

PUBLISHED
EVERY
FRIDAY

THE
CANADIAN GROCER
AND
GENERAL
STOREKEEPER

CIRCULATES
IN EVERY
PROVINCE

Mustard to Sell

is made with the idea of getting the largest possible profit.

Mustard to Eat

is **COLMAN'S**

The **Standard of Quality** for the **World.**



"We hold a vaster assortment than has been."

Here are some. "There are others."

Perhaps you are looking
for
PLAIN BISCUITS

If so,
**Atlantic, 190 to lb.
Hotel - 200 to lb.**

Are sure to please you.
Cannot be excelled.

A Dainty of
Dainties
CELERY BISCUITS

Pleasant to the
taste.
MEDICINAL

Plain and real
Celery Flavor.

REMEMBER! It only costs Two Cents to answer questions.

CHAS. GYDE, 20 and 22 St. Francois MONTREAL
Xavier street.

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

This is Splendid Weather to Push



CHEESE

But you must first see that the cheese you are pushing is standard for

*Purity
Quality and
Excellence*

and will win trade for you.

MILLAR'S PARAGON CHEESE has these particular features.

ARE YOU HANDLING IT?

**The T. D. MILLAR PARAGON CHEESE CO.,
INGERSOLL, ONTARIO.**

Agents—Frank Magor & Co., Montreal. A. E. Richards & Co., Hamilton.
Joseph Carman, Winnipeg



W. B. & C. Sweet Pickles *Are Delicious.*
Half-pints—Pints—Quarts and Half-galls.

Waldorf Relish

and

Waldorf Catsup

Every first-class grocer should sell it.

Prepared Mustard

Baked Beans.

Profitable to the Retailer—Satisfactory to the Consumer.

Selling Agents

A. E. RICHARDS & CO., 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.



Old Friends

Keep the old friendships green. Pin your faith to the steadfast friend. Loyal friendships and true are hard to find. For a day, for a week, for a month, maybe, new friendships last—*stick to the old friends*, “tried and true and not found wanting.” A few suggestions for you follow:

The Maypole Soap Dyes wash and dye at one operation. Colors are absolutely fast and very brilliant. Clean, quick, easy to use. Better yet—there's a nice profit for you in selling them.

Oriole Soap, for the complexion, renders the skin tissues healthy, giving softness and sweetness to the skin and firmness to the flesh. Each cake is enclosed in a handsome, convenient, durable, metal toilet box.

Maypole Straw Hat Polish makes old straw hats look like new. It sells for a small price and wins quick trade—especially among the women.

Maypole Soap Specialties.

Made by the United Alkali Company, of Great Britain, the largest manufacturers of Bi-Carbonate of Soda in the world. 98 50/100 of pure Bi-Carbonate of Soda in it. Absolutely unvarying in the evenness of the grade. Pure—white—strong. The brand that set the standard of highest quality years and years ago.

“Hand-in-Hand” Brand Bi=Carb. Soda.

Stower's Lime Juice and Lime Juice Cordial.

Stower's Lime Juice is the strongest Lime Juice made anywhere, by anybody, because it is concentrated and the absolutely pure juice of the lime. “No musty flavor.” Keeps perfectly in any climate even after the cork is drawn. No change in price despite the great advance in Lime Juice and preparations of that nature. Put up with new and handsome labels and especially prepared for Colonial trade. Warm weather and Lime Juice are mutual friends, you know—are you stocked with Stower's Lime Juice, Lime Juice Cordial and Lemon Squash.

Arthur P. Tippet & Co., General Agents,
8 Place Royale, Montreal.

Most Excellent Coffee



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

Trial Order Solicited.

An Opening for Canadian Produce.

A well-established Manufacturing Company in Manchester, with an extensive connection, including over 10,000 customers amongst the grocers and provision dealers in Great Britain, is open to take up, as sole consignees, certain lines of CANADIAN PRODUCE AND CANNED GOODS OF FIRST-CLASS QUALITY.

Address— HUGON & CO., Limited
PENDLETON, MANCHESTER, ENG.

DON'T FORGET

Silver Dust Soap Powder.

THE BEST PROFIT QUANTITY QUALITY

Silver Dust Mfg. Co., Hamilton

RIO COFFEE

Shipment extra choice flinty Coffees just to hand ex SS. Bellaura.

WARREN BROS. & CO.
TORONTO.



Makes the most delicious cup of coffee obtainable.

Any Person selling or putting up Imitations lay themselves open to Prosecution.

For Sale in 1 and 2 lb. tins by all Wholesale Grocers.

ACME MILLS, 126 & 128 QUEEN STREET, MONTREAL

Now Comes Warm Weather!

As the thermometer goes up, folks are more particular what goes down—especially in Breakfast Foods. Your customers want something light, and, at the same time, healthful, nourishing. The stomach needs more attention now, in Springtime, and that is why we advertise

Tillson's Wheat Farina.

It is not put up in packages, but sold in bulk—by the pound. Hence, you and your customers pay for quality alone. There is no extra cost added to help pay for the package.

Our "Wheatlets" are practically the same thing as Wheat Farina, but a little darker in color. In ordering, please specify either "Wheat Farina" (light) or "Wheatlets" (dark).

The Tillson Company, Limited,
Tilsonburg, Ont.

Proofs!

I want no better proof that the "trial order" of an assortment of a thousand or more of my Cigars pleases a grocer and his customers, too, than the fact that I am receiving repeat orders from new customers right along. Truly, "the proof of the pudding is in the eating."

Remember—I prepay the freight charges myself on the trial order. You can return the Cigars at any time within six months, if you want to, and get your money back. I want to include in the trial order one or two hundred each of my "Pharaoh" 10c. Cigar and my "Pebble" 5c. Cigar—they are the best sellers in all Canada at the prices. Send in for a "trial order" and let me make up the assortment for you.

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

EXTENDED INSURANCE.

One of the many liberal features embodied in the **UNCONDITIONAL ACCUMULATIVE POLICY** issued by the

Confederation Life Association.

HEAD OFFICE--TORONTO.

is the provision for Extended Insurance. After three full annual premiums have been paid, the insured is entitled to Extended Insurance for the full amount of the policy for a term of years definitely stated therein. Paid-up and Cash Values also guaranteed.

Rates and full information sent on application to the Head Office, Toronto, or to any of the association's agents.

W. C. Macdonald,
Actuary.

J. K. MACDONALD,
Managing Director

Short Rolls

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

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

Try Them.

F. W. FEARMAN CO.
Limited.

Pork Packers and Lard Refiners,
HAMILTON, ONT.

MADE IN CANADA.



There is a Peculiarly Appetizing Flavor About

"STERLING" BRAND PICKLES

that makes them a good seller with the trade everywhere. Customers who have tried these pickles will come back to your store for them again.

T. A. LYTTLE & CO.

124-128 Richmond Street West,
TORONTO.

Here is where
Quality comes in.

Imperial White Wine Vinegar

we guarantee to be the best quality of White Wine Vinegar sold in Canada—clear and sparkling—will remain so until the last half pint is drawn from the cask. Delicious flavor. Costs no more than ordinary kinds. One purchase will convince you. Our travellers will show you samples.

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

GILLARD'S SAUCE AND PICKLE

have for over thirty years been held of the Highest Grade amongst the Best English Condiments.

TEN GOLD MEDALS

have been awarded at the Pure Food Exhibitions in England. Highest award Coolgardie Exhibition, Western Australia, 1899.

Show a good profit to the retailer.
Give the greatest satisfaction to their customers.
Can be obtained through all Wholesale Grocers in Canada.

SOLE PROPRIETORS.

GILLARD & CO., LIMITED

ESTABLISHED 1867.

Purveyors to His Royal Highness The Duke of York, K.G., etc.

The Vintry Works, Walthamstow, LONDON, England.

DOLLARS

are made
by

selling . . .

PATERSON'S SAUCE.



Rose & Laflamme

Agents

MONTREAL



Batty & Co.

ESTABLISHED 1824.

LONDON.



OLIVES
AND
PURE
OLIVE
OILS.



INDIAN
CURRIES
AND
CHUTNIES.

Makers of High-class

PICKLES
OF
ALL KINDS.



SAUCES
OF
ALL KINDS.

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

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VOL. XIV.

TORONTO AND MONTREAL, MAY 4, 1900.

NO. 18

TEA — HOW AND WHAT TO BUY.

By Henry F. Bray, in Grocery, London, England.

If a grocer was asked to name what he considered the principal item in his trade, he would truthfully and honestly reply in favor of that useful commodity—tea. It is (or should be) the very foundation, backbone, and mainstay of his business. He should, therefore, make the most of it, and by close, individual attention strive to make the most "out" of it. Every wide-awake business man is aware of the fact that buying is the prime factor in every trade, and, while there is no lack of smart up-to-date salesmen, it is advisable, if possible, to superintend the buying yourself.

Truly the saying goes, "Well bought is half sold." It is especially so as regards the purchase of tea, so be careful how and what you buy.

FIRST OF ALL

It is taken for granted that every go-ahead grocer has the necessary tea-tasting utensils, which he puts into use when he obtains samples from the London houses or their representatives. He should remember to put all samples into liquor immediately after their arrival, choosing those he considers the most suitable for his requirements, and taking care to rely upon his judgment in this respect more than any one else's. Do not be put off with

A TEA YOU DISLIKE

simply because the would-be seller assures you that it is the most adaptable for the water of the district, or puts forth any such plausible excuses. Of course, it is only to be expected that you naturally place a certain amount of confidence in those with

whom you do business, and do not discard what may prove to be sound, practical advice; but for all that you should learn to buy independently. Favoritism should be avoided, for you must of necessity (if you wish to become a keen buyer), purchase irrespective of who the firm may be. The majority of the London houses are not slow in recognizing the grocer who seldom puts anyone else's teas into competition with theirs.

THE PRESENT-DAY GROCER,

I am pleased to see, is beginning—or, rather, has really begun—to realize the fact that one of the golden rules in buying is not to overbuy. Grocers are rather proud of the fact that they not only get big orders, but give big orders, and, if perchance one of them thought a neighboring competitor might hear of the stupendous amount of stuff he bought at a time, why, he would double or treble his order, that he might fill that competitor with awe, wonder and amazement. But, in the long run, it pays best to trade on the hand-to-mouth system, whatever your neighbor may think about you. In these days of fierce competition, you need buy only what is required for immediate use, for even the very best firms appreciate the very smallest of orders. Therefore, run no unnecessary risks. Don't overbuy.

If possible, avoid patronizing

THE WHOLESALE-CUM-RETAILER,

or, in other words, trade as little as you can with a wholesale firm possessing retail shops simply to add to their own profits and deprive you of yours. Buy of the firm who

offer you the best value, by all means, whether they have retail establishments or not, but always give the preference to a strictly wholesale house, if they can offer equal value for money. Many wholesale firms flourish amazingly through their retail branches, and it is sometimes with the greatest difficulty a single-shop grocer can get the desired information as to who his cutting neighbors really are, for few of these wholesale-cum-retailers have the presumption to trade in their own names, their shops, for instance, generally being styled "The So-and-So Tea Store," or "The Such-and-Such Grocery and Provision Market." Oftentimes it transpires that the wholesaler you are dealing with is the very man who is startling your neighborhood with "The lowest cash prices," "The finest tea the world produces at 1s. 7d.," and suchlike alluring advertisements. If only grocers put their heads together and publicly exposed these firms who seek your trade, both as wholesaler and (alas, for the poor grocer!) retailer too, I think this system of trading would soon be stamped out, and my own opinion is that in the near future it would become entirely obsolete.

BUYING BLENDS.

"Is it advisable to buy blends?" This is a question of great moment to grocers just now. In answering this I should reply to some in the negative, others in the affirmative. If you are doing a fairly good trade, understand the art of tea-blending a little, and have ample room and convenience at your disposal, I should certainly say, "Yes, by all means, do your own blending," but to those whose knowledge, time and space is limited it is practically useless for them to attempt to make blending a



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.

success. It pays the small buyer to purchase ready-blended teas for several reasons. He has the satisfaction of knowing that (provided he is dealing with a reputable firm), he can safely rely upon his blends being thoroughly consistent all the year around, because teas blended in London are generally more judiciously and accurately blended than the average grocer cares to attempt; also for the simple reason that it saves him a vast amount of time, trouble, outlay, and sometimes disappointment. The grocer who

DOES HIS OWN BLENDING

has the satisfaction of knowing that he secures the pound draft when buying originals, that he himself may be able to hit on a blend cheaper and more suitable for his particular neighborhood than he could obtain in London, and he also saves the blending expenses which the London houses are put to, and which is no small matter in many cases. It is worthy of every grocer's attention as to whether it would pay him to do his own blending, but it is worth remembering, whether you buy ready-blended or not, that nothing is more detrimental to a good-class tea trade than that of constantly changing your canisters. Keep them up to the standard and vary them as little as possible.

FUTURE OF THE TEA TRADE.

"What is the tea trade coming to?" is a question asked by more than one of our leading grocers. Are we to induce custom by holding out baits such as "pensions to widows" or the giving away of cheap jewelery, household utensils, etc., on the same lines as the presentation tea shops? Time alone can tell as to whether it will become absolutely essential for the tea-dealer to trade on these terms or not, but at the present moment I certainly favor the old way of trading, considering it both honest to buyer, purchaser and seller alike. Some grocers, I know, profess to be making a good thing out of the presentation system,

for they claim to make a profit both out of the tea and the present. But, before embarking upon this style of trading, it is worthy of your most serious consideration as to whether your class of customers demand such an undertaking. What may prove a complete success in one neighborhood may prove an absolute failure in another. Therefore, be cautious and leave uncertainties alone, never introducing chance methods of trading until you are firmly convinced that they would be beneficial to you, your trade in general, and your customer.

Before closing my essay, I should like to say a few words about the growing demand for

CHEAP AND INFERIOR TEAS.

To no small extent, the fault lies with the grocer. Of course, everyone is bound to sell cheap tea, although there are a few fortunate grocers who say they are never asked for it, but it is not a paying game, and the sooner we try and remedy it the better. There is only one remedy for it, and that is by inducing your customers to go in for better quality. Every grocer has it in his power to accomplish this by studying which tea would probably give entire satisfaction to the purchaser. Cheap teas get you a bad name if you push the sale of them. They are no credit to you, and you are not likely to make a fortune out of the profits. Then, why not foster a good-class trade, which is a more remunerative one, and, if you have not the reputation for supplying the very best teas to be obtained in the district, endeavor to make it? Further, when you have the satisfaction of knowing that you are giving the best value for money possible, and your reputation is complete, don't tamper with it.

A NELSON, B.C., WHOLESALE HOUSE.

Nelson, B.C., is not only the hub of the Kootenay district, but a thriving town, in which quite a number of new buildings have been erected. A. MacDonald & Co.,

wholesale grocers, have built a fine and commodious warehouse at the corner of Hall and Front streets, comprising 10,000 square feet of floor space, with 90 feet frontage on Hall street and 60 feet frontage on Front street. For the business they are engaged in, they could scarcely be in a more convenient location for receiving and shipping goods. They are now practically on the wharf and railroad.

TRYING TO STOP "CUTTING."

The New York Journal of Commerce, April 30: "The retail grocers of this and other cities, it is said, are working against the system of price cutting now carried on extensively in all descriptions of manufactured articles. This subject, it is understood, is receiving considerable attention at the hands of members of the various retail grocers' unions throughout the country. Commenting on the matter to-day, a leading down-town retailer said: 'It has come to be a recognized fact that, except in very few articles, the profit to the retailer is reduced to almost nothing because of the price cutting that is going on between manufacturers turning out the same articles. The various price-marked packages in the market are responsible for a great deal of the dissatisfaction that prevails, and the fact that on many articles a purchaser buying in large quantities gets a special discount which enables him to undersell his neighbors is a serious drawback to the business. To meet the competition from the large buyers, protected by a special discount, we are compelled to sell at about the cost of purchase in order to get out even. A price once made to the consumer cannot be advanced without considerable loss of business in the article it is sought to sell, for the reason that there are so many articles of the same kind in the market from which the consumer can choose. I look for some concerted action on the part of the trade to put an end to the abuse of discount by manufacturers.'"

It Will Pay

the grocer to examine the bargains our travellers offer in **INDIAN** and **CEYLON** Teas. Quality strictly first-class. Variety extensive. Our **DARJEELINGS** are the best. Have snaps in cheap **JAPANS** and **YOUNG HYSON** Points.

SAMPLES ON APPLICATION.

LUCAS, STEELE & BRISTOL, WHOLESALE GROCERS **Hamilton.**

If you desire the trade of the woman who pushes the washtub, sell her a

GLASS WASHBOARD AND IMPERIAL SOAP

These conjointly make the washing day one of pleasure, doing away with the dreaded Monday, and cleaning clothes so easily and with no damage to the latter, instead of worrying away on the old Zinc Washboard and with out-of-date soaps.

JAMES TURNER & CO. WHOLESALE GROCERS **HAMILTON.**

WHOLESALE AGENTS FOR GLASS WASHBOARDS.



“CLOVER LEAF” SALMON

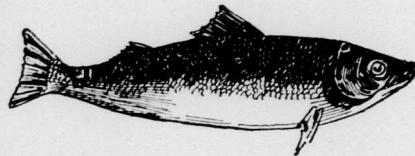
Choicest Quality.

Most Attractive Package.

**DELAFIELD, MCGOVERN & CO.
NEW YORK.**

SALMON We have a large stock of the best grades.

CLOVER LEAF, Flats.
CLOVER LEAF, Talls.
MAPLE LEAF, Talls.
HORSE SHOE, Flats.
HORSE SHOE, Talls.



LOWE INLET, Talls.
O-WEE-KAY-NO, Talls.
NIMPKISH, Talls.
GOLDEN NET, Talls.
SUNFLOWER, Talls.

THOS. KINNEAR & CO.,

Wholesale Grocers.

49 Front Street East, TORONTO.

CREDIT MAN AND SALESMAN.

"Traveling salesmen," said a speaker at a recent banquet of the fraternity, "you may avoid the necessity of having orders turned down by posting yourselves beforehand, and not soliciting an order beyond an amount that the customer would be reasonably entitled to. You may avoid the turning down of orders by impressing on your trade the necessity of meeting each bill as it matures, and not offering longer time than the regular established terms. You may avoid the turning down of orders by encouraging your trade in the giving of signed statements to regular established agencies, and firms from whom they are seeking credit. Why should they not make these statements, when the national banks of the country are required by the Government to make such statements from four to five times every year, and the Bank of England, by Parliament, to make such statement once a week?"

