plums. There has been a little doing in canned meats, and improved demand is reported for canned salmon of all grades. Mail advices from the Coast state that the Fraser river canners

have formed the same kind of combination they had last year. The same advices state that the opening prices are 22s. for talls, 24s for flats, and 29s. for ½-lb. flats in 1,000 case lots ex quay Liverpool and ex-ship London. On overland shipments 6d. more is added. A little is being done in canned lobster. Prices are firm at \$3.25 in 1-lb. talls; \$3.50 to \$3.70 in 1-lb. flats; \$1.75 to \$1.80 in ½-lb. flats, and \$4.75 per doz. in glass.

COFFEES.

Although the outside markets have shown a little healthier disposition during the last few days, they are still unsettled and weak. Locally, the movement on retail account has been fair during the week, with stocks of good green Rio coffee light and prices unchanged. Prices on green Rio coffee are: No. 7, 8¾c. per lb.; No. 6, 9c.; No. 5, 9¼c.; No. 4, 9½c.

SYRUPS AND MOLASSES.

Trade is seasonably quiet in both syrups and molasses. In syrups the little demand

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

there is chiefly for corn syrups at 2¾c. in bbls., 2⅞c. in half-bbls. 3c. in kegs and \$1 to \$1.30 in pails. According to advices from New York the export trade in syrups has been somewhat checked on account of the duty imposed by Great Britain. Molasses is quiet and steady in the primary market.

SUGAR.

The outside sugar markets have, on the whole, ruled firm during the past week. Refined sugars advanced 10c. per 100 lb. in the United States last week in sympathy with the higher prices on raws; but up to the time of writing no change has been made in prices in Canada. The demand is not as active as it was a couple of weeks ago; in fact, the demand at the moment is light. A feature of the sugar market is the light receipts which were received in New York last week, they being only 6,203 tons against meltings of 34,000 tons. The price of granulated in Toronto is still \$4.73 for Montreal, and \$4.68 for Maritime Province refined. Yellows are quoted from \$3.88 to \$4.53.

RICE AND TAPIOCA.

The demand for both rice and tapioca is

fair. We quote: Tapioca, 4½c. per lb.; sago, 4 to 4½c. per lb., and rice at 3½c. for B, and 5½ to 6c. for Japan.

SPICES.

Wholesalers are experiencing a fair demand for spices, especially pepper, cassia, ginger and cloves. Cable advices report a firm market for black pepper.

NUTS.

Trade, locally, is quiet and uninteresting. According to mail advices the stock of filberts in Sicily is estimated at from 8,000 to 9,000 bags, which is rather large for this season of the year.

TEAS.

The market for Indian and Ceylon teas of good liquoring descriptions continues firm with supplies light. Good desirable teas on the London market are being picked up readily. Canadian houses that have orders in London for some time have, in many instances, not yet been able to get them filled. One house this week had to pay ½d. advance for a low-grade tea in Colombo. Brokers' stocks of Ceylon green tea on the local market have become pretty well broken and there is not a great deal being done just now in consequence, pending the arrival of fresh supplies. The special inducement which was being offered in the shape of a tea caddy to every purchaser of a certain quantity of Ceylon green tea has been withdrawn for the present.

FOREIGN DRIED FRUITS.

CURRENTS—Prices are about steady in the outside markets. Locally, there is quite a little low-priced fruit, and there is, in consequence, a wide range in quotations. Provincials are quoted at 8c.; Filiatras at 8¼ to 9¼c.; Patras at 9¼ to 10¼c., and Vostizzas, 11½ to 12½. Cleaned currants are selling at from 8½c. up. The demand for all grades of currants is light.

VALENCIA RAISINS—The outside markets are rather steadier, it not being possible to make purchases in England at any figures lower than those ruling three weeks ago. We quote, according to quality, as follows: Fine off stalk, 6½ to 7½c. per lb.; selected, 7½ to 8½c. The demand continues light.

PRUNES—At the reduced prices prunes have been selling rather more freely and there is now a good trade being done. We quote Californian prunes: 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.

CALIFORNIAN EVAPORATED FRUITS.—The demand continues fair for both peaches and apricots, with prices unchanged. We quote: Apricots, 11½ to 12½c. per lb., in 25-lb. boxes; peaches, 8½ to 10c. per lb. in bags, and 10 to 12c. in boxes, according to quality.

DATES—Most of the dates now being sold are in 1 and ½-lb. packages at 5½ to 6c. per lb. Bulk goods are quoted to 4 to 4½c. for Hallowees and 3½ to 4c. for Sairs.

FIGS—Some business is still being done in mat figs at 3½c. per lb.

GREEN FRUITS.

Notwithstanding the dull weather, there has been liberal buying. The season for bananas is opening up well, and a good movement is reported at steady prices. There is abundance of good stock. The best sizes of navels are still scarce and prices are firm. Mediterranean sweets at \$3 per box and blood oranges at \$2.25 per half box are selling fairly well. Pineapples are in good demand with stock varying in prices from 10 to 20c. The quality of the dearer grades is excellent. Florida tomatoes are \$3.50 per crate, a decline of \$1. The movement has been increased by the lower prices. Cocoanuts have sold freely at \$3.50 per sack during the week. There is a good demand for fancy table apples at all the way from \$4 to \$5 per bbl. Poorer apples are in fair sale all the way from \$2 to \$3 per bbl. Malaga grapes are done.

COUNTRY PRODUCE.

EGGS—There is a big movement as the low prices caused by the large receipts have resulted in free buying. From 11 to 11½c. is asked, but the general price paid is the lower figure.

BEANS—There is practically no change. We quote \$1.60 to \$1.65 for hand-picked, and \$1.50 to \$1.60 for primes.

HONEY—There is a fair movement. Prices are steady at 10c. for extracted clover, and \$2 to \$2.60 for clover comb.

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

MAPLE PRODUCT—Prices are well maintained, as the make has not been as large as the demand warrants. Considerable old and adulterated syrup and sugar is on the market. This is offered below ruling prices for pure stock, which are as follows: New syrup, 95 to \$1 per wine gal.; \$1.15 to \$1.20 per Imperial 1-gal. tin; \$1.10 per gal. for Imperial 5-gal. tins; new sugar, 12½c. per lb.

BUTTER AND CHEESE.

BUTTER—The market is weak, as all lines are accumulating, but prices show no change. We quote as follows: Dairy prints, 15 to 16c.; rolls, 14 to 15c.; second-grade tubs, 11 to 14c.; creamery prints, 19 to 20c.; boxes, 18 to 19c.

CHEESE—The stocks of old cheese are fair, and, as fodder cheese is being made, the market is weak, with prices at 9 to 9½c. for old, a decline of ½c.

FISH.

Oysters are done. There is a good demand for fresh fish at last week's prices. The movement of other lines is moderate. We quote as follows: Fresh fish—codfish, 6 to 7c.; whitefish, 10c.; trout, 10c.; halibut, 15c.; sea salmon, 17c.; haddock, 5 to 6c.; British Columbian salmon, 12 to 15c. Frozen fish—Trout, 7c.; whitefish, 7 to 7½c. Smoked fish—Ciscos, \$1.25 per 100. Salted fish—British Columbian salmon, No. 1, \$14 per bbl.; Labrador salmon, \$14 per bbl.; green cod, No. 1, \$4.75 to \$5 per 200 lb.; small, \$3.75 per 200 lb. Prepared fish—Dried cod, in 112-lb. bundles, \$4.75 per cwt.; flitched cod, \$5 to \$5.25; boneless cod, in bricks, 5 to 5½c. per lb.; steak cod, 6½c. per lb.; shredded cod (2 doz. in box), \$1.80 per box; boneless fish, loose, in 25-lb. boxes, 4 to 4½c., and 5-lb. boxes, 5c. per lb.

VEGETABLES.

The movement is steadily increasing as prices are becoming lower. We quote as follows: Cucumbers, \$2 per doz.; asparagus, \$1.25 to \$1.50 per doz. bunches; spinach, 90c. to \$1 per short bushel box; cabbage, \$2.50 per bbl.; yellow Danvers onions, \$2.50 per bbl.; green onions, 10 to 15c. per doz. bunches, and radishes, 35 to 40c. per doz. bunches.

GRAIN, FLOUR, BREAKFAST FOODS.

GRAIN—The wheat market is fairly active. Ontario wheat is steady at 64 to 65c. at outside points for both red and white. Manitoba wheat is 1c. easier at 90 to 91½c. Toronto, for No. 2 hard. Deliveries on the street market are fair. We quote: Wheat, white and red, 69c.; goose, 66c.; oats, 34 to 34½c.; peas, 65c.; rye, 52 to 52½c.; barley, 46c.

FLOUR—A decline of 10 to 20c. is noted throughout. The movement has been moderate, but is improving. We quote on track, Toronto (bags included): Manitoba patents, \$4.20; Manitoba strong bakers', \$3.90; Ontario patents, \$3.35 to \$3.50; straight roller, \$3.10 to \$3.25.

BREAKFAST FOODS—The export demand is quiet, but the local trade is good. Standard oatmeal is 35c. and rolled oats 25c. dearer. Rolled wheat is 25c. lower. Pot

barley is 10c. higher. We quote as follows: Standard oatmeal, \$3.70 in bags, and \$3.80 in bbls.; rolled oats, \$3.60 in bags, and \$3.70 in bbls.; rolled wheat, \$2.25 in 100-lb. bbls.; cornmeal, \$2.75; split peas, \$4; pot barley, \$4.

HIDES, SKINS AND WOOL.

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

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

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

MARKET NOTES.

Cheese and eggs are ½c. lower.

Rolled oats are 25c. and standard oatmeal 35c. higher.

Flour has declined 10 to 20c. Rolled wheat is 25c. lower.

The Andover, N.B., Cream Co., Limited, has been incorporated with a stock capital of \$10,000

J. W. Husband, grocer, Wallaceburg, Ont., has admitted his son, D. A. Husband, under the style of J. W. Husband & Son.

It is reported that a local syndicate, backed by Chicago capitalists, will erect a \$25,000 meat packing establishment in Calgary, N.W.T.

An early-closing by-law is being considered by the Rossland, B.C., council. A petition, which was signed by about 75 per cent. of the merchants of the town, has been presented, asking for a by-law to make closing at 6.30 o'clock every night except Saturday compulsory.

CONDENSED OR "WANT" ADVERTISEMENTS.

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

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

THE KENSINGTON.

PAN-AMERICAN ACCOMMODATION, 25 rooms, just finished and furnished new, within sight and ten cent fare of grounds. Rates from 50c. up. For particulars write JOHN T. JAMES, Bridgeburg, Ont. (18)

Toronto Commission Houses.

Canned Goods

Stock well assorted. Prices right.

Egyptian Onions

Good goods at moderate prices.

See our travellers or write us regarding New Lemons, Messina, long-keepers, for your summer trade.

McWilliam & Everist,

Wholesale Fruit, Produce and Commission Merchants
25 and 27 Church St., TORONTO, Can.
Office Main 645. Phone Warehouse 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
176-78-80 Front St. E. - TORONTO.

"Easter Eggs"

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

Rutherford, Marshall & Co.

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

The DAWSON Commission Co., Limited

FRUIT, PRODUCE AND
COMMISSION MERCHANTS.

Cor. Market and
Colborne Streets, TORONTO

...EVERY...

COMMISSION MERCHANT

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

QUEBEC MARKETS.

Montreal, April 25, 1901.

GROCERIES

THERE is a fair volume of business, but the slump that has taken place in staples, such as canned vegetables, particularly tomatoes, all dried fruits and nuts makes trade bad at its best. Tomatoes are easier again this week and the total drop now amounts to 7½ or 10c. per dozen from the highest point. Stocks are rather large and dealers are trying to work them off. Dried fruits are all marked down, chiefly because of the unloading of American stocks on this market. As the prices go down the losses go up and the latter are going to amount to no small item. Currants are now selling at 8c. and the best fine off-stalk Valencias at 6 to 6¼c. Molasses has declined again and is now quoted at 29c. in any quantity in the combine district; open prices are about the same, although in special cases some concessions have been made. The redeeming feature to a poor market is the upward tendency of sugar. An advance is regarded as probable and heavy purchases are being made accordingly. Quotations on new pack salmon are now being offered; \$4 60 f.o.b. Coast is the price set on Fraser river red sockeye. Stocks here are rather light and spot prices are not likely to be affected for some time to come. Teas are in poor shape, although the auction sale of the Hudon, Hebert & Cie's stock saw full prices.

SUGARS.

