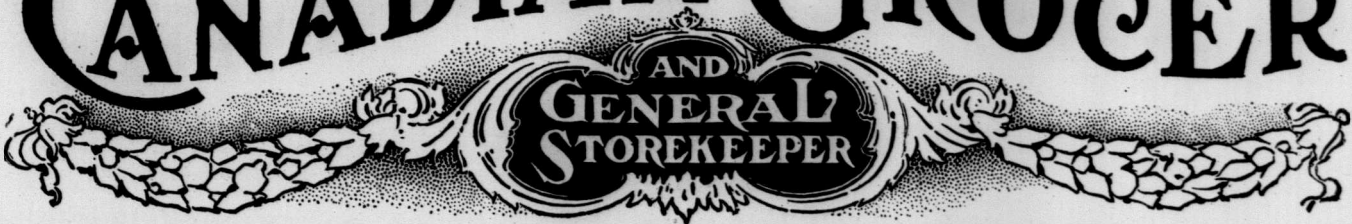


PUBLISHED EVERY  
FRIDAY

THE

CIRCULATES IN  
EVERY PROVINCE

# CANADIAN GROCER



QUALITY..

When a salesman talks price to you  
Ask him about **QUALITY**

When he talks quantity . . .  
Ask him about **QUALITY**

When he talks merit to you . . .  
Ask him about **QUALITY**

That's the \_\_\_\_\_  
**STRONG POINT**  
in  
**Colman's Mustard**

## CARR & CO'S

CELEBRATED



# CAFE NOIR BISCUIT

(The Original and Genuine)

We carry it in stock and we can Sample your trade. Send in a list of customers.

## FRANK MAGOR & CO.,

Agents for the Dominion.

16 St. John Street, MONTREAL

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



# GREASY CANDLES

Smelly Oil Lamps,  
Poor Electricity or Flickering Gas?

Isn't it about time to make  
a change and

GET more Light  
For . . .  
Less Money?

Get 100 Candle  
Power  
for 50c. a month.

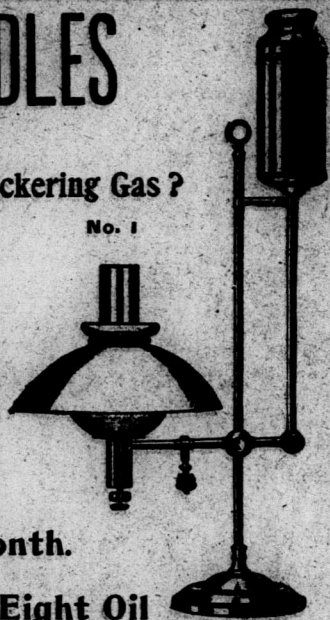
GET the Light of Eight Oil  
Lamps for the cost of Two.

GET AN **AUER GASOLINE LAMP.**  
*Your money back if you don't like it.*

Write for Catalogue . . .

**AUER LIGHT CO.**

E. Simpson & Co., Moose Jaw, 1682 NOTRE DAME ST. MONTREAL  
Agents for the Territories.



Good Profits and Many Friends

ARE MADE FROM SELLING

**Millar's Paragon  
Cheese.**

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

INGERSOLL, ONT.

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

**COLEMAN'S**

Established 1868.

**SALT**

"Educate your customers in regard to quality."

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

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

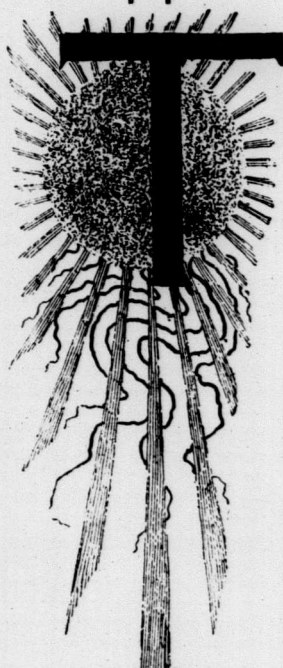
**RICE'S**

Address:

R. & J. RANSFORD  
Clinton, Ont.

**SALT**





## The Woman, "The Power."

There is no question about it, a woman can make or mar your success. Here and there you will find a woman who does not criticize the food served at the table of her friends, but such cases are rare. And a woman is very quick to ask her friends for information when some *particular* article of food tickles her palate.

You look to the woman for your orders and why should you be "a penny wise and a pound foolish" by recommending quality in Dried Fruits that is only "just fair" when you can sell the

### "Griffin" Brand Dried Fruits

and be absolutely sure that you are serving the very best there is or can be in Prunes, Seeded Raisins, Dried Apricots, Peaches and Pears?

The "Griffin" Brand is grown, cured and packed in one of the largest Vineyards on the Pacific Coast. From the moment the "Griffin" Brand leaves the Vineyards until it reaches your own hands it is absolutely untampered with—*you get it in the original package always.*

Remember the harm a woman's tongue can do and from now on be safe—sell her the highest quality in Dried Fruits and she'll buy other necessities at your store.

**A. P. TIPPET & CO., Agts.,**

8 Place Royale,  
MONTREAL.

23 Scott Street,  
TORONTO.



**EXTRACTS  
THAT MEET  
THE  
REQUIREMENTS**

of the cook and housewife are the safest and surest for the dealer to sell. Doubtless many ladies coming to your store for a bottle of flavoring extract do not name any particular brand, but merely say: "I want a bottle of flavoring extract." Here is a splendid opportunity to recommend extracts that will give entire satisfaction and at the same time bring you a good profit, namely,

# Jonas' Flavoring Extracts.

Remember, HIGH QUALITY wins trade, and the strength, purity and richness of these extracts goes such a long way in the production of delicious and dainty cooking that your suggestion would be appreciated in a most practical manner, viz., promoting the sale of your other goods. When a woman requires an extract she can rely on—which won't spoil a baking—JONAS' will meet her requirements every time.

**WE MANUFACTURE ANY FLAVOR REQUIRED.**

## What's the use

of your customers using dressings for their shoes that are injurious to the leather, when they can get such a high class article as **JONAS' MILITARY DRESSING**? If they are not already acquainted with its merits, don't delay drawing their attention to it. How is your supply?

**HENRI JONAS & CO., MONTREAL.**



## Six Months!

When I say that I will assume every cent's worth of risk on an order of an assortment of my cigars, I mean every word of it. Think of what I offer to do—take the cigars back from you and refund your money at any time during the six months' period after you get the cigars, if you find that the cigars do not sell.

I will keep my word to do this. I promise only what I can fulfil. If you doubt it, ask the publishers of "The Canadian Grocer" about my business methods. Name the price you want to pay and let me make up an assortment of a thousand for you to day. Trust to my judgment on the matter. You have "six months" in which to test

### Payne's Cigars.

J. BRUCE PAYNE, MFR.,  
GRANBY, QUE.

## "STERLING" GOODS FOR SUMMER TRADE.

Here is a list that every grocer should note, and be sure that his shelves are well stocked. Everything bears the brand "STERLING"—a guarantee of best quality goods:

- LIME FRUIT JUICE.
- LIME JUICE CORDIAL.
- RASPBERRY VINEGAR.
- "STERLING" PICKLES.
- "STERLING" RELISHES.
- "STERLING" JELLIES.
- "STERLING" MARMALADES.

The picnic and outing season means a large demand for all of these goods.

## T. A. LYTLE & CO.

124-128 Richmond St. West,

-Ask your Wholesaler  
-for Quotations.

.....TORONTO.

## The Other Kind

Your customers have been asking about those PAN-DRIED Oats made by Tillson, which they see advertised and you have made up your mind to send an order in to prove their merit, when a representative of "the other kind" comes along. "I admit," he says, "that Tillson's Rolled Oats have a great name, but there is another kind a little cheaper and I think them just as good." At last he persuades you to take the other brand and another chance has slipped by to give your customers the satisfaction of using the Rolled Oats, which have no equal for flavor and cleanliness.

You know why he pressed the sale of the other kind—  
Next time send your order in direct and we are confident  
that one trial will convince you that the only kind is . . .

**Tillson's  
Pan-Dried**

THE TILLSON CO.'Y, Limited,  
Tilsonburg, Ont.



The Eby, Blain Co.  
Toronto Limited

H. P. Eckardt & Co.  
Toronto

Some  
Leading  
Merchants  
of  
Green  
Ceylon Teas

Macpherson, Glassco  
& Co.  
Hamilton

Lucas, Steele & Bristol  
Hamilton

Geo. Robertson & Sons  
Kingston

Geo. Foster & Sons  
Brantford

Ed. Daley & Co.  
London, Ont.

SEND FOR SAMPLES AND QUOTATIONS.



**GILLETT'S  
CREAM  
TARTAR**

Highest Strength  
and Absolutely Pure.

Costs no more than the poor  
adulterated kind and will  
please your trade much better.

GILLETT'S CHEMICAL WORKS

London,      Toronto,      Chicago  
Eng.            Ont.            Ill.

**Comparison**

Courted by us—shunned by others.

We would like you to put our

**IVORY GLOSS STARCH**

beside any and all of the other starches you  
have handled, and try it fairly and squarely.  
Apply any test you like, and, if our starch  
does not prove itself to be of superior quality  
to the others, we want to know about it.

When we recommend it to you as the  
best on the market, we believe every word  
we say of it.

**St. Lawrence Starch Co.,**

MANUFACTURERS, Limited  
PORT CREDIT, ONT.

**IMPERIAL BRAND  
MAPLE SYRUP**



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

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

ROSE & LAFLAMME, Selling Agents, MONTREAL.

**Symington's**

**"Edinburgh"  
Coffee  
Essence**

Is the Purest and therefore Best and Cheapest!

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

ANYONE CAN DRINK IT.

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

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



# High-Grade Ceylons

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

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

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



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

The most popular in Canada.

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



**THE SAUCIEST OF SAUCES.**

**PATERSON'S**  
Possesses a  
eculiar  
iquancy, and is more  
generally used than other

**SAUCES.**

*Paterson's Wor'ster Sauce  
is the best value on  
the Market.*

PREPARED BY—

**R. PATERSON & SONS, GLASGOW.**

*Manufacturers of the celebrated  
"PATERSON'S CAMP COFFEE ESSENCE,"  
and "PATERSON'S 'EUREKA' PICKLES."*

Agents—

**ROSE & LAFLAMME, MONTREAL.**



**Batty & Co.**

ESTABLISHED 1894.

LONDON.



OLIVES  
AND  
PURE  
OLIVE  
OILS.



INDIAN  
CURRIES  
AND  
CHUTNIES.

Makers of High-class

**PICKLES**  
OF  
ALL KINDS.



**SAUCES**  
OF  
ALL KINDS.



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

PUBLISHED EVERY FRIDAY

THE

CIRCULATES IN EVERY PROVINCE

# CANADIAN GROCER

AND GENERAL STOREKEEPER

VOL. XV.

MONTREAL AND TORONTO, MAY 24, 1901

NO. 21

## HINTS TO BEGINNERS IN ADVERTISING.

By CHARLES AUSTIN BATES.

THE best thing for the beginner in advertising to do is to study the successes in advertising. Don't study them with the idea of finding fault with them. Try to find out what it is about them that has made them successful. If you can't find out the particular point or points that you believe has made them successful, make it the effort of your life to copy the entire plan just as closely as your ability will let you.

A success is a fact. There is no getting around it or getting over it. It is right there in the road, and when a man bumps his head against it, it's time to quit theorizing.

I take off my hat to a success, whether it be a success in advertising or bridge-building or selling peanuts. Just yesterday I heard of a man who is actually getting rich running a press-room in New York. He is cleaning up, beyond his business expenses and living expenses, \$12,000 or \$13,000 a year in net, cold cash. This man can neither read nor write. He can just manage to sign his own name, but after he has signed it he can't tell which letter in the signature is an "r" and which is a "p."

You would say that it was absurd that such a man should succeed in the printing business, but he has succeeded. And, strange as it may seem, the very fact that he cannot read nor write has been one of the elements of his success. His ignorance has made him afraid of business papers of any sort, so that he has never taken a note

from any of his customers. The result has been that as he would do work for nobody who did not pay cash he has gathered around him a lot of spot-cash paying customers that the most highly educated printer of them all would be most happy to have.

Of course, you may say that this printer would have succeeded better if he had been properly educated. I am not going to follow my own reasoning far enough to make the assertion that because this illiterate man has succeeded all printers should cultivate illiteracy. The point I make is that it is bad business, and a waste of time, to hunt out the faults in a success. The wise man profits by the successes of others, and he profits by them by finding out the "why" of them.

It is the positive facts that are profitable to know. Negative facts are much less valuable. It is sometimes desirable to know why a man did not succeed, but it is much more valuable to know why some other man did succeed.

Just why an advertiser should be willing to spend his money in buying space in which to put the efforts of a "new beginner" is something that I never should understand.

Why a man of no experience in advertising should consider himself competent to manage and place a large appropriation is also something that I never could understand.

Business men seem to think that advertising ability is a matter of inspiration, and that each man is born with the ability to

advertise, just as he is born with the ability to breathe and eat.

A tailor wouldn't employ a "new beginner" to cut clothes for him. He would laugh at a "new beginner" who proposed such a thing. He wouldn't allow him to cut into his cloth in his efforts to learn the tailoring business. The most costly cloth that ever was woven doesn't run into money nearly as fast as advertising space in the newspapers.

If space didn't cost anything, it might be well enough for people to allow the inexperienced artist and writer to try their apprentice hands in it, but it passes my comprehension why they should let an artist learn his trade at their expense, when good, artistic ability is so cheap.

The more I see of advertising the more I am convinced that it is wise to use only the strong papers in any given class, unless you have so much money to spend that you feel like going into absolutely everything that is printed.

There is no use in buying space at retail when you can buy it at wholesale. You can buy 300,000 circulation from one publication cheaper than you can buy the same quantity from 10 publications, and the circulation is likely to be better.

A publication with 300,000 circulation has a sufficient income and does a sufficiently profitable business to make the cost of reading matter, engravings and composition comparatively unimportant. It can afford to pay better prices for its reading matter than can a less prosperous paper.

If a paper with 50,000 publication furnishes the quality and quantity of reading matter and pictures as does the publication of 300,000 circulation, it must of necessity get a higher price per copy and a higher proportionate price for its advertising.





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.

#### BEVERAGES CALLED TEA.

**A**RABIAN Tea or Kat.—Sundried leaves of the Catha Edules, much esteemed by the Arabs for beverage purposes.

Australian Tea.—Leaves from the climbing vine Smilax Glycyphylla and formerly much used by early settlers.

Cracker or Sassafras Tea.—The fragrant bark from the root of a native American tree belonging to the laurel family. Tea from sassafras roots was and is still used by the poor whites and negroes of the South.

New Zealand Tea.—From a small shrub of the myrtle family, the leaves are picked, carefully cured and used in preparing a pleasant drink.

Labrador Tea.—When full of sap, small branches of an evergreen shrub are harvested, dried and used in making a hot drink that is taken with food.

Tea.—The generally accepted definition of the word tea is any infusion or decoction of herbs, or roots, although in reality it being Chinese, means an infusion made from the dried leaves of the tea-tree. The word tea, according to authorities is derived from the Amoy dialect of the name of the plant which is Té, and pronounced tay. The tea-plant or shrub, Thea or Camellia, Chinensis, belongs to the Camellia family, and lives under cultivation, from thirty to forty years.

Maté or Paraguay Tea.—Maté is the dried leaf from the shrub Ilex paraguensis, commonly known as the Brazilian holly. In the early spring branches of this plant are gathered, piled upon the ground, and partially dried by great fires that are built near, afterward they are spread upon frame-work a few feet above the ground, and subjected to a curing process from the heat and smoke of the fire built underneath.

During the Centennial Exposition of 1876, Maté was exhibited, and considerable effort was made to introduce its use into the United States, without favorable results. During the Commercial Congress Exposition in Philadelphia, a more successful attempt is reported, in bringing it before consumers.

#### SHOEMAKER STICK TO YOUR LAST.

A correspondent of The Interstate Grocer writes from Texas to suggest that the retail grocers' associations should see about getting employment for the working classes among their customers and also seek to keep them in employ. It is always well for organized business men to seek the welfare of the masses, but the grocers' associations

would overstep their proper province if they went beyond such steps as are necessary for the support of honest principles in government and in trade. Let the grocers throw their influence into the scale on behalf of economical and efficient government, and they will have done all they properly can for the workman, outside of charity, and true friends of the workman would not ask for much of that for him.