POLISHING RICE.

Fashion demands that rice shall have a bright lustre and this is secured by rubbing off a dull outer coating of the grain, which has been shown to have a food value nearly twice as great as the rice grain after polish-

ing, says an exchange. The polishing process, however, greatly improves the appearance of the grain, and it is now almost universally practised in cases where the rice is intended for Occidental markets. The material scoured off is preserved and sold under the name of rice flour.

The polishing is effected by friction against the rice of pieces of moose hide or sheepskin, tanned and worked to a wonderful degree of softness, loosely tacked around a revolving double cylinder of wood and wire gauze. From the polishers the rice goes to the separating screens, composed of different sizes of gauze, where it is divided into its appropriate grades. The rice is then packed in barrels or sacks and is ready for the market.

GOOD PROSPECTS FOR FLORIDA ORANGES.

Reports received in this city from orange-growers in Florida state that prospects for the orange crop were never better. It is said that every tree large enough to bear fruit is in full bloom. All sections are not so favored, though, as a whole, the Florida crop promises to be large.

The Californian crop also is a record-breaker this season. The yield is estimated

at from 14,000 to 14,500 carloads, an increase over last year. In boxes, the crop is figured at from 4,000,000 to 4,500,000. —Chicago Grocer.

CAUSE FOR COMPLAINT.

"Hello, Bill, how are you?"

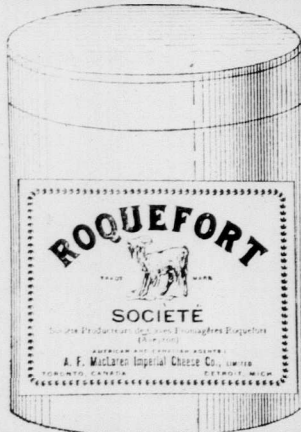
"Oh, you know I busted in the bakery business."

"No—how is that?"

"Well, you see one day my oven broke down—that is the whole bottom dropped out. I could get nobody to fix it—just had to have it fixed—so I went over to the graveyard—which you know is next door—and took one of those flat slab tombstones off a grave. I put it in the bottom of the oven and it fit fine. I heated it up and shoved in my dough, and that day I broke the record selling bread. But Heavens!—that afternoon about six o'clock every cussed one of my patrons came back. Each had a pome of bread under his arm and demanded the money back."

"What in the world was the matter?"

"Well, you see, I had taken this tombstone and put it in the bottom of the oven, and shoved in my dough—and baked on the bottom of each pome was these words: 'Here's the remains of Mrs. Murphy's twins.'"



We Want to Talk

with alert people.

That's why we address you.
You have

A GOOD BUSINESS.

If so, order our Goat Brand

Roquefort Cheese in Jars.

FOR SALE BY LIVE JOBBERS.

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

CANNED FRUITS.

Apples, Peaches, Plums, Pears, Pineapple, Raspberries, etc.

Best Packs at Lowest Price.

THE DAVIDSON & HAY, LIMITED

Wholesale Grocers Toronto

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

A MEETING of the creditors of Cowan & Cossaboom, general merchants, etc., Rossway, N.S., has been called for May 8.

D. Arcand has been appointed curator of Alph. Poliquin, grocer, Quebec.

David & Robert, flour and grain dealers, Montreal, have consented to assign.

Joseph Arney, general merchant, etc., St. Pierre et Miquelon, has suspended.

R. E. Halpenny, confectioner, etc., Minnedosa, Man., is offering 50c. on the dollar.

Peter Deans, jr., flour and feed dealer, Wingham, Ont., has assigned to Chas. Gillespie.

I. Roenstein, general merchant, Grand River, Que., has compromised at 35c. on the dollar.

Delbert Horning, general merchant, etc., Abingdon, Ont., has assigned to George S. Burkholder.

Mrs. Jos. Yerville, general merchant, St. Jean des Chaillons, Que., has assigned to V. E. Paradis.

Joseph Leduc, general merchant, St. Isidore de Prescott, Ont., has compromised at 50c. on the dollar.

Gagnon & Caron have been appointed curators of Joseph Loranger, general merchant, Berthier, Que.

V. E. Paradis has been appointed curator of Dufer & Tremblay, general merchants, St. Jerome (Chicoutimi), Que.

PARTNERSHIPS FORMED AND DISSOLVED.

Fynn & McDougall, general merchants, Port Hood, N.S., have dissolved.

A. C. Rogers & Co., general merchants, Summerside, P.E.I., have dissolved.

Morrison & Morrison, grocers, Ottawa, have dissolved. R. C. Morrison continues alone.

Jeffries & Smith, grocers, etc., Ridgetown, Ont., have admitted Wm. E. Smith under unchanged style.

A. E. Robertson & Co., confectioners, Roland, Man., have dissolved. A. E. Robertson continues alone.

The Joseph Tasse Cigar Co., Montreal, have dissolved, and Mrs. Clovis St. Louis has registered as proprietress.

Harbic & Bergeron, general merchants, Hawkesbury, Ont., have dissolved partnership. Mr. Bergeron continues alone.

Ross, Lee & Taylor, grain dealers, Edmonton, N.W.T., have dissolved. Mr. Taylor retires and John Ross & Co. continue.

F. J. Hall & Co., grocers, Victoria, have admitted Elbert T. Lampatere under unchanged style.

Ariste Longtin, L. N. Roy and J. B. Longtin have registered partnership under the style of Longtin, Frere & Cie., grocers, etc., St. Johns, Que.

R. Herron & Co., manufacturers of coffees and spices, Montreal, have dissolved, and a new partnership has been registered by Robert S. Herron and Wm. H. Johnson under unchanged style.

SALES MADE AND PENDING.

Verner & Co., grocers, Toronto, have sold out.

J. C. Hyett, grocer, Renfrew, Ont., has sold out.

M. A. Davidson, grocer, etc., Campbellford, Ont., has sold out.

S. C. Wright, general merchant, Binbrook, Ont., has sold out.

The stock of J. W. Board, tobacconist, Hamilton, Ont., has been sold by bailiff.

The assets of Theodule Pomerleau, St. Francois East, Que., are to be sold on May 10.

The stock of Mrs. H. Steffens, general merchant, Lytton, B.C., is to be sold by tender.

The assets of J. A. Brien, general mer-



At Your Suggestion

The woman who buys **UPTON'S MARMALADE** at your suggestion gains confidence in all the other goods you sell, for **UPTON'S** goods are always exactly as represented, and can always be depended on.

Think of the time you spend in securing a woman's trade! Are you going to risk losing her good-will by recommending an article that won't back you up? You'll find it safer and more profitable to recommend **UPTON'S** every time.

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

CANADIAN SELLING AGENTS.

For Sale by all Jobbers.

chant, Chambly Basin, Que., will be sold to day (Friday).

W. R. Dingman, grocer, Picton, Ont., has sold out and removed to the Northwest.

The stock, etc., of the estate of James Dodds, general merchant, Norman, Ont., is offered for sale by tender.

T. L. Dodge & Co., grocers and hardware dealers, Kentville, N.S., have sold their grocery business to Wm. Sarsfield.

CHANGES.

Wm. Maloney is starting as grocer in Montreal.

Edward Lindow is starting as grocer in Woodstock, N.B.

J. B. Bonneville has opened a grocery store in Montreal.

J. W. Mealey has opened a general store in Somerset, N.S.

Edward Turnbull, grocer, Winnipeg, has retired from business.

Frank G. Gale, grocer, London, Ont., has retired from business.

Capelle & Co., grocers, Winnipeg, have sold out to Robert Fairley.

Joseph Bruchesi, grocer, Montreal, has sold out to Pardif & Frere.

J. A. Vance, grocer, Millbrook Ont., has sold out to Delbert Adams.

George Myland, grocer, Blenheim, Ont., has sold out to T. W. Pearson.

A. Coblenz, cigar dealer, etc., Gretna, Man., has sold out to Otto Ritz.

L. E. Noel & Co. have started as dealers in tea, coffee and spices, Ottawa.

R. W. Banford is starting as general merchant in Vankleek Hill, Ont.

Brunelle & Co., general merchants, Strathcona, N.W.T., have closed up.

Mrs. Barden has registered as proprietress of R. W. Barden, fruit dealer, Quebec.

J. G. Bent, confectioner, etc., New Westminster, B.C., has gone out of business.

George Adams, grocer, New Westminster, B.C., has sold out to W. M. Macgowan.

A. Gale, general merchant, Freulton, Ont., has been succeeded by W. C. Dickson.

H. E. Dill & Co., general merchants, Moosomin, Man., have sold out to White & Co.

The C. W. Laing Co., general merchants, Bright, Ont., have sold their stock to A. J. Smith.

J. L. Richardson, general merchant, Albert, N.B., has sold his stock to W. J. Anderson.

R. A. Hulbert, grocer, Strathcona, N.W.T., is adding dry goods and men's furnishings.

W. R. Fish, general merchant, Prince Albert, N.W.T., has sold out to G. R. Russell & Bro.

Richard Rheame, general merchant,

Dover South, Ont., has sold out to S. La Charite & Co.

Chantler Bros., general merchants, Chantler Station, Ont., have been succeeded by J. A. Coleman.

The Boston Trading Co., produce and commission dealers, Halifax, have opened a branch in Sydney, N.S.

FIRES.

W. Prescott, grocer, etc., Carleton Place, Ont., has been burned out.

Laurin & Co., grocers, etc., Pointe Gatineau, Que., have been burned out; insured.

Mrs. A. Villeneuve, general merchant, Pointe Gatineau, Que., has been burned out; insurance, \$10,000.

DEATHS.

J. E. Newcombe, general merchant, Hantsport, N.S., is dead.

THE OWNERSHIP OF EGG CASES.

The article in last week's issue of THE CANADIAN GROCER, regarding the ownership and use of egg cases, has been taken exception to by one of the large commission dealers of Toronto. This merchant states that the general custom among egg dealers is to charge for cases sent to their customers and to pay them for all returned.

He claims, therefore, that when the egg jobber sends a customer 40 or 50 egg cases, and charges him for them, the merchant becomes owner of them, legally and morally, and can return them to whoever he desires, and that, when the customer returns a like number to the jobber, the latter becomes the owner whether they bear his own brand or not, and that, being owner, he has every right to rebrand them.

The opinion of this jobber is at such variance with that of the dealer, at whose suggestion the article referred to was published last week, that we would like the trade to freely express its views on the matter. Let us hear from you.

THEIR VOICE SHOULD BE HEEDED.

The rapidity with which financial and other material aid is being contributed to the necessities of the 12,000 people whose homes were destroyed by fire in the twin cities of Ottawa and Hull testifies better than words can to the heartfelt sympathy of not only their fellow-citizens in Canada, but of that of their kindred across the sea.

But, while the sympathy is so acceptable, steps should be taken when restoring the buildings destroyed which shall place beyond peradventure the possibility of there being a repetition of the catastrophe which induced that sympathy.

The voice of the business men and others who are demanding that this shall be done should, therefore, be heeded.

HINTS TO BUYERS.

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

A LARGE consignment of Gillard's (London, Eng.) pickle and sauce is now on the way for W. H. Gillard & Co. They hope soon to be in a position to fill all orders which they are holding.

The Davidson & Hay, Limited, offer a "snap" in gallon apples.

Warren Bros. & Co. are in receipt of a shipment of seedless muscatel raisins.

The Davidson & Hay, Limited, have some Lombard plums—prices reasonable.

A full assortment of evaporated peaches and prunes is in stock with W. H. Gillard & Co.

The Davidson & Hay, Limited, have all brands of "Imperial" soaps in stock.

The Davidson & Hay, Limited, offer some extra values in Japan and Indian teas.

A line of mixed pickles, pint bottles, to retail at 10c., barrels 6 doz., is to hand with The Eby, Blain Co., Limited.

The Davidson & Hay, Limited, have a choice lot of salmon at reasonable prices.

Californian evaporated peaches, in bags and 25-lb. boxes, are quoted at close figures by The Eby, Blain Co., Limited.

In spite of the recent advances in broom corn, W. H. Gillard & Co. are showing exceptional values in brooms.

Nagely & Pasero's olive oil—one of the finest imported—in pints and reputed quarts, is in stock with The Eby, Blain Co., Limited.

The "Salada" Tea Co. report that their business for the first four months of this year in Toronto has increased 26 per cent. over the same period of last year, and the increase last year over the first four months of 1898 was 33 per cent. This year, the actual number of pounds increased was greater than last year, although the percentage is less. In this increase there is not included the green Ceylon teas, which are going just as quickly as they can be had from Ceylon.

The merchants of Quyon, Que., have agreed to close their stores at 7 p.m. on Mondays, Wednesdays and Fridays from May 1 till the end of August.

Robert Fairley, formerly of Carberry, Man., has purchased the grocery business of W. Capell, Winnipeg, and will continue the store under the name of The Fairley Emporium.

**Pure
Crystalline
Full Strength**

Distinctive qualities of
Imperial Vinegars
White Wine, Cider and Malt.

Double Filtered by special process—no dregs or sediment, and GUARANTEED UP TO STANDARD STRENGTH TO THE FRACTION OF A DEGREE.

THE **EBY, BLAIN CO., LIMITED** TORONTO.
Wholesale Grocers, Manufacturers
Importers of Teas.

TRADE CONDITIONS IN ALGOMA.

Mr. T. J. Foster, Richard's Landing, St. Joseph Island, Algoma district, was in Toronto this week. He reported that the past winter's trade was excellent.

"We are," he said in reply to a question, "getting \$1.50 per cord more for pulp wood than we were last year. The price then was \$2.50 per cord, now it is \$4 per cord. Other timbers are in proportion. Most of the pulp wood has been taken off the settled lands on the mainland, but there are enormous quantities on Government lands."

In regard to tourist travel in his part of

the country, Mr. Foster stated that the outlook was bright. A good many cottages were being erected by Americans on the neighboring islands, some of them were decidedly handsome and costly, especially those that were being put up by wealthy people from Cincinnati and St. Louis.

BANANAS SCARCE IN ST. JOHN.

The wholesale fruit dealers of St. John, N.B., have had some trouble lately in filling all their orders for bananas. A storm in Jamaica, which is the main source of supply, has been one of the causes of the trouble.

A FEW SIDE LINES WANTED.

A commercial man, who is starting shortly on a four months' trip through Manitoba, the Territories and British Columbia, calling at nearly every place that it is worth calling at, is desirous of taking a few side lines in addition to what he is to take for himself. Any communications addressed to the editor of THE CANADIAN GROCER will be forwarded to him.

The South Kootenay Board of Trade has changed its name to that of The Nelson Board of Trade, as practically all of the members of the board are of Nelson.



**McLAREN'S . . .
INVINCIBLE EXTRACTS.**

Do you aim to carry in stock a full line of High-Class Groceries?

Then you require the **Finest Extracts** for your trade.

This is what we claim for McLaren's Invincible Extracts.

A trial will convince you of their **Superior Quality and Flavor.**

Manufactured by

The HAMILTON COFFEE & SPICE CO.

LIMITED

25 and 27 Macnab Street South

HAMILTON

Opportunity.

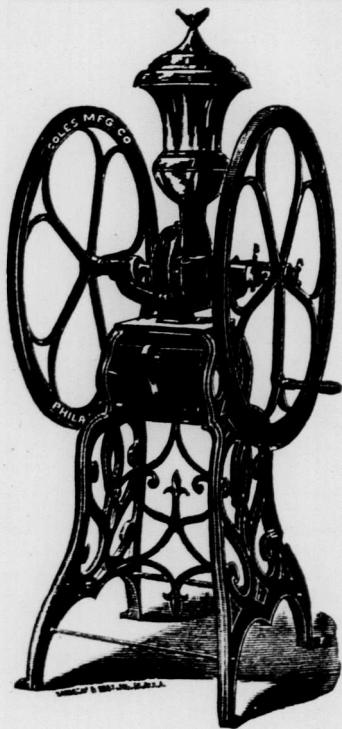
who never has to refuse a customer a widely advertised article takes advantage of his opportunities—he gets the trade that his competitor just across the street loses.

He is up to the times with the article itself—when a customer wants Windsor Salt—they know that they can get it *somewhere or somehow*. Why do they want it? Because they have learned from experience that it is absolutely pure—that it won't cake—that it is all Salt.

Sold by leading wholesalers everywhere.

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

Windsor Salt.



The Canadian Grocers Know

a good mill when it is
presented to them.

They have taken up
the . . .

COLES COFFEE MILL

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

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

Coles Manufacturing Co.
PHILADELPHIA, PENN'A.

**Hudson's
Soap**

A FINE POWDER. IN PACKETS ONLY.
Will wash more clothes, and do more work in
much less time than any other Soap.

SOAK YOUR CLOTHES
with HUDSON'S, and the Dirt will
slip out with about half the
usual labour.

R. S. HUDSON,
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Used in all the "Happy Homes of England."



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

INEXCUSABLE APATHY.

DARTMOUTH, N.S., is a town that is situated in the midst of attractions to tourists. But, in spite of that, the local tourist association cannot get enough support to hold meetings, and consequently has been compelled to suspend operations.

Cow Bay, one of the most natural, and possible of being made one of the most delightful of tourist resorts on the Atlantic coast, is only about an hour's drive from Dartmouth. The attractions of that place was one of the things which the Dartmouth Tourist Association proposed to bring before the tourist public. But its efforts are likely to prove abortive for the reason already pointed

The experience of Dartmouth is only similar to that of many other communities which are surrounded with natural attractions for tourists, but whose citizens lack the enterprise necessary to either acquaint the

world of the fact or to provide accommodation for tourist travel.

There is scarcely any country in the world that could be made more attractive to summer tourists than Canada. There is certainly none that can offer a greater variety of attractions.

There are the Maritime Provinces with their delightful scenery, their sea-bathing, and their inducements to the man with rod or gun. Then, there are the thousands upon thousands of islands that abound in the Muskoka Lakes and the Lake of the Woods, the Thousand Islands and the resorts on the lower St. Lawrence, while away out to the west are the Rockies, and beyond that again the attractions on the Pacific Coast.

Nature has been good to Canada in its bestowal of the raw material from which numberless resorts for summer tourists could be evolved. But the people, with few exceptions, have been laggard where Nature has been beneficent. And the result is that a great many places that should every summer attract large numbers of tourists do not, because neither adequate steps have been taken to make them known nor accommodation provided for tourists should they visit them.