Since our last report, and consequent upon the announcement of the British tariff, sugar has taken a stronger turn in primary markets. The London raw beet market shows a rise of 1½d., being now quoted at 9s. Centrifugal 96 test is now 1 16c. higher in New York, the quotation being 4 3 16c. Refined has also been advanced 5c. per 100 lb. in New York, and, although Canadian refiners have followed their custom of doing as New York does, it is confidently expected here by the trade that the step will be taken sooner or later. The time is now coming when a heavier consumptive demand will set in and the world's sugar market will, in all probability, take on a better tone.

SYRUPS.

The demand for syrups has appreciably slackened until now there is little doing. Prices remain as before at 1½ to 2c. per lb. for cane syrup, and 2¾ to 3c. for corn syrup. New maple syrup is being sold at all prices, varying according to quality.

MOLASSES.

The arrival of new goods coupled with keen competition has forced the market

The following Brands manufactured by

The AMERICAN TOBACCO CO.

OF CANADA, Limited.

Are sold by all the Leading Wholesale Houses

CUT TOBACCO

OLD CHUM.

SEAL OF NORTH CAROLINA

OLD GOLD

CIGARETTES

RICHMOND STRAIGHT CUT.

SWEET CAPORAL.

ATHLETE.

DERBY

ROCK SALT FOR HORSES and CATTLE.



TORONTO SALT WORKS, Toronto, Ont.

Winnipeg Brokers.

M. B. STEELE

Wholesale Commission Merchant and Broker.

Correspondence and Agencies Solicited.

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

JOSEPH CARMAN . . .

WHOLESALE MERCHANDISE BROKER
AND MANUFACTURERS' AGENT.

Winnipeg, Manitoba, Canada.

Secretary Winnipeg Fruit and Produce Exchange
Correspondence and Agencies Solicited.

STORAGE

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

E. NICHOLSON

Wholesale Commission Merchant and Broker.

115 Bannatyne Street East, Winnipeg, Man.

Winnipeg Fruit Merchants.

THE RUBLEE FRUIT CO. LIMITED.

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

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

Winnipeg Advertising Agents.

ADVERTISING in WESTERN CANADA

will be Carefully, Efficiently, and Promptly
attended to by

The Roberts Advertising Agency,
WINNIPEG, CANADA.

down. The combine price is now 29c. in single puncheons or carload lots. In the open district the price is about the same, although we have heard of slight concessions in special cases. The demand is somewhat slower. The last quotation from the Island gives the first cost as 10½ to 11c. It was expected that the reaction would have gone further down, but the equilibrium seems to have found about these prices. We hear that there has been some business done with the Island, but it is certain that it has not been heavy from this end. The market is regarded as slippery.

CANNED GOODS.

Canned vegetables are in poor shape. Tomatoes are being sold at 72½ to 80c., a drop of 7½ to 10c. from a reasonable market quotation. Needless to say, there is not much money in this business. Stocks in the city are quite large, and the market is altogether in favor of buyers. There is but little business doing, trading being confined to small lots. Corn is doing a little better than tomatoes but it, too, is weak, and prices range from 75 to 77½c. Peas are quoted at about the same figures. Fruits are holding their prices well. Peaches are worth \$1.80 to \$1.85 for 2's and \$2.55 to \$2.60 for 3's. Strawberries are selling at \$1.85 for 2's, and pitted cherries, \$2.15 for 2's. Salmon is firm, in spite of low quotations on new-pack goods. Fraser River red sockeye is worth \$6; cohoes, \$4.50 to \$5, and humpbacks, \$3.50 to \$4. New Fraser River salmon is quoted at \$4.60 f.o.b. Coast; Skeena River and Rivers Inlet, \$4 to \$4.25, and pink humpback, \$3.

SPICES.

Business is moderate. Prices are steady to firm. We quote as follows: Nutmegs, 35 to 65c. per lb., as to size; Penang mace, 45 to 50c. per lb., as to quality; pimento, ground, 12½ to 15c.; cloves, 15 to 25c.; pepper, ground, black, 17 to 20c., according to grade; white, 25 to 27c.; ginger, whole Cochin, 15c.; Japan 10c.; Jamaica, 20c.; ground, Japan, 15c.; Cochin, 20c.; Jamaica, 25c.

RICE.

A fairly good business is being done in rice, and the outlook is for a steady market. We quote: CC rice, \$2.90 to \$3; B rice, \$3 to \$3.15, according to quantity; Japan, imported, 4½ to 5½c.; Canadian Patnas, 3¾ to 4c., imported Patnas, 4¼ to 4½c., according to quality; best Carolina Leads, 9 to 9½c.

DRIED FRUITS.

CURRENTS — Business is slow and the market is easy. Some American stocks have been dumped on this market and the

situation has been strained. Goods are now being offered generally at 8 to 8½c. Dealers are getting rid of their stocks just as fast as possible.

RAISINS—Here, too, the position is not an ideal one. The demand is rather poor and the finest fine off-stalk Valencias are being offered at 6 to 6½c. in half cases.

PRUNES—A small trade is doing at reduced values. Californian prunes are worth 5 to 5½c. for 90's to 100's; 6½ to 7½c. for 60's to 70's and 7½ to 8c. for 40 50's. French prunes are selling at 3½ to 5c.

EVAPORATED FRUITS—Values have been reduced on all lines, except apples, which hold their 5½ to 6½c. Pears are now selling at 9½ to 10c.; peaches at 9 to 9½c., and apricots 10 to 11c.

NUTS.

Here, too, reduction is the order of the day, and the circumstance does not go begging an explanation. We quote as follows: Shelled walnuts, 19 to 20c.; unshelled, 7 to 8c.; pure Mayettes, 9½ to 10c.; Sicily filberts, 9 to 10c.; Valencia almonds, 31 to 32c.; Tarragona almonds, 11½ to 12½c.; peanuts, 6½ to 7½c.

TEAS.

The continued depression has appreciably affected prices and teas that were being jobbed between houses at 15 to 16c. now go begging purchasers at 13 to 14c. Yet, the sale of damaged teas this week has brought good prices. Withal, there is little life to this department of the business.

GREEN FRUITS.

Business in green fruits has been a little quieter this week. Everyone is clearing up proprietary to the reception of steamer goods next week. Oranges are a shade higher and lemons somewhat lower. Boston lettuce is bringing very high prices. We quote as follows: Californian navel oranges, first grade, \$3.50; second grade, \$3; Valencia oranges, 420's, \$4.75; Jumbos, \$5.25 to \$6.00; 714's, \$5.50; bitter marmalade, \$3.25 per box; Messina lemons, 300's, \$1.75 to \$2.50; 360's, \$1.75 to \$2 per box; bananas, \$1 to \$1.75 per bunch; extras, \$1.75 to \$2.25; Apples, \$4.00 to \$5.00 per bbl.; sweet potatoes, Vinelands, \$4.00 per bbl.; Malaga grapes, \$5.50 to \$7 per keg; Californian fancy pears, \$4 to \$5; pineapples, 8 to 20c.; Californian green-top celery, \$8 per case; Californian cauliflower, \$2.25 to \$2.50 per crate; Florida tomatoes, \$3 to \$3.25 per crate; radishes, 40 to 50c. per dozen bunches; Boston lettuce, \$1.25 to \$1.40 per dozen; Canadian lettuce, 20 to 40c. per dozen; new Bermuda potatoes, \$8.50 per bbl.; new Bermuda onions, \$3.50 per crate; asparagus, 40 to 50c. per bunch of 3 lb.; strawberries, 40 to 45c.; Egyptian onions, 2c. per lb.

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

Toronto Fruit Merchants.

CLEMES BROS.

Just Address **TORONTO** Everybody Knows Us

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

LEMONS ?

Write us about them.

NAVEL ORANGES

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

LEMONS—Car fancy Messinas.

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

HUSBAND Bros. & Co.

Telephone 54. 82 Colborne St., Toronto.

Victoria Fruit Merchants.

From the Atlantic to the Pacific,

OKELL & MORRIS'

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

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

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

Victoria B. C. Commission Merchants.

PATTON & SONS

Wholesale Produce

and

Commission Brokers

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

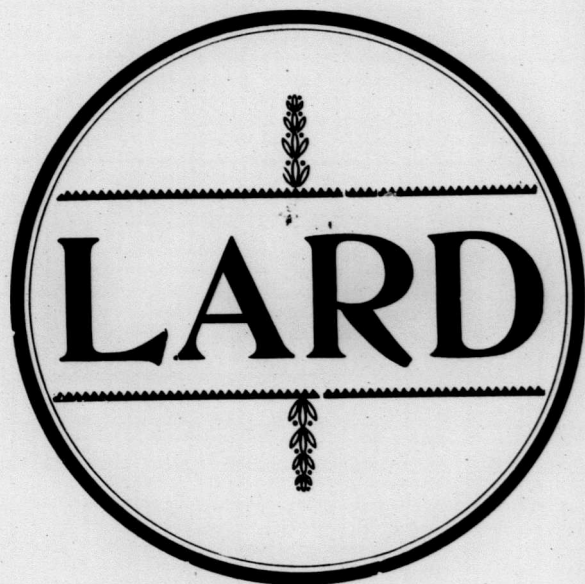
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Advances Made on Warehouse Receipts.

AGENCIES ACCEPTED.

New Brunswick Lobster Canneries.

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

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



THE
N. K. FAIRBANK COMPANY

Wellington and Ann Streets, Montreal, Quebec.



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

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

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

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

COUNTRY PRODUCTS.

EGGS—The market is somewhat easier, with both receipts and demand improving. The price now is 11 to 11 1/2c. per dozen.

MAPLE PRODUCT—The demand for choice maple syrup is fair. The offerings are small. We quote: New syrup, 65 to 75c. per wine gallon tin and 90 to 95c. per imperial gallon. In wood, it sells at 6 1/2 to 7 1/2c. per lb. Sugar is worth 9 1/2 to 10c.

HONEY—There is nothing new to note in honey. We quote: White clover honey in comb, 13 to 14c.; white extracted, 8 1/2 to 10c.; buckwheat, in comb, 9 to 11c., and extracted, 7 to 8c.

POTATOES—A fair trade is doing in potatoes at 42 to 43c. in carlots.

ASHES—The demand for ashes is slow and the market is easy. We quote: First sorts, \$4.20 to \$4.30, and seconds, \$3.90 per 100 lb.

FLOUR AND GRAIN.

FLOUR—As the feeling in wheat has improved considerably of late, the flour market also shows a stiffer tendency. As yet the demand is principally on local account. We quote as follows: Manitoba spring wheat patents, \$4 to \$4.30; winter wheat patents, \$3.40 to \$3.70; straight roller, \$3.15 to \$3.40; in bags, \$1.55 to \$1.65, and Manitoba strong bakers', \$3.75 to \$4.00.

GRAIN—We quote: No. 1 spring wheat, 76c. afloat May; peas, 74c.; rye, 58 1/2 to 59c.; No. 2 barley, 53c.; oats, 35 1/2c.; buckwheat, 58 1/2 to 59c.; corn, 54 to 55c.

OATMEAL—In sympathy with oats the tone of the market is firm. The demand for small lots is fair at \$3.45 to \$3.50 per bbl., and at \$1.67 1/2 to \$1.72 1/2 per bag.

FEED—The demand for feed is only fair, but as supplies are still small prices rule steady. We quote: Manitoba bran in bags, \$18; Shorts, \$19, and mouillie, \$20 to \$24. Ontario barn in bulk, \$18, and shorts, \$19 per ton.

BALED HAY—The tone of the market for baled hay on spot is firm, owing to continued small receipts. We quote as follows: No. 1, \$11 to \$11.50; No. 2, \$10 to \$10.50, and clover, \$8.25 to \$8.75 per ton in carlots on track.

LIQUORS.

A fair trade has been done in liquors during the past week. We quote:

SCOTCH WHISKIES.

	Per case of quarts.	\$9 50 less 3 p.c. 30 days
Roderick Dhu	9 75	" " "
Usher's O.V.G. Special Reserve	12 25	" " "
Usher's G.O.H.	9 75	" " "
Gaelic, Old Smuggler	9 50	" " "
Greer's O.V.H.	9 75	" " "
Old Mull	10 25	" " "
Sheriff's One Star	10 50	" " "
" V.O.	9 75	" " "
Kilmarnock	10 00	" " "
Doctor's Special	10 75	" " "
House of Lords	9 25	" " "
Bulloch, Lade & Co.—	11 00	" " "
Special blend		
Extra special		

John Dewar & Sons—	
Extra special	9 50
Special liqueur	12 25
Extra	16 50
James Ainslie & Co.—	
Highland Dew	6 75
Glen Lion, extra special	12 50
J. Brown & Co.—	
Duke of Cambridge	12 00
Mitchell's—	
Heather Dew	7 00
Special Reserve	9 00
Mullmore	6 50
W. Teaches & Sons—	
Highland Cream, qts., \$9.50 less 3 p.c. 30 days.	