The truth is that the grocer's business is to buy and sell. He is not in trade, with his money and his good name at stake, with the object of paying off the national debt, or for the purpose of solving the problem of perpetual motion, or for the extraction of labor from the troubles attaching to a life of hard work and small earnings. He is in trade for the primary purpose of making a living, and, secondly, for the purpose of accumulating sufficient money for his support in retirement from the trials and tribulations of active life. Any enlargement of the programme complicates the grocer's position and makes the problem of success all the harder. That which is bad for the individual grocer will be found equally unwholesome for the associated grocers.

We like to see the grocers with high aspirations. We like to see them "hitch their wagon to a star," but not to a comet with half-a-dozen tails, or to every will-of-the-wisp that comes along. The grocers' associations should first of all be practical, and not waste their efforts uselessly in too many directions.—Merchants' Review, New York.

#### THE VAUDEVILLE PLAN.

**R**UN your show-window display on the vaudeville plan, letting the various departments each "do a turn" in more or less regular order. But dispense with "chasers" if you wish to fully utilize the window.

Some show-windows are given up to the "chaser" continuously, as if they were the spoil of its bow and spear. Knowest thou them, Oh sojourner in the arid stone and brick and iron desert of the city, although they are more often seen in the small town? We saw a "chaser" the other day. It had an irregular pile of tomato cans, some with the labels peeling, a box of prunes with the top layer dimly showing through the grime of many moons, a couple of dingy bottles of cloudy olive oil and a mangy cat snoozing on the prunes.

That was a window the effect of which could be predicted—it would cause the onlookers

To fold their tent, like the Arabs,  
And silently steal away.

As a "chaser" the display was a success, but it was not unique. No, indeed, one can find the "chaser" show-window wherever grocery stores abound—far from the maddening crowd and in the purlieus of the most fashionable society.

The art of properly utilizing the show-window is one with which fewer grocers seem to be acquainted than with the mysteries of newspaper advertising, and yet the former is simple enough.

The great thing is to attract attention and to connect that attention with the goods for sale. One may use cartoons, as Lipton did, or a mammoth cheese, another idea of his, or a live animal, moving mechanical toys, all sorts of designs made of the goods in stock, a real wedding party, an imitation Chinaman drinking tea, or a selection of articles, ticketed but not elaborately arranged. When an article is "leadered" or made a "special," at a cut price, that article should have the place of honor in the window.

But, above all things, change the display often and avoid "chasers."—N. Y. Merchants' Review.

#### THE PEA PACK IN THE UNITED STATES.

At this date, May 10, we have arrived at the usual seasonable time for the opening of the new packing season in this city. For a concurrence of several reasons, it is now certain that the 20th of May will be nearer to the period of the first packing than is the present date; this would indicate that the season is about ten days late, and ten days or two weeks at this particular time of the year is of considerable personal and sectional importance in the industry. It is now understood that all agricultural operations have been delayed this year by the excessive rains of April; and whilst this should not apparently interfere with the pea crop, the lack of sunshine due to this same weather condition has retarded the growth of the vines and more particularly the blossoming.—The Trade, Baltimore, Md., May 10.

#### REAPPOINTED MONTREAL AGENT.

Mr. Wm. H. Dunn has recently been appointed agent in Montreal for the Pure Gold Manufacturing Co., Toronto. Some time ago he represented the same firm in this field for over five years.



# Crystal Beverages

Prepare for hot weather.  
5-Case lots delivered.

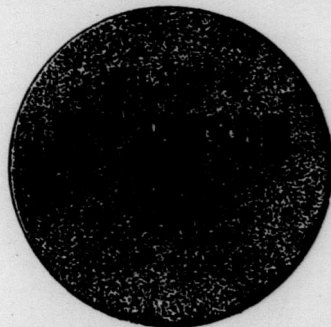
Ginger Ale  
Sarsaparilla  
Cream Soda

Orange Phosphate  
Lemon Sour  
Kola Tonic

Cherry Sour  
Birch Beer  
Etc., Etc.

Lucas, Steele & Bristol, - - Hamilton

I originated this class of Fly Poison twenty-three years ago. In the meantime scores of imitations have lived and died. None of them gave satisfaction, and not one ever had an important sale.



On the other hand, my sales have steadily and largely increased, and are now more than double that of all others combined.

No other Fly Killer compares with **Wilson's Fly Pads**, and **Smith's Fly Squares** are far more effective than any other 5c. poison.

I manufacture for the wholesale trade, and do not sell retail quantities. My goods yield very large profits.

ARCHDALE WILSON, Hamilton, ONT.

## Stop Looking for Trouble and Happiness will get after you

Every Grocer should teach his customers to anticipate pleasure. Here are a few directions—if followed closely life's cares will become comforts.

**In the Morning--** A Cup of Mecca Coffee (the finest the world produces), will put anyone in good humor.

**At Noon--** A Cup of Bendsorp's Cocoa (none better), will be found beneficial and strengthening.

**At Night--** A Cup of Ram Lal's Tea (the finest grown), will be found delicious and enjoyable.

Something pleasant to look forward to three times a day. Get your customers interested and be sure you have the goods in stock.

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



For  
Fall  
Import

Place your order now for

# Goat Brand Japan Tea

Quality Guaranteed.

Style and Flavor Unsurpassed.

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

## Thos. Kinnear & Co.,

Wholesale Grocers,

49 Front St. E., TORONTO.

### EGGS BY WEIGHT.

The practical investigation of a Government official may well lead to the belief that before long eggs will be disposed of by the pound instead of by the dozen.

It has remained for F. G. Emery, in charge of the North Carolina experiment station, to discover that there is a vast difference in the weight of eggs, depending upon the breed of the fowl. The produce of the fowl has so long been sold by the dozen (or by the score in some eastern cities) that no attention has been paid to the size of the eggs. In breeding of chickens most thought has been given to the number rather than to the size of the eggs produced.

Mr. Emery has experimented with nine breeds of hens and one breed of ducks, and has demonstrated that the market value of the egg of some breeds, when this value is based upon weight, is 40 per cent. greater than that for the egg of another breed. His official report, just received by the Secretary of Agriculture, promises to revolutionize the egg industry, especially in such egg-producing States as Ohio.

The weight of the hen's eggs per dozen, as recorded by him in his experiment, follows:

Barred Plymouth Rock, 26.3 ounces; late hatched barred Plymouth Rock, 23.5 ounces; White Wyandotte, 23.5 ounces; single comb Brown Leghorn, 21.7 ounces; Black Langshan, 26.5 ounces; Buff Cochins, 23.7 ounces; Light Brahma, 28 ounces; Pekin ducks, (old and young), 35.6 ounces.

The weight of pullets' eggs per dozen, as recorded, follows:

White Plymouth Rock, 23.6 ounces; Sil-

ver-laced Wyandotte, 22.1 ounces; Black Minorca, 26.5 ounces.

The eggs of the ducks, weighing nearly two and a quarter pounds per dozen, are the heaviest. The largest hen's eggs are those of the Light Brahmas, weighing one and three-quarter pounds per dozen. The lightest are from Leghorn pullets, weighing a little less than one and one-eighth pounds per dozen.—National Provisioner, New York.

### MONTREAL CLERKS' PICNIC.

The Montreal Retail Grocery Clerks' Association is making preparations for a grand excursion to be run to Louisville, Que., on June 16. Tickets are now on sale and being taken quite freely. The committees in charge report everything proceeding quite merrily and all signs indicate a highly successful function.

The train will leave Place Viger station at 7.15 and on arrival at Louisville the party will march to church where high mass will be sung. The service will commemorate the patron saint of the association, St. Anthony de Padoux. The Garde Ville Ste. Marie, with their band, will accompany the excursion. At one o'clock there will be a grand banquet, and at its conclusion, the various games will be run off in the park. Several novelties will be introduced to heighten the fun.

The fare will be \$1.20 for adults and 60c. for children. Louisville is a pleasant little city, only half an hour's drive from St. Leon mineral springs and quite near other interesting spots. It is expected that there will be fully 1,000 excursionists on that day.

The following are the committees in charge of the affair:

Games Committee.—Chairman, J. E. Robichaud; E. Turgeon, Z. Labelle, D. Payette, A. Martel.

Refreshment Committee.—Chairman, G. N. Robert; J. P. Beauvais, C. Lalonde, E. Marchand, E. H. Montpetit, R. Fournier.

Police Committee.—Chairman, O. Bergeron; O. Langdis, H. Vezina, G. L. Desaulniers.

Banquet Committee.—J. N. E. Bisson, F. Dubard, O. Voisard, J. P. Portelance.

Subscription Committee.—Chairman, Z. Martineau; G. N. Robert, J. B. E. Poirier.

Reception Committee.—Chairman, J. C. Marchand; J. O. Villeneuve, T. Bessette.

Railway Committee.—Chairman, J. O. Levesque; J. B. E. Poirier, Z. Martineau.

General Committee.—President, Z. Martineau; Secretary, A. Desmarais; Treasurer, J. B. E. Poirier.

Executive Committee.—J. N. E. Bisson, G. N. Hebe t. O. Bergeron, O. Langlois, H. Vezina.

T. H. McCarthy, who has represented The Lake of the Woods Milling Company at Griswold, Man., for the last eight years, has been appointed to the agency of that company at Portage la Prairie, Man. Before leaving Griswold Mr. McCarthy was presented with a gold watch.

The fruit growers of the Niagara Peninsula have recommended to the Dominion Government that T. B. Henry should be appointed as fruit commissioner to Great Britain to inspect Canadian fruit on arrival at British ports, and to look after the interests of shippers there.

The Lake Huron and Manitoba Milling Co., Limited, which was incorporated last February with \$100,000 capital, have taken over the Ogilvie and Hutchison mill at Goderich, Ont., and will overhaul it installing modern machinery to secure a capacity of 120 bbls. per day. S. A. McGraw will manage the business.

# Cheese

Fine September and October makes.

Prime Whites and Colored.

Get our quotations.

A. F. MacLAREN IMPERIAL CHEESE CO., Limited, 51 COLBORNE STREET, TORONTO



WE ADVISE PRESENT PURCHASERS OF  
**CANNED VEGETABLES**  
 TO SEE OUR TRAVELLERS.  
**THE DAVIDSON & HAY, LIMITED**

36 Yonge Street,

TORONTO.

**ATTRACTING TOURIST TRAVEL.**

THE following from a St. John, N.B., paper, while designed for the people of New Brunswick, contains some hints which will apply to other parts of the country as well:

"If the Province does not get a larger share of tourist travel than usual this season it will certainly not be the fault of The Tourist Association. The members of that organization are leaving nothing undone that will tend to attract travellers to New Brunswick, and are specially interesting themselves in ways and means to favorably impress the visitors both with the natural beauties of the country, and the hospitality of its people.

"The association naturally feels that, while it has made rapid progress during the past four years, a little more interest and co-operation on the part of the people generally would greatly facilitate matters, and would bring about the desired object more rapidly than, perhaps, any other means.

"In speaking of the prospects of tourist travel this year and the preparations which are being made to divert it in this direction, Mr. W. S. Fisher, president of the association, said this week:

"There is a strong possibility that the Pan-American Exposition will somewhat interfere with the season's travel, therefore a greater effort on our part is absolutely necessary to offset that influence. The association is making elaborate efforts along various lines, and taking prompt advantage of the knowledge gained in pre-

vious years. We have very direct evidence that work in the past has been effective, from the assurance of hotels and transportation companies, of largely increased business; and many subscribers, feeling the direct gain which has come to them in this way, have voluntarily increased their subscriptions to the association.

"In the way of this season's work we have now ready for distribution 25,000 handsome booklets, entitled: 'St. John River—The Rhine of America.' It contains a comprehensive description of the fairest parts of the Province, written in a bright, attractive manner; and such other matters as experience has enabled us to embody in the work.

"There is also in preparation a booklet dealing particularly with this city and the unusual attractions which are to be found in its vicinity. The book will be given to visitors upon their arrival, and will tell them where to go, what to see and how to see it. Last season's work in this line was very effective, but we may claim an improvement this year. There are, for instance, separate paragraphs with illustrations devoted to each subject, including the falls, park, surf bathing, trout fishing, harbor excursions, bicycle trips, drives, river and rail excursions, cemetery, Martello Tower, golf links, etc., together with a wealth of other information, compiled specially to help in the pleasure of tourists.

"One of the most important of this season's moves is the decision to establish a tourist bureau, which will be opened the first of June in the new Board of Trade rooms, on Prince William street.

"The bureau will be in charge of Mrs. Rupert G. Olive, who, in the meantime, is engaged in collecting information for the

benefit of visitors. She will visit the St. John river resorts, and all places between here and Fredericton, Halifax and the Annapolis Valley will also be visited with the same object.

"The association is preparing and distributing large pictures, extreme care being taken to place them to the best advantage. We are issuing a further supply of illustrated post cards and adding to their variety.

"Our work heretofore has been in advertising by means of booklets and other literature, and, while we are continuing this, we are also going to try to impress upon the people of this city the necessity of making this particular spot, so pleasant and attractive for travellers that once they reach here they will want to stay right in St. John. We want to enlarge upon the attractions at our doors, for the purpose of holding visitors here.

"We want to get the people to feel that they have a responsibility in this matter; and attractive surroundings and clean streets will accomplish what no amount of advertising can do. Surely we have hitherto failed to realize that right here in New Brunswick we have the grandest scenery in the world. Men and women who have travelled extensively abroad, visited Italy, Switzerland, the Highlands of Scotland and other lands famed for beauty and grandeur of their scenery, acknowledge that in none of them is found anything more magnificent than our river scenery. The opportunities which we, as a people, possess will yet be recognized at their full value; in the meantime it is the duty of every person in this city and Province to help along the good work of making them known and rendering the country a pleasant place for the traveller and tourist of other lands."



## To do a Good Business

you must have a good stock.

Not necessarily a high-priced stock, but a stock of quality, which sells rapidly, thereby keeping your stock clean.

A stock of this kind is made up of such well and favorably-known articles as

### Upton's Jams, Jellies and Marmalade.

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

Sole Agents





Canada's  
Export  
Trade.

Next week's issue of this paper will be devoted almost entirely to Export business. It will contain a vast amount of information interesting to buyers and shippers of Canadian Produce—and copies will be sent to all importers of Colonial goods in Australia, the West Indies, and in Great Britain.

Here is an excellent opportunity for exporters to make their goods known to far-away buyers. Much of the available advertising space has been taken, but we can still accept a few pages. Our rate is \$30 per page, \$17.50 for half-page, \$10 for quarter-page, \$7 for one-eighth page.

Up to Monday, we can take copy.

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Montreal.



Toronto.



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"SOVEREIGN"**

**LIME JUICE, LIME JUICE CORDIAL  
RASPBERRY VINEGAR, FRUIT SYRUPS**

**IS THE BEST VALUE EVER OFFERED TO THE TRADE.  
THE PRICE MAKES IT A POPULAR SELLER.**

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

**WHOLESALE, IMPORTING  
AND MANUFACTURING GROCERS,**

**TORONTO, ONT.**

**SPECIAL CARS FOR BUTTER.**

**O**N Wednesday the C.P.R. inaugurated a refrigerator car service for butter, which will be run weekly during the warm season as follows:

Leave Bedford Wednesday morning, arrive in Montreal Thursday morning.

(1) Leave Sherbrooke Wednesday afternoon, arrive in Montreal Thursday morning.

Leave West Shefford Wednesday afternoon, arrive in Montreal Thursday morning.

Leave Cookshire (ex Maine Central Railroad) Wednesday morning, arrive in Montreal Thursday morning.

Leave Mansonville Thursday morning, arrive in Montreal Friday morning.

Leave South Roxton, via Sutton Junction, Wednesday afternoon, arrive in Montreal Friday morning.

(3) Leave St. Jerome Thursday morning, arrive in Montreal Thursday noon.

(2) Leave Quebec Wednesday morning, arrive in Montreal Wednesday afternoon.

Leave Labelle Wednesday morning, arrive in Montreal Wednesday noon.

(2) Leave St. Gabriel de Brandon Wednesday afternoon, arrive in Montreal Wednesday afternoon.

(4) Leave St. Lin Friday morning, arrive in Montreal Friday morning.

(2) Leave Pembroke Wednesday morning, arrive in Montreal Thursday afternoon.