No class of men in a locality which can offer attractions to tourists should be more concerned than business men about the necessary information in regard thereto being disseminated, or in having proper hotel and other necessary accommodation provided.

The greater part of the money which tourists spend passes through their hands. And if they do not bestir themselves, who will?

In the case of Dartmouth, the local board of trade did subscribe \$50. But what is \$50? A couple of tourists would spend that in a week. It appears that it has not yet been possible to persuade the town council of Dartmouth to do anything.

Business men should not only stir themselves up in regard to this tourist question, but they should stir up their municipal bodies, and, in fact, everybody who should be stirred up.

Apathy in regard to such matters is inexcusable.

A NEW ASSIGNMENT LAW FOR THE TERRITORIES.

A BILL had its second reading before the Territorial Assembly that is receiving a good deal of attention from Winnipeg wholesale men, and will also prove of considerable interest to those of Eastern Canada.

It is entitled: "A bill respecting assignment for the general benefit of creditors," and provides that the assignee chosen in all cases of assignment in the Northwest Territories shall reside within the district in which the assignment is made, as, formerly, the assignee had often been chosen from Winnipeg or elsewhere, and local creditors knew nothing of how the money was being spent.

Premier Haultain stated that he would not oppose the second reading of the bill, but pointed out that in many cases the larger number of creditors were in Winnipeg or Eastern Canada. The matter is being actively taken up by the Winnipeg Board of Trade, and a special meeting of the council has been called. It is not unlikely that a delegate may be sent by them to Regina to look after the matter.

From all that can be gathered, it would appear that the bill is designed specially to benefit professional men in the Territories. It certainly cannot, with any force, be argued that it is to protect creditors in the Territories, because in comparatively few cases do local creditors figure to any extent. Statistics of assignments in the Territories, covering a period of years, show that, out of five estates, representing \$45,000, only \$2,600 belonged to creditors in the Territories, or a little under 6 per cent.

When a man has failed in business and makes an assignment, his assets become the property of the creditors, and it seems but reasonable that they should be administered by, or at the direction of, those who have the most direct and largest monetary interest. Should this bill become law, it will soon be found to handicap trade, as good houses will think twice about extending credit in territory where they would be practically allowed no say in the administration of the estate in case of failure.

Just as water finds its level, so will the overrated man finally be valued at his proper worth.

RECIPROCITY WITH CANADA WANTED.

RECIPROCITY with Canada is a question which is again being brought to the front by the National Association of Manufacturers of the United States, the following resolution, prepared by a committee, having been adopted at the annual meeting in Boston last week:

Resolved, that the National Association of Manufacturers earnestly petition the President and Congress to endeavor, as early as possible, to have prepared and ratified a reciprocal treaty between Canada and the United States, which, by means of mutual concessions in duties, will give to the American manufacturers an opportunity to hold an extended trade with the Dominion of Canada under tariff conditions quite as favorable as those accorded to any other nation.

This expression of sentiment for closer trade relations with Canada is not altogether new with the manufacturers of the United States, and the sentiment is evidently growing. But, whether it is growing or not, it is evidently strong, for it is proposed to "earnestly petition" the President to bring about a reciprocity treaty with Canada that shall secure for the United States manufacturers conditions under the Canadian tariff "quite as favorable as those accorded to any other nation."

It is quite natural that the manufacturers of the United States should try to get as favorable conditions under the tariff as any other nation, which, of course, means Great Britain. Their trade with Canada has been gradually growing. And to-day it is decidedly important.

In a number of manufactured lines, Canada is the best customer the United States has. This is particularly true of cloths and manufactures thereof, books, and refined sugars. Next to Great Britain, Canada is the best customer for United-States-made furniture. Here are a few figures dealing with some of the principal lines exported to Canada from the United States. They are taken from the December report of the Bureau of Statistics, at Washington, and are for the 12 calendar months of 1899:

Books	\$ 803,209
Cars, passenger and freight	717,132
Cycles, and parts of	536,876
Clocks and watches	416,533
Flour	1,003,874
Manufactures of cotton	587,403
Cloths, and manufactures of	2,121,499
Builders' hardware and saws and tools	893,444
Leather, and manufactures of	210,520
Upper leather	730,216
Boots and shoes	449,772
Bacon	232,568
Hams	224,589
Refined sugar	491,206
Furniture	411,239

Canada's imports of manufactured products ready for consumption amount to between \$40,000,000 and \$45,000,000, of which the larger portion comes from the United States.

With the preference of 33 $\frac{1}{3}$ per cent. on British goods after July 1 next, it is only natural that the manufacturers of the United States should strive, through the medium of a reciprocal tariff, to at least hold what they have already got of the Canadian market.

We are free to confess that we do not believe there is much prospect of the gratification of their desire. With a Presidential campaign in the near future, President McKinley is not likely, for political reasons, to take the matter up—at any rate, favorably. Closer trade relations with Canada is not a good card for a Presidential candidate to have in his hand on such occasions.

But, whatever may be the feeling of the United States in regard to the matter, in Canada the question is just now not within the field of practical politics. The question may not be dead, buried and beyond resurrection. But it is certainly defunct. And is likely to remain so for some time.

It is not that no one favors reciprocity. There are probably as many as ever who believe a reciprocity treaty that would be fair and equitable to this country is something that is to be desired; but they have abandoned hope that a fair and equitable treaty is what, for a great many years at any rate, can be got. They realize that there is not now as much necessity for it. And where, of course, there is not the necessity there is not the demand.

When the McKinley bill in 1890 raised the tariff wall, and sprinkled broken glass thereon to keep out Canadian products, a market was found where the obstacles were not so great. And, where our export trade in 1890 was only \$96,749,000, it is now, 10 years later, \$158,896,905, an increase of over 64 per cent. Our exports to Great Britain have, in the same time, increased from \$48,353,694 to \$99,091,855, or over 104 per cent.

It is unfortunate for the United States that, when Canada was importuning for reciprocity, they did not give it to her, for the

bargain they could then have made can scarcely ever again be as favorable.

There are only two countries in the world that are better customers of the United States than Canada. They are Great Britain and Germany. The Central American States, Mexico, and all the West Indies combined do not take as many of the products of the United States as Canada alone. That can be seen from a glance at the following table, showing the exports of the United States for the calendar year 1899 to the following countries:

United Kingdom	\$509,958,335
Germany	161,495,852
Canada	86,336,310
France	83,611,438
Central American States	5,286,209
Mexico	29,309,802
West Indies	44,071,055
South-American Countries	37,421,700
Asiatic Countries	53,843,554
Oceania	37,542,936
Africa	18,612,394

A LAMP CHIMNEY ASSOCIATION.

Still another group of Canadian manufacturers has formed itself into an association. It is the makers of lamp chimnies. The result is the issuing of new and higher prices.

No. 0 is now quoted at 39c. per doz.; "A" at 40c. per doz., and "B" at 58c. per doz.

The terms are: Lots of 100 cases, one shipment, 20 per cent. off; lots of 25 cases, one shipment, 10 per cent. off; lots of less than 25 cases, net list.

Cases will be charged for at the following net figures: No. 0, 25c. each; "A" and "B," 40c. each. No allowance will be made for cases returned.

The discount for cash in 30 days is 3 per cent. from date of shipment.

The association which has just been formed is the outcome of the reckless cutting in prices which has been going on for some time.

THE PRICE OF STARCH.

In our Manitoba correspondence of April 20, it was stated that an advance in the price of starch by June 1, was practically an assured thing.

A well-known starch manufacturer writes denying that there is any ground for the supposition. And claims, furthermore, that the rumor was circulated by those who wanted their customers to buy large quantities.

EARLY-CLOSING BY-LAW UPHELD.

THE motion made by the Toronto Retail Grocers' Protective Association, the body organized by the grocers opposed to the early-closing by-law passed by the Toronto City Council last December, to have the by-law quashed, was heard on Tuesday and Wednesday before Justice Street.

The opponents of the by-law were represented by F. Hodgins, Q. C., of McMurrich, Coatsworth, Hodgins & McMurrich, who advanced four reasons for upsetting the by-law: 1st, the petition presented to the council did not contain the number of signatures which a section of the statute under which the by-law was passed makes necessary (75 per cent. of all grocers and butchers in the city), in order that the council shall be obliged to pass the by-law; 2nd, that the council of last year had not the power to enact a by-law to go into effect this year; 3rd, that there was no classification of the term grocer, and that difficulty would be thus experienced in securing convictions; 4th, that no notice was given the parties interested of the intention to pass the by-law.

The by-law was supported by Mr. Caswell, counsel for the city, and F. S. Mearns, of Mearns & Hunt, representing the Retail Grocers' Association, who were instrumental in having the by-law passed.

In answer to the first objection raised, it was shown by reference to the report of the Legislative Committee of the council, on which report the council acted, that the by-law was not passed on the strength of the petition, but, as provided for in another section of the statute, the council passed the by-law on its own initiative, because a large majority of the merchants interested were in favor of it.

As Justice Street would not consider for a moment the second and third reasons raised by Mr. Hodgins, no argument was heard concerning them.

In regard to the fourth reason, that notice should have been given the parties interested, as is done in the case of a motion to lay a new walk or to pave a street, it was held that the two cases were not parallel, that notice was given the residents on a street to be paved, because they were subject

to special taxation for the pavement, and that, as the by-law in question entailed no such taxation, it was not covered by the same ruling.

Judgment was not reserved, as in cases where the judge has any doubt on the matter, but was instantly given, refusing the motion to upset the by-law.

Mr. Mearns, who has been the representative of the Retail Grocers' Association from the beginning, has handled his case admirably, and is receiving the thanks and congratulations of grocers in all parts of the city.

At a meeting of the Grocers' Protective Association on Wednesday night it was decided to appeal the case.

CANNED GOODS MEN ALARMED.

The decision of several of the leading wholesale grocers of Toronto and Hamilton to go into the manufacture of canned vegetables and fruits has alarmed some of the packers of the country, fearing that their field will be curtailed.

At a meeting of the Canadian Packers' Association a few days ago, the matter came in for some consideration, but it was finally concluded to let it remain in abeyance for at least this year.

The Aylmer Canning Co., Limited, although now controlled by the wholesale trade, is still a member of the Packers' Association, as THE CANADIAN GROCER pointed out a few weeks ago, and that it was its intention to remain so.

GETTING NEARER THE CASH BASIS.

Mr. W. C. Latimer, general merchant, Creemore, Ont., was in Toronto this week. "Business," he said, "is good, although payments are, at the moment, rather slow. The farmers in our district are in a good condition financially, as a rule, but they are too busy just now to bring much stuff to market. A great deal of fruit is grown in our district, and the outlook for apples, as far as can be judged from present appearances, is good."

"We are trying," he said in reply to a question, "to get nearer the cash basis. We put in a cash register last year, and

give coupons for cash payments, which net our customers 2½ per cent. We have found this to work most successfully, and I believe our cash sales are about 60 per cent. larger than they were a year ago."

He who does his best all the time may not always be appreciated, but he is a wise man who always tries to do his best.

THE CANNERS HAVE A GRIEVANCE

UNTIL recently, canned goods have for a good many years been accorded the commodity freight rate privileges. This year, however, the railway companies have refused to continue the privilege, and have put canned goods under the third and fifth classifications, entailing, the packers estimate, an average increase of 5 to 6c. per 100 lb. in freight rates.

A few days ago, the executive committee of the Canadian Packers' Association held a meeting in Toronto to consider the matter, the result of which was the appointment of a committee to wait upon the railway authorities and try to secure better rates. This committee will meet the representatives of the railway company some time this week.

It appears as though every branch of manufacturing in Canada is compelled to engage the railway companies in vigorous combat before it can obtain anything like favorable freight rates. The policy of the railways is, in practice, whatever it may be in profession, to hinder, rather than to help, the development of Canadian industries. The Standard Oil Co. is the only concern that the railway companies appear to favor.

ARE NOT KEEPING THE SUGAR TERMS.

There is a little friction among the wholesale grocers over the terms at which sugar is sold to the retail trade.

As the trade well knows the terms are 1 per cent. off for cash in 10 days. It appears that some of the wholesalers have been giving the 1 per cent. even after the 10 days have expired.

Some specific charges have been made, and they are being investigated by the Guild.

Competition is Razor Keen, Scrupulous and Unscrupulous. You have to be forever on the alert, or your enemies will triumph. There is a wise way for looking out for No 1, viz: Handle

"SALADA" CEYLON TEA

both Black and Green, the latter will displace all Japans.

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

COWAN'S

Hygienic Cocoa
Royal Navy Chocolate
AND
Famous Blend Coffee
are the favorites with all grocers.

THE COWAN CO., LIMITED, TORONTO

The "BOSS" WASHING MACHINE

Still Leads.

If you have not tried the "BOSS"
do so now.

Walter Woods & Co.
HAMILTON.

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the towns in Lancashire, Yorkshire, and Cheshire,
is in a position to do an import agency business in

**CANADIAN PRODUCE,
CANNED GOODS,
MANUFACTURED ARTICLES.**

TO BUYERS

We can quote low prices on **CONFEC-
TIONERS' ANILINE DYES, COCOA**
and **VANALINE CRYSTALS** for Cocoa
manufacturing. **SOAP COLORS, GUMS,
VARNISHES.**

Address **TAYLOR & CO.**
287 Wellington Rd. South,
STOCKPORT, ENGLAND.

Soap "IMPERIAL" and "SNOW"

TWIN CAKES.

NOW IN STORE.

Perkins, Ince & Co., - Toronto.



HORSE-SHOE SALMON

Is packed ONLY from the finest

Fraser River Sockeye Salmon.

For twenty years the leading
brand on the Canadian Market.

It pays to buy the best.

For Sale by all Wholesale Grocers
throughout the Dominion.

GRAND MOGUL EXTRACTS "IS PURE FLAVORING"

Guaranteed the best value in Canada, strength and flavor considered.

A large, handsome card sent free with each dozen, representing a part of the Canadian Con-
tingent cooking a meal—very attractive.

AGENCIES—
Montreal Winnipeg
Toronto Vancouver

T. B. Escott & Co., London, Ont.

MARKETS AND MARKET NOTES

GROCERY QUOTATIONS BY WIRE.

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

ONTARIO MARKETS.

Toronto, May 3, 1900.

GROCERIES.

PROBABLY the most important feature of the wholesale grocery trade during the past week is the advance of 5c. per 100 lb., which took place on Wednesday, in refined sugars. Business in general groceries is a little brisk, although it cannot be said that it is yet up to what the trade anticipated it would be. In canned goods, while the demand for present shipment is much about the same as it was before, a little more interest is being taken in canned vegetables for future delivery, although business is by no means active in this particular. Only a moderate business is being done in coffees. The same might be said in regard to syrups and molasses. Sugars are only meeting with a limited demand. A steady trade is to be noted in rice and tapioca. Teas are still quiet. Currants are cabled dearer and Valencia raisins are gradually getting scarcer. There is still a good demand for this time of the year for tapnet figs. Prunes are meeting with a good demand. Sultana raisins rule quiet.

CANNED GOODS.

The only change in the market compared with a week ago is that orders are being placed a little more freely than they were for canned vegetables for next season's pack. At the same time, however, the business in this line is not active, and the orders that are being taken are practically at open figures, although prices are named they are accompanied with a guarantee which is to hold good until the time of delivery—the middle of November next. The prices which wholesalers are, as a rule, quoting to the retail trade for future delivery is 87½ to 90c. for tomatoes, and 80 to 85c. for peas and corn. Business for immediate shipment in canned vegetables is fair and a little better than it was a week ago. The ruling price is 90c. for tomatoes, and, although for round lots there are some houses that are willing to take a little less than that figure, there are others that will not

take less than 95c. for certain brands. For corn, the ruling price is still \$1.05 to \$1.10, although there is still a little to be obtained at less than the inside figure named. Peas are selling at from 75c. upwards. Beans are quiet at 90 to 95c. Trade is fairly good in canned fruits. Quite a few peaches and plums are moving, and an increased demand is to be noted for gallon apples. The market is a little firmer for the last named than it was, and there appears to be nothing under \$2.15 in really first-class stock, while the range goes up as high as \$2.25. Of course, there are gallon apples to be obtained at less than these prices, but the quality is not, as a rule, first-class. "It is a little better than apple sauce," said one wholesaler. There is a good demand for pumpkins. A fairly good demand is to be noted for canned salmon, and some of the retailers have been free buyers, anticipating that the prices for next season's pack would

See pages 27 and 28 for
Toronto, Montreal, St. John,
and Winnipeg prices current.

rule much higher than the figures now asked for the pack of 1899.

COFFEES.

The outside market has ruled rather weak, but, locally, prices are unchanged, although the volume of business is only moderate.

SUGARS.

The sugar trade, locally, is dull; but, although there is very little business doing, prices are firmer, in sympathy with the outside markets, an advance of 5c. being ordered on Wednesday in all grades of refined sugar. Beet root raw sugars are about 3d. higher in London than they were a week ago, and raws in New York have recovered 1 16c. In New York, last week, the meltings were very little in excess of the receipts. The stocks in the United States and Cuba are about 7,000 tons less than last year. All the indications point to a diminished supply of cane sugars. If these indications turn out to be correct, it will necessitate the refiners in the United States going to Europe for beet sugars. In fact, the Louisiana refiners have already bought in Europe. Locally, quotations are now \$4.73 Toronto for granulated, and \$3.96 up for yellows.

SYRUPS AND MOLASSES.

The demand for syrups continues to ease

off, and very little business is being done. The refineries have offered some syrups, but no one seems to take any interest in them. Molasses are quiet locally, with prices unchanged, but the New Orleans market is decidedly strong, and advices received in Toronto this week announce an advance of 2c. per gal.

RICE AND TAPIOCA.

A steady trade is to be noted in both these lines, but no particularly new features have developed, and prices are steady and unchanged.

SPICES.

The market rules steady with prices firm, particularly on cloves and pepper.

TEAS.

Mail advices from Yokohama state that the Japan tea crop will not be as early as last year, but they think there will be some improvement in the quality compared with that of 1899. At the same time, however, it is stated that it is yet too early to speak with certainty. There is very little doing in Japan or Indian and Ceylon teas on the local market. There is some inquiry for flavory teas at about 8d., but it does not amount to very much. The market for Indian and Ceylon teas in London rules firm.