CANADIAN WHISKIES.

	In barrels per gal.
Gooderham & Worts, 65 O. P.	\$4 50
Hiram Walker & Sons	4 50
J. P. Wiser & Son	4 49
J. E. Seagram	4 49
H. Corby	4 49
Gooderham & Worts, 50 O. P.	4 10
Hiram Walker & Sons	4 10
J. P. Wiser & Son	4 09
J. E. Seagram	4 09
H. Corby	4 09
Rye, Gooderham & Worts	2 20
" Hiram Walker & Sons	2 20
" J. P. Wiser & Son	2 13
" J. E. Seagram	2 13
" H. Corby	2 13
Imperial, Walker & Sons	2 00
Canadian Club, Walker & Sons	3 60

Less than one bbl. per gallon.

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

CHAMPAGNE.

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

	Per Case
Conte de Castellane—	
Cuvee Reservee	\$12 50
Carte d'Or	13 50
Champagne Ve Amiot—	
Carte d'Or	16 00
" Blanche	13 00
" d'Argent	10 50
Pommery—	
Sec and Extra Sec	\$23 00 \$30 00

96 King Street,

Montreal, April 19th, 1901.

Dear Mr. Jobber,—

We take this opportunity of advising you that our stock of Chicory, Coffees, Spices, Evaporated Fruits, etc., is replete with excellent values. If you are a prospective buyer of any of the above-mentioned goods, and are in the business for money, the best thing you can do is to communicate with us at once for samples and quotations. We have something "extra good" in these lines to offer you. Awaiting your further favors,

Respectfully yours,

S. H. EWING & SONS, Montreal.

P. S.—This letter was incorrectly addressed to Mr. Dealer last week.—S. H. E. & S.

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

CHEESE AND BUTTER.

CHEESE—The market displays a fairly steady feeling and mail advices from England received this week tend to support the improved tenor of recent cables. White goods are being exchanged on a basis of

9½ to 9¾c. Colored goods are dull and the best that can be gotten is 9 to 9¼c.

BUTTER—The steady gain in arrivals has led to a fair accumulation of stock in excess of requirements. Fresh creamery has been offered at 18½ to 18¾c. and 19c. may be considered a top figure. Dairy has been affected by this decline.

NEW BRUNSWICK MARKETS.

OFFICE OF THE CANADIAN GROCER.

St. John, N.B., April 25, 1901.

BUSINESS is quite active, but hardly such as is expected at this season. The winter port business may be said to be over. While we have a summer service to London we miss very much the direct boats to Liverpool. We feel we should have a service at least once in two weeks. We hear of a new proposition for the fast line; this time from a St. John man. Among other proposals is that English goods via these steamers shall have a slight extra preference in duty over the 13 now ruling. The trade, however, are in line with the view of our Board of Trade as presented to the Government that the preference in total should only apply to such British goods as are imported via a Canadian port.

OIL.—In burning oil there is but the light business general at this season. While this is a large line with the retail grocer, the wholesalers touch it lightly, the oil people going direct to the retailer, particularly in the city, though the tank

teams are selling below the barrel price. As they sell for cash it affects the wholesale grocer another way. Price is easy. In paint oils, linseeds, on the other side, show quite an advance. All paint oil is moving quite freely. In lubricating oils, the shipments are very large.

SALT.—In Liverpool coarse, the market is quite firm. There has been quite a little come to hand during the week. The salt is not large, though a fair demand. There is quite a stock, and prices unchanged. The quantity of English factory filled used is falling off. Canadian is taking its place. Dairy salt shows improved demand. We quote Liverpool coarse, 50 to 55c.; English factory-filled, 95c. to \$1; Canadian fine, \$1 per bag; cheese and butter salt, bulk, \$2.40 per bbl.; 5-lb. bags, \$2.85 to \$2.90 per bbl.; 10-lb. bags, \$2.70 to \$2.75 per bbl.; 20-lb. wood boxes, 22c. each; 10-lb. wood boxes, 14c. each; cartons, \$2 per case of 2 doz.; English bottled salt, \$1.25 to \$1.30 per doz.; mineral rock salt, 60c. per 100 lb.

CANNED GOODS.—Dull is the report. In jobbing lots, goods change hands at very near the cost price of last fall. It is said that one retailer is offering corn and peas at seven cents a tin, the Association price of which by the car last season was 77 1/2c. per dozen delivered here. New goods were sold quite freely during this month last season, but it is said prices are not likely to be quoted for some time. The conditions west seem somewhat unsettled. In fruits there is but a light sale. Local pack of fish, such as haddies and herring is scarce.

GREEN FRUIT.—In this line business is active. Bananas are the large sellers. Prices show little change, and are ruled

The Canada Biscuit Co.

Cor. King and Bathurst Streets, Toronto

LIMITED

are now in full swing for business.

The most Modern Machinery in the World.
Modern Building. Modern Methods.
Travellers Now on the Road.

THOS. KENNEDY, Sec.-Treas.

HENRY C. FORTIER, Managing Director.

largely by the condition of the fruit. Oranges continue large sellers, chiefly Valencia, though other Mediterranean fruit is now received. The sale is limited. In Californias, rather higher prices are quoted. There seems much waste. In lemons, the very low prices continue, and quality is good, but sale cannot be pushed as in oranges. Some tomatoes are being imported, but prices are still too high for much business. In strawberries, the importations are limited to a few retailers, who have fancy trade.

DRIED FRUIT.—Business is light except in onions, and here it is quite active. Importations have been large for the season. Prices are low, though reported a little firmer. Quality of arrivals shows improvement. Very few Bermudas have been received. The crop is light and the American market is taking it. This market will stand but a limited quantity. Raisins are dull. Even the low prices at which seeded are offered will not tempt buyers. Valencias and loose muscatels sell very slowly. Californian prunes are quoted rather lower. There is a fair sale. The outlook is more encouraging, the low price making a very active demand in the States. In evaporated apples, business is light at rather lower figures. Dried are dull. Currants are high, and quality is but fair. Dates have a light demand. The price keeps low. In peanuts, there is a good sale; the market is firmer, and higher prices are expected.

DAIRY PRODUCE.—In eggs, prices have gone off and are quite low. Receipts have been very free and sale is somewhat dull. Quite a few Prince Edward Island eggs continue to find their way here. In butter, really good stock is scarce, and better prices are being obtained. Nothing repays care in making more than butter, but quantity of poor continues very large. Cheese is a light sale at rather easier prices.

SUGAR.—The firmer figures continue. Sales are quite large. It is a surprise the way the use of foreign sugar has grown notwithstanding the prejudice against the package. In yellow, this has been much helped by the poor quality of much of the local refined.

MOLASSES.—The market is quite bare of new Porto Rico, only one cargo so far having been landed. Two cargoes have been overdue for some weeks and are no doubt being landed while this goes to press. Prices are easier. The spirit of competition seems in the air, till one almost fails to see the object. Barbadoes is the only other grade in which there is business. The supply is good and price low.

FISH.—Gaspereaux are now very plentiful. Smoked are popular. Very many are shipped to Bangor. Alewives, which are the pickled gaspereaux, are being packed. Other fresh fish are scarce. A few shad are imported; local caught will soon be here. In salmon, the few caught are sold at fancy prices. They will not be a factor for about a month. Dry cod continues high. The stock is not large. Pickled and smoked herring are high and dull. We quote: Large and medium dry cod, \$4 to \$4.25; small, \$2.50 to \$2.75; haddies, 6 to 6 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, bbls. \$5; halves, \$2.75; Shelburne, bbls., \$4.50, halves, \$2.25; Gaspereaux, 60 to 80c. per 100.

FLOUR, FEED AND MEAL.—Trade in flour is but fair. Values show no change. Prices are low. Business is largely confined to regular brands. Oatmeal is very dull. Breakfast foods are selling well.

IT WILL PAY YOU

as a dealer to examine our line and to satisfy yourself as regards the Quality and Price of

Clark's Meats.

MOLASSES

Barbadoes and Porto Rico.

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

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

WHITE BEANS and CORN Our Specialties

Write us right now for Prices and Samples on

SEED CORN

(Field Varieties Only)

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

WE SELL

MOLASSES

and, if you consult your own interests, you will write or wire us for quotations before buying elsewhere.

In Stock
New Crop Barbados
New Crop Ponce
New Crop Fajardo
New Crop Antigua
and all other grades.

The Dominion Molasses Co., Limited,

Halifax, N.S.

Ogilvie's Hungarian

Ogilvie's Glenora....

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

Superior Quality
Always Good

Beans are low and trade is unsatisfactory. Really choice hand-picked beans are quite scarce. Cornmeal is firm and selling freely. In blue peas, the market is about bare. In seed, sales are large. Import business is in fewer hands than usual. Prices are high. We quote: Manitoba flour, \$1.85 to \$1.90; best Ontario, \$3.80 to \$3.90; medium, \$3.65 to \$3.80; oatmeal, \$3.70 to \$3.75; cornmeal, \$2.30 to \$2.35; middling, \$2.2 to \$2.3; oats, 40 to 42c.; hand-picked beans, \$1.80 to \$1.85; prime, \$1.65 to \$1.70; yellow-eye beans, \$2.40 to \$2.60; split peas, \$4.10 to \$4.15; round peas, \$3.25 to \$3.40; pot barley, \$3.85 to \$4.00; hay, \$12 to \$13; yellow buckwheat meal \$1.40 per 100 lb.; Canadian Timothy seed, \$2.80 to \$3; American do., \$2.45 to \$2.60; red clover seed, 10 to 12 1/2c.; alsike seed, 12 to 14 1/2c.; mammoth clover, 12 1/2 to 15c.

TRADE NOTES.

A. L. Goodwin has received a large shipment of peanuts.
Piddington & Merritt displayed the first tomatoes of the season.
James Paterson receives daily large quantities of fresh gaspereaux.
J. F. Estabrooks & Son have a full line of oranges, including fancy stock.
The A. I. Teed Co., St. Stephen, have a large shipment of canned oysters to hand.
The steamer Pleasalia this week landed a large shipment of Egyptian onions. The wholesale grocery trade handle these goods much more freely than formerly.
There seems quite an interest in starch. Both the St. Lawrence and Edwardsburg companies have men here working the retail trade orders to be shipped through the jobber. The Edwardsburg people are introducing their "Enamel" starch.

BRITISH COLUMBIAN SALMON SHIPMENTS.

Out of the five cargoes of salmon sailing from British Columbia for the English market in the last quarter of the last year three have now arrived out. They are Clan

Mackenzie, with 69,451 cases; Fiery Cross, 51,095 cases, and Ardnamurchan, 73,578 cases, making a total of 194,124 cases. It was feared that the last-named was wrecked before leaving the Coast, as cases of salmon, said to be part of her cargo, were washed ashore. The two vessels yet to be reported are the Naiad, with 46,720 cases, and the Machrihanish, with 68,099 cases. The first-named of these two sailed on December 5, just two weeks later than the Ardnamurchan, and the other on December 31.

A CURIOUS CREDIT SCHEME.

A wholesale grocery firm in Southern Minnesota has, according to Grocery World, introduced a new plan of work into their store policy. It is a modified banking plan. It is supposed to have sufficient merit to eliminate much of the evil of credit. This store has been doing a cash business. The change of policy is along this line: When customers are unable to pay cash at the time of purchasing goods, they will take a short-time note, without interest, for the amount. These notes draw interest after maturity. In addition they will accept deposits, issue drafts and perform other banking functions. Whether the law will bar a part of this policy has not as yet been passed upon.

INQUIRIES AND ANSWERS.

PREMIUMS WANTED.

We are desirous of obtaining the names of a few firms who handle goods suitable for premium purposes, such as glassware, etc. Can you furnish us with the same. Thanking you in advance for a reply.

PREMIUMS.

Halifax, April 18, 1901.

WHOLESALE MEAT STORES.