Leave Vankleek Hill Friday afternoon, arrive in Montreal Saturday morning.

The figures in brackets given above are for the purpose of affording these explanations:

(1) Car leaving Sherbrooke on Wednesday will start from Stanstead or Stanstead Junction, running over the northern end of Boston & Maine Railroad, and taking on butter at all stations between Stanstead Junction and Lennoxville.

(2) Butter in Quebec and St. Gabriel de Brandon cars will be delivered Thursday morning; that from Pembroke Friday morning.

(3) This car will start from Montcalm, Great Northern Railway, Thursday morning, and butter will be delivered in Montreal Thursday noon.

(4) Car will be at the disposal of shippers immediately on the arrival each Thursday evening until 10 o'clock to store their butter, and again in the morning before the train leaves.

**AN AVERAGE LOBSTER CATCH.**

The lobster packers on the southern coast of Nova Scotia report that the catch this season has been an average one. The number of men employed in the business has of

late years increased and the catch of each man is year by year growing less, yet there is not much falling off in the total number of lobsters annually offering for export. The catch this season would have been above the average had not Providence interfered for the protection of the lobster by sending unfavorable weather.

A leading exporter in conversation with a Chronicle reporter yesterday said there was no good reason why an extension of the season should be granted. The majority of the lobster packers were opposed to such an extension as it would have a very injurious effect upon the markets and would be of no real benefit to the dealers. He admitted that the fishermen would reap the benefit of a few days additional employment but in the end they would not gain very much as, through the depletion of the catch, they would lose in the future.

The extension of the season would have a bad effect on the markets and tend to bring the prices down. London buyers hearing of the extension would overestimate the probable catch and mark prices down accordingly. Any advantage the fisherman would gain would be more than counterbalanced by the unsettled state of the market that would result. The future of the industry depended on keeping the prices up and the regularity of the supply. —Halifax Chronicle, May 16.

**The Best Relish—**

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

**The Best Appetiser—**

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

**The Purest and Most Wholesome Sauce—**

**LEA & PERRINS'.**

**J. M. DOUGLAS & CO.,**

**Canadian Agents,**

**MONTREAL, QUE.**



# SUNKEN TREASURES.

Who is going to get all the money lost on the turbulent seas of business? Money lost in the mercantile business can never be recovered. Once wasted and given away on unreliable scales, it is lost forever. There are divers reasons why you should use the MONEY-WEIGHT SYSTEM:

- First—Because it is a system.
- Second—Because it saves over-weight.
- Third—Because it pays for itself.
- Fourth—Because it avoids errors in calculation.
- Fifth—Because it is sold on such easy terms.

NEARLY ONE HUNDRED THOUSAND IN USE.

THE...

**Computing Scale Company,**  
DAYTON, OHIO.



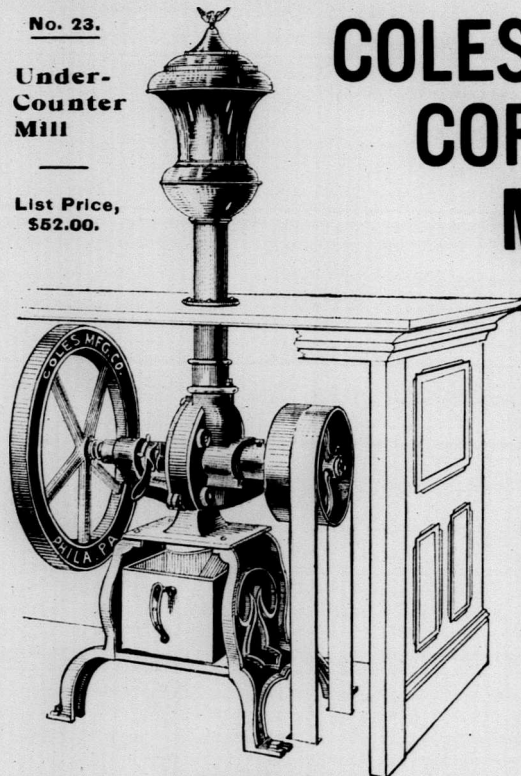
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No. 23.

**Under-Counter Mill**

List Price, \$52.00.



## COLES COFFEE MILLS

None better for Granulating or Pulverizing.

Our mills will Pulverize without heating Coffee.

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

**A GREAT LABOR-SAVER.**

**Our Grinders wear longest.**

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GORMAN, ECKERT & CO., London, Ont.

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

Canadian Grocers will find in

# Rowntree's

## ELECT Cocoa

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

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

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

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

THE MISTAKES OF A SEASON.

WE have often read in Aesop's fables of a mistake a little boy made. He put his hand into a pitcher of filberts. He grasped as many as he could possibly hold, but, when he endeavored to pull out his hand, he was prevented from doing so by the neck of the pitcher. Unwilling to lose his filberts and yet unable to withdraw his hand, he burst into tears and bitterly lamented his disappointment. A bystander said to him: "Be satisfied with half the quantity, and you will readily draw out your hand."

Just at present the fruit growers of California find themselves caught in a trap, simply because they were greedy. And they have the more reason to lament because they have lost a splendid opportunity to popularize their products with the Canadian trade, at least, during the past season. The disastrous course of the European fruit markets was enough to disgust any importer, and, if the Californians had properly regu-

lated their prices from the beginning, their goods would have obtained a very tight hold on the Canadian market that would have been worth a great deal to them. But, in their eagerness to be grasping, they failed to grasp their opportunity, which passed unseen. In spite of a very heavy crop of fruit, the Raisin Growers' Association established prices in sympathy with high values ruling on the short crops in Europe. As a consequence, the consumption was curtailed, the market has now reacted, involving a loss to growers and merchants alike, and stocks are not yet cleared.

Fruit growers in California can ordinarily sell raisins at a basis of 3½ to 4c. per lb. for 3-crown, and make a good profit. But, not satisfied with a fair gain, the association opened its market last October, when the Valencia and Malaga markets were at their highest points, at a basis of 6½c. Dealers who loaded up with fruit, when the drop came, found themselves with stocks which could not be moved without enormous sacrifice. So the handling of Californian raisins has been just as disastrous to Canadian dealers as has the dealing in Mediterranean fruit. In the latter case, the loss was occasioned by the course of the markets, but in the former by the arbitrary greed of a combination. Under the most fortunate circumstances the Californians find it difficult to sell raisins in Canada, for the freight rate on their goods is much higher than on the Mediterranean goods, and if they wish to secure and hold this market they must needs show more foresight than they have evinced during the past year.

The Prune Association has shown no greater prudence. It is estimated that there are at least 1,000 cars of last year's prunes in California yet unsold, largely, perhaps simply, because prices were not regulated as they should have been to clear out the stock. The price set was a schedule on a so-called 3c. basis, and, while in ordinary years this is not considered a high quotation, yet, in view of the extraordinary crop last year, it did not allow of a sufficiently heavy consumption to make the demand equal the supply. Moreover, the association embraced only 75 per cent. of the

prune growers; the 25 per cent. outside must be brought in or they will wreck the organization.

The Prune Association has not shown much regard for Canadian importers this year, for it has lately withdrawn the rebate that had been allowed for this country.

We are believers in agreements, but only just so far as they tend to give trade a backbone. When they yield to grasping temptations and act arbitrarily and altogether contrary to the legitimate course of the market, we can hardly regard them with favor. It is to be hoped that both the California Fruit Growers' Association and the Raisin Association will find their experience of the past year full of lessons which they will take to heart. In the end they may justify their existence which, so far, has proved most disastrous to Canadian operators. Their professed protection of buyers has been proven to be the hollowest farce.

FIRES IN MATCH FACTORIES.

Match factories seem to be having their full share of fires in Canada. Little more than a year ago the plant of The E. B. Eddy Co., Limited, was completely destroyed in the big Hull Ottawa fire. Last January The Walkerville Match Co., Limited, suffered about \$25,000 loss, and last week their premises were destroyed, causing a loss of \$100,000.

It is estimated that new works can be in operation in three months, but in the meantime there will be a big reduction in the output of matches in Canada.

LETTING THE CAT OUT OF THE BAG.

As pointed out in THE CANADIAN GROCER a few weeks ago, another conference of representatives of the European powers interested in the sugar bounties is to be held shortly in Brussels. According to information received by the British Government Russia refuses to abolish the bounties.

When the United States imposed a countervailing duty on the sugars of Russia the latter country protested most vigorously, pleading that it did not give a bounty. By now refusing to abolish bounties is it not letting the cat out of the bag?



## A DELIBERATE "HOLD-UP."

THE decision of the Members of Parliament to increase their sessional indemnity by 50 per cent. is a deliberate and preconcerted plan on the part of Liberals and Conservatives alike to raid the public treasury.

The Premier, in introducing the resolution to increase the indemnity to \$1,500, said he believed the "increase would strike the sense of fairness and justice of every member of the House." What hypocrisy! Were it not for the seriousness of the matter, we might term it an unique sense of humor. Sense of justice, to be sure! What other term might those engaged in the "hold up" be expected to give it?

Fairness and justice, indeed! No doubt the employes of a large mercantile concern would so term their action if it was possible for them to get their heads together and decide, with the connivance of the men appointed to guard the treasury of the firm, to increase their own salaries by 50 per cent.

And then, Mr. R. L. Borden, the leader of the Opposition, who seconded the resolution. His line of argument was different from that of the Premier, but it was none the less weak and illogical. The burden of his plea was that, instead of being an additional incentive to the professional politician to aspire to a seat in the House, it would, on the contrary, induce men of "business interests to offer themselves for election."

What a species of fallacious argument! Mr. Borden, like Sir Wilfrid Laurier, is a man of parts, and much superior in intellect to the average politician, but, like the leader of the Government, he evidently believes that an untenable argument is better than none at all.

The idea that an extra \$500 indemnity would be more likely to induce a business man than a professional politician to aspire for a seat in the House of Commons is so absurd that one can scarcely believe that a man of Mr. Borden's intellect would advance it. And the very fact that such silly arguments are being used is one of the best proofs we could have of the weakness of the case for the increase in the indemnity.

At any rate if business men would aspire

to a seat in the House of Commons on account of the indemnity that was to be obtained, wherein would they differ from the professional politician who is now so much the bane of our public life? In no other way than in name. In practice they would both be the same.

Of the few men in the House, who, up to the time of writing, have opposed the increase in the indemnity, one of them is a business man, namely, Mr. Blain, who sits for Peel and carries on a hardware store in Brampton. The stand that Mr. Blain has taken is a rebuke to the fallacious argument of the leader of the Opposition.

As the Senators are also to join in the increased indemnity there are 285 members whose allowance will be \$500 more than formerly. That number multiplied by 500 means an increase of \$142,500 in the annual indemnity, which, capitalized at 3 per cent., equals an addition of \$4,750,000 to the national debt. And yet none of these things move the indignation of the leaders on either side of the House.

Then, it must be remembered, there is the mileage allowance. This means another \$10,000, which practically all goes into the pockets of the members of the two Houses, for it is notorious that, while the members charge mileage, there is scarcely one of them but carries a pass in his pocket.

While the Government is to be blamed for allowing this raid upon the treasury, the Opposition is equally to blame. If the office of an Opposition is anything, it is to act as a brake on Government expenditure, but in this instance we find it assisting in the authorization of an expenditure that is tantamount to increasing the public debt by nearly \$5,000,000.

There is no question about it, our public expenditure is increasing at a rate too rapid. But how can the Opposition hereafter have the temerity to raise even its little finger against extravagant expenditure when it is consenting to an expenditure a part of which goes into the pockets of the members on its side of the House?

The plea that the length of the sessions warrants the increase in the indemnity is the principal stock-in-trade argument. But they are long, not because of the actual

business transacted, but because of the extravagant and useless speeches with which the time of the House is taken up. It is not the practice of business men to increase the salaries of their employes who waste their time in wrangling and in delivering long speeches traducing each other. And what is the practice in business should be the practice in the House.

## BUSINESS MEN AND TOURIST TRAVEL.

CANADA as a summer resort for tourists from the United States and Great Britain has come to the front in a striking manner during the last few years. But, obviously, we have been handicapped in attracting tourists because of insufficient hotel accommodation at many points.

Most of the people who travel during the summer on pleasure bent do not demand elaborate hotel accommodation, but they do demand clean, wholesome and comfortably equipped hotels and homes. Where these cannot be had they do not resort.

There are many places in Canada rich in natural beauties and in attractions to sportsmen which might have thousands of tourists annually in their midst where they now have scarcely hundreds, and largely on account of the absence of proper accommodation.

As we have repeatedly pointed out, a large share of the money which is spent in a place where tourists resort finds its way into the stores of the merchants there. It is obviously, therefore, to their interests that every effort should be made by business men to improve the accommodation in their respective localities.

Every town that possesses natural attractions for tourists should have its organization, call it tourist association or what you like, whose office it should be to work up enthusiasm among the people of the locality in regard to the tourist question; to induce the hotelkeepers to improve their premises and to secure lists of private homes where accommodation can be secured.

One of the most energetic tourist associations is that at St. John, N.B., the president of which is Mr. W. S. Fisher, of the wholesale hardware firm of Emmerson & Fisher, and day in and day out that association is preaching the gospel of New



Brunswick as a tourist resort. The illustrated booklets it sends out annually are models of what such booklets should be, and the one which has recently been issued is the best of all. Business men in the western part of Canada who want a model upon which to work, or who want to get an inspiration where to go for their holidays, should send to Mr. Charles D. Shaw, St. John, N.B., for a copy of "St. John River, the Rhine of America." But this association is not content with merely issuing a booklet and interesting the newspapers in the Maritime Provinces, but it has a lady employed to visit the different points of interest in New Brunswick, and particularly those on the charming St. John river, which has well been named the "Rhine of America," and interview the hotelkeepers and private housekeepers in regard to accommodation. This will no doubt all be tabulated, and the information thus obtained disseminated for the guidance of tourists.

What the New Brunswick Tourist Association has done, similar organization can do elsewhere.

#### NO TEA CURTAILMENT.

FAILURE has met the efforts that have been made for some months past to induce the tea planters of India and Ceylon to curtail the output the ensuing season. The following circular announcing the fact has just been issued by the Indian Tea Association, London.

In consequence of the inability of the Planters' Association in Ceylon to secure the requisite amount of support for the stipulated reduction for Ceylon of 8,000,000 lb., the committee regret to have to inform the proprietors of Indian tea concerns, who have promised support to the extent of the required 10,000,000 lb. for India, that the scheme for reduction in output by the joint action of India and Ceylon, formulated in the circular of February 14 last, cannot be carried out, and that they are released from their undertakings. The committee, however, desire to take this opportunity to say that the general feeling in favor of the scheme will practically insure, they hope, the attainment of the object aimed at—viz., a substantial reduction in output this season, and that the production of large quantities of tea, regardless of quality, will be discontinued.

Overproduction in Indian and Ceylon teas has become quite serious and it is evident the remedy will have to come in the natural order of things and not by any agreement on the part of the growers.

Last year the exports of tea from India and Ceylon aggregated 334,072,942 lb., while the consumption was 314,230,316 lb., leaving a surplus of nearly 20,000,000 lb., against one of about 14,000,000 lb. in 1899.

#### SCHEMES OF CANNED GOODS PACKERS.

AT the meeting of the Canadian Packers' Association held in Toronto on Thursday and Friday last week some important questions came up for discussion.

A great deal of interest was, of course, centred in the proposed syndicate scheme, which THE CANADIAN GROCER, upon the authority of members of the association, can emphatically state has not yet been consummated. But, although the outlook is against them, its promoters have not yet given up hope of being successful in their efforts. Some of the canners are still standing out; but that is not the only deterring influence: Certain members realize that the warning of THE CANADIAN GROCER regarding the anti-combination clause of the Customs Tariff Act may be an unpleasant thorn in the side of the syndicate should it become an accomplished fact. Some of the daily papers have also pointed out that, since steps are being taken to enforce the clause in question against the paper manufacturers, it is quite possible similar steps would be taken in regard to the canned goods syndicate should the efforts of its promoters be crowned with success.

Whether the syndicate scheme goes through or not each member of the Packers' Association is pledged to curtail his pack the coming season by 30 per cent. It appears a resolution to that effect was carried in January last.