NUTS.

Valencia shelled almonds are again quoted higher from Malaga. The advance is equal to about 1c. per lb. The advices state that the market in Malaga is bare except for a small lot which was offered in Toronto this week.

FOREIGN DRIED FRUITS.

CURRENTS—The feature of this market is an advance of 9d. per cwt., according to a cable advice received in Toronto on Monday. There is very little business being done for importation, but the wholesalers are experiencing a fairly good demand from the retailers, which is quite natural on account of the scarcity of and the high prices ruling on Valencia raisins.

VALENCIA RAISINS—The scarcity which has been noted for some time is gradually becoming more pronounced. As far as we can learn, there are only about 20 boxes of fine off stalk on the Toronto market, and second grade selected appears to be cleaned out altogether. All that is to be obtained in Valencia raisins are a few selected layers, for which 8½c. per lb. is quoted. The few fine off-stalk on the market are quoted at 7½c. There are some who prophesy that four-crown selected layers will sell as high

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as 9½c. before the season closes. There are some seedless Malaga muscatels which are selling to the retail trade at 7½c. per lb.

FIGS—There is still quite a demand for mat figs, but the heavy sales that were made a short time ago have so cleared up stocks here that wholesalers have found it necessary to turn down orders. Those who have mat figs are quoting 3¾c. per lb. as a rule. The demand is particularly good from the northern part of the Province.

CALIFORNIAN DRIED FRUIT—Advices from the Coast, from The J. K. Armsby Co., state that orders are being solicited for apricots, July and August shipment. They report that the late cold weather has injured the crop somewhat, but that there will still be plenty of fruit to go around. The orders are being taken subject to approval of price by buyers. The figures this year will be distinctly lower than in 1899. Apricots on the Coast are in light supply, with prices firm at 12½c. San Francisco. Sales of peaches have been heavy during the past week, and the position in regard to this fruit is stronger. It is estimated that the crop of 1900 will be about one half less than that of last year. Already Eastern buyers are taking advantage of present prices to do some speculative buying.

PRUNES—The local demand for prunes continues good. Advices from the Coast state that prunes are going out rapidly, and that there will be no material quantity carried over. Small sizes are exhausted. The best value in prunes just now is in the 60's to 70's.

GREEN FRUITS.

A good general trade is being done. The demand for bananas is good, notwithstanding the high prices, but the shortage of supplies has limited the trade. This has increased the demand for other fruits, oranges especially, and prices of most varieties have, consequently, been forced upwards. Navels and ordinary Valencias are 50c. higher, and Mediterranean sweets show a raise of 25c. Lemons are selling well. The New York markets are very

stiff, causing an advance of 25c. here. Pineapples are slightly lower in price than a year ago, and the demand is brisker in consequence. They are now quoted at from 10 to 20c. each. Cocoanuts are in active demand at steady figures. A limited number of tomatoes are being imported at \$4.50 to \$5 per crate. Louisiana and Florida strawberries are offering here in small lots, and are easily cleared out at 15 to 16c. for pints and 25 to 27c. for quarts. Maryland berries in carlots are expected in a week or two. Egyptian and Bermuda onions are offering liberally, and, as the tendency is towards higher prices, buyers are cautious. We quote \$3 to \$3.25 per sack for Egyptian and \$2.25 per crate for Bermudas. The demand for winter apples is moderate. Prices are steady throughout.

COUNTRY PRODUCE.

EGGS—The market is somewhat firmer, as picklers who have started operations are competing somewhat keenly for supplies. An advance of 1c. over last week's quotation brings the price on the local market to 12c. per doz.

POTATOES—An easier feeling is manifested. Prices of carlots are 3c. lower, the quotation now being 35c. on track. Small lots out of store are quoted at 40 to 50c. per bag.

BEANS—The market is dull. Prices are easy at \$1.70 to \$1.75 for hand picked and \$1.50 to \$1.55 for mixed.

DRIED AND EVAPORATED APPLES—The evaporated apple market is firm, though there is not much doing. There is practically nothing doing in a jobbing way. Prices are nominally 7 to 7½c. Dried apples are scarce and firm at 5½ to 6c.

MAPLE PRODUCT—The feeling is slightly easier for syrup, a decline of 5c. being manifested throughout. Wine gallon tins are now quoted 90c. to 95c.; imperial gallon tins, \$1.15 to \$1.20, and bulk quantities, \$1.10 per imperial gallon. Maple sugar keeps firm at 10 to 11c.

HONEY—There is little doing. prices are

unchanged at 8½ to 9c. for strained clover, and 5 to 6c. for buckwheat. Clover comb is easy at \$1.50 to \$2.25.

VEGETABLES—Cucumbers and asparagus are being imported in moderate quantities. Cucumbers are quoted at \$1.50 to \$1.75 per doz., and long green United States asparagus at \$1.50 per doz. bunches. Canadian asparagus is offered at 75c. to \$1 per doz. bunches. Spinach is now coming in at 40c. per peck. Other green stuff is offering in liberal quantities and at steady prices. We quote: Rhubarb, \$1 to \$1.25 per doz. bunches; green onions, 10 to 15c. per doz.; green mint, 30 to 45c. per doz. bunches; parsley, 15 to 20c.; radishes, 40 to 50c. per doz. bunches; lettuce, 20 to 30c. per doz.; cabbage, 50 to 75c. per doz.; red cabbage, 40 to 50c. per doz.; onions, \$1 to \$1.25 per bag; turnips, 40 to 50c. per bag; carrots, 40 to 60c. per bag; parsnips, 75 to 90c. per bag.

BUTTER AND CHEESE.

BUTTER—The supply of dairy, large rolls, is rather larger, and prices are slightly easier. Some held stock is selling as low as 11c. A few tubs are offering at 13c. Creamery butter is firm at unchanged prices. We quote: Dairy, large rolls, 12 to 13c.; prints, 13 to 13½c.; tubs, 13c.; creamery, prints, 18 to 19c.; boxes, 17 to 18c.

CHEESE—Old cheese is about done. What is held is quoted from 12½ to 13½c. New cheese is coming in more freely, yet the market keeps firm at 11 to 12c.

FISH AND OYSTERS.

Owing to the return of ice to the harbors, the supply of fresh whitefish has been considerably reduced, and prices are firm at 7½ to 8½c. Grass pike are now offering at 4½c. We quote as follows: Trout, 8½c.; whitefish, 8½c.; perch, 4c.; blue pike, 3c.; grass pike, 4½c.; yellow pickerel, 7c.; herrings, 4c.; steak cod, 6c.; haddock, 4c.; white halibut, 11c.; high color salmon, 11c.; red snappers, 11c.; Spanish mackerel, 11c.; haddie, 6 to 8c. per lb.; ciscoes, per 100, \$1; Cromarty bloaters, \$2; salt herrings, splits, \$2.75 to \$3 per half-bbl.; boneless fish, 4½ to 5c.; quail on-toast, 4½ to 5c.; pure cod, 5½c.; shredded cod, \$1 80 per box.

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31 Front East, TORONTO.

GRAIN, FLOUR, BREAKFAST FOOD.

GRAIN—The spring wheat market is quiet and steady at 66c. outside for both white and red. Hardly anything is offering on the street market, where the following prices are noted: Wheat, white and red, 69 to 70c.; goose, 74 to 75c.; peas, 63 to 65c.; oats, 33c.; barley, 44 to 45c.; rye, 52c. No. 1 hard Manitoba wheat keeps firm at 80c.

FLOUR—There is a good trade doing. Prices are steady. We quote: Manitoba patents, \$3.80; Manitoba strong bakers', \$3.55; Ontario patents, \$3.55 to \$3.65; straight roller, \$3.35. Toronto freights.

BREAKFAST FOODS—An improvement in the demand is noted. We quote as follows: Standard oatmeal and rolled oats, \$3.50 in bags and \$3.60 in bbls.; rolled wheat, \$2.50 in 100-lb. bbls.; cornmeal, \$3; split peas, \$4; pot barley, \$4.

HIDES, SKINS AND WOOL

HIDES—A good demand is noted, with prices steady at unchanged figures. We quote as follows: Cowhides, No. 1, 8¼c.; No. 2, 7¼c.; No. 3, 6¼c. Steer hides are worth ½c. more. Cured hides are quoted at 9c.

SKINS—There is a fair trade doing. We quote: No. 1 veal, 8-lb. and up, 10c. per lb.; No. 2, 9c.; dekins, from 40 to 60c.; culls, 20 to 25c. Sheep are selling at \$1.25 to \$1.40; spring and lambskins, 15 to 20c. each.

WOOL—The market is well cleaned up, so little is doing. Prices are nominally steady at 16 to 17c. per lb. for combing fleece, and 10c. per lb. for unwashed.

SEEDS.

Jobbers are still finding an active demand for staple seeds. Red clover and alsike are unchanged at \$5 to \$5.75 for red clover, and \$4.80 to \$7.50 for alsike. Owing to the brisk demand the jobbing price of timothy has been raised 10 to 20c., and is now \$1.50 to \$2 per bushel of 48 lb. The indications seem to be that the dry weather would reduce the volume of the hay crop, and increase the demand for Hungarian and millet. Common millet and Hungarian keep steady at 75 to 90c., while German or golden millet is firm at \$1.15 to \$1.25 per bushel of 48 lb.

MARKET NOTES.

Sugar is 5c. per 100-lb. higher.

Eggs are quoted at 12c. per doz., an advance of 1c.

A cable from Greece notes an advance of 9d. per cwt. in currants.

Valencia shelled almonds are equal to 1c. per lb. dearer in Malaga.

Owing to ice returning to the harbors of the lakes, the supply of trout and whitefish has been curtailed, and prices are ½ to 1c. per lb. higher.

Pineapples are selling at 10 to 20c. each, a decline of 5c. Navel, ordinary Valencias and Mediterranean sweet oranges are 50c. dearer. Lemons have advanced 25c.

The paragraph in last week's issue to the effect that Walter Northrop, apple dealer, Toronto, had received orders for 12 cars or 37,000 lb. of evaporated apples, waste and chops the previous week, should have read that he made shipments of that quantity of stock during the week.

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.

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FRUIT, PRODUCE AND
COMMISSION MERCHANTS.

Cor. Market and Colborne Streets, TORONTO

QUEBEC MARKETS.

MONTREAL, May 3, 1900.

GROCERIES.

THE general grocery situation continues much the same as it was last week.

There has been a fair volume of trade in all lines, and few changes of importance are to report. The movement in sugar has been less active, but prices are steady. Syrups, in sympathy with molasses, show a stronger tone, but there has been no change in values. Molasses is strong both on spot and at primary points. In canned goods, shading in the price of corn has been the only change. Rice and spices are firm, and coffee has ruled quiet. Tea has been featureless in the main since the business noted in low grade Japan stock last week. The first of the direct green fruit steamers has arrived, and the cargo will be sold at the close of the week. The stock is in excellent condition.

SUGAR.

Prices are higher, the refiners having marked their quotations up 5c. per 100 lb. The demand has been less active of late, as buyers have stocked up during the past week or so. Granulated is now quoted at \$4.55 and yellows at from \$3.80 to \$4.45 per 100 lb., as to grade. There has been very little to note in regard to the refined market in New York, and raw has been steady since the easiness noted at the close of last week. In London also beet was steady, with buyers at quotations, and present and next month unchanged at 10s. 5¼d.; and cane quiet and unchanged, with Java 12s. 10¼d., and fair refining, 11s. 9d.

SYRUPS.

There is a firmer feeling in the syrup market in sympathy with the strong, upward tendency in molasses, but prices show no actual advance up to the present moment. Demand, however, has been more active as a consequence of the above conditions, at prices ranging from 1½ to 2c. per lb., as to quality at the factory.

MOLASSES.

There has been no further news in regard to molasses since that given specially last week. Latest mail advices from Barbadoes state that there are still some large orders in the market, which will take the balance of this month to fill, and also that there are no small cargoes offering. There has been some demand on spot for new crop Barbadoes, and one lot of 100 puncheons to arrive has changed hands at 37c., ex wharf, and another small lot to arrive via New York has been sold at 38½c. Latest mail advices say of Porto Rico molasses: "Porto Rico market very firm, and prices gradually advancing. Molasses is practically all in, and a careful canvass of all receipts to date

and stock left in planters' hands shows an actual shortage in the crop of 50 per cent. First cost rules from 8 to 10c. per gallon higher than last year. Heavy buying orders from Canada, which can be but partially filled, due to the scarcity of goods, contribute materially to the firmness of the market."

CANNED GOODS.

A decline in the price of corn in a large way has been the leading feature, purchases having been made at \$1 per dozen by local jobbers. Other lines rule about steady.

RICE.

A fair amount of business is reported in rice for the season, with no change in prices to report.

SPICES.

The demand for spices is limited, but the market is very firm in tone. We quote as follows: Nutmegs, 35 to 60c. per lb., as to size; mace, 45 to 50c. per lb., as to quality, and pimento, 8¾c.

COFFEES.

There is nothing to report in this market. The demand was slow. Prices are steady. We quote: Maracaibo, 9½ to 14c.; Mocha, 17½ to 20c.; Rio, 8 to 14c., and Mexicans, 10½ to 15c.

TEAS.

Since the transactions in low grade Japans noted last week, this market has furnished little of importance. Finest Japans are still scarce and firmly held at 18 to 20c. In greens, sales of 200 package lots of Pingsuey are noted at 15½c., and some Imperials at 11½c., while pea leaf has been offered at 15 to 17c. In blacks, some inquiry has been experienced for Ceylons at 16½c., chiefly from Ontario buyers.

GREEN FRUITS.

There has been a good volume of business noted in green fruits during the week. The advance in the apple market of \$1 per bbl., reported, has been maintained, and sales still continue in the vicinity of \$4 to \$5 per bbl. In the orange market all the talk is of the fruit steamers, the first of which arrived Monday; the cargo will probably be sold about the end of the week. The demand for oranges is limited, as dealers are waiting for the sales of the steamers. We quote prices as follows: Californian navels, \$3.25 to \$3.80 per box; Jamaicas, \$6 to \$6.50 per bbl. Tangarines are under limited demand at \$4.50 per half box and \$2.75 per quarter box. Lemons remain unchanged at \$2.75 to \$3 per box. Grape fruit is under a light demand at \$5 per box. Spinach commands good sales at \$2.75 to \$3 per bbl. Tomatoes show another decline this week, and are now offering at \$3.50 per carrier. There are a few lots of sweet potatoes offering at \$4.50

per bbl. New Bermuda potatoes continue firm, owing to the light supplies arriving. Sales range between \$7.50 and \$8 per bbl. New Bermuda onions are now on the market, sales of which are made at \$2.75 per crate. Fresh mushrooms are received daily, and are selling at 65 to 70c. per lb. Asparagus is again lower, and is now selling at \$5 to \$6 per dozen. Bananas are not overplentiful this week, and, consequently, prices are a little firmer. No. 1 is selling at \$2.25 to \$2.50 per bunch and eight hands \$1.50 to \$2. Strawberries have also been scarce this week, owing to heavy rains, and prices have been higher, selling at 45 to 50c. per quart box. Pineapples are plentiful at 15 to 25c. each, as to size and quality. Spanish onions are quoted at 75 to 85c. per crate. Golden dates are selling at 4½c. per lb. Malaga figs in matting command 4½c. per lb., and in boxes they are selling at 11 to 14c. per lb., as to grade.

COUNTRY PRODUCE.

EGGS—A fair trade was done, and the market is moderately active at steady prices. Sales were made at 11 to 12c. for choice, and at 9 to 10c. for culls per doz.

MAPLE PRODUCT—The demand for maple product was fair and prices show no change. New syrup sold at 75 to 80c. per large tin; 65 to 70c. per imperial gallon tins, and at 6½ to 7¼c. per lb. in wood; pure sugar, 8½ to 9½c.

BEANS—The tone of the market for beans is firm, but sales are slow. We quote: Choice hand picked \$1.75 to \$1.80, and choice primes at \$1.65 to \$1.70.

HONEY—Business in honey was quiet and prices unchanged. White clover, in comb, is quoted at 14 to 15c.; white extracted, in large tins, 9 to 9½c.; and in small tins, 10 to 10½c., and buckwheat extracted, 8 to 9c.

POTATOES—Demand for potatoes is chiefly in small lots to fill actual wants. Carlots on track, 30 to 35c. per bag, and small quantities at 5 to 10c. per advance, according to the size of lot.

ASHES—There was no change in ashes to note. We quote: First pots, \$4.80 to \$4.90; seconds, \$4.55 to \$4.60, and pearls, \$5.50 per 100 lb.

PROVISIONS.

A fairly active trade was done, there being a steady demand for most lines at firm prices. We quote: Heavy Canadian short cut mess pork, \$18 to \$18.50; short cut back pork, \$17 to \$17.50; selected heavy short cut mess pork, boneless special quality, \$19 to \$19.50, and heavy mess pork, long cut, \$17 to \$17.50; pure Canadian lard, 9½ to 10½c. per lb., and compound refined, 7 to 8c. per lb. Hams, 12 to 14c., and bacon, 11½ to 13c. per lb.

FLOUR AND GRAIN.

FLOUR—The demand for flour was fair,

TO THE WHOLESALE TEA TRADE:

As we are about entering a new season, our various consignors are anxious to start with a clear sheet, consequently have instructed us to close out such lines as are still on hand. We will be pleased to submit **samples and quotations on application**. We also take this opportunity of notifying the **trade** that this coming season we will have consignments from Yokohama, Koni, Fooowow, Shanghai, Colombo and Calcutta, and will be pleased to call upon, or quote, our many clients at all times.

S. H. EWING & SONS, Montreal 96 KING STREET.

and the market is moderately active, with no change in prices to note. We quote: Winter patents, \$3.65 to \$3.85; straight rollers, \$3.25 to \$3.30; in bags, \$1.52½ to \$1.55; Manitoba patents, \$3.75 to \$4.00, and strong bakers', \$3.50 to \$3.70.

GRAIN—There was no improvement in the situation of the market. The demand for all lines was slow; in consequence, business is dull and prices nominally unchanged. Over the cable, a fair amount of trade was reported in some lines. For May delivery afloat the following prices were quoted: Ontario spring wheat, 73 to 73½c.; peas, 71c.; rye, 62c.; buckwheat, 58½ to 59c.; No. 1 barley, 50½c.; No. 2 do, 48½c.; oats, 32¾ to 33c. Spot prices are: Oats, 32c.; peas, 70½c., and buckwheat, 57c.