A Toronto evening paper says the directors of the Harris Abbatoir Company, of Toronto, are considering an extensive scheme, which, if successfully carried through, will result in the establishment of large wholesale meat stores at all the principal points between this city and Halifax. This company recently established a dressed meat trade between Toronto and Manchester, and from all reports have found a good market there. They purchase all their supplies in the Toronto market, and, in order to facilitate operations, a proposal to enlarge the abbatoir in the west end is being considered.

MEATS FOR BRITISH ARMY.

A cable from London says: "Answering a question in the House of Commons on April 18, the Financial Secretary of the War Office, Lord Stanley, confirmed the report that all the contracts now made excluded the supplying of foreign meats in the case of all troops in the United Kingdom.

"At a meeting of the Irish Cattle Traders' Association, in Dublin, the secretary of the association announced that he had ascertained, on good authority, that the War Office had decided that, in future, troops stationed in Ireland should be supplied with Irish meat only, instead of foreign, thus removing a substantial Irish grievance."

The mill and elevator of The Hood & Cullen Milling Co., Limited, Stratford, Ont., was destroyed by fire on Sunday. The loss is estimated at \$40,000 and the insurance at \$25,000.

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

CHOICE AND FANCY TEAS.

Fancy in leaf, choice in liquor are these new Golden Tipped Orange Pekoe Ceylon Black Teas, just coming in from Colombo. They are the finest produced and from the best gardens :

25 Half-Chests, "Wells," at 25 c.
 20 " "Carrick," at 32½ c.
 15 " "Rothwell," at 40 c.

25 Crates, 8 x 5 lb. boxes, Golden Tipped Ceylon, at 30c. per lb.

SPECIAL—A line of Japan, fine clean leaf, extra liquor, at 18½c, imported to sell at 20c. Will match any tea at that price. **Ask for samples.**

TERMS: 3 per cent. 30 days.

After May 1st my address will be 279 St. Paul Street. I have secured these premises which are located next to the large warehouses (281 to 285) that I will occupy after the necessary alterations have been made.

E. D. MARCEAU

Wholesale Teas, Coffees and Spices,

MONTREAL.

COFFEE		Montreal.	Toronto.	St. John, Halifax.	PETROLEUM		Montreal.	Toronto.	St. John, Halifax.
Green—					Canadian water white.....	11½	15½	17½	17 18
Mocha.....	24	23	28	25	Sarnia water white.....	16	17	16½	17 18
Old Government Java.....	27	22	30	25	Sarnia prime white.....	18	18	15½	16½ 17
Rio.....	10	8½	9½	12	American water white.....	19	19	17½	18 19
Santos.....		9½	10½		Pratt's Astral (barrels extra)	18½	19	17½	19 20
Plantation Ceylon.....	29	26	30	29					
Porto Rico.....		22	25	24	Black— TEAS				
Gautemala.....		22	25	24	Congou—Half-chests Kalsow.				
Jamaica.....	18	15	20	18	Morning Paking.....	13	60	12	60 11 40
Maracalbo.....	13	13	18	13	Caddies Paking, Kalsow..	17	40	18	50 15 40
					Indian—Darjeelings.....	35	55	35	55 30 50
					Assam Pekoes.....	20	40	20	40 18 40
					Pekoe Souchong.....	18	25	18	25 17 24
					Ceylon—Broken Pekoes.....	35	42	35	42 34 40
					Pekoes.....	20	30	20	30 20 30
					Pekoe Souchong.....	17½	40	17	35 17 35
					China Greens—				
					Gunpowder—Cases, extra first	42	50	42	50
					Half-chests, ordinary firsts	22	28	22	28
					Young Hyson—Cases, sifted				
					extra firsts.....	42	50	42	50
					Cases, small leaf, firsts.....	35	40	35	40
					Half-chests, ordinary firsts	22	28	22	28
					Half-chests, seconds.....	17	19	17	19
					" thirds.....	15	17	15	17
					" common.....	13	14	13	14
					Pingsueys—				
					Young Hyson, ½-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—				
					½-chests, finest May pickings	38	40	38	40
					Choice.....	32	36	31	37
					Finest.....	28	30	30	32
					Fine.....	25	27	27	30
					Good medium.....	22	24	25	28
					Medium.....	19	20	21	23
					Good common.....	16	18	18	20
					Common.....	13	15	15	17
					Nagasaki, ½-chests, Pekoe..	16	22		.....
					" Oolong.....	14	15		.....
					" Gunpowder.....	16	19		.....
					" Siftings.....	7½	11		.....
					RICE, MACARONI, SAGO, TAPIOCA.				
					Rice—Standard B.....	3 00	3 10	3½	3 25 3 40
					Patna, per lb.....	4 25	4 50	4½	5 5 6
					Japan.....	4 40	4 90	5½	6 5 6
					Imperial Seeta.....	4 60	4 90	4½	5½ 5 6
					Extra Burmah.....			4½	4½ 4 5
					Java, extra.....		5½	6	6 6 7
					Macaroni, dom'ic, per lb., bulk	5	6		7½
					" imp'd, 1-lb. pkg., French..	8	12	9	10
					" " Italian.....	8	10	11	12½
					Sago.....	8½	4	4	4½ 4½ 5
					Tapioca.....	3½	4	4½	4½ 5

Spring Cleaning

Now is the time everyone is house-cleaning, and they want, for this purpose, the best lye. We beg to offer you the goods of

THE UNITED ALKALI COMPANY, Limited

WORKS AT ST. HELENS, ENGLAND.

Greenbank Solid Lye 1-lb. tins.

Red Heart Powdered Caustic Soda

1/2-lb. and 12-ounce tins; also 10-lb. tins.

These are the *best*, the *purest* and the *strongest* goods for making soap, softening water, cleaning kitchen utensils and floors, removing grease; used for milk pans and cheese cloths. For painters, also, this is better than anything else for removing quickly old paint.

We have also the celebrated *Greenbank Chloride of Lime*, in 1-4's, 1-2's and 1-lb. tins; the cheapest and best disinfectant.

These Goods Are Used All Over The World. Ask For Them.

To be had from all the Wholesale Grocers and Druggists.

Sole Representatives

L. CHAPUT, FILS & CIE.

Wholesale Importers

MONTREAL

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A CORNER FOR CLERKS.

By W. T. Robson.

This department being for clerks contributions from them are solicited.

ORDERS are sent into grocery stores at times so badly written, it is almost an impossibility to understand them, and the filling of which is frequently a matter of guesswork. Now, when an order is sent in for 10 cents worth of ginger, how can one tell if it is whole or ground that is wanted? The chances are in favor of the latter at this season of the year, and this simply illustrates what is happening every day in an ordinary grocery store, not only in the spice line but in many other lines. People will send down a note with a child for a package of starch and you send a package of laundry starch only to find out that they wanted corn starch. Customers will send for a dollar's worth of sugar and expect you to know the kind every time. Now, take the matter of teas. What a variety of kinds, mixtures, and prices our customers use! How hard it is to remember at all times just the quality and price your customer has been getting. In the ordinary grocery store a clerk is supposed to know this, not at all times with each and every customer, but generally so with most of the orders. Some of the boys have a small memorandum book in which they put down the names of their customers and the quality and price of the tea they use, to which they refer when in doubt. To my mind this is a good idea and will often save mistakes, so annoying to the grocer and the customer.

Wonderful are the names for the various goods sold by grocers—"A little girl just asked for five cents worth of 'Holy' clove and a broom with a 'Baboon' handle."

"Merchant" writes about the advertising influence of a clerk. In the most part I agree with him. There cannot be a doubt but the manner in which customers are served by salesmen has very much to do with the success or failure of the business. It is therefore very important to have the right man in the right place. Behind the counter is wanted the man of even temper, affable manner, and cheerful disposition. In these days of keen competition it is absolutely essential to the merchant to have competent clerks. And to this very vital part of the business too much care cannot be exercised in selecting employes to positions. The supply of good men is ample, and the standard is continually becoming higher. Customers will not tolerate in a clerk to-day what they would a few years ago. Dissatisfied customers are one of the most undesirable things a business can possibly have, and should they result from an incompetent clerk, owing to his hasty temper or sullen disposition, the quicker the cause is removed the better for the business. Good, truthful advertising, supplemented by worthy merchandise, sold by polite, obliging salesmen, will seldom fail to bring to the merchant the success and prosperity for which all are so anxiously struggling.

"G.W.C."—Did you say a young man should not be content as a grocery clerk?

Yes; my humble opinion is—A young man who is content to work all his life as a grocery clerk is simply a fool. In this calling he has as much chance to rise as in

any other, and a man will remain in any position—or perhaps, drop to a lower one—if he is content to plod along without using energy and persistence in a never-ceasing struggle to reach a higher one; but if he is made of the right sort of stuff, he will improve his chances and make progress, no matter at what his starting point may have been. Every clerk should have ambition to own a business and make progress in the world.

"B.S." writes: Should customers be allowed to smoke in a grocery store?

This, at times, would be a difficult question for a clerk to manage. No gentleman would smoke in a store if there were lady customers present. Smoking should not be encouraged in a store. If the proprietor and any of the clerks use tobacco, let them indulge themselves away from the business. To a sensitive customer a store full of tobacco smoke would be very disagreeable. This trouble is worse in winter time when the doors are closed; and, unfortunately, it is encouraged by the fact that tobacco is there sold. Sometimes, the worse offender is the proprietor; and I know commercial travellers who are also very careless on this subject. It would be a very dangerous thing for a clerk to say anything to a customer on this subject unless the offender was a positive nuisance, and even then it is one of those unpleasant things to do that one would feel much relieved if the boss himself attended to it, or someone else. Tact is required in a matter of this description so as not to offend.

"J.D." writes: Will May 24 be a holiday and when is the King's birthday?

The 24th of May will be observed as a holiday. The King's birthday is on November 9. I suppose all loyal people will duly observe it as a holiday also.

"C.E." writes: I am employed in a grocery store, enjoy music, and am wanted to join a band. What do you think of it?

It would be detrimental to your success as a clerk because it requires so much time, and often engagements are made on the most important time of your employer. Asking leave by a clerk to play with a band or a ball team is poor business on the part of any clerk. Business and sport never go well together. Take your fun outside your business hours. The influence of the average band is not for the best interests of the members, as a rule, although, during the last few years, bands have improved very much in this respect. Nevertheless, as a clerk with a regard for my own and employer's interest at this present time, there are few bands in this country that I would care to be a member of. And I enjoy music as much as most people. The above also applies to lacrosse or any other game. Often have I seen promising young men let a game ruin their usefulness as a clerk simply because they allowed themselves and their minds to be continually on the game and their business take a second place. Such a man's usefulness in a store is sadly impaired and advancement retarded. These things, by a young man, should be kept in their proper place. Lack of time and space prevent several other questions being answered. They will appear in the next issue of this department.

James P. Roop is starting as grocer in New Glasgow, N.S.

W. A. Green has opened a fruit and confectionery store in Parry Sound, Ont.

It is reported that The Farmers' Cooperative Packing Co., Limited, of Brantford, Ont., intend opening two retail stores in Toronto.

Fall wheat should benefit greatly from the snowfall of the past few days, and the ground will shortly be in splendid condition to receive the spring crops. It is thought by many that such a fall of snow as just experienced is of more advantage to the growing crops than an equivalent amount of rain. The growth of the fall wheat so far has been very satisfactory.

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.

THE "GLENER"

KINGSTON, JAMAICA, B.W.I.

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

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

Write for scale of charges, etc., to

THE GLENER CO.,
Limited

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

GET YOUR BULK MIXED PICKLES

AND

CHOW CHOW

FROM—

TAYLOR & PRINGLE
OWEN SOUND, ONT.

YOUR PROSPERITY. PROFIT. PROGRESS.

Your prosperity, profit and progress depend altogether upon the quality and the brand of goods you are selling your customers. Much care should be taken to see that they embody such high quality that when sold a good impression of your store accompanies the article or articles. Remember, if such and such a thing coming from your store proves satisfactory, your prospects are good for holding the good-will and patronage of those who deal with you. But, alas! don't make the fatal mistake of looking too much at the profit side of an article, and overlook quality. When quality is "standard" profit always follows. A dealer never runs any danger of turning trade in the direction of his competitor if

Jonas' Flavoring Extracts

are kept well to the front, for they embody all the necessary ingredients to assist the purchaser in turning out first-class and delicious baking. Nature's best is represented in each and every bottle. A good impression of your store is made when a bottle of Jonas' Flavoring Extract is taken away. These extracts have secured a splendid footing in households from one end of the country to the other. Cooks enjoy using them, housewives enjoy using them, therefore, you will enjoy selling them. Your chances for progress, profit-making and prosperity are excellent if all the goods you handle are of the same high standard as

Jonas' Flavoring Extracts.