Freight rates came in for no small consideration. The packers, like all other manufacturers in Canada who essay to do an export trade, have heavy freight charges to contend against. There is no doubt about that. The freight rates on canned goods from points in Ontario to the seaboard average from 18 to 22½c. per 100 lb., while from points in central New York the rate is about 10c. per 100 lb. Comparing the latter with the minimum rate of 18c. this means a discrimination of 8c. per 100 lb. in favor of the packer in New York as against his confrere in Ontario. "This difference," said one of the packers, "is considered a profit on gallon apples, which we put up at a time of the year when our factories would otherwise be idle."

A conference was held with the Traffic Association in regard to the matter. It was pointed out by Mr. Ferguson, who presented the case for the canners, that the members of the association were willing to produce goods at cost for the export trade until that trade was placed upon a satisfactory basis. But, they must have the cooperation of the railways in the shape of lower freight rates; in fact, they thought the railways might carry freight for export at cost for the time being.

The Traffic Association would not concede all that the canners desired, but a lower rate was promised from points in Ontario to Montreal until November 15. This is the first concession in rates the canners have been able to secure from the Traffic Association.

The transportation problem is a great and a grave one. In interesting themselves in it the packers are not only helping to bring about its solution, but they are helping themselves in a way that is practical and businesslike in contradistinction to the syndicate scheme, which is impracticable and unbusinesslike.

The Packers' Association spent nearly the whole of its time on Friday in discussing ways and means of securing greater uniformity in the quality of the output of canned vegetables and fruits, the final result of which on the part of those present was a decision to adhere to a uniform quality, provided all the packers in Ontario, non-members as well as members of the association, agree to concur in the scheme. If the other canners do concur the test to determine the quality of canned fruits will be the ordinary syrup test and no syrup is to have a less percentage than 30. With canned vegetables the standard will have to be determined in the ordinary way. If the necessary concurrence of packers is not secured, not only will the scheme be dropped, but no attempt will, it is alleged, be made to establish uniform prices.

The proposal to improve the quality of the pack of canned goods is to be commended. There are canned fruits put up in Canada that excel anything produced by the factories of California, and there are canned vegetables that compare fairly well with those packed in any other country, but there are a number of packs that are positively rubbish. Efforts, therefore, to create a better all-round standard of quality are entitled to the heartiest support of every packer in the country. Yes, and that of the grocery trade as well, wholesaler and retailer.



### CANNING SEASON OPENS IN THE UNITED STATES.

**W**E can have the satisfaction at last of saying the new canning season is open, as the packing of pineapples has begun and the packing of peas will also commence before we issue another edition. The importance of this event lies more in the influence it has on the minds of packers and buyers than on the actual question of the quality or either the quantity of the stocks that will be gotten up. During the last two or three days, the weather has warmed up sufficiently in this locality to put a little energy into the old and conservative blood of the long-established houses, and the advent of warm weather is of immense importance to people who are growing so old that their conservatism almost makes water of their blood. Therefore, warm weather means youth, hope, energy and optimism to the grey veterans of every business; consequently, in all the older communities, the advent of warm weather puts activity into business.

The indications at this canning centre already point to an increased interest in peas over the spirit that prevailed last week. Buyers have sheered off a point from their attack on tomatoes, and it is a good sign, for it will not take more than a week or two to get the market well started on its inquiries for new goods. Prices have already been made for new-pack pineapples. We are of the opinion that the early packing of peas will command a good figure, for the crop in this section and south of here appears to be rather smaller than the average.—The Trade, Baltimore, Md.

### CHANGES IN A ST. KIT'S FIRM.

Moore & Paxman, St. Paul street, St. Catharines, have dissolved partnership, Mr. Moore retaining the business at the old stand. Mr. Paxman opened a new grocery store in the building recently occupied by Hodgkin Brothers on the corner of King and James streets.

Wm. Clark has opened a new grocery during the past week in Merriton, Ont.

### CONDITION OF JORDAN ALMONDS.

Writing from Malaga under late date Federico Gross & Co. report as follows on almonds: "Shipments of small lots of Jordan almonds have not ceased, and the stock of high class goods is absolutely exhausted, there being left of Jordan almonds in our market scarcely 2,000 boxes of confectioners' grades, the price of which has risen in the last days from the parity of 29s. 6d. per box of 25 lb. c. and f. to New York (at which this grade was selling) to the parity

of 30s. 6d., that is a rise of 1s. per box of 25 lb. Valencia almonds have also been shipped in small lots; but as the crop of these was larger than that of the Jordans the remaining stock to-day in our market is about 5,000 boxes. Respecting the next crop, as we have said in our former circular, for Jordans as well as for Valencias, it will be a small one, and the prices will be for the Jordans without doubt as high as to day; for the Valencias prices will have to temper with those ruling in other growing countries."

### A VISIT FROM COL. FLOYD.

Col. Robert Mitchell Floyd, Boston, publisher of Trade Press List, spent a few days in Toronto this week while en route to the Pan-American Exposition at Buffalo. The colonel is big, genial and gentlemanly, and a pleasant touch of humor is not the least of his characteristics. He is not an old man by any means, but he is looked upon as being the father and advisor of the trade press of this continent. But whether he is the father or not, he is certainly the champion of the trade press. It is his daily thought. In it he moves and lives and has his being.

It was the colonel's first visit to Toronto, and he was much struck with its clean streets and the inviting character of its houses. "But," he said, "your electric street cars are fearfully noisy."

Col. Floyd was in Montreal last week.

### "SUGARING" THEN AND NOW.

Maple sugar has not now the rich maple flavor of our boyhood days, because the article sold here is not genuine. Those of us who have plodded through the sugar bush and know how the product of the maple was manufactured into the toothsome syrup, taffy and sugar know what the real "Simon-pure" is. The boys and girls of this age around here know nothing about the fun at a "sugaring-off" or the old-fashioned "taffy-pull" in the sugar bush and the sweet lips we used to smack on the way home with the "neighbor" lassies. We fancy the sugar-making business must be rather a tame affair when robbed of the sentiment and fun we enjoyed in connection with the old sugar bush at home.—Canadian Statesman, Bowmanville.

### SELLS WITH GOOD PROFIT.

No article in the world commends itself to the trade more enticingly than "Tanglefoot" sealed sticky fly-paper. It catches the fly and the disease germs he carries, and destroys the evil effects of both. Its work is done cleanly and thoroughly. The O. &

W. Thum Co., manufacturers, are liberal advertisers, and have spread the name of "Tanglefoot" all over the world. It offers a good profit. All jobbers sell "Tanglefoot."

### CHEESE BOARD NOTES.

The Ingersoll, Ont., Cheese Board have elected the following officers: John Scott, president; S. E. Facey, vice-president; W. R. Smith, secretary-treasurer. It was resolved that henceforth all cheese should be delivered in covered wagons, and that the weights be stencilled on the boxes in figures not less than one inch in length.

### MR. McMILLAN MARRIES.

Mr. John M. McMillan, of Bracebridge, who is so well known as a wholesale and retail dealer in groceries and foreign and domestic fruits, has taken in a partner—a life partner—in the person of Miss Ida A. Brown, of the same town. THE CANADIAN GROCER extends to Mr. and Mrs. McMillan its heartiest congratulations.

### STOCKS OF CURRANTS IN NEW YORK.

According to official statistics stocks of currants in bonded warehouse in that port on May 1 numbered 2,418,564 lb. On the same date last year the total stock amounted to 4,143,364 lb. It is estimated that since the first of the month the movement into consumptive channels has reduced stocks close upon one-half, and that the available supply of better grades is not above one-half of the remainder. There are due to arrive during the latter half of June, 2,500 bbls. ex Alsatia from Greece direct, this shipment it is believed constituting the last from the primary markets this season. Holders on the spot are strong in their views and not disposed to sell in large lots.

## POTATOES and OATS

IN CAR LOTS.

If open to buy or sell, wire

**R. W. HANNAH**

Board of Trade, TORONTO

### BRANTFORD SOAP WORKS FOR SALE BY PUBLIC AUCTION.

THE EXTENSIVE PROPERTY, BUILDINGS, grounds and machinery will be sold on the premises, Jarvis St., in the City of Brantford, Ontario, Canada, on Wednesday, the 12th June, at 2.30 o'clock in the afternoon.

The factory is in good running order and will be sold as a going concern, and offers a rare opportunity to any person or company who wishes to engage in the soap or other manufacturing business.

Full details as to extent of buildings and grounds, plant and machinery, will be furnished on application to the undersigned.

The purchaser of the property will be afforded the first privilege of securing the valuable trade marks and brands belonging to the company.

Remember date of sale, Wednesday, 12th of June, at 2.30 p.m., on the premises.

(21)

S. G. READ,  
Auctioneer



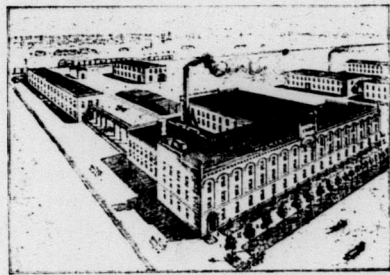
# A Vinegar of Perfect Parts==

## Imperial White Wine.

Never disappoints consumers or pickle manufacturers. High grade—every drop of it—nothing but the purest and best ingredients enter into its composition. It is scientifically manufactured, with the aid of most modern and up-to-date plant.

If your customers call for the best, **Imperial** cannot fail to rapidly increase your sales and profits.

**Imperial** is clear, sparkling, of fine smooth flavor, full Government strength and always uniform.



### THE WALKERVILLE MATCH CO., LIMITED

Manufacturers of the Celebrated

Maple Leaf, Crown,  
Knight and Imperial  
Parlor Matches



The well and favorably-known  
Hero and Jumbo  
Sulphur Matches

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

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



### The Appetizing Flavor of "KENT" BAKED BEANS

is what brings customers back again for "a can of those same beans." You can **satisfy** your trade by selling them "KENT" Baked Beans.

**In large flat cans, to retail at 10c.**

Write us for a "sample" can.

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

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**"It is bad to lean against a falling wall."**

If you are depending on Japan Teas to hold your trade, you are certainly leaning against a "falling wall." They will soon be a relic of the past.

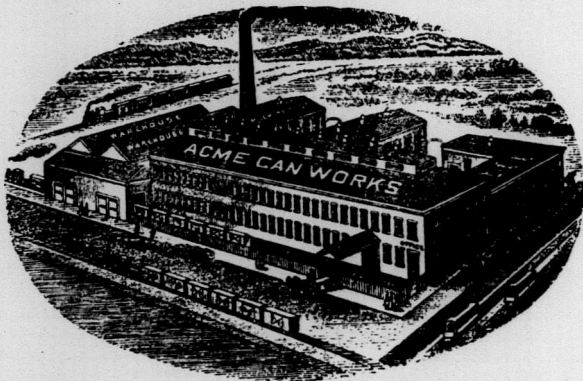
**"SALADA"** Ceylon  
Green Tea

is fast displacing them.

Some years ago we predicted the downfall of China Blacks. Were we not right?

We predict the same for Japans. In three years they will be a back number. Why not be one of the leaders?

**"Salada," Toronto or Montreal.**



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

## THE ACME CAN WORKS

Manufacturers of ALL KINDS OF CANS  
for \_\_\_\_\_

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

WE MAKE A SPECIALTY OF

### Key Opening Cans

USING THE LATEST AND BEST SYSTEMS.

Office and Factory, Ontario St., MONTREAL

# WE HAVE IT

Just the Biscuit you need for  
present season.

## ASSORTED SANDWICHES.

ROSE, LEMON, CHOCOLATE.

A Dainty Biscuit for Dainty Trade.

Our Travellers have Samples.

# The Canada Biscuit Company, Limited

Cor. King and Bathurst Streets,

\_\_\_\_\_ TORONTO



# MARKETS AND MARKET NOTES

## INFORMATION FOR BUYERS.

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

## ONTARIO MARKETS.

Toronto, May 22, 1901.  
GROCERIES.

THE wholesale grocery trade this week is more uninteresting than it has been for some time, and the quietness which was noted last week has become more pronounced. Most people are puzzled as to the cause, and those people who do venture an opinion claim that it is due to the fact that the farmers are busy with their spring operations. In no one line can there be said to be activity. The sale of sugar is still very small, although the market is decidedly firm as to price. Of course the explanation of the dullness in sugar is the heavy purchases that were made before the recent advance. The situation in canned goods is without change, although business is generally quieter than it was even a week or two ago. That the Syndicate deal has not yet gone through is now beyond all question. In teas, the most interesting feature is the receipt of samples of new season's Japan, the quality of which is excellent. Of course, these samples are sent on more for the purpose of an advertisement than to secure business. There is not a great deal being done in Indian and Ceylon teas, and the market is again weaker. There is a fair trade doing in rice, and a moderate business in tapioca. The currant market still maintains its strong position, but locally there is very little business being done, and prices keep low, although there is not the same disposition to cut as there was. Valencia raisins are quiet but firm in the primary market. On account of advices from Smyrna there is a stronger feeling in regard to Sultana raisins. Prunes are meeting with a fair demand at steady prices.

## CANNED GOODS.

The situation in canned vegetables has not improved any during the past week. There has been no reduction in prices, but the volume of business is, if anything, not as large as it was even a week ago. What few purchases there are of canned vegetables are for small sorting-up lots, at the

ruling prices of 75 to 80c. for tomatoes, and 75 to 80c. for corn and peas. The buyers here for the Klondyke trade have returned to Chicago, and as far as we can learn made no purchases other than those referred to last week, which were not large. As they took a number of quotations with them the trade here is hoping that further business may yet result. As we pointed out last week, the quantity of canned goods wanted by these buyers is large. There has been some business done during the past week in canned fruits, particularly in peaches and plums. But, taken on the whole, business does not appear to have improved during the week. There has been a little improvement is the demand for canned salmon, and as the warm weather approaches business is naturally expected to become more active in this line. No large quantities are, however, going out. Business on the coming season's pack has taken a lull, there being at present practically nothing doing.

See pages 30 and 31 for  
Toronto, Montreal, and St.  
John prices current.

In canned lobster a small sorting-up trade only can be reported. There is a little doing in canned meats for shipment 1st of June. But very little is being done for present shipment.

## COFFEES.

Wholesalers report a fair demand for green Rio coffees at the following prices: No. 7, 8¾c. per lb.; No. 6, 9c.; No. 5, 9¼c.; No. 4, 9½c. The outside markets are rather unsettled, although there is, on the whole, a better undertone. Mail advices from Brazil state that stylish, color coffees suitable for the Canadian market are scarce and higher than the prices quoted on the exchanges.

## SYRUPS AND MOLASSES.

Trade in both syrups and molasses is quiet. The refineries are not offering any syrups, as far as can be learned. We quote: Sugar syrup, 30 to 32c. per gal. for medium and 35 to 37c. for bright; corn syrups, 2¾ to 2⅞c. in bbls., 3c. in kegs and \$1 to \$1.40 in pails. Molasses rules at 23 to 27c. per gal.

## SUGAR.

The position of the sugar market is

stronger than it was a week ago. Raws in New York are firmly held and the refiners are willing buyers of all parcels offered at current rates, but holders of Cuban sugars are asking an advance of 1-16c. per lb. on centrifugals, making the latter equal to \$4.35 New York. Receipts of sugar and the meltings were about equal last week. Locally, the sugar market is flat, as far as business is concerned, but prices are firm, and in view of the strength of the outside markets, it would not be surprising if another advance in prices took place. Before the recent advance in sugar took place most of the large retailers, as already pointed out, bought heavily, many of them three or four months' supplies. In view of this it is quite natural that the local market should be dull. Prices are unchanged, Montreal granulated being quoted at \$4.78 in Toronto, and Acadia at \$4.73. The range in yellows is from \$3.93 for No. 1 to \$4.58 for cream and Phoenix.

## RICE AND TAPIOCA.

Trade is keeping up well for rice and a feature of the market is an improved demand for the better grades of Japan and Java rice at from 5½ to 6½c. per lb. Tapioca is quiet and the ruling prices are still 4¼ to 4½c. per lb.

## SPICES.

The spice market is without special feature and very little trade is being done.

## TEAS.

The feature of the tea trade locally is the arrival of the first samples of new Japan teas. These samples are the usual fancy teas that are brought on every year after the opening of the market, more with a view to satisfy the natural curiosity than to do business. The quality of the teas shown is good, both in regard to leaf and cup. The first steamer with shipments of tea on board arrived in Vancouver on May 15. Mail advices from Japan confirm the cable despatches, stating that the market opened at the same price as last year. There is practically nothing doing in Japan teas on the local market. There have been a few Ceylon greens offering, but purchases in this description have also been light. There have been quite a few transactions in Indian and Ceylon spot teas during the week, owing to the good values being offered. The movement has been principally in Indian pekoe souchongs. The market for Indian and Ceylon teas shows further de-



cline in London, and it is now conceded that the attempt to curtail the output has proved a failure. This fact would naturally tend to depress the market, as the output of Indian and Ceylon teas last year was 20,000,000 lb. in excess of the consumption.