FEED—A fair business was done in feed at firm prices. We quote: Manitoba bran, in bags, \$18; shorts, \$19; mouille, \$20 to \$25; Ontario bran in bulk, \$19, and shorts, \$20 per ton.

OATMEAL—The demand for rolled oats is slow, and prices are unchanged at \$3.30 to \$3.35 per barrel, and at \$1.60 to \$1.62½ per bag.

HAY—A fairly active trade was done in baled hay, and now that navigation is open the demand will increase. We quote: No. 1, \$9 to \$10; No. 2, \$8 to \$9, and clover, \$6.50 to \$7 per ton, in carload lots.

CHEESE AND BUTTER.

CHEESE—The market continues steady, and, with light stocks in England as noted in our special cables, is likely to continue so

well on until the end of May, for the early make this spring will be wanted to meet actual necessities in England. Further inquiry was noted to-day, and while sales of new Quebec cheese were reported at 10½c., the finest Western new were easily saleable at 11c. for colored, and 11¼c. for white cheese. The country markets will be in full swing next week.

BUTTER—There has been a further decline in prices, as business was done to-day to a fair extent at 16½c. for creamery in small jobbing lots. Only for the fact that its condition does not permit of export there would be a fair outlet for the current make across the water, as cable limits now on hand here permit of 16½c., but the current receipts do not possess body enough to stand shipment to Great Britain. This, however, should soon be remedied with the advance of the season, and it seems reasonable to assume that the butter market has about touched bottom.

MONTREAL NOTES.

The price of butter has fallen off another 1½c. per lb. This makes a clean break of 15c. from the top price this spring.

There is a second fruit steamer this spring, so that the note in last week's issue was incorrect. Particulars will be found elsewhere.

J. W. Windsor, Montreal, has been appointed selling agent for Ontario, Quebec and the Maritime Provinces for The United Canneries of British Columbia, Limited, comprising The Gulf of Georgia, The

Scottish-Canadian, The English Boy, The Anglo-Canadian and The Princess Royal canneries.

NEW BRUNSWICK MARKETS

OFFICE OF THE CANADIAN GROCER.

St. John, N.B., May 3, 1900.

BUSINESS is good. Values continue high. Molasses and lard are the lines of particular interest. In molasses, the fact that one sailing of the West Indian steamer was missed, and that there seems a lack of tonnage at Porto Rico, tends to bring new goods into the market slowly. There has been a great deal of dissatisfaction on the part of local importers in regard to goods coming by the English winter boats. Everything is arranged favoring through goods, and nothing could be worse than the method of handling the local goods. The east side facilities will be ready for business next season, and local importers will see to it that these goods are shipped by the steamers using them. While, in spice, firm figures rule, pepper, and particularly cloves, have not advanced as freely as was expected.

OIL—There is little of interest. Prices are firmly held, though, except in paint oils, there has been no change in local markets. These are somewhat higher, at least would cost more money to replace. In cod oil, this is quiet season. During the winter there were regular export shipments by the English steamers, but no very large business.

SALT—In Liverpool coarse salt there is much less business, owing to falling off in

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Blue Ribbon Tea Co. Toronto

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imports. Stocks held are quite large, and values are firm with prices tending higher. There is steady demand. Buyers wanting quantities would do well to have orders so placed as to get from cargoes landing. One cargo is now afloat for this port. In this way there is quite a saving in prices. In factory-filled there is rather better sale, but at this season the demand for fine calls chiefly for the Canadian, particularly for cheese and butter. We quote as follows: Liverpool coarse, 45 to 50c.; English factory-filled, 95c. to \$1; Canadian fine, \$1 per bag; cheese and butter salt, bulk, \$2.50 per bbl.; 5-lb. bags, \$3 to \$3.25 per bbl.; 10-lb. bags, \$2.85 to \$3 per bbl.; 20-lb. wood boxes, 20 to 22c. each; 10-lb. wood boxes, 12 to 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—Our market shows little change. Dealers have largely bought for fall. All lines are quoted. Though many packers have not yet placed their figures on peaches, they are large sellers here. Some new lines in canned meats have been introduced by American packers. Prices were such that the demand was chiefly from the retail trade. American packers are somewhat surprised at the terms on which the Canadian packers sell—naming a bottom price in November, guaranteed till May, shipment to be made at buyers' option. In spot goods there seem enough to go around. Vegetables; in fact, all lines, show firm figures. In local packed fish, there is a much stronger feeling; in fact, values were too low, canners losing money. In haddies, stocks are light.

GREEN FRUITS—Bananas are pushing oranges to one side. Though there is no great rush as yet, oranges are firm in price, but quality begins to show waste. While best stock bananas will rule higher than last season, ripe fruit will have to be sold. Importers will be careful and not overstock. In lemons, nice stock is offered at low figures. There is a steady sale. In strawberries no large quantities are yet moving. Rhubarb is also too high to sell freely. Pines are slow sellers. In apples very little is doing. Any stock offering is largely poor.

DRIED FRUITS—There is even less of interest than during the past week. Raisins are rather higher and stocks are quite light. There have been a good many jobbing shipments to outside points, owing to general light stocks. In prunes, there is rather less sale. Small sizes are scarce. Prices show little change. There is little call for figs. Dates, while a fair sale, have but little life. In peels, the outlook for the new goods tends to little change in figures. Citron

may rule rather below last season. Orange and lemon tends to be higher. Evaporated apples are dull. In oranges, there is a good demand. Peanuts show little change, except Spanish shelled, which are scarce and high.

SUGAR—The steamer from Antwerp this past week brought a large quantity of Dutch sugar for here and through shipment, both granulated and refined. In granulated, price is well below the standard. Market shows little change.

MOLASSES—There was a cargo of Porto Rico received this week, and there are two more due. That, however, which has arrived has moved off freely, and prices are well maintained, though, perhaps, hardly as firm, but at present supply is hardly equal to demand. Barbadoes is getting scarce, and price is firm. Quality this season has been good, though not really regular. New Orleans and outside grades still have some sale.

PRODUCE—Eggs are quite firm, being in light supply. In butter, the market continues to move off. Best stock is in good demand, but otherwise the market is quiet. Cheese is plentiful, chiefly Western. Prices are easier, though still high.

FISH—In fresh fish, the supply during the week has been light. The weather has been against gaspereaux. These are caught right in the harbor. Until the price falls below a certain figure, they are chiefly sold for bait, though largely sold for the table, both fresh and smoked. When they get very plentiful, so that the price drops, they are pickled, and become alewives. In smoked herring, the market is firm, though not yet showing much profit to the fisherman. Dry fish is dull; in pickled, the stock is very limited. We quote: Large and medium dry cod, \$3.50 to \$3.75; small, \$2.25 to \$2.50; pickled shad, \$4.50 to \$5, as to quality; haddies, 4½ to 5c. per lb.; smoked herring, 8 to 9c.; fresh haddock and cod, 2½c.; boneless fish, 4 to 5c.; pollock, \$2.25 to \$2.35 per 100; pickled herring, \$2.20 to \$2.25 per half bbl.; bloaters, 70c.; kippers, \$1; Shelburne, \$4.50 to \$5; halibut, 8 to 10c.; gaspereaux, 70 to 75c.

PROVISIONS—The high price asked for beef is bringing cheap grades of barrelled goods upon the market. In barrelled pork there is a limited business. Local market is below western figures. In lard, price affects sale, and there is some demand for compound. Quotations are higher than last week.

FLOUR, FEED AND MEAL—Values show little change. There is fair business in flour; low prices still quoted. Manitoba seems the firmer grade. Oatmeal is quiet, with values unchanged. Cornmeal is still

high; there is steady sale. Beans are dull, western shippers in some cases shading figures. Barley and peas are light sellers at this season. Full figures asked. In seeds there are large sales; prices unchanged. We quote: Manitoba flour, \$4.50 to \$4.70; best Ontario, \$3.70 to \$3.80; medium, \$3.40 to \$3.55; oatmeal, \$3.80 to \$3.90; cornmeal, \$2.25 to \$2.35; middlings, \$21 to \$22; oats, 38 to 40c.; hand-picked beans, \$1.75 to \$1.85; prime, \$1.60 to \$1.70; yellow-eye beans, \$2.25 to \$2.45; split peas, \$4.00 to \$4.25; round, \$3.25 to \$3.40; pot barley, \$3.85 to \$4.00; hay, \$9 to \$9.50; timothy seed, American, \$1.50 to \$1.85; Canadian do., \$1.75 to \$2.40; clover seed, 9½ to 10c½; alsike, 10½ to 12c.; mammoth, 11½ to 12½c.

ST. JOHN NOTES.

F. H. Tippet & Co. are finding a large sale this season for Rowat's pickles.

Geo. E. Barbour landed a cargo of choice Porto Rico molasses this week, the second cargo to arrive here this season.

W. L. Caldwell, representing Armour & Co., called on the trade this week. While selling some lines quite freely, he finds, owing to the lower figures, that the Canadian competition is, in the more staple lines, almost driving them to the wall, only leaving them the fine trade. This is more noticed here than in either Halifax or St. John's, Nfld.

MANITOBA MARKETS.

WINNIPEG, April 30, 1900.

THE weather has been fair and warm through the week with one or two light showers, which have brought the trees into almost full leaf. Seeding operations are still going forward with great rapidity.

WHEAT—There has been little or nothing doing all week, but the tone of the market is stronger than it was last Saturday, and prices have slightly advanced, closing at 66c. Chicago for cash wheat. All crop news for the week is favorable in character. Locally, the amount of business has been very small. At country points no wheat has come in and very little has as yet been forwarded from country elevators to Fort William, though as navigation opened on Saturday, it is probable this movement will be active in a few days. During the week, Fort William prices have fluctuated from 66¾ to 68c., closing on Saturday at 67¾c. Even with the slightly improved prices and stronger tone in market local holders have shown no disposition to part with their holdings.

FLOUR. — Business is fair and prices unchanged and firm: Ogilvie's Hungarian patent, \$1.95; Glenora patent, \$1.75; Mani-

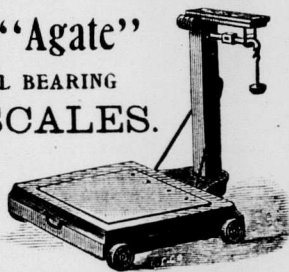
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Are sold by all the Leading Wholesale Houses
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ENGLISH AND CANADIAN MANUFACTURERS
desiring to place their goods on the Market
of Western Canada, should communicate
with
STEELE & TOMS,
Wholesale Commission Merchants and Brokers,
WINNIPEG, MAN.

BANANAS! LEMONS!
We emphasize these two lines this week. Carload of
each just unloaded.
Bananas, well ripened and packed for shipment, \$2.00
and \$2.25 per bunch.
Lemons, fancy 30's and 38's, at \$3.00 and \$3.25 per box.
We handle all kinds of produce on commission. Send
name and address for weekly quotations.
WHITE & CO.
64 Front St. E.,
Wholesale Fruit and Commission. **TORONTO.**

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IMPORTERS OF FOREIGN AND DOMESTIC
GREEN AND DRIED FRUITS, NUTS, Etc
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Wilson "Agate"
AND BALL BEARING
SCALES.



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BASS' ALE,
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are favorite everywhere, their out-put of
Bottled Beer for 1899 was 13,472,712
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Prepared Mustard,	Malt and Tarragon Vinegars
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Dressings,	Smoked Herring,
Seasonings,	Mince Meat,
Baking Powder, Salted Peanuts, and Hand-Made Bakery Products.	

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goods and the prices we quote. **PRICE LIST MAILED ON APPLICATION.**

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WE HAVE

2,000 Cull or Berry PAILS

to be cleared out at the unusually
low price of

\$1.20 PER DOZEN

Place your order at once as they will not last long
at this price.



80 York
Street,
TORONTO

toba strong bakers', \$1.45; XXX, \$1.10; Lake of the Woods Five Roses, \$1.85; Strong bakers', \$1.65; Medora, \$1.40; XXXX, \$1.20.

MILLFEED—This article is still at last week's high figures of \$16.50 for shorts and \$15.50 for bran, but as the pasturage increases and demand slackens the price will no doubt fall.

CEREALS—Rolled oats are rather peculiar at present. Local millers give market quotations of \$1.75 for the 98 lb. sack, but are known to have effected sales at \$1.65, while some American goods have been sold at a considerably lower figure. Standard and granulated are in short supply at \$2.20 to \$2.25. The demand is also light. Split peas are very firm at \$2.50. Cornmeal has advanced in sympathy with corn, and is again quoted at \$1.30. The demand is small. Pot barley is unchanged at \$2.30 to \$2.40, and pearl at \$3.75 to \$4. Beans are very firm at \$2.15 to \$2.20 for the best, but the demand is slackening, presumably because the lumber and wood camps are breaking up.

VEGETABLES—Potatoes have advanced slightly, owing to the fact that farmers are too busy to make further deliveries at present. The latest quotation is 50c. per bag. The quality is unusually good. Asparagus is on the market in limited quantities at \$1 per dozen. Californian cabbage is proving a slow seller at 5c. per lb. It has about as much flavor as a piece of flannel. Dried onions are scarce; in fact, there are no really good ones now offering, and will not be until the Egyptians arrive, about May 10. Green onions, lettuce, radishes, parsley and spinach are all in fair supply at reasonable figures.

BUTTER—No creamery is yet offered, though two factories commenced operations last week. Dairy butter is short in supply and poor in quality. First-class fresh prints are worth 20c.; good fresh tubs and crocks, 18c., and from that the price dwindles down to 12c. per lb. Separator-made bricks are in active demand, and the small lots offering are very quickly snapped up at 21 to 22c., but the supply is very limited.

CHEESE—The old stocks are selling at 14 to 14½c. One lot of new made is reported as offered during the week at 14½c. It could not be learned whether it found a buyer at that figure, but, if it did, the Scripture "A fool and his money," was amply fulfilled, for no cheese factory opened in the Province before April 15, so that even the first day's make would be still very green, to say nothing of the balance.

EGGS—Eggs have slumped 2c. per doz. during the week, and are now quoted at 10c., Winnipeg. The supply is heavy.

CURED MEATS—This market is firm

without change. It cannot be learned why local dealers do not advance in sympathy with the American rise, but so far they have not, although it would appear a golden opportunity. Lard is firm at \$1.90 to \$1.95 for pure, and, as the article is scarce, the present advance seems legitimate, and there is likely to be a still further advance.

CANNED GOODS—There has been no change in price. Fair business has been done all week. As the association met during the week, some new developments are expected as to price and terms of sale for future packs. In the meantime it would seem that no large orders have been placed.

EVAPORATED FRUITS—Apples are still offering very freely. Choicest rings are quoted at 8c., while inferior grades are much lower, but it is understood they are quite undesirable stock. Even at present low figures the demand is not active. On the other hand, dried apples are in good demand and very firm at 7½c. Demand is mainly for export trade. Small prunes grow scarcer, and 90's to 100's are difficult to obtain. Apricots, peaches and pears are all in somewhat limited demand and unchanged as to price.

DRIED FRUITS—Valencia raisins have again advanced, and are quoted at \$2.35 to \$2.50. There is none of this fruit now in first hands, and the stocks everywhere are known to be light. The demand here is only fair.

SUGAR—The drop of 15c. reported last week has not been adhered to here, but prices have come down to what amounts to the difference between all rail and lake freight. It is thought, however, that there will be a further decline next week to more nearly approximate eastern prices.

MOLASSES AND SYRUPS—New Orleans has advanced from 4 to 5c. per gallon, for which no reason can be obtained at present. Glucose syrup has also advanced, ostensibly in sympathy with the rise in corn. It is now 3½c. in bbls. and 3¼c. in ½ bbls.

COFFEE—Prices continue firm, and first grades of green Rio are worth from 10½ to 11½c. per lb. This is higher in proportion than the New York market, but the New York stocks were bought before the recent advance, and, as coffee on this market is imported direct, it is subject to the advance, and accounts for the difference in price.

LIME JUICE—Lime juice is likely to be high, not only because the war has increased the demand, but because paper labels, glass bottles, and wooden packages are all higher than a few months ago.

GREEN FRUITS—Trade is good, and the whole of the fruitmen unite in pronouncing the working of the Fruit and Produce Exchange a decided success. There has been some slight friction, but matters are now adjusted and working satisfactorily. It is hoped that the success met with in settling the fruit difficulties will encourage the Exchange to take up other matters. The Fruit Despatch Co. still appear to be rigidly holding to their combine, and shoving up the price of bananas. The fruit has not arrived in very satisfactory condition, being, in some cases, so over-ripe that it could not be reshipped. One car for a Winnipeg house was inspected at St. Paul,

and rejected altogether upon this account. The price is still \$3 to \$3.50 per bunch. Texas strawberries are coming along in small quantities; a few lots have been rejected, owing to sand from heavy rains. A full supply of Havana pineapples is on the market, and range in price from \$3.75 to \$4.50, according to size. Navel oranges are growing short on the market, and are quoted at \$4.75. The Mediterranean sweets are arriving in very fine condition. They sell at \$4. Limited quantities of blood oranges come in from time to time, and are sold at \$4.75 to \$5.50, according to size and variety. Pie plant is plentiful at \$3 per 50-lb. box.

NOTES.

The Eddy fire will have a serious effect here. Some 15 carloads of Eddy's goods were ordered forward for early navigation, but it is understood that none of these had left the factory at the time of the fire. The stocks carried by wholesale houses are also very small, as they depended largely on the agents for reserve supply.

1000

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Bananas. The fruit is arriving in first class condition. Port Limon stock is exceptionally fine.

Fruit Auction Sales. These auction sales are held every Wednesday and we will be pleased to give you any information required.

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PIGEONS WANTED.

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200 Birds Wanted per week.

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FRESH EGGS

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Madame Huot's Coffee

is the Coffee par excellence.

This Coffee, prepared from a recipe obtained from Madame Huot, proprietress of a renowned family Hotel in Paris, has been awarded in that city 3 medals and several first prizes for its excellence. In it is combined the most delicious aroma with the necessary strength to make the cup of Coffee most appreciated by the Parisian Connoisseur.

This blend contains nothing but pure Coffees. I am so confident of the result that, in asking you to order a case of each size as a sample, I bind myself to take back at my expense any quantity which you may have unsold after a reasonable delay.