Manufactured by —————

HENRI JONAS & CO., MONTREAL.

Send for interesting facts and price lists.

FLORIDA PINEAPPLES.

Florida is rising out of the ruins that fairly crushed the fruit growers five years ago, says an exchange. To-day the memorable freeze which wiped out fortunes almost in a single day is looked upon as a blessing in disguise.

Thousands lost their all in that freeze, and many a man independently wealthy was forced to get work where he could find it as an everyday laborer. Thousands left the State forever and are scattered throughout America. The yellow fever plague equally as damaging to the State had left its mark and the freeze following seemed to wipe out any future for the State.

To-day, thousands of new arrivals who came on the scene of wreck and ruin are rapidly getting into a comfortable financial condition. With an orange crop practically reaching 800,000 boxes this year marketed almost without competition from California, Jamaica and Mexico, and outlook for a full 1-1-4 million boxes for the coming year, the orange growers are hopeful of success.

There was comparatively little trucking before 1890 and even up to 1896. To-day, earloads of early vegetables are rolling where only few crates were seen then. Truck growers have fared well and are looking forward to a prosperous fall and winter crop. The berry crop, a line developed since 1896, now reaches great proportions.

The "great freeze" turned hundreds of growers to pineapple growing. Up to 1896, it had never been considered possible that Florida would some day be popularly known as the "pineapple" State.

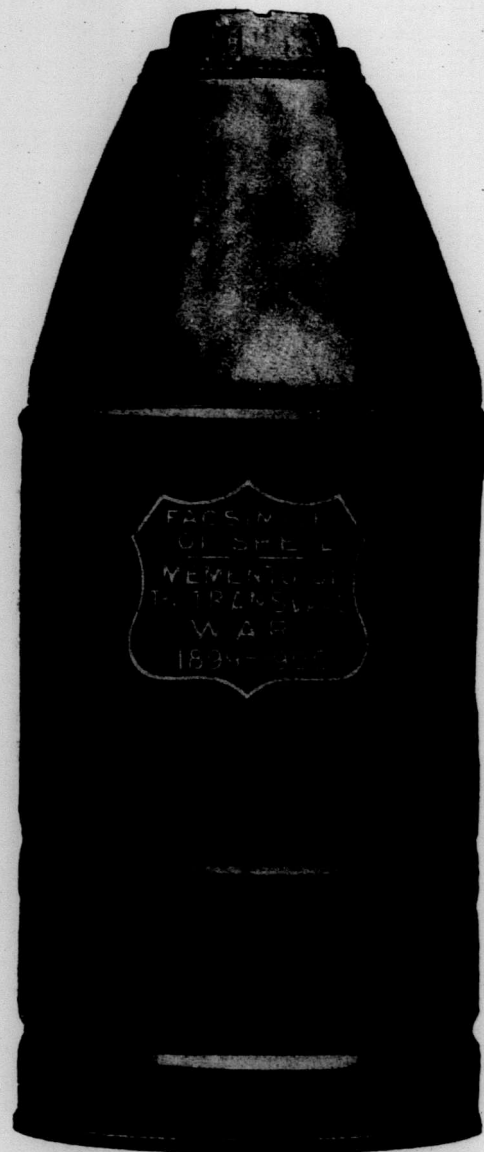
But this very thing will come true. The present season's crop, estimated by careful observers, will reach 250,000 crates. It may even exceed that number. This estimate is made up from the reports of growers. Commencing at Fort Pierce and counting the pineapple plantations to Delray, these will turn out 225,000 crates. The crop of the Keys or islands will add 25,000 to 30,000 more to the total.

DO NOT PATRONIZE CUSTOMERS.

There is nothing so ridiculous and so easily discernable in a merchant as an air of patronage towards customers, says a Western exchange. It is a species of vanity which is as ludicrous as it is disagreeable. This weakness is called bumptiousness, and is repelling to the general run of customers, who are quick to distinguish it from a pleasant presence. A pleasant presence in the store is one of the chief essentials towards the success of a merchant. This essential of a pleasant presence is made up of simplicity. Just that and nothing else. Simplicity is the most charming of all qualities and is and always has been possessed by the men and women that the world deems great. The simple man is natural and is possessed of a suavity which is real. Assumed suavity is generally made up of bumptiousness and is as different from the inherent quality as the sweet violet is different from the violet of the millinery counter. The bumptious merchant in his vanity reckons himself somewhat of a philanthropist. His behaviour towards his customers is an offence to those amongst them who are of a keen or sensitive nature. In his overweening vanity he reckons himself the patron and the customer the beneficiary. Every action of his conveys that expression. When he is sympathetic he is condescendingly so; his heartiness is luring and often vulgar; his insincerity is apparent.

EPPS'S**GRATEFUL.
COMFORTING.****IN ¼-LB. LABELLED TINS. 14-LB. BOXES.**

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

**THE MOST
NUTRITIOUS.****COCOA****War Tin Tea.****Packed by** ↗**THE BRITISH &
BENNINGTON'S
TEA TRADING
ASSOCIATION,
Limited****London,
England.****The most attractive package
on the market.****Design registered for the
Dominion.****On seeing it, your customers
are sure to buy it.**

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

Canadian Agents:**C. E. COLSON & SON,**↗ **Montreal.**

CEYLON

— AND —

INDIAN

KEEP POSTED.

BE FIRST to show what you think will increase business.

If you have not yet Ceylon Green Teas in stock, do not lose the opportunity of securing a fancy tea canister **FREE** with your first purchase of a trial chest Green Ceylon.

Samples on application.

L. CHAPUT, FILS & CIE.

MONTREAL.

THE PROVISION TRADE.

The Markets—Change in Packing Provisions—Miscellaneous Notes.

CHANGE IN PACKING PROVISIONS.

“ I ENTERED the meat business, in partnership with my brother, John Bigley, in the year 1850, and I have been connected with the business ever since. There have been some remarkable changes in packing house methods during the last 50 years. The most marked changes have been made in connection with curing processes, brought about largely by a change in the public taste and demand. The ‘mild cure’ is what is wanted to-day, and hams or other meats that have been in the cure more than 50 days are almost sure to be found fault with by the consumer because they are over-cured, which simply means that they are too salty for the average modern taste. There was little danger of this in the earlier history of the trade. The only question asked was whether they had been cured enough. Many a time I have seen hams hanging up covered all over with salt which had literally bubbled out of the pores of the meat.

“ The mild cure is certainly a great step in advance, for it was formerly necessary to parboil much of the cured meat before cooking, in order to get the surplus salt out of it, and this process, of course, robbed the meat of much of the nutrition which is utilized by the consumer under the present system of mild curing. During the early history of the meat-curing business in this country, the putting down of mess pork was one of the most important features of the trade. There were three principal brands—heavy mess, running 10 pieces to the barrel; standard mess, with 16 pieces to the barrel, and prime mess, a barrel of which was composed of 50 4-lb. pieces. The shoulders, that are sold fresh now, were packed then in bulk in salt. The mess pork-packing business was all the rage from 1860 to 1890, but during the last 10 years a complete change has taken place.

“ During the early history of the trade hogs were not considered finished until they weighed from 350 to 500 lb., while the bulk of the hogs received in the Detroit market at the present time average less than 225 lb. Of course these hogs were much older than the hogs that are coming of late, the ‘baby meat’ idea in the hog department being of comparatively recent origin.

“ During the decade prior to the one just ended, when, as I have stated, packers were giving so much of their attention to the

business of curing mess pork, some very important lessons were learned, and, in many cases, at heavy expense to those engaged in the business. Millions of dollars were lost about this time as a result of lack of knowledge and of carelessness in connection with curing operations, and the result is that not one barrel of mess pork is packed now where 100 barrels were put into pickle during the years referred to. The process of dry salting clear backs after the loins have been sold fresh to the retailers, heavy bellies and bellies from light hogs which go mainly into breakfast bacon, are to day the leading features of the curing business in hog products.

“ Great improvements have been made recently in the methods of making lard. One of the greatest drawbacks in connection with the old methods of making lard, known as kettle rendering, was the danger of scorching the product and making it completely unfit for the market. Hundreds of tons of lard were formerly practically ruined every year through carelessness and lack of knowledge on the part of inexperienced help. The invention of the modern jacket tank has simplified the lard-making problem, and there is no longer any risk in handling lard. The jacket tank consists of two tanks, one placed inside of the other, the lard being placed in the inner tank and the heat applied by filling the space between the inner tank and the jacket with steam.

“ As I have before intimated, great improvements have been made in connection with pork-packing operations during the last ten years, but there is, I believe, still some chance for improvement in methods pursued. The killing of hogs which are in an over-heated condition at the time of slaughtering, and the putting down of meats in the cure before the animal heat is all out of the bone are some of the drawbacks connected with modern high-pressure packing-house methods. I am fully satisfied that much ‘sour meat’ is the result of undue haste in rushing hogs to slaughter which should be allowed to cool out thoroughly before being killed, and the placing of meat in the cure before giving sufficient time for the animal heat to get out of the bone.”—Thomas Bigley, in National Provisioner.

THE MONTREAL PROVISION MARKET.

Trade is rather quiet, yet all prices are steady to firm. The lowest quotation now obtainable on lard is \$2.20 per pail. Pork

is very firm. There is no visible tendency to a lower market and all signs continue to point upward. We quote: Heavy Canadian short cut mess pork, \$20 to \$21; selected heavy short cut mess pork, boneless, \$21 to \$22; family short cut back pork, \$20 to \$21; heavy short cut clear pork, \$19.50 to \$21; hams, 13 to 14c.; bacon, 14 to 15c.; lard, pure Canadian, \$2.20 to \$2.60 per pail; refined lard compound (Fairbank's), \$1.86 for 1 to 24 pails; \$1.84 for 25 to 49 pails; \$1.82 for 50 pails and over; Snow White and Globe compound, \$1.65 per pail; Cottolene, 9½c. per lb. in tierces, and 10½c. in 20 lb. pails and 9¾c. in 50-lb. boxes, for Quebec.

ST. JOHN, N.B., PROVISION MARKET.

Pork is rather higher. The American market is very high. Fresh pork is rather easier. There is little movement in barrelled beef. Fresh beef is plentiful. Smoked meats are high and dull. Lard is still high.

PROVISION MARKET IN TORONTO.

The features of the market are advances of ½c. per lb. in long clear bacon and Canadian heavy mess pork, and a shortage of lard in tierces. “The demand for lard in pails and tubs,” explained one provision dealer, “has been so brisk that packers do not find it profitable to devote their attention to tierces, so the market is practically bare of this class of lard package. The demand for lard is not only steadily increasing in the large cities, but even the farmers have to buy it now. You see, they used to kill their hogs and make their own lard. Now they get big prices for their live hogs, so do not kill enough to keep themselves supplied with lard. On the other hand, the production of lard, while increasing, has not grown in proportion to the number of hogs killed, for the standard hog to-day is a light one, and does not furnish the proportion of lard the heavier pig did.

“The high value of long clear bacon and heavy mess barrel pork is due to the same cause. Both these classes of meat come from the heavy hog. Therefore, as the heavy hogs is not in favor to-day, and as the high price for the standard hog induces farmers to market them before they get large, the production of both long clear bacon and heavy mess pork in Canada is light. When stocks here are exhausted we will have to buy from Chicago. To-day long clear bacon is quoted 9c. in Chicago. The duty is 2c. Heavy mess barrel pork is worth about \$16.60 in Chicago. With duty and freight added, it would cost us at least \$19.50 to lay down here. So you see, prices must go up still further if the stocks held here run out. At present they are moderate.”



If you want the finest appearance and quality

BUY

Bow Park
REGISTERED BRANDS

Sweet Pickles.

Ask your wholesaler or write direct for quotations.

Shuttleworth & Harris,
BRANTFORD, ONT.

Quality Counts.

The Demand for

Bow Park
REGISTERED BRAND
HAMS
AND

Bow Park
REGISTERED BRAND
BACON

is increasing every day. Our hundreds of well pleased customers will guarantee their quality.

Are you selling our meats? If not, why not? They will draw trade to your store. Your name on a post card will bring you a price list.

The Brantford Packing Co.
BRANTFORD, ONT. LIMITED

HAMS

**Sugar Cured
Bright
Juicy
Well Flavored**

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

F. W. FEARMAN CO.
Limited

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

THE CANADIAN PACKING CO.
LONDON, ONT.



GUARANTEED CHOICE AND PURE.
GOLD MEDAL, PARIS 1900.