#### FOREIGN DRIED FRUITS.

**CURRENTS**—The market continues firm and excited, and mail advices received this week confirm the cable advices regarding the recent sharp advances. Representatives of Grecian exporting houses on the local market report a little better inquiry from the wholesale trade, and there has been a little business done on importation account. Prices are still low, locally, although there is naturally a stricter adherence to quotations. We quote Filiatras at 9½ to 10c.; Patras, 10½ to 11c., and Vostizzas, 12 to 13c.

**VALENCIA RAISINS**—Stocks of local wholesalers are not very heavy as some of them have been inquiring your price, and have been trying to buy from their confreres. There has also been a little buying on importation account. The outside markets are firm, but advices received this week by mail from Spain report the outlook for the coming crop of Valencia raisins to be good. Buying on the local market by retailers is still light. We quote fine off-stalk, 5½ to 6c. Selected, 6 to 7½c., and selected layers, 7½c. per lb.

**SULTANA RAISINS**—There has been some excitement on the Sultana raisin market owing to the reported damage to the growing crops by frost, and some estimates place the damage at a very high figure. However, C. Winall & Co., Denia, in their advices claim that the damage has been exaggerated, and that the loss will not be more than 10 to 15 per cent. on the average. Locally, very little is being done, and prices rule at from 9 to 12c.

**PRUNES**—These are going out in fair quantities and at steady prices. We quote Californian prunes: 30 40's, 8 to 8½c.; 40-50's, 7½ to 8c.; 50 60's, 7 to 7½c.; 60 70's, 6½ to 7c.; 70 80's, 6 to 6½c.; 80 90's, 5½ to 6c.; 90 100's, 5 to 5½c.

**CALIFORNIAN EVAPORATED FRUITS.**—Very little is being done in either peaches or apricots. We quote: Apricots, 11½ to 12½c. per lb., in 25-lb. boxes; peaches, 8½ to 10c. per lb. in bags, and 10 to 12c. in boxes, according to quality.

**DATES**—Only an odd order is being received and prices rule as before. We quote: Hallowees at 4 to 4½c., and Sairs at 3½ to 4c. Package dates are quoted at 5½ to 6c. for 1 and ½-lb. packages.

**FIGS**—Mail advices to hand this week from Smyrna state that the fig trees are doing well and prospects point to a large produc-

tion. Locally, just an order or so is being received for mat figs at 3½c. per lb.

#### GREEN FRUITS.

The summer trade may be said to have opened up. Strawberries, pineapples and cabbages are now arriving from the Southern States in carlots, and are selling briskly at lower prices than last week. Strawberries have sold at 16 to 18c. per quart basket; pineapples at 8 to 10c. There is a good demand for pineapples, but considerable complaint is heard regarding qualities, some of the fruit being over-ripe. The range is from \$3.50 to \$3.75. There are still some good apples offering from \$4 to \$5, and, although the demand is limited, prices keep firm. Sweet potatoes are in fair demand at unchanged figures. The demand for bananas is improving. There is a steady demand for Messina lemons at \$2.50 to \$3 per box. Valencia oranges are done, and navels are almost out of the market. Messina oranges are selling nicely at \$1.50 to \$1.75 for half-boxes and \$2.50 to \$2.75 for boxes. There is a fair demand for bloods at \$3.50 per box. Californian sweets are also selling well at \$3 for 288's to 300's and \$3.25 for 150's to 250's.

#### COUNTRY PRODUCE.

**EGGS**—The receipts on the local market have continued so generous that one house alone diverted over 30,000 dozen of the eggs generally absorbed here to other points, particularly Montreal, in the last few days. There is every likelihood that even more eggs will be pickled this year than last. We now quote from 10½c. for jobbing lots to 11c. for single cases.

**BEANS**—There is not much doing. Prices are steady. We quote \$1.60 to \$1.65 for hand-picked, and \$1.50 to \$1.60 for primes.

**HONEY**—The movement is small and prices are unaltered. We quote 10 to 11c. for extracted clover, and \$2 to \$2.50 for clover comb.

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

**MAPLE PRODUCT**—Prices are slightly easier. The range for pure stock is quoted as follows: New syrup, 80 to 85c. per wine gal.; \$1 to \$1.10 per Imperial 1-gal. tin; \$1 to \$1.05 per gal. for Imperial 5-gal. tins; new sugar, pure, 12½c. per lb.; mixed, 9 to 11c.

#### BUTTER AND CHEESE.

**BUTTER**—Receipts continue large, but the demand is brisk enough to prevent too great an accumulation. Prices keep steady. We quote: Dairy prints, 14 to 15c.; rolls, 12 to 14c.; second-grade tubs, 11 to 12c.; creamery prints, 18 to 19c.; boxes, 17 to 18c.

**CHEESE**—There is still considerable old cheese on the market, but as it is preferred to fodder makes it steady at 9½ to 10c. New cheese has sold at country boards at 8½ to 8¾c., and is steady in the local market at 8½ to 8¾c.

#### FISH.

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

#### GRAIN. FLOUR. BREAKFAST FOODS.

**GRAIN**—There is practically no change. Red and white are steady at 67 to 67½c. at outside points, Toronto freights. Manitoba wheat is firm at 91 to 92c. for No. 1 hard, grinding in transit, or 90c. Toronto and west. There is little grain coming to the local street market. We quote: Wheat, white and red, 72 to 73c.; goose, 69 to 69½c.; oats, 35c.; rye, 52 to 52½c.; barley, 47c.

**FLOUR**—There is no change. We quote on track, Toronto (hags included): Manitoba patents, \$4.20; Manitoba strong bakers', \$3.90; Ontario patents, \$3.35 to \$3.50; straight roller, \$3.10 to \$3.25.

**BREAKFAST FOODS**—Prices are steady. There is a good movement. We quote as follows: Standard oatmeal, \$3.70 in bags, and \$3.80 in bbls.; rolled oats, \$3.60 in bags, and \$3.70 in bbls.; rolled wheat, \$2.25 in 100-lb. bbls.; cornmeal, \$2.75; split peas, \$4; pot barley, \$4.

#### VEGETABLES.

There is now an abundance of all greenhouse vegetables, and prices are again reduced. We quote: Cabbage, \$2.25 to \$2.50 per crate; celery, 80 to 90c. per doz.; asparagus, 50 to 60c.; radishes, 10 to 15c.; lettuce, 20 to 25c.; rhubarb, 15 to 25c.; green onions, 5 to 10c.; spinach, 40 to 50c. per bush.; Egyptian onions, \$2 to \$2.25 per sack; yellow Danvers, \$1 per bag or \$2.50 per bbl.; parsley, 25c.; mint, 25c.

#### HIDES. SKINS AND WOOL.

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

**SKINS**—The market is steady since last week's advance. We quote: No. 1 veal, 8-lb. and up, 9c. per lb.; No. 2, 8c.; dekins, from 60 to 70c.; culls, 20 to 25c. Sheepskins, 90c. to \$1.

**WOOL**—The feeling keeps weak. Prices are unchanged. We quote: Combing fleece, 13 to 14c., and unwashed, 8 to 9c.

#### MARKET NOTES.

Strawberries, pineapples and cabbages are arriving in carlots, and are selling at much lower prices.

Samples of new season's Japan teas are on the market. In both cup and style they show good quality.

The outlook for strawberries and all other fruits is reported to be good this season from the western district.



Toronto Commission Houses.

**New Messina Lemons**

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

**Pineapples**

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

**McWilliam & Everist,**  
Wholesale Fruit, Produce and Commission Merchants  
25 and 27 Church St., TORONTO, Can.  
Long Distance Phone Main 645.  
Warehouse Phone Main 3391.

Butter Cheese  
Eggs Poultry

Consignments Solicited.  
Highest Prices. Prompt Returns.

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

**SMOKED MEATS  
PURE LARD**

Our "MAPLE LEAF" brand is unexcelled.

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

**D. GUNN, BROTHERS & CO.**  
Pork Packers and Commission Merchants  
76-78-80 Front St. E. - - TORONTO

**Butter Wanted**

In Tubs and Pails. Ship to us.

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

The  
**DAWSON** Commission  
Co., Limited  
FRUIT, PRODUCE AND  
COMMISSION MERCHANTS.

Cor. Market and  
Colborne Streets, TORONTO

ESTABLISHED 1869.  
**Geo. Stanway & Co.**  
Brokers and  
General Commission Merchants  
Teas, Sugars, Molasses, 46 Front St. East,  
Canned Goods. TORONTO.  
Correspondence Solicited.

QUEBEC MARKETS.

Montreal, May 22, 1901.  
GROCERIES

THE advance in starch, Rivers Inlet salmon and Patna rice, together with the strength of the sugar market, are the features of the market this week. Rivers Inlet salmon has been advanced 25c. per case, being now quoted at \$4 25 f.o.b. Coast. It is expected that sockeye will follow suit when some few thousand cases have been sold. Patna rice is 1/2c. per lb. higher; dealers are now selling at 4 1/4c. per lb. According to importers' ideas the Canadian mills ought also to advance their prices. The raw sugar market, both in England and New York, is firmer, and higher prices in refined are looked for. The Canadian refined market is at the present moment comparatively low. Molasses is steady at the Islands at 10c. first cost. Cargoes of new goods are now on the way to Montreal. There seems to be quite a quantity of old molasses in sight yet. Canned goods are fairly active and rather firmer. Currants are strong and quotations have been raised. There is a fairly good demand for Japan teas. Lard is firmer, both compound and pure lard being advanced during the week, the former 1/2c. per lb., the latter 1/2c. per lb. Nuts are weak, Tarragona almonds are selling among jobbers at 11 1/2c., and Valencia almonds at 26c. Jobbing sales of fair quantities of Valencia raisins have been made at 4 1/2c. per lb. Sicily filberts are being quoted for new crop.

SUGARS.

Wholesalers report a heavy demand for sugar. The tone of the foreign market for raw sugar has continued firm, and, under a steady demand from American buyers, prices have risen to 95. 7 1/2d. for May and June, an advance of 2d. The course of the market has been directly contrary to Canadian refiners' views, a decline having been expected after the announcement of the English duty. But, already England is reported to be importing sugar, which means that the stocks held by speculators were not as large as were thought. Students of the market, however, consider that American prices of refined will not soar as high as they did last year, as there is likely to be continued importation of the foreign refined article into the United States this year, which will tend to restrain the action of the trust. The sugar season is now coming on, and retailers are ordering supplies in preparation of the usual summer demand. Granulated sugar is worth \$4.60 at the factories, and yellows \$3.75 to \$4.40 per 100 lb., accord ing to quality.

SYRUPS.

There is not much doing in syrups,

The following Brands manufactured by

**The AMERICAN TOBACCO CO.**

OF CANADA, Limited.

Are sold by all the Leading Wholesale Houses  
CUT TOBACCO . . .

OLD OHUM.  
SEAL OF NORTH CAROLINA  
OLD GOLD

CIGARETTES  
RICHMOND STRAIGHT CUT.  
SWEET CAPORAL.  
ATHLETE. DERBY

**ROCK SALT** FOR HORSES  
and CATTLE.



TORONTO SALT WORKS, Toronto, Ont.

Winnipeg Brokers.

**M. B. STEELE**

Wholesale Commission Merchant  
and Broker.

Correspondence and Agencies Solicited.

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

**JOSEPH CARMAN . . .**

WHOLESALE MERCHANDISE BROKER  
AND MANUFACTURERS' AGENT.

Winnipeg, Manitoba, Canada.

Secretary Winnipeg Fruit and Produce Exchange  
Correspondence and Agencies Solicited.  
Eastern firms can have goods warehoused. Track facilities.

**STORAGE**

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

**E. NICHOLSON**

Wholesale Commission Merchant and  
Broker.

115 Bannatyne Street East, Winnipe Man.

Winnipeg Fruit Merchants.

**THE RUBLEE FRUIT CO.**  
LIMITED.

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

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

Winnipeg Advertising Agents.

**ADVERTISING in WESTERN CANADA**

will be Carefully, Efficiently, and Promptly  
attended to by

**The Roberts Advertising Agency,**  
WINNIPEG, CANADA



although maple syrup is very active. Cane syrup is worth 1½ to 2c. per lb., and corn syrup 2¾ to 3c. "Imperial" maple syrup is worth \$5.10 a case of 6 gallons, \$5.60 a case of ½ gallons, and \$6 a case of ¼ gallons.

## MOLASSES.

The molasses market remains unchanged in its main features. Prices are steady at 10c. first cost at the Islands. This figure seems to be considered safe, although there is reported to be quite a quantity still unsold. Newfoundland has bought very heavily and American buyers have also operated freely. Local importers have bought lightly; there are now two cargoes on the way to this port, consigned mostly to two large wholesale firms. Large lots of new molasses are reported to have changed hands at 27c. and old stock is offering at 26c. for large lots. The prices to the retail trade are still 29c. for the combine district and 28c. for the open territory.

## CANNED GOODS.

The demand for canned goods continues fairly brisk. Some houses report that prices have stiffened during the week, tomatoes now being quoted at 80c. and corn at 75c. There are firms, however, who are selling at lower figures. Peas are worth 75c. to \$1.10. Salmon is in fair request, the ruling quotation on spring salmon being \$1.30. Pink salmon is worth \$1.10 and sockeye \$1.50. Packers at the coast have advanced prices on Rivers Inlet salmon 25c. per case, \$4.25 now being the combine figure. Some 14,000 cases were contracted for here before the rise occurred, but all the contracts were made subject to pack. Sockeye is still quoted generally at \$4.60 per case, but the warning that higher prices are coming is frequently heard. One firm is already quoting \$4.70, and when some considerable business has been done here the other packers will likely follow suit. Gallon apples vary in price; good brands are quoted at \$1.80.

## SPICES.

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

## RICE.

The rice market is decidedly firm. Patna rice is ¾c. per lb. higher and the all round tendency is toward higher prices. We quote in combine district: B rice, in bags, \$3.10; in half bags, \$3.15; in ¼ bags,

\$3.20; in pockets, \$3.25. In 10 bag lots an allowance of 10c. is made. CC rice, \$3.00 in bags, \$3.05 in half bags, \$3.10 in ¼ bags and \$3.15 in pockets. In the open territory prices are about 10c. less. Patna rice is worth 4¼c. per lb.

## FOREIGN DRIED FRUITS.

CURRENTS—In currants the feeling is very firm in sympathy with the continued strong advices from foreign points. The general jobbing quotation now is 9 to 11c. per lb. according to quantity. The Greek market has advanced rapidly owing to large continental purchases and stocks in that market are much reduced, there being of choice qualities not over 1,000 tons, and medium qualities, including the common stuff which is not fit for shipment, not over 1,500 tons. Statistics on the continent are also very favorable, Liverpool holding 875 tons against 2,513 last year. With regard to next crop advices indicate that the budding of the currant trees shows that the quantity produced can be only moderate, and the outturn may be reduced largely, according as the weather conditions are favorable or not up to August next.

RAISINS—The demand is slow and prices are unchanged. Seedless raisins are selling at \$1 per doz. 1-lb. boxes. Valencias are worth 5c. per lb., selected 5½c. and 4 crown layers, 6c. Sales of good common fine off stalk Valencias have been made this week between jobbers at 4½c. Selected could be imported for 5½c.

PRUNES—There is a fair trade passing in prunes. Californian prunes are worth 5 to 5½c. for 90's to 100's; 6½ to 7½c. for 60's to 70's and 7½ to 8c. for 40 50's. French prunes are selling at 3½ to 5c.

EVAPORATED FRUITS—There is nothing new to note. Apples are selling well at 6c. per lb., apricots at 10c., peaches and pears at 8c.

## NUTS.

Tarragona almonds are selling to jobbers at 11½c., and Valencia almonds can be imported at 26c. This indicates that both are on the weak side. Speculators are quoting on new crop Sicily filberts; their opening price is about equal to 8½c. October delivery. We quote: Shelled walnuts, 19 to 20c.; unshelled, 6 to 7c.; pure Mayettes, 11 to 12c.; Sicily filberts, 9 to 10c.; Valencia almonds, 31 to 32c.; Tarragona almonds, 11½ to 12½c.; peanuts, 6½ to 7½c.