The best Coffee on the market, say the judges who have tried it.

- 1-lb. Tins, 36 in a case, whole or pure ground at - 31c. per lb.
 - 2-lb. Tins, 15 in a case, whole or pure ground at - 30c. per lb.
 - My Special Blend at 25c. } Pure Coffees.
 - My XXXX Blend at 30c. }
- Deserve your attention and a trial—give it to them.

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Spring Fancies

We would call your attention to a line of goods that are good sellers all the year, but particularly so in the springtime.

We hope you are interested, for your interest interests us.

CANNED SALMON is selling freely now. Be sure and get our quotations before buying.

CANNED BEANS—Golden Wax and Refugee. We find the sale of this vegetable rapidly increasing. We have a good assortment, and our prices are the lowest market values.

VINEGAR—We are selling English Malt, Proof, Extra Pickling, White Wine, and Cider Vinegars at prices that will interest all who handle them.

PICKLES

Heinz pickles are always reliable. Have you tried their spiced Gherkins—put up in barrels and half-barrels? They are attractive sellers.

H. P. ECKARDT & CO.

WHOLESALE GROCERS

CORNER FRONT AND SCOTT STREETS

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BEE STARCH
LATEST IMPROVED
LATEST INVENTION
REQUIRES NO COOKING
IMPARTS
A BEAUTIFUL FINISH
TO COLLARS AND CUFFS
THIS STARCH IS WARRANTED
NOT TO INJURE THE FINEST FABRIC
MANUFACTURED ONLY BY THE
BEE STARCH CO.
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Grocers who handle it find it a good seller and a profitable line.

Are YOU not
LOOKING FOR PROFIT?

Look out for special offer—it's coming.

COFFEE					PETROLEUM						
	Montreal, Quebec.	Toronto, Hamilton.	St. John, Halifax.	Manitoba and B.C.		Montreal, Quebec.	Toronto, Hamilton.	St. John, Halifax.	Manitoba and B.C.		
Green					Canadian	15	19½				
Mocha	24	23	28	25	Sarnia water white			18			
Old Government Java	27	22	30	25	Sarnia prime white			19½	20		
Rio	10	9½	12½	12	American water white			21½			
Santos			10½	15	Pratt's Astral			20			
Plantation Ceylon	29	26	30	29							
Porto Rico		22	25	24							
Guatemala		22	25	24							
Jamaica	18	15	20	18							
Maracaibo	13	13	18	13							
					TEAS						
					Black—						
					Congou—Half-chests Kaisow,						
					Morning Paking	13	60	12	60		
					Caddies Paking, Kaisow	17	40	18	50		
					Indian—Darjeelings	35	55	35	55		
					Assam Pekoes	20	40	20	40		
					Pekoe Souchong	18	25	18	25		
					Ceylon—Broken Pekoes	35	42	35	42		
					Pekoes	20	30	20	30		
					Pekoe Souchong	17½	40	17	35		
					China Greens—						
					Gunpowder—Cases, extra first	42	50	42	50		
					Half-chests, ordinary firsts	22	28	22	28		
					Young Hyson—Cases, sifted						
					extra firsts	42	50	42	50		
					Cases, small leaf, firsts	35	40	35	40		
					Half-chests, ordinary firsts	22	38	22	38		
					Half-chests, seconds	17	19	17	19		
					Half-chests, thirds	16	17	16	17		
					common	18	14	18	14		
					Pingsueys—						
					Young Hyson—½-chests, firsts	28	32	28	32		
					seconds	16	19	16	19		
					Half-boxes, firsts	28	32	28	32		
					seconds	16	19	16	19		
					Japan—						
					½-chests, finest May pickings	38	40	38	40		
					Choice	32	36	32	36		
					Finest	28	30	28	30		
					Fine	25	27	25	27		
					Good Medium	22	24	22	24		
					Medium	19	20	19	20		
					Good common	16	18	16	18		
					Common	13	15	13½	15		
					Nagasaki, ½-chests Pekoe	18	22	16	22		
					Oolong	14	15	14	15		
					Gunpowder	16	19	16	19		
					Siftings	7½	11	7½	11		
					RICE, SAGO, TAPIOCA, MACARONI						
					Rice—Standard B.	\$ 25	\$ 40	3½	5%	\$ 25	\$ 40
					Patna, per lb.	4½	5	4½	5	5	6
					Japan	4½	5	5½	6	6	6
					Imperial Beets	4½	5	4½	5	5	6
					Extra Burmah			4½	4½	4	5
					Java, extra		5½	6	6½	6	7
					Sago	3½	4	4	4½	4	5
					Tapioca	5½	5½	4½	5	5	6
					Macaroni, dom'ic, per lb., bulk	8	8		7½		
					imp'd, 1-lb. pkg., French	8	12	9	10		
					Italian	8	10	11	12½		
NUTS					WOODENWARE						
Brazil			13	9	Pails, No. 1, 2-hoop	1 90	1 90	1 90	1 90		
Valencia shelled almonds	25	30	25	30	" " 8-hoop	2 05	2 05	2 05	2 05		
Tarragona almonds	13	14	14	13	" half, grained	1 75	1 75	1 75	1 75		
Formegetta almonds			13	15	" quarter, jam and covers	1 50	1 20	1 45	1 45		
Jordan almonds	27	35	35	40	" candy and covers	2 70	2 70	2 70	2 70		
Peanuts (roasted)	6½	8	9	10	Tubs, No. 0		11 00	11 00	11 00		
" green	5½	7	7	9	" " 1	3 00	3 00	3 00	3 00		
Cocoanuts, per sack	3 00		3 75	3 50	" " 2	3 00	3 00	3 00	3 00		
per doz			60	70	" " 3	7 00	7 00	7 00	7 00		
renoble walnuts	13	14	14	9							
Marhol walnuts	10	11	10½	9							
Bordeaux walnuts			9	9							
Sicily filberts	10	11	10	9							
Naples filberts			10	11							
Pecans	12	15	10	11							
Shelled Walnuts	17½	1 ½	23	25							
SODA											
Bl-carb, standard, 112-lb. keg	1 65	1 80	2 00	2 25							
Sol soda, per bbl.	70	75	80	90							
Sol Soda, per keg	95	1 00	1 00	95							
Granulated Sol Soda, per lb.			1	1							
SPICES											
Pepper, black, ground, in kegs,											
pails, boxes	16	18	18	14							
" in 5-lb. cans	14	17	19	15							
" whole	15	17	19	12							
Pepper, white, ground, in kegs,											
pails, boxes	26	27	18	24							
" in 5-lb. cans	26	26	20	26							
" whole	28	25	19	25							
Ginger, Jamaica	19	25	22	25							
Cloves, whole	12	80	14	85							
Pure mixed spice	25	80	25	80							
Cassia	18	18	20	16							
Cream tartar, French		25	24	25							
" " best		28	25	25							
Allspice	10	16	18	16							

Choose Which.

Which would you rather have, **one** big profit or a fair, reasonable profit and a regular, satisfied customer? You can't juggle with a woman's confidence much without losing her faith in the quality of the goods you sell--will it take you long to decide which you'd rather have? We think not.

You'll certainly hold the trade of the woman who buys

Jonas' Flavoring Extracts.

of you, because of their unequalled richness, purity and strength. We'll not argue with you--your own good common sense will tell you that a permanent customer is far better than one big temporary profit.

Let Jonas' Flavoring Extracts solve the problem if you are still in doubt--try them once and you can rest assured that after that you'll sell no other.

Henri Jonas & Co., Mfrs.
Montreal.



TRADE IN COUNTRIES OTHER THAN OUR OWN.

THE United States visible supply of coffee fell to 984,292 bags, the first time it has been below the 1,000,000-bag mark since October, 1898.

The imports of canned salmon into the United Kingdom for the first quarter of 1900 were 359,887 cases, against 500,675 cases for the same time in 1899 and 697,109 cases in 1898. The March imports were 191,829 cases, against 420,008 cases in March, 1899.

New York Journal of Commerce, April 20.—“In a circular issued to day, Arguimbau & Ramee say: ‘With stocks here of foreign fruit and nuts greatly reduced and concentrated in few hands, and with prospects of a better demand in May, the market now presents a healthy appearance. Currants and Persian dates have advanced from $\frac{3}{8}$ to $\frac{1}{4}$ c. per lb., shelled almonds from $\frac{1}{2}$ to 1c. per lb., and other articles are also likely to go higher soon. Valencia raisins and Malaga loose muscatels are nearly exhausted. Canada and the United States are buying, though in a small way, London layers and Imperial cabinets, with an occasional order for export to South America. Sultana raisins are also moving, with probabilities that by the end of the summer there will be no stock of these goods.’”

THE CALIFORNIAN FRUIT COMBINE.

In its review of the prune situation The California Fruit Grower says: “The latest information from the California Cured Fruit Association is to the effect that unless 90 per cent. of the acreage is contracted the deal will be called off. This may be the intention of the directors, but should they secure the desired 90 per cent. of the acreage it would not represent 90 per cent. of the crop. The packers are of the opinion that 90 per cent. of the crop is necessary, for with 1,250 or more cars in the Northwest, Oregon, Washington, etc., and 1,000 or more cars on the ‘outside’ in California, the association would be unable to maintain prices and that the outsiders would have much the best of the early market.”

CALIFONIAN FRUITS AND FROST.

Referring to the recent frosts on the Coast, The California Fruit Grower says: “The facts, briefly stated, are that the frost hit this State in spots only. The particular spot or spots that came squarely under the Borean influence will find no reason for rejoicing in a knowledge of this, but to the trade it means that all fruits were not destroyed. It means that there will be Californian fruits, fresh, canned and cured, in abundance on the markets of the country.

The prune crop was not damaged to any extent worthy of detailing and the apricot crop in the large valleys suffered but little. Taken as a whole the general fruit crop of the State promises at this writing to be a normal one and with favorable weather from now on it may even turn out better than this.”

CUBAN BANANA CROP.

Advices from Cuba to-day stated that heavy shipments of bananas cannot be expected from there until about the middle of June. The fruit is immature, and while the outlook favors moderately large shipments during the season the impression prevails that the fruit will have but little influence in this market. The first shipment of importance from Jamaica is looked for early in June.—New York Journal of Commerce, April 28.

SALMON FISHING ON THE COLUMBIA.

Mail advices from Astoria to April 21, state that the salmon catch on the Columbia river has been somewhat better than usual in April, but not so good as at the opening. The seiners report that it is too early for them, and but few seines are out. It is reported that the fish-traps up the river are now doing fairly well. One of the fishermen is quoted as saying: “We are not doing wonders in the way of taking fish, but we are doing twice as much as we expected to do, and that is enough. The chinooks are coming in rapidly, and the fish caught are, consequently, increasing in size and weight. It can be said that the season so far is satisfactory.”

CANNED SALMON IN LIVERPOOL.

Deliveries of salmon and fruits from the quay in completion of forward sales continue on an unusually large scale, and, in consequence, new business is of a restricted nature, and advancing prices do not tend to help matters. There have been some fairly large deals in salmon on the spot and near at hand during the last few weeks, and there now remains but a very small quantity in first hands.—Produce Markets' Review.

NEW BISCUIT FIRM FOR TORONTO.

Hon. John Dryden, J. C. McHeggie, H. C. Fortier, T. Kennedy and E. S. Reade, Toronto, have been incorporated under the style of The Canada Biscuit Co., to make and sell biscuits, etc. The capital of the new company is placed at \$100,000.

MARITIME PURE FOOD CO.

At the annual meeting of the Maritime Pure Food Co., Limited, the other day, the

following were elected office-bearers for the year: President, H. Caxton Baird, re-elected; vice-president, Lee Raymond; secretary, J. C. Hartley; manager and treasurer, F. B. Greene. The directors are: J. T. A. Dibblee, Williamson Fisher, J. B. Seely and Jas. Good.

ANNUAL MEETING OF ST. THOMAS GROCERS.

At the annual meeting of the St. Thomas Grocers' Association the following officers were elected for the ensuing year:

Hon. President—A. M. Hutchinson.
President—I. Kingswood.
Vice-President—L. Egan.
Secretary—J. A. Forsyth.
Treasurer—A. R. McDonald.

The meetings for the last year have been fairly well attended, and the work done has been fairly satisfactory. “We have not fully succeeded in driving out the trading stamps,” writes a member, “but confined them to one grocer for nine months, and now only three grocers in the city are handling them, but they are not members of the association. A committee will be appointed to canvass all the grocers and other merchants in the city with a view to having all the stores close at 1 o'clock p.m. every Wednesday during the months of July and August, and, from the feeling of the members present, we think it will be successful.”

All grocers, with the exception of two or three, close their stores at 7 p.m., Saturdays excepted, and a movement is now on foot to close at 9 o'clock on Saturday evenings all the year around; no orders to be taken for delivery after 6 o'clock p.m. This is a good move, and ought to be successful. Why not other towns and cities try?

PERSONAL MENTION.

Mr. L. E. Geoffron, of L. Chaput, Fils & Cie, Montreal, sailed on the Vancouver this week. He will spend the next two months in Europe combining business with pleasure.

Mr. Norman McLeod, of Messrs. McLeod & Co., Calcutta, is at present visiting Montreal with a view of furthering their interests in Canada. Messrs. S. H. Ewing & Sons, of Montreal, are the Canadian agents for this progressive firm.

NEW PRODUCE STORE IN NELSON.

J. Y. Griffin & Co., wholesale provision and produce merchants, Winnipeg, are now comfortably located in their handsome new branch warehouse just completed at Nelson, B.C. The building, says a Nelson paper, is unusually well arranged for the business, and combines features which no other business house in the Kootenays possesses.



BEE STARCH

is no fake, no transitory success.

Its quality is unique, and that is what makes it sell.

There may be other

starches which will do as good work as it will, but, if so, we have not come across them.

PRICE LIST: cases 64 packages, \$5.00.
cases 32 packages, 2.50.

Retails at **10c.** a package.

Look out for our special offer, it's coming.

Side Lines Wanted.

Commission man leaving shortly for Manitoba, Northwest Territories and British Columbia, covering ground thoroughly, is open to take one or two good side lines. Good connection with Grocery, Confectionery and Drug trades. State particulars to

"TRAVELLER"

care of "Canadian Grocer"
Toronto

If You Want **VINEGAR**

Old
Sparkling
Strong
Fine Flavored
Pure
Free from Acid

*In good, clean, well-hooped
barrels*

BUY FROM...

THE WILSON, LYTTLE, BADGEROW CO.
Limited

Cor. Spadina Ave. and Front St., TORONTO.

WHAT TOURIST TRAVEL DOES FOR FLORIDA.

St. John, N.B., April 24: For three or four months in the year money pours into Florida at an amazing rate, as a result of well-directed effort to attract tourists and health-seekers. The State itself provided the climate, and Henry M. Flaglor did the rest.

Mr. Flaglor has ten splendid hotels scattered along the peninsula at different points, including Nassau, and he owns the whole line of railway from St. Augustine to Miami on the east coast. When it is winter in the north, wealthy tourists, in thousands, pour into Florida and crowd these hotels to overflowing.

Thirteen years ago, Mr. Flaglor erected the Ponce de Leon hotel at St. Augustine, the first of the series. It proved so successful, paying a profit, it is said, of \$200,000 the first year, that he was encouraged to go on and develop the whole scheme, erecting other hotels and building and equipping the line of railway. And though the expenditure has been enormous, amounting, it is estimated, to \$16,000,000 in the last three years alone, the enterprise is now said to be on a dividend-paying basis.

W. S. Fisher, who is president of the St. John Tourist Association, returned last week from a trip to Florida, on which he was accompanied by Mrs. Fisher, and to him The Sun is indebted for the above recital of facts connected with the so-called "land of sunshine and flowers."

Speaking of Mr. Flaglor, Mr. Fisher observes that one cannot but admire the courage of a man who would put his money so freely into a business that must, to the ordinary onlooker, have seemed a doubtful experiment. That he has succeeded was shown by the unparalleled rush of visitors during the past season, so large that at times the hotels could not accommodate them. For example, said Mr. Fisher, at Palm Beach there are two hotels, the Royal Poinciana and the Palm Beach Inn. Together they will accommodate 1,500 guests. And yet at one time they were so overcrowded, even after all the hotel hallways had been lined with cots, that some of the guests had to sleep in one of the churches. Mr. Flaglor now has a corps of men at work and will double the capacity of one of the hotels this year, at a cost of \$1,000,000.

The example of Florida. Mr. Fisher points out, shows the necessity for having first-class hotels for tourists. The wealthy tourists demand and must have the best hotel accommodation. They go where it is to be had, and they are quite willing to pay. This is shown in Florida, where the charges are very high. They must be so, for the

year's profits must be secured in three or four months.

As an illustration of what Mr. Flaglor does in the line of advertising, Mr. Fisher states that he has issued 1,000,000 copies of one attractive book—at a cost of \$50,000.

Speaking generally of Florida, Mr. Fisher says the people now date everything from the time of the "freeze." About five years ago a wave of frosty desolation swept over the northern part of the State. The orange groves were ruined, and as the frost has since been an annual visitant the planters were discouraged. On Indian River some orange groves are seen and the business is being developed, but the only real work of cultivation is now carried on south of the frost belt. The cultivation of pineapples is being developed, and from Palm Beach north for 100 miles plantations are seen on both sides of the railway, some of them covering many acres. As a rule, most of them seem quite young. Many are covered with slats. At Palm Beach Mr. and Mrs. Fisher visited a plantation of nine acres entirely covered with slats. This is done for the double purpose of keeping out the cold of one season and moderating the intense heat of the other. It seems to be necessary to insure a crop of good size and flavor.

On their way north, Mr. and Mrs. Fisher stopped at Charleston, Richmond and Washington. At Richmond, there is a hotel, the Jefferson, erected by Mr. Ginter, of cigarette fame, at a cost of \$1,500,000, and it has proved a great attraction for tourists.

Passing to New York, Mr. Fisher observed that it seems a little strange that a city like the great metropolis, with all its wealth and the vast volume of travel from all parts of the world, bent on business or pleasure, should feel the need of making special effort to bring more people into its borders. If it were possible for any city to stand independently and feel no need of special effort in that direction, it should be New York. And yet, the fact is that, over a year ago, the Merchants' Association of New York was organized, and the secretary told Mr. Fisher that it now has between 2,000 and 3,000 members, chiefly New York business people, who pay an annual fee of \$25, and the efforts of the association are concentrated on diverting travel to New York. They have issued 200,000 copies of one attractive booklet, "Summer Days and Nights in New York," besides other literature, and now have another book in preparation.