Please order goods through your wholesale house.

DISABILITIES OF THE CANNED GOODS PACKERS.

Editor "Canadian Grocer."—I have been much interested in the several communications and editorials in "The Grocer" re the sale of canned goods to a syndicate. The facts are not fully known or different conclusions would be arrived at.

Your remarks about building an export demand are apparently well taken, but what are the facts? The only class of goods that there is any British demand for are gallon apples and three-pound tomatoes. The United States can and does supply these articles at less money than our packers. Canadian apples, from their better shipping qualities, are very largely exported in barrels, returning much better net prices than canners can afford to pay the grower for canning purposes.

Our inland freight from any canning factory to the seaboard is equal to from 8 to 12 cents per dozen in excess of Maryland or New Jersey, as they are practically on the seaboard. This alone is a handsome profit.

All tinned goods exported from the States are allowed a rebate of 99 per cent. of the duty paid on tinplate. As the canner buys his tinplate cheaper than the Canadian, having less inland freight to pay, how is it possible for canners to compete with the United States in the foreign markets?

The same is true of tomatoes to a greater extent, as in New Jersey the grower packs his own and exporters send an agent out and buys from him, using special labels. These tomatoes are packed by hand and being more solid, please the British consumer better than ours. The raw tomatoes are bought in New Jersey at \$5.50 per ton, or 16 1/2 cents per bushel. Here, in Canada, we pay never less on the average than 87 per ton or 21 cents per bushel, a difference equal to 4 1/2 cents per dozen. You can readily see what chance we have in competing with the United States.

What has been the result of exporting corn? I know of several old packers who have been working up that article in Great Britain, two of them ordering their goods returned as the storage and insurance was eating the article instead of the consumers. Nothing on earth would please the packers more than to get a foreign market for corn or in fact any other line they pack. Peas have also been tried, but failed because our style of package was unsuitable. The color and liquid was not equal to the French pea, and it never will be unless we run the risk of seizure by the authorities from using chemicals to give color to the pea.

The question of fruits for export is a large subject; but if you can explain how we can use high-priced Canadian sugar in canning and compete with the United States packer, who receive a rebate or bonus on all sugar they export, you will solve a difficult problem. If our Government would allow a rebate on all sugar used in canning for export we might do something in export; otherwise we must go on as at present and see a very large trade go to the republic to the South.

In all lines of manufacture a certain amount of risk must be taken, but I claim that canning fruits and vegetables is the worst of all. In February we contract with growers for a certain number of acres of product. The grower never binds himself to deliver a pound unless it grows. We, however, estimate a certain quantity to the acre and upon that decide to purchase tin cans, or, if the canner makes his own cans, he orders—irrespective of price, as time will not permit him to wait—tinplate;

also boxes, labels, solder, tin and lead. By July 1 he has a very large capital locked up, and, mind you, he has no means of knowing whether he can secure enough to fill half his cans, boxes, etc. Note the frost that killed corn and tomatoes in September, 1899. Futures are sold to the trade, and when sold without conditions the same risk of delivery applies. A light crop very often means that a part of your growers peddle or otherwise, sells what belongs to the canner, as he can get more money. If crop is large, he brings us every pound and we must take them if quality is satisfactory. The buyer of our goods, unless contract is signed, will do as so many retailers have done, try and cancel all or a portion of the order, instead of looking back to the seasons of 1898-99, in which every person made very handsome profits in canned goods excepting the canner, who unfortunately sold from 60 to 90 per cent. of his pack at low prices on future contracts and never realized the high price later on in the season.

I think that when the facts are fully known your readers will say that, although the canners are not perfect, they are very anxious and willing to do the fair thing by the trade and the consumer.

The members of The Canadian Packers' Association, I think, have all most loyally stood by Association prices, are doing it now, have reduced the acreage not to increase prices to the consumer, but having no export trade all interests are best served by a steady market and an equalizing of output from year to year. I regret the length of this letter but trust you will forgive the writer as the truth can do no harm.

A DISGUSTED PACKER.

Brighton, Ont., April 20, 1901.

A LETTER FROM MR. FERGUSON.

Editor "Canadian Grocer":—When you hint at lack of enterprise on the part of the Canadian packers in seeking to curtail the pack rather than reaching for the outside market, you do us a wrong. You might far better attribute the cause to its proper source; viz., too high freight rates.

Canned goods are put up in Spain, Italy and France and other countries nearby, and shipped into Great Britain at prices against which it is impossible for Canadian packers to compete and pay the freight rates. We have tried it repeatedly and been undersold in spite of all we can do.

The United States market is shut off by reason of the high duty. We are sending goods to South Africa, but the market there is as yet limited. What then remains for us to do, until at least these discriminations are removed? Nothing but to curtail the pack, or else for some of us to go out of business altogether.

W. A. FERGUSON.

Delhi, April 19, 1901.

NUTRITIOUS COCOA AND CHOCOLATE.

The great food remedy for consumption, Tropon Cocoa and Chocolate. This cocoa and chocolate has five times the nutriment in it that the best ordinary cocoa and chocolate has. It has had wonderful success in Europe with consumptive patients and is now being tried in several of the sanitariums of this country. It will be a great boon to dyspeptics and people whose digestive system is weak. Bicyclists can fare sumptuously, on their long summer

trips, on a little package of the chocolate. A large sale is expected for both the cocoa and chocolate. The Cowan Co., Limited, have the control of it for the Dominion and have registered it at Ottawa.

CANDIES IN THE GROCERY STORE.

One of the ways to make the grocery earn a little more money is by treating the candy man better, says The Ohio Merchant. There is a disposition on the part of grocers to allow the candy store to have the trade in the higher and finer grades of candies all to itself. Grocers keep the ordinary plain kinds of candies but usually do not try to make as fine a display of candies as they might. In some of the large towns the big groceries, which are conducted on what might almost be called department store principles, have regular candy departments in which the best of sweet things to eat are sold. It pays. In the first place, it is well worth while to have the children of well-to-do customers in the habit of coming to one's store as a place where they can get the supplies of candies that are regarded as among the necessities of happy childhood. It is a good thing for a store to have the children of the vicinity in which it is located tell each other what good candies are to be had there, and in this way a merchant may make friends in the households of customers of his competitors. There is no doubt that candy is becoming more and more popular all the time. Old ideas about the injuriousness of candy are giving way to more modern, perhaps more correct ideas, that it is not so harmful after all. The accounts in the newspapers of the experiments of the army officials designed to test the food value of sugar, of which all good candies are made, have given the public the idea that candy is a pretty good thing to eat after all. Whether it is or not, more candy than ever is being eaten and there is no reason why the grocer, whose business is to purvey things to eat, should not recognize the sale of candy as an important and desirable part of his business. "Showing off" has more to do with the sale of candy than almost anything else handled by grocers, and it is a mistake to regard the sale of candy as a part of the business to be neglected. Get the candy case where it will be seen and where its contents will make a bright spot in the store. Sell the class of candies that are pretty and prettily packed, as well as the cheap and staple kinds. If you don't sell candy at all, why not try it? Almost every big city store has its candy department and many of the smaller stores in the outlying parts of the cities are equipped with attractive and expensive candy show cases. They find that it pays to treat the candy trade as an important part of the business, and the more attention paid to it the better it pays, just as with any other part of the business.

BEAVER MILLS NOTES.

Considerable activity is being manifested in Beaver Mills, Ont. Hughes & Long, general merchants, are adding hardware. C. A. Chouquette has built a new bakery and restaurant. Mr. Murphy, formerly with Rice, McLeod & Co., Rat Portage, Ont., is opening a general store. R. H. Bagshaw, late of Little Forks, Ont., is opening a fruit and confectionery store.

W. Pickard & Co., grocers and bakers, Charlottetown, P.E.I., have sold out to L. C. Worthy.

"WHY" IN ADVERTISING.

BUYERS of goods are not satisfied with being told that the goods are the best. They are not satisfied with bare assertions. They want to know "why," says C. A. Bates.

There is always some reason why the maker or seller of goods believes that his goods are more desirable than others in his line.

There is always some reason why each man in business believes he has a right to be in business. There is some reason why he thinks people should trade with him rather than with his competitors. Generalities won't do, he must come down to facts, or at least what he thinks are facts.

The question "why?" is in every one's mind.

The more definitely and completely it can be answered, the better for the advertiser.

If a man expects to sell goods nowadays, he must be able to answer convincingly.

The other day I talked to a hardware-man from Indiana. He has by far the best store in his place—the best store in his county or in several surrounding counties.

He wanted more trade than he had—said he deserved more trade than he had—said there was in his county possible trade in

his line double the amount that he is getting.

I looked over his ads, and told him that I could not see no reason under the sun why anybody should ever buy anything in his store; told him that I didn't believe he deserved trade.

That stirred him up and in five minutes he gave me more reasons "why" people should trade with him that he had given in his ads, for a year.

He hadn't told people "why."

When he started to write an ad, he was burdened with the idea that he was performing some sort of literary gymnastics, and that he must say something fine and star-spangled if he died in the attempt. As a matter of fact, he filled his ads, with words that meant absolutely nothing; they told nothing about his store, they gave no idea of his reasons for expecting trade. They would fit any other store under the sun just as well as they would fit his store.

He didn't realize that the thing to do was to write the news of his business.

Business news is as interesting to people as any other news. People really want to spend their money.

The man who receives his salary on Saturdays generally doesn't have any money left by the next Thursday.

People who receive quarterly incomes

usually have to economize for a month before the income comes. They have spent the previous quarter's money long ago.

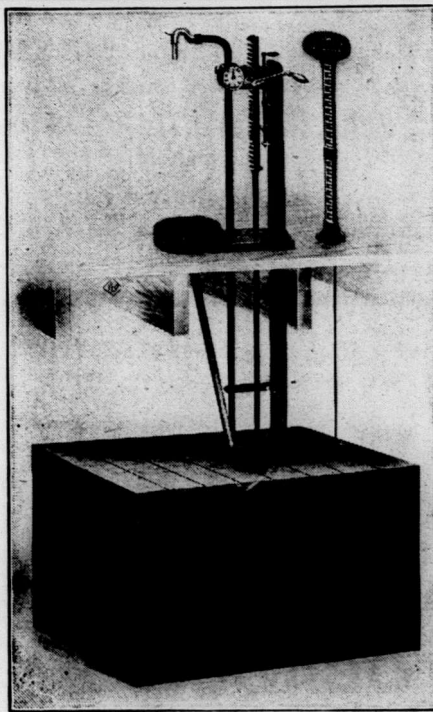
They are going to spend their money somewhere. They are going to spend it in the store that best answers their question "Why?"

BE CAUTIOUS AND FIRM.

Once establish yourself and your mode of life as what they really are, and your foot is on solid ground, whether for the gradual step onward for the sudden spring over the precipice. From these maxims let me deduce another, once wrote Bulwer Lytton.

Learn to say "No" with decision; "Yes" with caution. "No" with decision whenever it meets a temptation. "Yes" with caution whenever it implies a promise. A promise given is a bond inviolable. A man is already of consequence in the world when it is known we can implicitly rely on him. I have frequently seen such a man preferred to a long list of applicants for some important charge; he has been lifted at once into station and fortune merely because he has this reputation—that when he knows a thing, he knows; and when he says he will do a thing, he will do it.

LOOKING BACKWARD.



BASEMENT OUTFIT.

THE BOWSER OIL TANK IS A POSITIVE ECONOMY.

It saves Oil, Money, Time and Labor. It pumps Gallons, Half-Gallons and Quarts at a stroke. It is Neat, Clean, Handy, and enforces Economy, whether you will or no. And will make selling oil such a pleasure that you will wonder how you ever handled oil without it.

Let us tell you more. Send your address today.

S. F. BOWSER & CO.

65 Front St. East, Toronto; Factory, Fort Wayne, Ind.

HUMAN Nature is given to Retrospection. It is but natural that we should at times turn to the Past and compare it with the Present. The Pleasures of the Old days stand out vividly in memory, and are magnified; their Sorrows are minimized or erased by Time's gentle touch. This habit of Looking Backward has been inherent with the race since its birth. It is even written of Lot's wife that she turned to rubber, before she was turned to a Pillar of Salt. But be this as it may, if the Grocer of today will let his memory carry him backward for even twenty years he must concede that so far as the ease of handling his business is concerned that the Past cannot compare with the Present. There are Labor-Saving, Time-Saving and Money-Saving devices at his command for almost every purpose. Many of these might be mentioned, but space admits of but one, the greatest and best of them all—

THE BOWSER THREE MEASURE SELF-MEASURING OIL TANK.