## TEAS.

There is a fairly-good country demand for Japan teas, but other varieties are exceedingly quiet. The primary Japan market is reported steady to firm. Good medium 1900 teas are rather weaker here, being quoted at 14 to 16c.

## A Staple Line

Already! So city grocers say when asked how they are selling

**H AND H**  
TRADE MARK

THE UNEQUALLED CLEANER.

The odd cakes you sell here and there to-day will each make future business. That is its history everywhere, an unflinching growth on its merits.

Ask Wholesale Grocers.

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

Victoria Fruit Merchants.

From the Atlantic to the Pacific,

OKELL & MORRIS'

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

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

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

Victoria B. C. Commission Merchants.

**PATTON & SONS**

Wholesale Produce  
and  
Commission Brokers

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

Consignments Solicited.  
Advances Made on Warehouse Receipts.

AGENCIES ACCEPTED.

Toronto Fruit Merchants.

**NAVEL ORANGES**

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

LEMONS—Car fancy Messinas.

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

**HUSBAND Bros. & Co.**

Telephone 54. 82 Colborne St., Toronto

**CLEMES BROS.**

Just Address **TORONTO** Everybody Knows Us

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

**LEMONS ?**

Write us about them.



**GREEN FRUITS.**

The cargo of ss. Tiverton sold last Wednesday at prices about the same as those that ranged at the previous sales. Lemons were 5 to 10c. lower and oranges about 5c. higher. Large quantities of Florida tomatoes have come to hand this week, and prices are 25c. per crate lower. Trade in oranges and lemons has been exceedingly brisk. We quote: Messina oranges, 300's \$2 to \$3; per box and \$1.50 to \$2 per half box; Valencia oranges, 420's, \$4.75; Jumbos, \$5.25 to \$6; 714's, \$5.50; bitter marmalade, \$2.25 per box; Messina lemons, 300's, \$1.50 to \$2.75; 360's, \$1.75 to \$2.75 box; bananas, \$1.50 to \$2 per bunch; extras, \$1.75 to \$2.25; Apples, \$4.00 to \$5.00 per bbl.; sweet potatoes, Vinelands, \$4.00 per bbl.; Malaga grapes, \$9 per keg; Californian fancy pears, \$4 to \$5; pineapples, 8 to 20c.; Californian green-top celery, \$8 per case; Florida tomatoes, \$2.75 to \$3.25 per crate; radishes, 40 to 50c. per dozen bunches; Canadian lettuce, 20 to 40c. per dozen; new Bermuda potatoes, \$6.50 per bbl.; new Bermuda onions, \$3.50 per crate; Canadian asparagus, \$1 to \$1.50 per basket; strawberries, 9 to 18c.; Egyptian onions, 2 1/4c. per lb.; cocoanuts, \$3.25 to \$3.50 per bag; cabbage, in crates, \$1.75 to \$2.25; cucumbers, in baskets, \$4.50.

**COUNTRY PRODUCE.**

**EGGS**—Buyers are not succeeding in their attempt to get prices down to what they consider a profitable level. The market has undergone very little change. No. 1 grade is worth 11 to 11 1/2c., and No. 2, 9 1/2 to 10c. The local demand is fair.

**HONEY**—The honey market continues quiet, the demand being only for small lots. We quote as follows: White clover honey in comb, 13 to 14c.; white extracted, 8 1/2 to 10c.; buckwheat, in comb, 9 to 11c., and extracted, 7 to 8c.

**POTATOES**—Receipts of potatoes are increasing, and the market is easy at 40 to 42c. per bag in carlots.

**ASHES**—The demand for ashes is quiet and prices unchanged. We quote: Firsts, \$4.15 to \$4.20; seconds, \$3.60 to \$3.70, and pearls \$5.50 per 100 lb.

**FLOUR AND GRAIN.**

**FLOUR**—There has been a fair demand for both spring and winter wheat flour for the city trade and that of nearby points. There has been some winter exported this week. We quote: Manitoba spring wheat patents, \$4.10 to \$4.30; winter wheat patents, \$3.60 to \$3.80; straight roller, \$3.20 to \$3.40; in bags, \$1.55 to \$1.65 and Manitoba strong bakers', \$3.75 to \$4.

**GRAIN**—We quote: No. 1 spring wheat, 77c. afloat May; peas, 76c.; rye, 58 1/2 to 59c.; No. 2 barley, 53 to 54c.; oats, 36 to 37c.; buckwheat, 65 to 67c.; corn, 54 to 55c.

Try  **Clark's Tongue Lunch**

The style of the package recommends it, and the quality of the stock will satisfy everyone.

It's a Winner!

It Will Pay 

you to get our quotations before buying

**MOLASSES**

Barbados and Porto Rico.

We are the largest direct importers in New Brunswick.

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

**OATMEAL**—The market is firm at \$3.50 to \$3.60 in wood and \$1.70 to \$1.75 in bags.

**FEED**—A fairly good demand continues for bran and prices are in better shape this week. We quote: Ontario bran, in bulk, \$16; shorts, \$17; mouillie, \$20 to \$24 per ton; Manitoba bran \$16, and shorts \$17.

**BALED HAY**—Prices are higher on account of the strong demand. The demand from local buyers for carlots is good. We quote: No. 1, \$11.75 to \$12.25; No. 2, \$10.75 to \$11, and clover, \$9.50 to \$10 per ton in carlots on track.

**CHEESE AND BUTTER.**

**CHEESE**—Based on last week's purchases at country points higher prices should rule on spot for the arrivals now coming to hand, but, while cheese has retained its steady tone, it has not responded to last week's increased cost in the country, nor do private cables encourage the hope that British buyers will consent to any material advance on the fodder goods now being marketed. Prices have held up remarkably well since the beginning of the season, due solely to the small make of cheese. Reports now coming in indicate that the make is increasing. On the wharf cheese is selling at 8 1/4 to 8 1/2c.

**BUTTER**—This product maintains its strong disposition. During the last two weeks the price for pure creamery has risen

from 17c. to 18 1/4c. The English market, however, is steady. For export, butter is worth 18 1/2 to 18 3/4c. from the creameries. Eastern Townships dairy has sold at 16 to 17c.

**LIQUORS.**

**SCOTCH WHISKIES**

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

**CANADIAN WHISKIES.**

	In barrels per gal.
Gooderham & Worts, 65 O.P.	\$4 50
Hiram Walker & Sons	4 50
J. P. Wiser & Son	4 49
J. E. Seagram	4 49
H. Corby	4 49
Gooderham & Worts, 50 O.P.	4 10
Hiram Walker & Sons	4 10
J. P. Wiser & Son	4 09
J. E. Seagram	4 09
H. Corby	4 09



# New Japan Teas.

Consignment per first C.P.R. steamer—we look for a good season in these pure and unadulterated teas. The quality will be of the usual excellence with which the trade are fully acquainted. See our Samples before buying.

Wholesale Only.

S. H. Ewing & Sons, Montreal

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

#### CHAMPAGNE.

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

Comte de Castellane—	Per Case.
Cuvee Reserve.....	\$12 50
Carte d'Or.....	13 50
Champagne Ve Amiot—	15 00
Carte d'Or.....	16 00
" Blanche.....	13 00
" d'Argent.....	10 40
Pommery—	Quarts. Pints.
Sec and Extra Sec.....	\$28 00 \$30 00
Mumm's—	Quarts. Pints.
Extra Sec.....	28 00 30 00
Moet & Chandon—	Quarts. Pints.
White Seal.....	28 00 30 00
Brut Imperial.....	31 00 33 00
Perrier-Jouet—	Quarts. Pints.
Frut.....	28 00 30 00
Reserve Dry.....	28 00 30 00

#### GIN.

Pollen Zoon—	Per Case.
Red, cases of 15 bottles.....	\$9 75
Green, " 12 ".....	4 75
Violette, " 12 ".....	2 45
P. Hoppe "Night Cap" Brand—	Per Case.
Red, cases of 15 bottles.....	10 50
Green, " 12 ".....	5 25
Yellow, " 15 ".....	10 75
Blue, " 12 ".....	5 40
Poney, " 12 ".....	2 50
Draught—	Per Gal.
Hogsheads.....	\$2 95
Quarter casks.....	3 00
Octaves.....	3 05
De Kuyper—	Per Case.
Violet, 2 doz. cases.....	5 30
Green, " ".....	6 00
Red, " ".....	11 50
White, " ".....	4 00

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

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

#### MARKET NOTES.

Starch is  $\frac{1}{2}$ c. higher.  
Patna rice is up  $\frac{1}{4}$ c. per lb.  
Currants are 1c. per lb. higher.  
Butter is  $\frac{1}{2}$ c. higher and very firm.  
The sugar market is decidedly strong, with an upward tendency.  
Packers are 25c. per case higher on new pack of Rivers Inlet salmon.  
Lard is  $\frac{1}{4}$ c. per lb. higher, while lard compound has been advanced  $\frac{1}{4}$ c.

#### CANADA'S TRADE STILL GROWING.

THE export trade of the Dominion of Canada continues to expand. The country's aggregate trade on the basis of goods entered for consumption and export exclusive of corn and bullion for the ten months ended April 30 exceeded that for the same period of the previous year by nearly twenty millions. The actual figures were \$302,567,352, against \$283,517,239,

showing an advance of \$19,050,113. The imports totalled \$142,942,420 for the ten months, as against \$143,303,759 in 1900, a falling off of \$361,339. The exports, reckoning both foreign and domestic produce, amounted to \$159,624,932, as compared with \$140,213,480 for the preceding ten months.

The following are the exports in detail for the two periods:

	Ten months ending April, 1900.	
	Domestic.	Foreign.
Mines.....	\$10,833,379	\$ 168,866
Fisheries.....	9,048,910	50,086
Forest.....	24,577,226	286,149
Animals.....	48,187,911	960,685
Agriculture.....	23,410,785	9,991,330
Mnfrs.....	11,118,976	1,014,448
Misc.....	284,258	280,471
	\$127,461,445	\$12,752,035

#### Ten months ending April, 1901.

	Domestic.	Foreign.
Mines.....	\$30,163,967	\$ 121,593
Fisheries.....	8,665,271	9,759
Forest.....	23,065,604	263,720
Animals.....	48,299,828	2,060,058
Agriculture.....	21,448,758	10,981,329
Mnfrs.....	12,834,520	1,428,957
Misc.....	42,955	238,613
Total.....	\$144,520,903	\$15,104,029

For the month of April last the exports, including foreign and domestic, show a betterment of \$1,622,414, as compared with the same month of last year.

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



## NEW BRUNSWICK MARKETS.

OFFICE OF THE CANADIAN GROCER.

St. John, N.B., May 20, 1901.

**B**USINESS is not as good as many would wish. Money seems scarce. It is said that many of moderate means have put too much money in the many gold mines that have been floated during the past two years. The advance in starch was somewhat of a surprise. The laundries have largely used an imported starch, but of late a starch manufactured in Prince Edward Island has had quite a demand. It seems satisfactory. The advance in oatmeal was also rather unexpected. Ginger is high.

**OIL.**—Burning oil remains unchanged. There is however, considerable competition, and this tends to a shading of figures, thus weakening the market. There is, of course, yet a large sale at this season. Paint oils, such as linseed, hold their advanced figures, and there is a steady sale. Turpentine, however, shows little change. In lubricating oils there is the usual large sale at this season. Prices remain even at reasonable figures. In wax and candles there is no change and the sale is light.

**SALT.**—Liverpool coarse is held firm. There have been no arrivals for some time, but some is afloat for here. Quite good stocks are held and there is a steady sale. In fine salt there is a rather improved demand. The advance in the price of box salt has created an increased demand for the small bags in bbls., which were selling rather slowly. We quote Liverpool coarse, 50 to 55c.; English factory-filled, 95c. to \$1; Canadian fine, \$1 per bag; cheese and butter salt, bulk, \$2.40 per bbl.; 5-lb. bags, \$2.85 to \$2.90 per bbl.; 10-lb. bags, \$2.70 to \$2.75 per bbl.; 20-lb. wood boxes, 22c. each; 10-lb. wood boxes, 14c. each; cartons, \$2 per case of 2 doz.; English bottled salt, \$1.25 to \$1.30 per doz.; mineral rock salt, 60c. per 100 lb.

**CANNED GOODS.**—A car of corn was received this week. The price is held quite firm, but sales show really no profit over the cost at Association prices last fall. Tomatoes and peas have both changed hands but trade has been unsatisfactory. In gallon apples, while demand has been slow, one house here turned over a large quantity at a profit. They were, however, bought low. Fruits, such as peaches, strawberries and blueberries have a steady sale. The last two are rather short stock, but profits are light. Some new prices are quoted on salmon, and figures are below last season. Meats show improved sale. Prices are firm. There is but light stock of local fish.

**GREEN FRUITS.**—There is a very large sale at low prices. There have been some auction sales of oranges and lemons for retail buyers, but this does not seem very popular here. Sorrento oranges are now having the big sale. Many blood oranges are being sold. Prices are low. In Valencias, prices continue to work up a little. The season for Californians is getting late. Bananas are plentiful and selling freely. Lemons are very low, in fact about as low as was ever known. Apples are about done. There is fair sale for pines. Strawberries are more freely sold as price continues to fall. Rhubarb is now low and will soon be at bottom figures.

**DRIED FRUITS.**—In raisins the market is very dull. There is a fair stock still held. Seeded are very low. They have a fair sale. In prunes, prices continue low. Stock received is good. Apricots and peaches are quiet. Dates have a fair sale at low figures. Package goods are preferred at this season. Evaporated apples are rather firmer, best

stock being somewhat scarce. Dried are dull. In currants a direct shipment of barrelled goods is to hand. Stock here is light. In onions, a few Bermudas here. Quality but fair. Egyptians are being more freely sold by the grocers each season. Market remains quite firm and a fair stock is held.

**FLOUR, FEED AND MEAL.**—In flour there is little change. Ontarios hold firm. Manitobas sell freely. In oats figures are firmer. Oatmeal shows much higher figures. The sale is light. Cornmeal is very firm at the higher figures. In feed there is little sale. Hay is high. Seeds have sold quite freely even at the high figures, but the season is about over. Blue peas are higher and scarce. We quote: Manitoba flour, \$1.75 to \$1.80; best Ontario, \$3.80 to \$3.90; medium, \$3.65 to \$3.80; oatmeal, \$3.85 to \$4; cornmeal, \$2.50 to \$2.75; middlings, \$2.2 to \$2.3; oats, 40 to 42c.; hand-picked beans, \$1.65 to \$1.75; prime, \$1.55 to \$1.60; yellow-eye beans, \$2.40 to \$2.60; split peas, \$1.10 to \$1.15; blue peas, \$1.25 to \$1.40; pot barley, \$3.85 to \$4; hay, \$12 to \$13; yellow buckwheat meal, \$1.40 per 100 lb.; Canadian timothy seed, \$2.80 to \$3; American do., \$2.45 to \$2.60; red clover seed, 10 to 12 1/2c.; alsike seed, 12 to 14 1/2c.; mammoth clover, 12 1/2 to 15c.

**DAIRY PRODUCE.**—Eggs have been scarce during the week and prices have been advanced. This has affected sales as buyers were not inclined to pay the higher figures. In butter, prices are rather easier. Best stock is, however, in demand. Some western has been offered low. Cheese are lower. New Canadian have arrived quite freely. The sale is for small cheese.

**SUGAR.**—There is a large sale; prices, while low, are quite firm. There is considerable foreign granulated here and with some lots there is a little trouble about color and some inclines to be soft. American is much liked.

**MOLASSES.**—There is considerable here and to arrive. The market is in an unsatisfactory condition, particularly in Porto Rico. Some are cutting figures very close. The effort would seem to be to discourage the consignment of stock. In Barbadoes, quality shows a wide range.