Mr. Fisher naturally thinks there is a lesson in all this for the city of St. John.

HORSE HAIR.

Have you any? We buy it.

GEO. ROSSITER & SONS
10-14 Pope Avenue TORONTO

CHARLES E. TALBOT

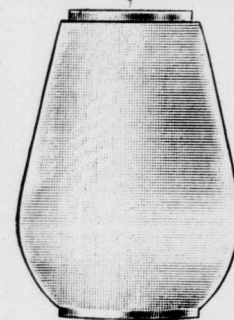
19 Castle St., Liverpool.

General Merchant and Agent.

Agencies undertaken for Canadian manufacturers and produce.

British goods of all kinds supplied.
Correspondence solicited.

ARE YOU USING OUR



Cold Blast
or Jubilee
Globes

Aetna or
Quaker Flint
Chimneys?

Give them a Trial.

THE SYDENHAM GLASS CO.,
of WALLACEBURG, Limited.

CANADA'S CANNED FISH

Sardines, all grades
Oval Kippered Herring
Oval Kippered Haddies
Scallops
Clams
Clam Chowder

Every Tin Guaranteed

Order from your wholesale grocer.

JOHN SEALY, St. John, N. B.

WESTERN Incorporated
1851.
ASSURANCE COMPANY

Fire and Marine

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

Head Office: TORONTO, ONT.

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

THE NATURAL, PURE, UNCOLORED

BLACK AND GREEN TEA

❁❁❁ FROM ❁❁❁



Ceylon

.. AND ..

India

is pronounced by all to be the acme of perfection.

British planters now offer the Canadian public both kinds—black and green.

Keep well stocked with both and your tea department is bound to be a success.

Ogilvie's Hungarian Ogilvie's Glenora....

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

**Superior Quality
Always Good**

We have not a Henry M. Flaglor, but we have the climate in summer and we have better scenery, and other advantages which Florida lacks.

"I notice," said Mr. Fisher, "that the request of the tourist association for a grant has been referred to the new council. I hope they may see their way clear to make a grant to aid the association in its work. Not only that, but I trust mayor and council will do what they can to stimulate in our citizens a greater desire to make the city attractive, keep the streets clean and do all possible to make a favorable impression on all who may visit our city during the coming summer. It has come to be recognized that cities and municipalities must act upon the same general principles as the business man who seeks to enlarge his trade."

INQUIRIES REGARDING CANADIAN PRODUCTS.

The following were among the most recent inquiries concerning Canadian trade received at the Canadian Government office in London, England:

1. An important firm of manufacturers of colors, paints and varnishes, are desirous of being placed in communication with buying agents in Canada.
2. The manufacturers of a special kind of digestible biscuit desire to extend their business, and to include Canada among the countries to which they export.

3. A firm of exporters of provisions, tinned goods, jams, sauces, pickles, chemicals, etc., desire to appoint agents at various points in Canada.

4. A Copenhagen (Denmark) firm ask to be placed in communication with a first-rate exporter of wooden handles from Canada. They are willing to take up any other article suitable for the Scandinavian and Baltic markets, and offer a good reference.

5. A Colombo (Ceylon) firm have mica (in lumps and uncleaned), plumbago, cinnamon oil, cocoanut oil, coir-yarn, etc., for sale, and offer samples and quotations to Canadian buyers.

6. A well-known firm of pyrotechnists offer to furnish catalogues of their manufactures to parties interested.

7. The names of Canadian exporters of carriage wheels are asked for by a Liverpool firm.

8. A Bradford house inquires for the names of seed-crushing firms in Canada.

9. The names of Canadian firms making 3-ply hardwood (i.e., one thick and two thin veneers cemented together) are asked for.

10. The same inquirer wishes to correspond with Canadian lumber merchants who can sell large quantities of sprucewood boxes, planed and unplaned, cut to size and packed in bales.

11. The inventor of a machine for converting peat into hard condensed blocks in 10 hours after digging, and also for converting it into excellent charcoal, is open to sell the rights for Canada, and desires to get into communication with a good firm who would be willing to take the matter up.

12. A firm of good standing, accustomed to receiving products for sale on consignment, also to buying and shipping a great variety of British goods, and for conducting general agency business for colonial houses, are open to act as the English

branch or as London representatives of a Canadian society, institution, firm, or private individual.

13. The names and addresses of the principal soap and candle makers in Canada are asked for.

The names of the firms making the foregoing inquiries can be obtained upon application to the Editor of THE CANADIAN GROCER.

GRAPES FROM CANADA.

Grapes of fine quality have hitherto been "forbidden fruit" to the Briton of limited income, whose acquaintance with them is derived solely from what he sees in the shop windows marked at a price far beyond his means. Perhaps he would occasionally buy the hard green grapes which, packed in sawdust, come in barrels from Spain; but they are so unlike the product of our hot-houses that they may be regarded as very much inferior fruit. Recently, however, some magnificent grapes have been imported from Canada, and we are promised in the near future an abundant supply from that country. The grapes are excellent both in appearance and in quality, and they will be sold at a price within the reach of all. It need hardly be said that their transport to this country is rendered possible by storage in refrigerating chambers on board ship.—Chamber's Journal.

T. Black, grocer and provision dealer, Toronto, has sold out.

IT WILL PAY YOU TO HANDLE

REGISTERED
Bow Park
HAMS

Finest in Quality.
Prices Right.
Drop us a Card for Price List.

REGISTERED
Bow Park
BACON

THE BRANTFORD PACKING CO., Limited,

BRANTFORD, ONT.

DUNN'S PURE MUSTARDS

GIVE UNBOUNDED SATISFACTION.

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

ENGLISH

BICARBONATE OF SODA
CONCENTRATED SAL SODA
AND
SODA CRYSTALS

Crescent



Brand

BRUNNER, MOND & COMPANY, LIMITED

QUALITY ALWAYS THE SAME

BEST and CHEAPEST.

WINN & HOLLAND, MONTREAL, SOLE AGENTS FOR CANADA.

TOURIST TRAVEL IN NEW BRUNSWICK.

THE people in New Brunswick are only just awakening to the possibilities of tourist travel. All over our Province are seen evidences of this awakening. Better roads, improved traveling facilities and modern hotels are demanded. Our people are beginning to realize that we have the natural attractions for the summer guests, but that we are extremely deficient in those accommodations for reaching and enjoying our beautiful scenery and salubrious climate which are essential before we can hope to have many tourist visitors.

Our hotels are lacking in many of those essential qualities and conveniences which make them attractive, or even tolerable, to the average money-spending tourist. Other places have put up large and modern summer hotels, and have found them paying investments, and not only for the hotels, but also for the places where they are located.

Then, the steamboat service on the St. John river is not what it should be, and what is necessary, if we are to annually have a large influx of tourist travel. Summer visitors speak of the lack, in this part of New Brunswick, of the conveniences of travel and the pleasures of sojourn to be found in other places—in Maine, for instance.

While our tourist associations can do much to make the natural beauties and attractions of our Province known to the prospective visitor, we cannot hope for a permanent and profitable tide of tourist travel until our steamer services and hotel accommodations are modernized and considerably improved.—Gleaner, Fredericton, N.B.

SOME MORAL COURAGE THAT WON

BUSINESS has no use for moral cowards. It has no use for men without backbone. It has no use for men who do right only when it carries no risk with it.

What it wants are men who, in point of courage, stand six feet high in their moral stocking feet, and can look opposition straight in the eye without flinching.

Business does not care what our physical proportions may be. It doesn't grade us by our chest measurement or the size of our biceps; it doesn't even mind if we are dyspeptic, although it prefers we should not be. But, if we can't come up the standards of moral courage, there's no legitimate business under the sun that will give us the best that is in it. We'll get the small end every time.

The moral courage demanded of us is to stand firm in what we believe to be right and necessary, no matter what our competitors are doing, and no matter what risks are entailed. It means that, after we have hoisted our colors to the top of the mast, we are not to stand with our hand on the ropes ready to haul down at the first high wind; we are to tie the ropes with double knots, nail the colors to the masts if necessary, and go about our business unflinchingly.

The advance in prices has required just such courage as this from our managers and representatives. The situation demanded men of decision and iron will. There was plenty of high wind to make less resolute men furl their colors, and plenty of risk to discourage them. But opposition always strengthens the backbone of the right kind of men.

The indomitable spirit that not only held its own, but made such splendid gains for the company, in the face of the necessary advance, deserves the heartiest commendation from all of us who could not help in the fight, yet who shared its benefits. The firmness and invincible energy we have been witnessing ever since last August are things to be proud of. They show the sort of stuff our management and representatives are made of. The record is magnificent.

There is a lesson in it that we who were not "at the front" should let sink deep into our lives. It is this: Success is possible in spite of the greatest obstacles, if we set our hearts and wills to the work in earnest and unflinchingly.—H.D.S., in The Chameleon.

SHOP WISDOM.

The best goods bring best profit to both buyer and seller.

When we buy wrongly we don't pass the mistake on.

We ask you to point out any mistake or inattention.

Our profit comes when we buy—yours when we sell.

The glad customer is loquacious, and brings another.

The story of a bargain is told far and wide.

No last year's birds' nests on our shelves. A store that doesn't please doesn't profit. Your questions often help us.

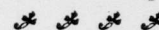
Advertising that talks big and lacks performance is money wasted.

Impossible pretensions make the currency of fakirs.

Cash-bought and cash-sold goods help all concerned in them.—Fame.

SMOKING

TOBACCO

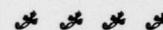


POPULARITY is the proof of merit, and no brand of tobacco has ever achieved popularity so quickly as

EMPIRE

-- IN --

5, 10, AND 15 CENT PLUGS.

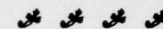


EMPIRE costs you only 36 cents, and pays a good profit.

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

Granby, Que.



CARR & CO'S BISCUITS

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

We will bring you out assorted cases.

Dominion Agents:

Frank Magor & Co.,
16 St John St., Montreal.

For British Columbia:

C. E. JARVIS & CO.,
Vancouver, B.C.

SOUTHWELL'S

Jams,
Jellies and
Marmalades

ARE ALL RIGHT.



They are sound, ripe fruit, and manufactured expressly for export.

SPECIAL QUOTATIONS FOR A ROUND LOT.

APPLY—

FRANK MAGOR & CO.

16 St. John St., MONTREAL.

Current Market Quotations for Proprietary Articles

May 3, 1900.

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.

PURE GOLD.	
3 oz. cans, 4 and 6 doz. in case	88
4 oz. cans, 4 and 6 doz. in case	95
6 oz. cans, 2 and 4 doz. in case	1 40
8 oz. cans, 2 and 4 doz. in case	1 80
12 oz. cans, 2 and 4 doz. in case	2 70
16 oz. cans, 2 and 4 doz. in case	3 60
2 1/2 lb. cans, 1 and 2 doz. in case	9 00
4 lb. cans, 1 doz. in case	14 40
5 lb. cans, 1 doz. in case	18 00
Cook's Friend—	
Size 1, in 2 and 4 doz. boxes	\$ 2 40
" 10, in 4 doz. boxes	2 10
" 2, in 6 "	80
" 12, in 6 "	70
" 3, in 4 "	45
Pound tins, 3 doz. in case	3 00
oz. tins, 3 "	2 40
oz. tins, 4 "	1 10
lb. tins, 1/2 "	14 00
Diamond—	
1 lb. tins, 2 doz. in case	per doz 2 00
1/2 lb. tins, 3 "	1 25
3/4 lb. tins, 4 "	0 75
JERSEY CREAM BAKING POWDER	
Size, 5 doz. in case	40
size, 4 doz. in case	75
1/2 size, 3 doz. in case	1 25
1 " 2 " " "	2 25
OCEAN WAVE BAKING POWDER.	
per doz	
No. 10, 5-ounce Cans, round or square, 4 doz. in case	\$0 75
1/2-lb. Cans, round only 3 doz. in case	1 20
14-oz. Cans, round only 2 doz. in case	1 80
16-oz. Cans, round only 2 doz. in case	2 00
3-lb. Cans, round only, 1/2 and 1 doz. cases	5 75
5-lb. Cans, round only, 1/2 and 1 doz. cases	9 00



BLACKING

P. G. FRENCH BLACKING	
per gross	
No. 4, 1/4 grs. bxs.	\$4 00
" 6, 1/4 " "	4 50
" 8, 1/4 " "	7 50
" 10, 1/4 " "	8 25
" 10, Jet Enamel.	8 25
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
SHOE POLISH.	
HENRI JONAS & CO.	
Per gross	
Jonas'	\$9 00
Froments	7 50
Military dressing	24 00
BLUE.	
Keen's Oxford, per lb.	\$0 17
In 10 box lots or case	0 16
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16
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.	
CORN BROOMS	
BOECKH BROS. & COMPANY	
doz. net	
Bamboo Handles, A, 4 strings	
" " B, 4 strings	
" " C, 3 strings	
" " D, 3 strings	
" " F, 3 strings	
" " G, 3 strings	
" " I, 3 strings	
BISCUITS.	
PEEK, FREN & CO.	
Metropolitan mixed	40 lb. tins 10c.
Florence Wafers	8 lb. tins 36c.
Venice Wafers	8 lb. tins 36c.
Florence Wafers	Small tins \$3.70 per doz
CARR & CO., LIMITED.	
Frank Magor & Co., Agents.	
Cafe Noir	0 15
Ensign	0 12 1/2
Metropolitan mixed	0 09
Special price list of Fancy Tins for Xmas trade and other lines on application.	

CANNED GOODS.

MUSHROOMS.	
HENRI JONAS & CO.	
Mushrooms, Rionel	\$14 75
" 1st choice Duthell	17 50
" 1st choice Lenoir	18 50
extra Lenoir	20 00
Per case, 100 tins.	
FRENCH PEAS—DELORY'S.	
HENRI JONAS & CO.	
Moyen's No. 2	\$9 00
" No. 1	10 50
1/2 Fins.	12 50
Fins	14 00
Trea fins	15 00
Extra fins	16 50
Sur extra fins	18 00
FRENCH SARDINES.	
HENRI JONAS & CO.	
1/4 Trefavennes	\$9 00
1/4 Rolland	9 50
1/4 Delory	10 50
1/4 Club Alps	11 50
CHOCOLATES & COCOAS.	
Epps's cocoa, case of 14 lbs., per lb.	0 35
Smaller quantities.	0 37 1/2
CADBURRY'S.	
Frank Magor & Co., Agents.	
per doz	
Cocoa essence, 3 oz. packages	\$1 65
Mexican chocolate, 1/2 and 1/4 lb. pkgs.	0 40
Rock Chocolate, loose	0 40
" 1-lb. tins	0 42
Nibs, 11-lb. tins	0 35 1/2
TODD HUNTER, MITCHELL & CO.'S.	
per lb.	
Chocolate—	
French, 1/4 s—6 and 12 lbs.	0 30
Caracas, 1/4 s—6 and 12 lbs.	0 35
Premium, 1/4 s—6 and 12 lbs.	0 30
Sante, 1/4 s—6 and 12 lbs.	0 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—	
FRY'S.	
per lb.	
Caracas, 1/4 s, 6-lb. boxes	0 42
Vanilla, 1/4 s	0 42
" Gold Medal Sweet, 1/4 s, 6 lb. bxs.	0 29
Pure, unsweetened, 1/4 s, 6 lb. bxs.	0 42
Fry's "Diamond", 1/4 s, 14 lb. bxs.	0 24
Fry's "Monogram", 1/4 s, 14 lb. bxs.	0 24
Cocoa—	
per doz.	
Concentrated, 1/4 s, 1 doz. in box	2 40
" 1/2 s	4 50
" 1 lb.	8 25
Homeopathic, 1/4 s, 14 lb. boxes	
1/2 lbs. 12 lb. boxes	
JOHN P. MOTT & CO.'S.	
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 Caracas 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 40
Mott's Confectionery Chocolate	0 21
Mott's Sweet Chocolate Liquors	0 19
COWAN COCOA AND CHOCOLATE CO.	
Hygienic Cocoa, 1/2 lb. tins, per doz.	\$3 75
Cocoa Essence, 1/2 lb. tins, per doz.	2 25
Soluble Cocoa, No. 1 bulk, per doz.	0 20
Diamond Chocolate, 12 lb. boxes	0 25
Royal Navy Chocolate, 12 lb. boxes	0 30
Mexican Vanilla Chocolate, 12 lb. bxs	35
OHEENE.	
per doz.	
Imperial—Large size jars	\$8 25
Medium size jars	4 50
Small size jars	2 40
Individual size jars	1 00
Imperial Holder—Large size	18 00
Medium size	15 00
Small size	12 00
COFFEE.	
JAMES TURNER & CO.	
per lb.	
Mecca	0 32
Damascus	0 35
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12 1/2

42 Years.

42 years is a long time to maintain one position in the Starch business in Canada, namely—at the head. During that time competition has invited a lowering of prices at the expense of quality, but we believed then, and believe now, that "quality" in Starch, as in everything else, is the corner-stone of a successful business.

We have kept abreast of the times. We have always tried to improve even on our best efforts of the past.

"Edwardsburg"

and "Benson" are so closely identified with the Starch business of Canada that the names have become household words. It is your privilege, of course, to experiment with "new things," but it costs money and loses trade for you. The housekeepers of Canada have confidence in the names "Edwardsburg" and "Benson"—42 years have proved it with

Benson's Prepared Corn and Edwardsburg Silver Gloss Starch.

Edwardsburg Starch Co., Limited,

Cardinal, Ont. ESTABLISHED 1858. Montreal, Que.

TODHUNTER MITCHELL & CO.'S

Excelsior Blend.....	0 32
Jersey ".....	0 29
Rajah ".....	0 20
Old Government Java.....	0 28 0 30
Maracaibo.....	0 18 0 20
West India.....	0 16 0 18
Rio, choice.....	0 12

CLOTHES PINS.
BROCKH BROS. & CO.