A LITTLE ADVERTISEMENT

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

The MacLean Publishing Co., Limited: Montreal and Toronto

Seeking Reputation.

Good reputation is always sought, for both men and merchandise. "Every old thing" is said to be "the best" nowadays, but

"MERIT WILL OUT."

Then why advertise if you have it? Because success is thereby accelerated, and life is short. And does not the sale of articles of merit give reputation to the handler?

THE C.P.R. KAY'S CARPET HOUSE SAY THE PEOPLE

and are spreading the news broadcast, that



THE GREAT CLEANER

has unbounded merit. It is a strong fact.

Its growth cannot be stopped. It compels enthusiasm in every user of it.

Its display now will attract attention of good people.

Ask Wholesale Grocers.

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

STEPPING STONES TO SUCCESS.

ALL the world longs for and strives for success. It's the powerful magnet around which restless humanity whirls and struggles in its desperate efforts to gain admittance within its enchanting circle.

It's the world's "Grand Prix." It's the reward of merit, the laurel of superiority and the distinguishing badge of pre-eminence.

It's worth striving for, it's worth the great price which it commands. Every one has a theory for gaining it.

The writer's theory is simply this:

First resolve to succeed, next fix your aim, then work mightily for it.

Resolve earnestly, aim high, work unceasingly.

The winning of success is a serious matter—it requires a firm resolution at the start. Make up your mind first of all that you will succeed. Begin there.

Aim. The fixing of your aim is important. You must have something definite to work for, some shining light ahead to steer by, or you'll drift upon the rocks that lie hidden in numbers along the dangerous course.

Decide early exactly what your line of work is to be and let your decision be arrived at only after a thorough study of your ability, capacity and inclination. Find the work you are best adapted for. When you have discovered it fix your aim for achievement in it. Place the mark high and keep your eyes ever on it. Think about it, dream about it, expect it, work for it, reach it.

Work. Work mightily. The resolve and the aim will count for nothing without the work. Fortunate is the man who has a large and ready capacity for work. Difficult it will be for the one who finds work a hardship, a drudgery, an unpleasant task—something to be quickly done with. Such will require extraordinary ambition to keep alive within the necessary motive power of energy.

The trouble with most people comes from their desire of winning success by some lucky stroke. They are looking for some short-cut, some royal road, by which they will be enabled quickly and easily to reach the lofty heights. They are always ready to take a long chance and have great faith in their "lucky star," and are constantly expecting to stumble into something some time that'll lead to fame and fortune. They are lured away by every quick and easy scheme that comes to their notice.

But it won't do. Precious time is wasted in such ways and the prize is further out of reach than ever. If you're going to win it you must train for it. The course is a hard one, the competition is the very keenest—it's tremendous, it's world-wide, and the one who dares hope to finish in the lead must be prepared for a mighty struggle. He must be swift with great endurance, or go down with the crowd.

Get in training.

Be a prize winner.—The Chameleon.

THE VANCOUVER DEAD-BEAT LIST.

The following from a correspondent appeared in a recent issue of The Victoria Colonist: "The names on the black list now number 800, and have been a high as 830, but they are now being taken off, thanks to the system inaugurated, at a faster rate than they are being put on. The

retail grocers met on Thursday night to further consider ways and means in overcoming the serious losses caused by the credit system in vogue in Vancouver. They decided to continue the black list but to remove at once the names of anyone from the list who made a payment on account or showed a disposition to do his best to settle. It was further decided that honest, sober delinquents be not blacklisted, that the list be used for those who could pay and did not pay, owing to scarcity of cash from extravagant and dissolute habits, or from a deliberate intention of beating their way. The people, therefore, who do not pay their grocers' bills are represented by a very much larger list of names than the 800 odd on the black list. It was further decided at the meeting that if the black list did not induce those whose names appeared thereon to settle, that they would be given three months' time during which they would be urged to arrange the account. If they did not do so, a collector in scarlet uniform would be sent to their house or office to render the account, and this collector will have power to sue in the courts. In this way it is hoped that some of the dead-beats, at least, will be induced to try some other city. Before a debtor is called upon by the bright uniformed collector, he will, of course, be proved incorrigible. Some of those on the present list have from three to five crosses in front of their names, which means that they are in the debt of from three to five grocers.

Their usual plan is to keep back a certain amount each month as long as the grocer will stand it. For instance, if the bill is \$25 for the month, a story of hard times will be told the grocer and \$6 or \$8 kept back, say \$18 paid on the account after a wait of 30 days. This happening for five or six months successively, the amount owing becomes serious for the grocer, and he requests immediate payment. His customer becomes indignant and changes his grocer, when grocer number two passes through the same experience as grocer number one. The present black-listing system, it is thought, will be a great protection to grocers in this respect; in fact, it has already been so. Many men, lately, who have asked for credit and have

waited until the grocer looked at his little black book, have been told that they could not get credit as they were on the black list as owing three grocers already. Since the black list started over 40 of the men whose names appeared thereon have, on getting this pointer, being frightened into full, or partial settlement, and their names have been removed from the list. New names are continually going on, but consciences are being awakened and grocers report that more names are being removed than are being listed, and the favorable ratio is constantly increasing in spite of the present very quiet times. It is said that drinking, gambling and extravagant living is responsible for the listing of 75 per cent. of the names in the black book."

A RETAILER'S CATALOGUE.

A. Sweet & Co., general merchants, Winchester, Ont., have adopted a method of meeting the competition of the large city departmental that is both unique and enterprising. They are "meeting the enemy with his own weapons" by issuing a semi-annual catalogue which is almost as comprehensive and up-to-date as those sent out by the large city concerns. The pages are replete with illustrations, price-lists, etc., of every line of goods handled by Sweet & Co. The effect of the work as an advertising medium is much increased by the argument in the preface, "Why customers should patronize this house," which reads in part as follows: "Our sales for 1900 were larger than for any previous year in the history of our business, and so far 1901 shows a substantial increase over the corresponding months of last year. . . . We pay cash and save the discounts. We are willing to work on a close margin. We mark all our goods in plain figures and are not afraid to publish our prices. . . . People who formerly sent away to the city stores tell us they prefer to buy here because they can make their selections personally, can fit on garments and see just what they are getting before paying their money, and then they have the privilege of returning any article not found satisfactory."

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

EMPIRE

SMOKING TOBACCO

In 5, 10 and 15c. Plugs.

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

EMPIRE is well advertised.

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

EMPIRE is A BIG PLUG FOR LITTLE MONEY

Made by

THE EMPIRE TOBACCO CO.,
LIMITED
MONTREAL, QUE.

GILLARD'S PICKLE

IS SOLD BY ALL WHOLESALE GROCERS IN CANADA.

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

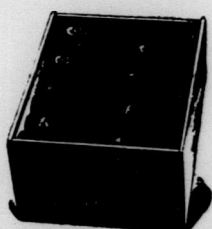
GILLARD'S PICKLE—Cases of 2 Dozen.

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

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

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

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



LICORICE..

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

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

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

EASILY DIGESTED The Graham Wafers

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

Try a Tin and be Convinced.

THE GARDINER BISCUIT CO., Kingston.

W. A. McClean, Owen Sound,

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

W. A. McCLEAN & CO.



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.

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

HIRES ROOTBEER is a tonic as well as a beverage.

Be sure you sell them HIRES.

Price may be a little high, but the best pays in the long run.

All Wholesalers keep it.

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

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

PRICE TO DEALERS.

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

SEND YOUR ORDER TO....

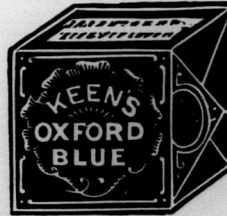
W. P. DOWNEY, Sole Canadian Agent,
20 and 22 St. Peter Street, MONTREAL.



LAUNDRY BLUE.

The season is now at its best for selling Laundry Blue.
Look up your stock and when ordering see that you
ask for

Keen's



Oxford Blue

The Delight of the Laundry.

Current Market Quotations for Proprietary Articles

April 25, 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. 2 40
oz. tins, 3 " 1 10
lb. tins, 1/2 " 4 00

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

IMPERIAL BAKING POWDER.

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

MAGIC BAKING POWDER.

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

JERSEY CREAM BAKING POWDER.

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

BLACKING.

CARR & SONS. per gross
No. 2—1/4 gross boxes. 2 70
No. 4—1/4 gross boxes. 5 75
No. 5—1/4 gross boxes. 8 00

COONEY'S
Boxes, each 4 doz. \$4 50

SHOE POLISH.
HENRI JONAS & CO. Per gross.
Jonas' \$9 00
Fronments 7 50
Military dressing 24 00

BLUE.

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

BLACK LEAD.

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

CORN BROOMS

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

BISCUITS.

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

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

CANNED GOODS.

MUSHROOMS.
HENRI JONAS & CO.
Mushrooms, Rionel. \$14 75
" 1st choice Dathell. 17 50
" 1st choice Lenoir. 18 50
" extra Lenoir. 20 00
Per case, 100 tins.

FRENCH PEAS—DELORY'S
HENRI JONAS & CO.
Moyen's No. 2. \$9 00
No. 1. 10 50
1/2 Fins. 12 50
Fins. 14 00
Tres fins. 15 00
Extra fins. 16 50
Sur extra fins. 18 00

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

CHOCOLATES & COCOAS.

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

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

TODHUNTER, MITCHELL & CO.'S

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

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

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

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

JOHN P. MOTT & CO.'S
R. S. McIndoe, Agent, Toronto.
Mott's Broma. per lb. 0 30
Mott's Prepared Cocoa. 0 28
Mott's Homeopathic Cocoa (1/4's).... 0 32
Mott's Breakfast Cocoa (in tins).... 0 40
Mott's No. 1 Chocolate. 0 30
Mott's Breakfast Chocolate. 0 28
Mott's Caraccas Chocolate. 0 40
Mott's Diamond Chocolate. 0 23
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 90
Mott's Confectionery Chocolate 0 21 0 43
Mott's Sweet Chocolate Liquors 0 19 0 30

COWAN COCOA AND CHOCOLATE CO.

Hygienic Cocoa, 1/4 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. boxes 0 35

CHEESE.

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

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

Benson's Prepared Corn.

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

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

Edwardsburg Starch Co'y, Limited,
Established 1858.

164 St. James Street,
Montreal.

Works,
Cardinal, Ont.

53 Front Street East,
Toronto.

DUNN'S PURE MUSTARDS


GIVE UNBOUNDED SATISFACTION.