**FISH.**—The catch of fresh fish is very disappointing. In gaspereaux the season will show very short unless there is a change. This is an important factor here. These fish when pickled are called alewives and several thousand bbls. are exported every year. Shad are scarce. It is still early for salmon and few yet seen. Halibut are quite plentiful. They are a splendid fish. In dry cod arrivals are light. Price is firm. Pollock are out of season. Pickled and smoked herring are high and there is little doing. We quote: Large and medium dry cod, \$3.75 to \$4; small, \$2.25 to \$2.50; haddies, 5 1/2 to 6c.; smoked herring, 12 to 13c.; fresh haddock and cod, 2 1/2c.; boneless fish, 4 to 5c.; pollock, \$1.60 to \$1.75 per 100 lb.; pickled herring, \$2.25 to \$2.35 per half bbl.; Canso herring, \$5 per bbl.; \$2.75 per half bbl.; Shelburne, \$4.50 per bbl.; \$2.25 per half bbl.; gaspereaux, 70 to 80c. per 100; shad, 25 to 30c.; salmon, 20 to 25c., halibut, 8c.

## TRADE NOTES.

Jones & Schofield have some Beaver hops, quarters, just received.

Dearborn & Company received a car of "Quaker" corn this week.

Merrett Bros. & Co. landed a cargo of Porto Rico molasses this week.

The price of Colman's starch to the retail trade has been produced. Smith & Hilton,

the Maritime representatives, report large sales.

H. F. Finley has a large shipment of very choice Egyptian onions to hand.

F. P. Reid & Co., Moncton, have a cargo each of Porto Rico and Barbadoes molasses to arrive.

Mr. White, representing The Wm. Davies Company, has been in the city pushing canned meats. While late in the field he met with considerable success, particularly in specialties. They have had no local representative so their lines have not been kept before the trade as those of some other packers.

## TRADE CHAT.

Potatoes are selling at \$1 per bushel at Wabapital, Ont.

D. Macdonald, grocer, Hamilton, Ont., has removed to larger premises.

L. S. Messenger has retired from the grocery business at Wolfville, N.S.

The Arnprior, Ont., Creamery Co., Limited, have been incorporated.

W. A. Hayward, general merchant, Coldstream, N.B., has closed up his business.

W. D. Yoe, general merchant, Exeter, Ont., will move into larger premises shortly.

McDonald & Hamran's general store at Sydney, N.S., was destroyed by fire on Saturday last.

The London, Ont., Sugar Beet Refining Co., have made contracts with farmers for the crop of sugar beets on 400 acres.

Boutillier & Morehouse, general merchants, etc., Centreville, N.S., are building a new, up-to-date two-storey 50 x 25 ft. store.

Cambridge, Ont., merchants have agreed to close every evening except Saturdays and nights preceding holidays, at 7 o'clock sharp.

D. & H. Becker, general merchants, New Hamburg, Ont., have built an addition to their store and are now rebuilding their old premises.

About \$100 damage was done by fire in J. Dumand's grocery store, 111 Logan street, Montreal, last week. The loss is covered by insurance.

Thieves entered the grocery store of Thornton Bros., Woodstock, Ont., on Sunday, last week, and got away with a caddy of tobacco and 75 cents in coppers.

Bertrand & Co., fruiterers, etc., Brandon, Man., have installed a peanut roaster and corn popper, which is run by a gasoline engine and has an automatic bell that attracts much attention.

Alex. Taylor, tea merchant, Clinton, Ont., was thrown out of his buggy upon the rails directly in front of a Grand Trunk train on Thursday, last week. Both legs were severed, and there is but little hope for his recovery.

Thos. H. Ingram, Columbia, B.C.; Stanley Muir, of Grand Forks, and W. H. Covert, of Carson, have formed partnership as wholesale grocers at Columbia and Grand Forks, under the style of The Ingram, Muir Co.

The Classic City Mills, Stratford, Ont., are to be rebuilt and modernized. Their capacity is to be 150 bbls. per day at first, but provision will be made in the new premises for increasing the output above that figure.

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## MANITOBA MARKETS.

WINNIPEG, May 18, 1901.

HERE could hardly be a greater contrast between the weather of last week and this. Last Saturday week the ground was covered with snow. Last Saturday at 10 o'clock a.m. the thermometer stood at 95 deg. F. in the shade and growing warmer. Reports from the country indicate that the crop conditions are all favorable and growth very rapid. All creameries and cheese factories are in full blast and there is likely to be rather a glut within the next two weeks. Already the market gives indications of weakness.

A move in the right direction as regards cheese was a meeting held last week, at which a very large proportion of wholesale and producemen were present. A resolution was passed asking for a cheese instructor to be brought in from an outside point, and for an inspector to be appointed. All cheese to be inspected and graded at Winnipeg. This is a matter which the Dairy Association have been urging for years as the only possible remedy for bad cheese.

Trade in groceries is fair in all lines, but without any startling features.

SUGAR—The 15c. drop being now in effect, quotations are: Extra granulated, \$5.35; yellow, \$4.50; extra ground, in boxes, \$6.10; bbls., \$5.85; powdered, in bbls., \$5.60; boxes, \$5.85; Paris lump, boxes, \$5.85; bbls., \$5.95.

MEDITERRANEAN DRIED FRUIT—Raisins are in slightly better demand in this market, and, though prices have not advanced, there is a firmer feeling. Prices quoted are: Valencias, fine, off stalk, \$1.80 to \$1.85; layers, \$2.20 to \$2.25. Currants are ½c. higher in primary markets, and the feeling here is firm, though no actual advances are quoted.

EVAPORATED FRUITS—Demand is quite active for apricots, particularly the advance of ½c. on this fruit is very steadily maintained, quotations being 11¼ to 12¼c. Prunes also are in fair demand, with prices ranging from 4¼ to 11½c. Evaporated apples are weaker; in fact, the manufacturer must at the present time be selling at a loss. Quotations are 6¼ to 6½c., with dried in very slow demand at 5½ to 5¾c.

RICE—Demand is small, and though the market for Japan is firmer, there has been no actual change in the Winnipeg price.

CEREALS—Rolled oats have advanced and the market is very firm, the latest quotation being \$2.05 to \$2.10. Cornmeal has advanced and is quoted at \$1.40, while beans are \$1.85 to \$1.95. Other cereals

remain without change and in only normal demand.

SALT—The first shipments of salt are in and show an advance of 5c. per bbl. on most lines. The fact is that for the past few months salt has been handled at an actual loss, and the present advance will just about clear the handling and no more. Quotations are: Common salt, \$2 per bbl.; table, in 3 lb. bags, \$3.30; table, in 5-lb. bags, \$3.20; 50-lb. duck sacks, 49 to 50c.

STARCH—In sympathy with the advance in corn, all classes of starch have advanced ¼c. per lb.

SYRUP—Glucose syrup is anywhere from 10 to 15c. higher than it was 10 days ago.

GREEN FRUITS—This market, which was somewhat slow at the beginning of the week, is now very active owing to the extreme warmth of the weather. Strawberries of fine quality are arriving, and have dropped to \$4 per case of 2 doz. boxes; oranges, \$2.50 to \$4.25; lemons, Californian, \$3.75 to \$4; lemons, Messinas, \$4.50; bananas have advanced, being now \$2.75 to \$3; cherries, in 10 lb. boxes, \$2.75; pine-apples, \$3 per doz; Florida tomatoes, 4-crate baskets, \$4; pieplant, 5c. per lb.; cucumbers, \$1.75 per doz; asparagus, 90c. per doz.

CURED MEATS—This market continues very firm, with a good demand. We quote: Hams, 13c.; breakfast bellies, 13½c.; breakfast backs, 12½c.; shoulders, 9c.; spiced rolls, 10½c.; dry salt long clear, 10½c.; shoulders, 8½c.; smoked long clear, 11½c. Heavy mess pork has reached a point where it is beyond the ordinary buyer, being now quoted at \$20 per bbl.

LARD—Is without change in price, and the markets are firm.

BUTTER—There are large quantities of creamery offering at the factories, and the price is low for the season, being 17 to 17½c. Dairy butter—The demand for first class dairy has been so strong as to put the price up almost equal to that of creamery at the factories. The quality is improving with the advent of an abundance of grass, and the price is liable to fall at any time. At present, however, 16 and 17c. can be obtained for a good article.

CHEESE—No new cheese is offering, and there is little or no demand for old stock.

EGGS—10c. per doz. for fresh case eggs.

FEED—There has been a further drop of \$1 per ton in bran and shorts, the quotations now being \$11.50 and \$13.50.

## NOTES.

Mr. Morrison, of the Price Baking Powder, was a visitor in town during the week.

Mr. Aldridge, of the South St. Pau,

Packing House, of the Swift Meat Company, is at present in the city, and it is rumored that some large deals have gone through in connection with the goods of this house.

Mr. S. A. D. Bertrand, who was for many years the official assignee of Manitoba, has just been appointed to a position in the Public Works Service in the Yukon. There is general regret at the idea of Mr. Bertrand leaving the city.

## THE NEW STARCH WORKS.

THE Prescott, Ont., Journal, of May 15, states: "The Imperial Starch Works building is completed. Two cars of intricate machinery arrived on Tuesday from Scotland, but will not be put in until such time as the balance of what is required arrives. For the time being all work has been stopped in connection with the factory, it being deemed advisable to do this in order that all the machinery may arrive before anything further is done, and as soon as this arrives a full staff of skilled mechanics will be put to work, both night and day, and complete the installation of the machinery within 90 days, after which everything will be in readiness for operations. On Monday the completed structure was taken off the hands of the contractors by the following directors, who visited the works: Hugh Blain, Esq., president, Toronto; Ch. Kleopfer, Esq., vice-president, Guelph, Ont.; T. P. Coffee, Esq., Trust and Guarantee Co., Limited, Toronto; H. C. Beckett, Hamilton; Dr. W. P. Buckley, local director, Prescott.

"From present indications it is reasonable to expect that the starch works will be in full running order by the middle of September, or first of October at the latest."

## VISIT FROM A PICKLE MAN.

Mr. John C. Black, one of the managers of the Heinz & Co. pickle manufacturers, Pittsburg, was in Toronto for a short time the latter part of last week, and in company with Mr. Robt. Muat, the local representative, called upon the grocery trade.

Mr. Black is a pleasant and entertaining gentleman who has travelled a great deal, whose business ideas are broad and sound and whose reminiscences are many and humorous. It was Mr. Black who, in 1896, was sent to Great Britain to introduce Heinz pickles, with the result that to-day the company has 36 travellers in the United Kingdom and two in France. "And we mean to cover the world," said Mr. Black.

## CAN THIS BE TRUE?

The Rev. Dr. Potts was once a grocery clerk. But the grocer built his sugar on the shifting sand, and the doctor fled into the ministry.—Toronto Star.



## AN ATTRACTIVE GROCERY STORE.

It has been admitted that one of the essential factors in working up a grocery trade is to have a store that attracts customers towards it. To define what constitutes attractiveness is next to impossible, but an excellent illustration of it is given in the accompanying cut of J. A. Farewell's store on Parliament street, facing Carleton street, Toronto. Here are combined nearly all the features of an enticing store.

In the first place, the architecture is well designed, the proportions being good and the materials of high quality. The floor is of hardwood, the ceiling and walls are papered, the counters and shelving are uniform in color and appearance. The front door is at the extreme north, giving a

electricity and gas (Auer mantles) being used.

But these factors have not of themselves made the store as attractive as it is. Either Mr. (or as the boys called him, "Doc") Farewell, or his wife, who are both shown behind the counter, must have excellent taste, for at all times their store is scrupulously clean and dainty. Some grocers may consider ferns and palms out of place in grocery stores, but they unquestionably add to the attractiveness of this store.

## PRODUCE TRAVELLERS CHANGE.

L. C. Kemp, who for the past seven years has represented D. Gunn Bros. & Co. in Toronto, has engaged with the J. A. McLean Co., Limited. He will be succeeded in his former position by Benj.



large space for window display, which is made very effective by the plate-glass front and a 5 x 7 ft. mirror at the south wall. The floor of the window, which is about 2 ft. above the street level, is covered with linoleum, which, of course, is little seen when a full display is in the window.

Good use has been made of the possibilities presented by the architecture of the store. As can be seen from the cut, the arrangement of stock is excellent. The refrigerator is in the proper place; the bulkier packages, containing fruits, soda biscuits, canned goods, soda waters, etc., are placed on the floor where they do not interfere with customers' movements; the shelving, which occupies two sides and part of the rear, is kept well filled, and the goods shown are clean and fresh looking. And, at night, there is abundance of light,

Cope, jr., who for about eight years has been warehouseman with the Gunn company. Alf. K. Moffat will succeed Mr. Cope as warehouseman.

## EARLY CLOSING IN ST. THOMAS.

There is a strong movement in favor of early closing in St. Thomas, Ont., but, like the majority of agitations to this end, it has not originated with the merchants of the town, and proposes early closing on Saturday evenings, rather than on the other evenings of the week.

On Thursday evening, last week, a conference was held between members of the Lord's Day Alliance and the Trades and Labor Council, of St. Thomas. The Alliance proposed securing by petitions of the merchants a by-law compelling all stores to close at 10 on Saturday evening.

The Trades Council fully endorsed the movement, providing the Alliance would change the hour proposed in the petition from 10 to 9 o'clock, and appointed a committee of three to cooperate with the Alliance committee in circulating the necessary petition among the shopkeepers.

## G. T. TREBILCOCK DEAD.

George T. Trebilcock, grocer, etc., London, Ont., died of lung trouble at his home in London on Sunday morning, after a protracted illness. He had been in the grocery business in London since 1881, and, as he was of a lively, good-natured disposition, he did a good business and had many friends. He leaves a widow and three children, Miss Hattie and Masters Bert and Fred. Trebilcock. J. C. Trebilcock, grocer, also of London, is a brother of deceased.

## VANCOUVER GROCERS COMBINE.

THE Vancouver correspondent of a British Columbia exchange writes under date of May 10: "A meeting of retail grocers called to consider the advisability and practicability of forming a combine, took place last night, and after the matter was laid before them by the promoters of the scheme, and discussed and criticized at great length, a vote was taken, which resulted in showing a substantial majority of those present in favor of the combine. Briefly, the plan is to reduce the stores now doing business to about one third of the present number; as an example, the total expenses of 30 principal stores according to the business now being done has been estimated after careful consideration to be \$17,071, against the estimated expense of 11 stores serving the same number of customers, of \$8,495, thus showing a saving of \$8,700 a month to 30 merchants engaged in the grocery business.

It is proposed to place these 11 stores in suitable localities according to the density of the population, and to have them nearly three times the capacity per store, of the other 30 stores. The stores will be up-to-date in every particular, and have a butcher shop connected with each establishment, and there will be one executive head over the entire business.

The promoters of the scheme lay great stress on the assertion that consumers will benefit by the combine. They assert that the combine is an assured fact; that only one of the larger firms of the city has declined to enter it. And it only remains for these firms to put their names to a legal agreement, now being drawn up for their signature, before preliminary arrangements are made towards amalgamation. The services of an organizer will be secured, and no stone left unturned to bring the combine to a successful issue in six months' time. There are some 20 firms in the city ready to sign the legal agreement, which represents most of the capital involved in the grocery business here, and these 20 firms believe that the moment their signatures are affixed to the agreement there will be nothing else for the other grocers to do but to fall in line, as the combine would so reduce prices to the consumer, besides increasing their own profits, that it would be the greatest folly for those outside the combine to remain outside.

There are, of course, those who are strongly opposed to the combine. They say it is a dream, impracticable and impossible of realization, and therefore unworthy of serious consideration. The promoters answer: "Time will show."







Your endeavor to keep on the good side of your customers and win their tea trade will be successful if you recommend

# JAPAN TEA

Every pound is pure Japan Tea, no mixture.