Clothes Pins (full count), 5 gross in case, per case.....	0 75
4 doz. packages (12 to a case).....	0 90
6 doz. packages (12 to a case).....	1 20

EXTRACTS.
Crown Brand (Greig Mfg. Co.)—

1 oz. Bottle, per doz.....	0 90
2 1/2 " " " " " " " ".....	1 50
2 " " " " " " " ".....	2 00
4 " " " " " " " ".....	3 00
8 " " " " " " " ".....	6 00
4 " " " " " " " ".....	4 00
8 " " " " " " " ".....	6 00

P. G. FLAVORING EXTRACTS

8 oz. Glass Stopper bott.....	\$6 00
4 oz. " " " " " " " ".....	4 00
8 oz. Plain bottles.....	5 00
4 oz. " " " " " " " ".....	3 00
2 1/2 oz. Cabinet bottles.....	2 00
2 oz. Bottles.....	1 80
1 oz. " " " " " " " ".....	1 20
Per gallon.....	7 00
Per pound.....	1 00

HENRI JONAS & CO.

1 oz. London Extracts.....	Per gross \$6 00
1 oz. " " (no corkscrews).....	5 50
2 oz. " " " " " " " ".....	9 00
1 oz. Spruce essence.....	6 00
2 oz. " " " " " " " ".....	9 00
2 oz. Anchor extracts.....	12 00
4 oz. " " " " " " " ".....	21 00
8 oz. " " " " " " " ".....	36 00
1 lb. " " " " " " " ".....	70 00
1 oz. Flat " " " " " " " ".....	9 00
2 oz. " " " " " " " ".....	18 00
4 oz. Square " " " " " " " ".....	21 00
8 oz. " " " " " " " ".....	36 00
8 oz. " " " " " " " ".....	72 00
4 oz. " " glass stop extracts.....	Per doz 3 50
8 oz. " " " " " " " ".....	7 00
2 1/2 oz. Round quintessence extracts.....	2 00
4 oz. Jockey decanters.....	3 50

FOOD.

Robinson's Patent Barley, 1/2 lb. tins.....	1 25
" " " " 1 lb. tins.....	2 25
" " " " Groats, 1/2 lb. tins.....	1 25
" " " " 1 lb. tins.....	2 25

INDURATED FIBRE WARE.
THE E. B. EDDY CO.

1/2 pail, 6 qt.....	\$3 35
Star Standard, 12 qt.....	3 80
Milk, 14 qt.....	4 75
Round-bottomed fire pail, 14 qt.....	4 75
Tubs, No. 1.....	13 30
" " 2.....	11 40
" " 3.....	9 50
Fibre Butter Tubs (30 lbs).....	3 80
Nests of 3.....	2 85
Keelers No. 4.....	8 00
" " 5.....	7 00
" " 6.....	6 00
" " 7.....	5 00
Milk Pans.....	2 65
Wash Basins, flat bottoms.....	2 50
" " " " round bottoms.....	2 50
Handy Dish.....	17 00
Water Closet Tanks.....	6 20
Dish Pan, No. 1.....	6 20
" " 2.....	6 20
Barrel Covers and Trays.....	4 75
Railroad or Factory Pails.....	4 75

JAMS AND JELLIES.
SOUTHWELL'S GOODS. per doz.
Frank Magor & Co., Agents.

Orange Marmalade.....	1 50
Clear Jelly Marmalade.....	1 80
Strawberry W. F. Jam.....	2 90
Raspberry " " " ".....	2 00
Apricot " " " ".....	1 75
Black Currant " " " ".....	1 85
Other Jams, W. F. " ".....	1 55
Red Currant Jelly.....	2 75

P. G. JELLY POWDER.
Raspberry, strawberry, orange, lemon, vanilla, pineapple, cherry, calves foot and grape fruit, doz. cases, 50c. per doz.

P. G. ICINGS.
Chocolate 2 doz. cases \$1.25 per doz.
Lemon, white, pink, canary and Kerneline 2 doz. cases, \$1.00 per doz.

T. UPTON & CO.

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

LICORICE.
YOUNG & SMYLLIE'S LIST.

5-lb. boxes, wood or paper, per lb.....	\$0 40
Fancy boxes (36 or 50 sticks) per box.....	1 25
" Ringed" 5 lb. boxes, per lb.....	0 40
"Acme" Pellets, 5 lb. cans, per can.....	2 00
"Acme" Pellets, fancy boxes (40) per box.....	1 50
Tar, Licorice and Tolu Wafers, 5 lb. cans, per can.....	2 00
Licorice Lozenges, 5 lb. glass jars.....	1 75
" " " " 5 lb. cans.....	1 50
"Purity" Licorice, 200 sticks.....	1 45
Dulce, large cent sticks, 100 in box.....	0 75

MUSTARD.
COLMAN'S OR KEEN'S.

D. S. F., 1/4 lb. tins, per doz.....	\$1 40
" " 1/2 lb. tins, " ".....	2 50
" " 1 lb. tins, " ".....	5 00
Durham, 4 lb. jars, per jar.....	0 75
" " 1 lb. " " " ".....	0 25
F. D., 1/4 lb. tins, per doz.....	0 85
" " 1/2 lb. tins, " ".....	1 45

FRENCH MUSTARD
Crown Brand—(Greig Mfg. Co.) per gross

Pony size.....	\$7 50	Beer Mug.....	18 20
Small Med.....	7 50	Tumbler.....	11 50
Medium.....	10 80	Cream Jug.....	21 00
Large.....	12 00	Sugar Bowl.....	22 00
Spoon.....	18 00	Caddy.....	28 00

BAYLE'S PREPARED MUSTARDS.

Horseradish.....	1/2-lb. jars	1-lb. jars
English Sandwich.....	per doz., \$1 20	\$1 75
Mustard (with fine herbs).....	1 20	1 75
Packed in our self-sealing half and one-pound jars, two dozen in a case.		

English Sandwich Mustard, Mustard (with fine herbs)—

Bbls. Half 10-gal. 5-gal. 1-gal.	
50c. 55c. 60c. 65c. 70c.	
Kegs. Jugs.	

JONAS' FRENCH MUSTARDS.
HENRI JONAS & Co. Per gross.

Pony size.....	\$7 50
Imperial, medium.....	9 00
Imperial, large.....	12 00
Tumblers.....	12 00
Mugs.....	13 20
Pint jars.....	18 00
Quart jars.....	24 00

MINCE MEAT.
Wetthey's Condensed, per gross, net \$11 00 per case of 3 doz., net.... 2 70

ORANGE MARMALADE.
T. UPTON & CO.

1-lb. glass jars, 2 doz. case, per doz.....	\$1 00
7-lb. pails, 6 pails in crate, per lb.....	0 07 1/2
Silver Pan, 1-lb. fancy glass jars, 2 doz. in case, per doz.....	1 30

PICKLES---STEPHENS'
A. P. TIPPET & CO., AGENTS.

Patent stoppers (pints), per doz.....	2 30
Corked (pints), " ".....	1 90

SODA.—COW BRAND
DWIGHT'S SODA

Case of 1 lbs. (containing 60 pkgs.) per box, \$3.00	
Case of 1/2 lbs. (containing 120 pkgs.) per box, \$3.00	
Case of 1 lb. and 1/2 lbs. (containing 30 packages) per box, \$3.00	

Case of 5c. pkgs (containing 96 pkgs), per box, \$3.00.

"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.
GUELPH, ONT.

2,000 DOZEN Cull or Berry PAILS

Made by
THE WM. CANE & SONS MFG. CO.,
OF NEWMARKET, LIMITED,
Exceedingly Low Prices.
Write for particulars to
BOECKH BROS. & COMPANY
Toronto, Ont.

DON'T PAY FREIGHT ON WATER

CONCENTRATED GRAPE WINE VINEGAR, best and most economical Vinegar made. One gallon Concentrated makes 25/27 gallons Standard Vinegar—Great saving in weight and freight. Write for sample.

Agents—

SEYLER, SANDERSON & CO.
28 Wellington St. West, **TORONTO**

Agents for **HEINRICH FRANCK SOHNE & CO.**
German Chicory, Coffee, Extracts and Essences
LUDWIGSBURG, GERMANY. FLUSHING, N.Y.

BUSINESS NEWS

of any kind that is of value to business men supplied by our Bureau. We can give you market quotations from any town in Canada, reports from the city markets, stock quotations, etc. You can get commercial news from any Canadian paper through us.

Write us, giving us particulars of what you want and where you want it from, and we will quote you prices by return.

"Clippings from any Canadian paper on any subject."

CANADIAN PRESS CLIPPING BUREAU,

505 Board of Trade Bldg., MONTREAL, QUE.
Telephone Main 1255.

26 Front St. West, Toronto. Telephone 2148.

IN FRENCH CANADA



the farmer's wife has inherited the French love of good cooking, and, since it has been placed on that market,

DWIGHT'S COW BRAND SODA

has commanded a ready sale. There, as in the other Provinces, it is displacing all other baking soda. Are **YOU** pushing its sale?

John Dwight & Co., 34 Yonge St., Toronto.
Victoria, B.C. Halifax, N.S. St. John, N.B. Quebec, P.Q.
St. John's, Nfld.

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

"QUEEN CITY" TABLETS

**WASHING
MADE
EASY...**

For sale by Grocers, Druggists, and General Stores.

Half the labor in half the time, and no rubbing to wear out the clothes, better and cleaner washing with a soft smooth finish that makes ironing easier, and the articles keep clean and wear longer.

QUEEN CITY OIL COMPANY, Limited

SAMUEL ROGERS, President.

TORONTO, ONT.

BANANAS. | ORANGES.

With a little moderate weather Bananas will move freely; we are just commencing another season and will handle the best grown. The trade can depend upon getting Fancy Ripe Bananas from us.

Big sellers just now; car of extra Fancy Navels from Arlington Heights Fruit Co. in stock—as fine fruit as any grown.

Also arriving this week, car of Fancy Valencias, Ordinary 420's and Jumbo 420's. Prices right on all we handle.

HUGH WALKER & SON,

Wholesale Fruits,

GUELPH, ONT.

WHEAT MARROW

**SATISFYING FULLY, RECUPERATING QUICKLY,
DIGESTING EASILY.**

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

Manufactured by

THE EXPRESS ROLLER MILLS

WM. MACK, Proprietor.

CORNWALL, ONT.

SOAP



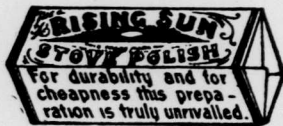
Gloria Soap, per gross 12 00
Straw Hat Polish, per gross 10 20



A. P. TIPPETT & CO.,
MAYPOLE SOAP
WASHES & DYES

Maypole Soap, colors 1 box and less than 5
per gross, \$10.20 black, 5 boxes and upward 4 00
per gross, \$15.30
Ortolie Soap, per gross, \$10.20,
5 box lots

STOVE POLISH.



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



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

STARCH.

EDWARDSBURG STARCH CO., LTD.
Laundry Starches— per lb
No. 1 White or Blue, 4-lb. cartons 0 05 1/2
No. 2 " " 3-lb. " 0 05 1/4
Canada Laundry " " " 0 04 1/4
Silver Gloss, 6-lb. draw-lid boxes 0 07
Silver Gloss, 6-lb. tin canisters... 0 07
Edwards'g Silver Gloss, 1-lb. pkg. 0 07
Kegs Silver Gloss, large crystals 0 06
Benson's Satin, 1-lb. cartons..... 0 07 1/2
No. 1 White, bbls. and kegs..... 0 04 1/2
Benson's Enamel, per box..... 3 00

Culinary Starch—

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

Rice Starch—

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



KINGSFORD'S OSWEGO STARCH.
SILVER { 40-lb. boxes, 1-lb. pkgs., 0 08
6-lb. boxes, sliding covers
GLOSS { (12-lb. boxes each crate) 0 08 1/2
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 07 1/2
ONTARIO } 38-lb. to 45-lb. boxes,
STARCH } 6 bundles 0 06
STARCH IN } Silver Gloss..... 0 07 1/2
BARRELS } Pure 0 06 1/2



TEAS.

SALADA CEYLON.

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



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

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

CROWN BRAND

Wholesale Retail
Red Label, 1-lb. and 1/2's..... 0 35 0 50
Blue Label, 1-lb. and 1/2's..... 0 28 0 40
Green Label, 1-lb..... 0 19 0 25
Green Label, 1/2's..... 0 20 0 25
Japan, 1's..... 0 19 0 25



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



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

Blue Label, 1's..... 0 18 1/2 0 25
Blue Label, 1/2's..... 0 19 0 25
Orange Label, 1s and 1/2's..... 0 21 0 30
Brown Label, 1s and 1/2's..... 0 28 0 40
Brown Label, 1/4's..... 0 30 0 40
Green Label, 1s and 1/2's..... 0 35 0 50
Red Label, 1/2's..... 0 40 0 50

TOBACCO.

EMPIRE TOBACCO CO.

Smoking—Empire, 3's, 4 1/2 and 9's.... 0 36
Royal Oak, 2 x 3, Solace, 8s..... 0 52
Something Good, 7s..... 0 53
Louise, 2 x 3, 14s..... 0 54
Chewing Currency 13 3/4 oz. bars, 9s... 0 39
Patriot, 2 x 6, Navy 5s..... 0 41
Old Fox, Narrow 12s..... 0 44
Free Trade, 8s..... 0 44
Snowshoe, 10 1/2 oz. bars, 8s..... 0 44
Snowshoe, pound bars, 6s..... 0 44

WOODENWARE.

THE E. B. EDDY CO. per doz

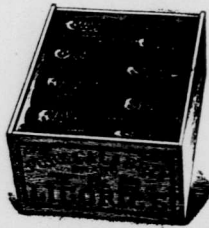
Washboards, X..... 1 70
" " XX..... 1 90
" " Waverly..... 2 10
" " Planet..... 2 00
" " Special Globe..... 2 10
" " Solid Back Globe..... 2 20
" " Electric Duplex..... 3 00

Matches— 5-Case Single
Lots Case
Telegraph..... \$3 70 \$3 90
Telephone..... 3 55 3 75
Tiger..... 3 45 3 65
Telephone (1/2-gross)..... 3 70 3 90
Empire, (slide box)..... 2 50 2 60
Safety, Capital..... 3 00 3 10
Parlor, Eagle, 200 s..... 1 50 1 60
" " 100 s..... 1 70 1 80
" " Victoria..... 2 75 2 85
" " Little Comet..... 2 00 2 10
Flamers..... 2 60 2 70
" (wax stems)..... 3 70 3 80

BOECKH BROS. & COMPANY.

Washboards Leader Globe..... 1 65
" Improved Globe..... 1 70
" Standard Globe..... 1 80
" Solid Back Globe..... 1 90
" Jubilee (perforated)..... 2 45
" Crown..... 1 50
" F.o.b. Toronto.
Matches, Kodak, per case (10 gross
in case)..... 3 50

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.

You can't be deceived,

about YARDLEY'S TRANSPARENT SOAP, if you take the precaution to look for the letter "Y."

Each tablet is, by a patent process, branded indelibly all the way through with letter "Y" and it is impossible to obliterate it during use. Pass this information on to your customers.

It is THE PUREST AND BEST IT IS POSSIBLE TO MAKE. "Y"

YARDLEY & CO'S
Agents

GREIG MFG. CO.
Montreal.

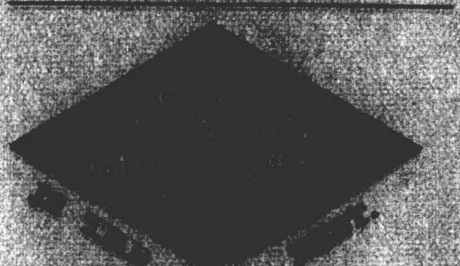
Here's your
safeguard



TANGLE FOOT
FLY PAPER



Since the fly is so small and cunning, it is catching the sticky foot in its crawling, thus preventing the spread of contagion.
Long lasting, it kills insects.
The O. & W. Thom Co., Mfrs.
Grand Rapids, Mich., U.S.A.



ASK FOR
MOTT'S

BUY
Star Brand

**COTTON
CLOTHES
LINES**

**COTTON
TWINE**

See that you get the best
See that you get the best

Fine JAPAN RICES

JAPAN BLACK
JAPAN NIKADO
POLISHED CRYSTAL
SNOW JAPAN
JAPAN ICE DRIPS

MOUNT ROYAL MILLS BRANDS

D. W. HOWE CO'Y., AGENTS
MONTREAL.

ADVERTISING in WESTERN CANADA
will be Carefully, Efficiently, and Promptly
attended to by

The Roberts Advertising Agency,
WINNIPEG, CANADA.

DOX'S GELATINE Always
Trustworthy
ESTABLISHED 1735.

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

EPPS'S

GRATEFUL.
COMFORTING.

IN LABELLED TINS. 14-LB. BOXES.

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

THE MOST
NUTRITIOUS.

COCOA

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

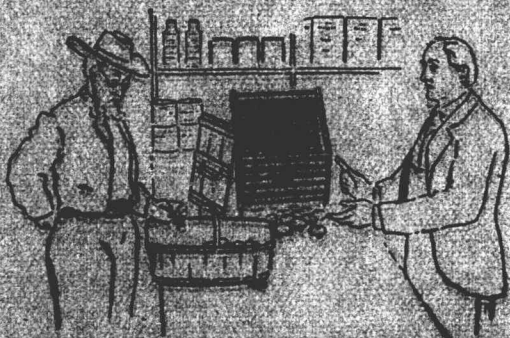
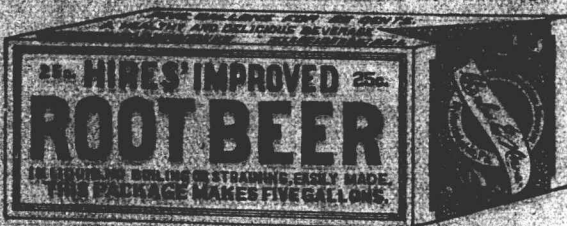
HIRES ROOTBEER is a tonic as well
as a beverage.

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

All Wholesalers keep it.

W. P. DOWNEY

Sole Canadian Agent
20-22 St. Peter Street, MONTREAL



The
**Humpty
Dumpty**
Folding...
Egg Crate.

THE BEST BARRIER ON THE MARKET. Disappointment and loss through breakage and
damaged contents avoided. CHEAP, LIGHT, DURABLE. Unequalled for Farmers' use. Sold
to the trade only. If your dealer does not keep them, write us for information.

The Dowswell Manufacturing Co., Limited, Hamilton.

W. L. Holdiman & Son, Montreal, Eastern Agents.

McLAREN'S



The Best Grocers make
a point of Keeping it
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