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

COFFEE	FOOD.	LICORICE.	MATCHES.
JAMES TURNER & CO. per lb.	Robinson's Patent Barley 1/2 lb. tins 1 25	YOUNG & SMYLYE'S LIST.	Eddy's Telegraph, single cases \$3 70
Mocha 0 33	" " 1 lb. tins 2 25	5-lb. boxes, wood or paper, per lb. . \$0 40	five cases 3 50
Damasou 0 28	" " Groats, 1/2 lb. tins 1 25	Fancy boxes (36 or 50 sticks) per box 1 25	Telephone, single cases 3 60
Calro 0 20	" " 1 lb. tins 2 25	" Ringed " 5 lb. boxes, per lb. 0 40	five cases 3 40
Sirdar 0 17		" Acme " Pellets, 5 lb. cans, per can. 2 00	Eagle Parl r, single cases 1 60
Old Dutch Eto. 0 12 1/2		" Acme " Pellets, fancy boxes (40) per box. 1 50	five cases 1 50
TODHUNTER MITCHELL & CO.	GILLETT'S POWDERED LYE.	LIORICE.	MINCE MEAT.
Excelsior Blend. 0 32	4 doz. in case \$3 60	Tar, Licorice and Tolu Wafers, 5 lb. cans, per can 3 00	Wetthey's Condensed, per gross, net \$12 00
Jersey " 0 29	JAMS AND JELLIES	Licorice Lozenges, 5 lb. glass jars. 1 75	per case of doz., net. 3 00
Rajah " 0 28	SOUTHWELL'S GOODS. per doz.	" 30 5 lb. cans 1 50	ORANGE MARMALADE.
Old Government Java. 0 28	Frank Magor & Co., Agents.	" Purity " Licorice 10 sticks 1 45	TUPTON & CO.
Marsalibo 0 18	Orange Marmalade. 1 50	100 sticks 0 73	1-lb. glass 2 doz. case, per doz. \$1 00
West India 0 16	Clear Jelly Marmalade 1 80	Dilco, large cent sticks, 100 in box.	7-lb. pail 6 pails crate, per lb. 0 07 1/2
Rio, choice 0 12	Strawberry W. F. Jam 2 00	MUSTARD.	PICKLES.
CLOTHES PINS	Raspberry " 2 00	COOLMAN'S OR KEEN'S.	STEPHENS'.
BORCKH BROS. & CO.	Apricot " 1 75	D. S. F., 1/2 lb. tins, per doz. \$1 40	A. P. Tippet & Co., Agents.
Clothes Pins (full count), 5 gross in case, per case. 0 55	Black Currant " 1 85	" 1 lb. tins, " 5 00	Patent stopper (pint), per doz. 2 30
4 doz. packages (12 to a case) 0 70	Other Jams, W. F. 1 55	Durham, 4 lb. jars, per jar 0 75	Corked " 1 90
6 doz. packages (12 to a case) 0 90	Red Currant Jelly 2 75	" 1 lb. " 0 25	BAYLE'S.
EXTRACTS.	Jams— T. UPTON & CO.	F. D., 1/2 lb. tins, per doz. 0 85	Robert Greig & Co., Toronto, Agents.
HENRI JONAS & Co. Per gross.	1-lb. glass jars 2 doz. in case, per doz \$1 00	" 1 lb. tins 1 50	1/2 Pint. Pints.
1 oz. London Extracts \$8 00	5-lb. tin pails, 8 pails in crate, per lb 0 07	BAYLE'S PREPARED MUSTARDS.	Pandora, per doz. \$2 15 \$3 60
1 oz. " " (no corkscrews) 5 50	7-lb. wood pails, 6 " 0 07	Robert Greig & Co., Toronto, Agents.	Sliced Sweet 1 75 2 85
2 oz. " " 6 00	14-lb. wood pails, per lb 0 07	1/2-lb. jars 1-lb. jars.	Hot Stuff 1 75 2 85
1 oz. Spruce essence 9 00	30-lb. " " 0 06 1/2	Horseradish \$1 75 \$2 50	Tobasco Sauce, 2-oz. bottle, per doz. \$4 25
2 oz. Anchor extracts 12 00	Jellies—	English Sandwich 1 75 2 50	Tobasco Pods in vinegar, 1/2 pt. 3 25
2 oz. " " 13 00	1-lb. glass jars, per doz. \$1 00	JONAS' FRENCH MUSTARDS	QUICKMAID RENNET TABLETS.
4 oz. " " 21 00	7-lb. wood pails, per lb. 0 06 3/4	HENRI JONAS & Co. Per gross.	Single dozens \$0 85
8 oz. " " 36 00	14-lb. " " 0 06 3/4	Pony size \$7 50	1/4 gross, with or without wooden box. . 2 40
1 lb. " " 70 00	30-lb. " " 0 06 1/2	Imperial, medium 9 00	Retails 1c. per package. 10 Tablets make
1 oz. Flat " 9 00	KNIFE POLISH.	Imperial, large 12 00	10 Quarts for 10 cents. Recipe book with
2 oz. Flat, Anchor extracts 18 00	Nixey's "Cervus" 6d. and 1s. tins	Tumblers 12 00	each package.
2 oz. Square " 21 00	For price list and sliding scale apply W. G.	Mugs 13 20	
4 oz. " " (corked) 36 00	Nixey 12 Boho Sq. London, Eng.	Pint jars 18 00	
8 oz. " " 72 00		Quart jars 24 00	
Per doz.			
4 oz. " glass stop extracts 3 50			
8 oz. " " 7 00			
2 1/2 oz. Round quintessence extracts 2 00			
4 oz. Jockey decanters 3 50			

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

SODA — COW BRAND



Case of 1 lbs. (containing 60 pkgs.) per box, \$3.00
 Case of ½ lbs. (containing 120 pkgs.) per box, \$3.00
 Case of 1 lb. and ½ lb. (containing 30 packages) per box, \$3.00
 Case of 5c. pkgs (containing 96 pkgs) per box \$3.00.

SOAP



MAYPOLE SOAP
 WASHES & DYES

A. P. TIPPET & CO., AGENTS
 colors
 Maypole Soap, \$10.20, black
 Maypole Soap, \$11.30, per gross
 Ortol Soap, \$10.20

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

STOVE POLISH.



RISING SUN STOVE POLISH
 For durability and for cheapness this preparation is truly unequalled.

Per gross
 Rising Sun 6-oz. cakes, ¼-gross boxes \$8 50
 Rising Sun, 3-oz. cakes, gross boxes . . . 4 50
 Sun Paste, 10c. size, ¼ gross boxes. . . 10 0c
 Sun Paste, 5c. size, ¼ gross boxes . . . 5 0c



DUSTLESS LABOR
 BEST IN THE WORLD.



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

STARCH

EDWARDSBURG STARCH CO., LTD.

Laundry Starches— per lb.
 No. 1 White or Blue, 4-lb. cartons 0 05½
 No. 1 " " 3-lb. " 0 05½
 Canada Laundry, 6-lb. draw-tid boxes 0 04½
 Silver Gloss, 6-lb. tin canisters. 0 07
 Silver Gloss, 8-lb. tin canisters. 0 07
 Edwards'g Silver Gloss, 1-lb. pkg. 0 07
 Kegs Silver Gloss, large crystal 0 06
 Benson's Satin, 1-lb. cartons. . . 0 07½
 No. 1 White, 6-lb. and kegs. . . 0 04½
 Benson's Enamel, per box. . . 5 00

Culinary Starch—
 Benson & Co.'s Prep. Corn. . . . 0 06
 Canada Pure Corn. 0 04½

Rice Starch—
 Edwardsburg No. 1 white, 1-lb. cart 0 09
 Edwardsburg No. 1 White or Blue, 4-lb. lumps. 0 07½

KINGSFORD'S OSWEGO STARCH



SILVER GLOSS { 40-lb. boxes, 1-lb. pkgs. 0 06½
 { 8-lb. boxes, sliding cover 0 08
 { (12-lb. boxes each crates) 0 08


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

OSWEGO } 40-lb. boxes, 1-lb }
 CORN STARCH } packages 0 17½
 ONTARIO } 38-lb. to 45-lb. boxes,
 STARCH } 6 bundles 0 08
 STARCH IN } Silver Gloss 0 07½
 BARRELS } Pure 0 06½

BEE STARCH.
 Cases, 64 pkgs. 48's \$5.00
 ½ Cases, 32 pkgs. 24's 2.50
 Packages 10c. each.

TEAS.

SALADA CEYLON.
 Wholesale. Retail



Brown Label, 1's 0 30 0 25
 " ½'s 0 21 0 26
 Green Label, 1s and ½'s 0 22 0 30
 Blue Label, 1s, ½'s, ¼'s and ⅛'s. . . . 0 30 0 40
 Red Label, 1s and ½'s 0 36 0 50
 Gold Label, ½'s 0 44 0 60

KOLONA
 PURE CEYLON TEA
 BLACK

Qty. on Tea, in 1 and ½ lb. lead packages, black or mixed.

Back Label, 1-lb., retail at 25c . . . 0 19
 " ½-lb. " " " " 0 20
 Blue Label, retail at 30c. 0 22
 Green Label " 40c. 0 28
 Red Label " 50c. 0 35
 Orange Label, retail at 60c. 0 42
 Gold Label, " 80c. 0 55

CROWN BRAND
 Wholesale Retail.

Red Label, 1-lb. and ½'s. 0 35 0 50
 Blue Label, 1-lb. and ½'s. 0 28 0 40
 Green Label, 1-lb. 0 19 0 25
 Green Label, ½'s 0 20 0 25
 Taper, 1's. 0 19 0 25

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




RAM LAL'S PURE INDIAN TEA
 MANUFACTURED ABSOLUTELY PURE
 AS MANUFACTURED ON THE
 GARDENS OF INDIA.

Cases each 60 1-lb. 0 86
 " " 60 ½-lb. 0 35
 " " 80 1-lb. 0 35
 " " 120 ¼-lb. 0 36

TEAS.

LUDELLA CEYLON, 1s AND ½'S PKGS.



Blue Label, 0 18½ 0 25
 Blue Label, ½'s 0 19 0 25
 Orange Label, 1's and ½'s. 0 21 0 30
 Brown Label, 1's and ½'s. 0 28 0 40
 Brown Label, ½'s 0 30 0 40
 Green Label, 1's and ½'s. 0 35 0 50
 Red Label, ½'s. 0 40 0 60

TOBACCO.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking— Empire, 3½'s, 5s and 10s. . . 0 39
 Royal Oak, 2 x 3, Solace, 8s 0 52
 Something Good, 7s. 0 48

Chewing— Bobs, 5s and 10s 0 36
 Currency, 13½oz. bars, spaced 9s. . . 0 39
 Currency, 6s and 10s 0 39
 Old Fox, Narrow 10s 0 40
 Snowshoe, 10½ oz. bars, spaced 8s . . 0 44
 Snowshoe, pound bars, spaced s. . . . 0 44
 Snowshoe, 2x4, 6s. 0 44
 Pay roll, 6s 0 44

WOODENWARE

BOECKH BROS. & COMPANY.

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

F.o.b. Toronto.
 Matches, Kodak, per case (20's) 9 boxes t. packages, 40 packages to case. 3 30

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

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

Excelsior Macaroni
 White Castile Soap

C. A. CHOUILLOU & CIE.
 14 Place Royale (Customs House Sq.) MONTREAL.

"Daisy Fruit"

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

THE HOME CAKE CO.
 QUELPH, ONT.

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.

Soap

"IMPERIAL" and
 "SNOW"
 Twin Cakes.

NOW IN STORE.

Perkins, Ince & Co., - Toronto.



C. P. FABIEN

Manufacturer of Refrigerators and Ice Chests. Diplomas awarded at Montreal, Toronto and Ottawa Exhibitions. Over 50 patterns to choose from. Proprietor of Aubin's Patent Grocery Refrigerator, New Dominion, Imperial Dominion, special improved Dairy Palace for Hotels—all hardwood.

3169 Notre Dame St., MONTREAL.

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

LABELS

ST CK LABELS for Maple Syrup, Preserves, Liquor, etc.

LEVY & CO., 19 Leader Lane. TORONTO.

COX'S GELATINE Always Trustworthy
 ESTABLISHED 1725.

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

SLEE, SLEE & CO., Limited
 Tower Bridge Brewery,
 LONDON, ENG.

FOR **English Malt Vinegars.**

Ontario Agents
John W. Bickle & Greening.
 HAMILTON AND TORONTO.
 From whom Samples and Prices can be obtained.

THE O. & W. THUM CO. FLY PAPER

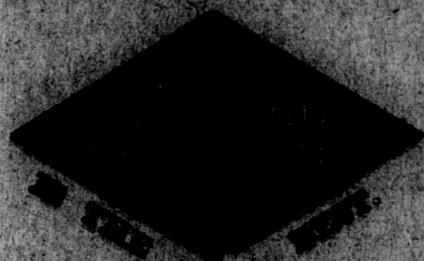


Stops the fly in his mad career. Also catches the filthy loathsome house fly, thus preventing the danger of contagion.

Long Lasting. A Good Asset. Order from Johns.

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

Specialized wanted goods or special quotations on any thing can be had by sending 25 cent stamp and get them by mail or wire by corresponding with THE CANADIAN GROCER, Toronto, Ontario.



ASK FOR
MOTT'S
Refrigerators



BUY
EUREKA
It is the best.

WHY?
Because it is built on scientific principles, being insulated with a layer of ice. It keeps the refrigerator free from the danger of condensation of air. Because it is well ventilated. For more information see the circular in color sent free to you.

Write to Mott's Refrigerator Co., 221 West 21st Street, Toronto, Ont.

Butter Tub

season is near.

30-lb. and 50-lb.

PROMPT SHIPMENT.

WALTER WOODS & CO.
HAMILTON.

BRITISH BUSINESS CHANGES.

Firms desirous of getting into communication with British manufacturers or merchants, or who wish to buy British goods on the best possible terms, or who are willing to become agents for British manufacturers, are invited to send particulars of their requirements for

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CANADIAN PRESS CLIPPING BUREAU,

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DON'T PAY FREIGHT OR WATER

CONCENTRATED GRAPE WINE VINEGAR, best and most economical. One gallon Concentrated makes 2 1/2 gallons Standard Vinegar. Great saving in weight and freight. Write for sample.

Agents—
SEYLER, SANDERSON & CO.
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