COFFEE	Montreal.	Toronto.	St. John, Halifax.
Green—			
Mocha.....	24	23	25
Old Government Java.....	27	22	30
Rio.....	10	8 1/4	9 1/2
Santos.....	29	26	30
Plantation Ceylon.....	22	25	24
Porto Rico.....	22	25	24
Gautemala.....	18	15	20
Jamaica.....	18	15	20
Maracalbo.....	13	13	18
<b>NUTS</b>			
Brazil.....	31	32	30
Valencia shelled almonds.....	11 1/2	12 1/2	13
Tarragona almonds.....			14 1/2
Formegetta almonds.....			9
Jordan shelled almonds.....	7 1/2	8	8
Peanuts (roasted).....	6 1/2	7	7
Coccanuts, per sack.....	3 00	3 75	3 50
per doz.....		60	70
Grenoble walnuts.....	9 1/2	10	12 1/2
Marbot walnuts.....			11 1/2
Bordeaux walnuts.....	7	8	9
Sicily filberts.....	9	10	10 1/2
Naples filberts.....	10	12	11
Pecans.....	10	12	13
Shelled Walnuts.....	19	20	25
<b>SODA</b>			
Bl-carb, standard, 112-lb. keg.....	1 65	1 80	2 00
Sal soda, per bbl.....	70	75	80
Sal Soda, per keg.....	95	1 00	1 00
Granulated Sal Soda, per lb.....			1
<b>SPICES</b>			
Pepper, black, ground, in kegs.....			
palls, boxes.....	16	18	18
in 5-lb. cans.....	14	17	15
whole.....	15	17	19
Pepper, white, ground, in kegs.....			
palls, boxes.....	26	27	26
in 5-lb. cans.....	25	26	26
whole.....	23	25	25
Pepper, Jamaica.....	19	25	22
Cloves, whole.....	12	30	14
Pure mixed spice.....	25	30	30
Cassia.....	13	18	20
Dream tartar, French.....		25	25
best.....		28	30
Allspice.....	10	15	16
<b>WOODENWARE</b>			
Pails, No. 1, 2-hoop.....	1 90	1 60	1 90
No. 3-hoop.....	2 05	1 75	2 05
half, and covers.....	1 75	1 70	1 75
quarter, jam and covers.....	1 45	1 20	1 45
candy, and covers.....	2 70	2 70	3 20
Tubs No. 0.....	11 00	8 50	11 00
" 1.....	9 00	7 00	9 00
" 2.....	8 00	6 25	8 00
" 3.....	7 00	5 85	7 00

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

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## THE PROVISION TRADE.

The Markets—Bad Sausages—Miscellaneous Notes.

### BAD SAUSAGES.

**I**N his annual report to the Borough Council of Bethnal Green, Mr. John Foot, the chief sanitary inspector, makes an important and disquieting statement on the matter.

"I have," he reports, "again got on the track of some of those persons who were prosecuted and very heavily fined about a year ago for selling and using for human foodstuff that which was purchased from a cat and dogs' meat dealer.

"Although two fines of £50 each were then imposed, I had reason to suspect that this filthy trade had only been diverted, not in any way stopped, so far, at least, as the prime movers were concerned. Railway and other wagons were again delivering consignments of exactly similar parcels to those reported a year ago. Careful observation . . . showed that a more extensive trade than ever was being carried on

"For a time I was unable to get clear evidence of what was done with the stuff so delivered. Sausage manufacturers, and makers of various seductive if unwholesome relishes seemed one and all to have deserted the place—not one of them came near, but what was more suspicious to me not a single barrow of cats' meat left the place, neither was a genuine cats' meat man seen to enter.

"I was about to give up the matter for a time when a lucky accident solved the mystery, and we ascertained that the stuff was removed in a most roundabout and surreptitious manner to a small private house, then in a parish over our northern boundary, but now in our own district, whence it was fetched, not by cats' meat men but by makers of sausages and other mysterious things, who came from the adjoining districts.

"I communicated with the officers of the several authorities concerned, and placed an agent and my information at their disposal, with the result that one butcher in the Hackney district was followed home with a consignment, and as soon as it was at his shop it was seized by the sanitary officers and subsequently condemned at the North London Police Court. Legal proceedings are being taken in this case, and I hope that others who are engaged in this horrible trade may yet be captured.

"What is wanted for this offence is imprisonment for all engaged in it, without the option of a fine; and until this becomes the invariable rule the trade will not be stopped. At present I have absolutely no doubt that there is an enormous amount of filthy poisonous food (of course deeply

masked with condiments) dealt in, and that regular well-established markets and agents exist for this purpose, and are as well known in certain circles as are bona-fide recognized markets."—London Daily Express.

### THE OLD AND THE NEW PIG.

Writing about the old-time and the modern bacon hog of Great Britain, Robert E. Turnbull says:

"Early in the nineteenth century no serious effort appears to have been made to improve the quality of the pigs of this country. The pigs of that day were narrow in the back, coarse in the bone, long in the neck, flap-eared animals covered with strong bristles. As scavengers they were undoubtedly useful, but for profit-making purposes they were not held in regard by British farmers. After a while Chinese and Neapolitan pigs were introduced, and by the middle of the century a new type had been established. In place of the ungainly creatures that wandered about the village lanes seeking for food, pigs that were 'mere animated bladders of lard' (Sanders Spencer) became the fashion. American agents who came to England to buy short-horns took a fancy to these 'roly-poly' pigs, believing that by their use the razor-backed pigs of the States could be greatly improved. But the new type, though more shapely, had not the merit of utility. Early maturity, when it is acquired by the loss of lean flesh and constitution, is too dearly purchased. The bacon curers convinced the leading breeders of pigs that they were on the wrong track, and that a vigorous effort must be made to recover the lean flesh that had been lost in the effort to get rid of coarseness. In this the breeders eventually succeeded. Bacon pigs of large size, long and deep in frame, with plenty of lean flesh, took the place of the 'roly-poly' pigs, and consequently the bacon cured in this country became in great demand, and pig-breeding attracted increased attention all through the country, more particularly in the North of England."

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

The movement in barrelled goods is light. Boston pork is well below western figures. In lard, prices are still high, but some look for a rather easier market. Sale for compound is light.

### THE PROVISION MARKET IN TORONTO.

The Toronto provision market continues in much the same condition as last week. The price of live hogs is still firm at \$7.25, with only the usual delivery at this high

price. The demand for export keeps excellent at steady figures. Local packers and jobbers are doing a good domestic trade at firm, unchanged prices and with stocks lighter than usual at this season.

### PROVISIONS IN MONTREAL.

The trend of the market is evidenced by the advance that has occurred in the price of "Boar's Head" refined lard compound which was marked up 1-8c. per lb. on the 17th. All lard is higher, most dealers quoting \$2.25 a pail. American mess pork has been reduced 25c. per 100 lb. during the week, making heavy mess worth \$22.50 and medium \$21.50. Canadian short cut is firm at \$19.50. Business is fair. We quote: Heavy Canadian short cut mess pork, \$20 to \$21; selected heavy short cut mess pork, boneless, \$21 to \$22; family short cut back pork, \$20 to \$21; heavy short cut clear pork, \$19.50 to \$21; hams, 13c.; bacon, 14c.; lard, pure Canadian, \$2.25 to \$2.60 per pail; refined lard compound (Fairbank's), \$1.88 for 1 to 24 pails; \$1.86 for 25 to 49 pails; \$1.84 for 50 pails and over; Snow White and Globe compound, \$1.65 per pail; Cottolene, 9 1-4c. per lb. in tierces, and 10 1-4c. in 20-lb. pails and 10c. in 50 lb. boxes, for Quebec.

### HOG BRISTLES.

A manufacturer of brushes says: "Hogs are fattened and killed young in the United States, and with the constant and widespread improvement of breeds here the hogs have run less to bristles. Some extensive packers collect bristles, but the American supply is probably less than 1 per cent. of the consumption. The longest American bristles are about 4 1/2 inches in length. Imported bristles come from various parts of Russia, but most largely from Poland and North Germany. Some finer, soft bristles come from France. The bulk of the supply comes from cold countries where the hogs are well protected by thick coats, and many of the bristles are those of wild hogs. The hogs shed their coats as many other animals do, and there are men who gather the bristles of wild hogs, knowing their haunts and where the bristles are to be found. Other bristles are collected in the usual way when hogs are killed. The bristles are subjected to various processes of curing and preparation before they become commercial bristles and ready for the market.

"Imported bristles range from 3 1/2 to 7 1/2 inches in length. Various vegetable fibres are now used extensively in the manufacture of cheap brushes, but for the best kinds of brushes only the finest foreign bristles are used, and their importation continues steadily."—National Provisioner, New York.

### PERSONAL MENTION.

A. F. MacLaren, M.P., has been appointed judge of the cheese at the Pan-American Exhibition. Mr. MacLaren was one of the judges appointed by the United States Government for the World's Fair at Chicago.



REGISTERED  
*Bow Park*  
BRANDS

# Sweet Pickles

PLEASE THE CONSUMER.

Do you sell them?

Ask your wholesale, or write direct for quotations.

Prepared by . . .

**Shuttleworth & Harris,**  
BRANTFORD, CANADA.

# BREAKFAST BACON.

REGISTERED  
*Bow Park*  
BRAND  
**BACON**

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

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

# Sugar-Cured MEATS

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

## SHOULDERS

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

**F. W. FEARMAN CO.**

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

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



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



## 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.

**R.** W. HANNAH, Board of Trade, Toronto, reports good demand for potatoes from eastern and western points, mostly for seed purposes. Farmers not being so busy now with seeding, the receipts of potatoes at loading points are increasing, and prices are easier.

your name and address to R. W. Hannah, Board of Trade, Toronto.

Linen clotheslines may be procured from Lucas, Steele & Bristol.

New York ginger ale and summer beverages are beginning to go with W. H. Gillard & Co.

Ceylon and Japan tea dust is being offered very cheap by Lucas, Steele & Bristol.

The A. F. MacLaren Imperial Cheese

tion in consonance with the recent decline in the Japan tea market. The price is 17½c.

Diamond Crystal salt may be procured from the agents, Lucas, Steele & Bristol, Hamilton.

H. P. Eckardt & Co. have received a shipment of new lobsters, ½-lb. The quality is excellent.

E. D. Marceau would draw attention to his "Condor" mustard, "made not only to sell but to eat."

The Eby, Blain Co., Limited, passed into stock this week a car of Trinidad raw sugar of very fine quality.

Balfour & Co., Hamilton, have placed another large order with the Victorine Co. in order to meet the demand.

Maple syrup, "Imperial," is being offered by Lucas, Steele & Bristol, in 5-gal., 1-gal., ½-gal. and quart tins.

W. H. Gillard & Co. have some exceptionally fine lines in high-grade Ceylons, which they offer at bargain prices.

Orders for "Imperial" maple syrup are received by every mail by The Eby, Blain Co., Limited, who advise all to order quickly before stock is exhausted.

L. Chaput, Fils & Cie received last week about 100 cases of Pinard olives. They have now in stock Tobasco catsup.

T. A. Lytle & Co., the pickle manufacturers, Toronto, are having a large trade in the Northwest and on the Coast. Recent shipments total altogether five carloads of their "Sterling" pickles, jellies, marmalades and lime fruit juice.

L. Chaput, Fils & Cie have just received a nice lot of Californian evaporated fruits, including pears, apricots, peaches and nectarines, as well as seeded raisins in 1-lb. cartons. They have lately stocked 100 boxes of their "Bee" brand of Ceylon tea put up in 1-lb. packages.

The Imperial Maple Syrup Co., Limited, Montreal, report that they find great difficulty in keeping pace with their spring orders, even at their advanced prices. In the midst of public disgust with adulterated syrups, they find that people turn with satisfaction to a guaranteed article, that is all that is claimed for it. They positively assert that their syrup is as pure as is maple, and that not a pound of glucose or ordinary sugar enters their factory.

On Thursday last week 860 boxes of cheese were offered for sale at the Frontenac Cheese Board. Of these, 610 boxes of white were sold at 8½c. An offer of 8c. was refused for colored cheese.



THE PREFERENCE.

"THE COUNTRY"—He's half apologisin', that thar M.P. is, for askin' \$500 more for the extry time he talks. I'd willin'ly give him \$1,000 if he didn't talk half as much and only sot six weeks.—From The Toronto Daily Star, May 21.

Lucas, Steele & Bristol offer "Quick" tapioca in pretty packets.

Large importations of Ceylon and Indian teas are just to hand with H. P. Eckardt & Co.

If you are open to buy potatoes or oats in carlots for prompt shipment, send

Co. have a fine stock of white and colored cheese in September and October makes. Quotations on application.

Lucas, Steele & Bristol deliver five-case lots of Sutherland's Crystal beverages.

E. D. Marceau is opening a Juue sun-dried Japan tea at the lowest market quota-



**CONDENSED OR "WANT" ADVERTISEMENTS.**

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

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

**MANUFACTURER** requires traveller, well acquainted with trade, Toronto to Winnipeg. One who can take my goods as a side line preferred. Applications can only be considered when accompanied by first-class references. Box 51, CANADIAN GROCER, Toronto. (21)

**We Offer You Something**

which has no equal.

**VICTORINE**

makes wash day a pleasure.

Women now demand it of their grocer.

All grocers handle it.

Write for sample

**VICTORINE (Incorp.)**

MONTREAL.

**PUMPKIN FLOUR**

WHOLESAME + APPETIZING  
ABSOLUTELY PURE

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

**TO THE GROCERS.**

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

**FOR SALE BY ALL JOBBERS.**

**THE MORSE PUMPKIN FLOUR MILLS**

LEAMINGTON, ONT.

**COURTENAY'S**

ORIGINAL AND  
GENUINE . . . . .

**WORCESTERSHIRE SAUCE.** *THE PUREST SAUCE MADE.*

Manufactory:

Worcester, Eng.

Canadian Agents.

W. H. Dunn, 295 St. Paul St., Montreal.

H. Wright & Co., 51 Colborne St., Toronto

The superior flavor of

**JAPAN TEA**

is due to the careful attention it is given before being exported and the rich, loamy soil of Japan in which it is grown.

YOU LOSE  
PROFIT

By not giving

**JAPAN TEA**

preference over Teas grown in other countries.



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

H. A. Paré, grocer, Quebec, is offering to compromise.

Angus Thibault, grocer, Picton, Ont., has assigned to L. A. Wright.

Archibald McCormack, general merchant, Sydney, N.S., has assigned.

Dion & Frere, grocers, Quebec, have compromised at 35c. on the dollar.

Thomas E. Simson, grocer, etc., Thorold, Ont., is offering to compromise.

The creditors of M. Simon, general merchant, Alexandria, Ont., are to meet.

J. D. Turner, oyster and fish dealer, St. John, N.B., is offering to compromise.

The bailiff is in possession of the business of J. E. Doyle, grocer, etc., Hamilton, Ont.

H. Hudson & Co., general merchants, Ste. Angele, Que., are offering 10c. on the dollar.

Lafontaine & Lavoie, general merchants, St. Cyrille de Wendover, Que., have suspended.

Thomas E. Maheux, grocer, Sherbrooke, Que., has assigned, and a meeting of his creditors has been held.

**PARTNERSHIPS FORMED AND DISSOLVED.**

T. Fradette & Co., grocers, Quebec, have registered dissolution.

Brouillet & Frere, general agents, etc., Montreal, have dissolved.

Stewart, Harris & Co., cigar manufacturers, Revelstoke, B.C., have dissolved.

G. D. Ells, commiller, Wolfville, N.S., has admitted T. L. Harvey as partner.

Thos. H. Norman, general merchant, Ruthven, Ont., has admitted Thomas Dawson.

Fraser Bros., grocers, Montreal, have dissolved. John D. Fraser now trades under that style.

W. L. Belyea & Co., general merchants, Brown's Flats, N.B., have dissolved. W. L. Belyea continues.

Reeves Bros., general merchants, Port Hawkesbury, N.S., have dissolved; succeeded by J. H. Reeves & Co.

**SALES MADE AND PENDING.**

Largen & Tupper, bakers, Vancouver, B. C., are advertising their business for sale.

The assets of N. F. Bedard, produce dealer, Montreal, are to be sold on the 27th inst.

J. F. Chalmers, general merchant, Adolphustown, Ont., is advertising his business for sale.

The assets of the estate of H. Roberts & Co., general merchants, Strathclair, Man., have been sold.

The stock of the estate of Morrow Bros., general merchants, Portage la Prairie, Man., is advertised for sale by auction on the 23rd inst.

The stock of Alp. Letourneau, general merchant, Petit Mechins, Que., has been sold at 77c. on the dollar to P. L. Langlois, Matane, Que.

**CHANGES.**

W. J. Hames, pork dealer, Halifax, has given up business.

A. E. Alderich, grocer, Oxley, Ont., has retired from business.

Mrs. Mary Devreux, grocer, Victoria, has sold out to Mrs. Wilson.

F. A. Miller, grocer, Kingsville, Ont., has sold out to H. J. Miller.

Mary F. Fee, grocer, Victoria, has sold out to Heagerty & Blaquiere.

Elie Lapalme, cheese maker, St. Pie, Que., has sold out to Anthime Theberge.

Thompson & Co., general merchants, Harrow, Ont., have retired from business.

Burch & Co., general merchants, Red Deer, N.W.T., have sold out to W. Phillips.

Joseph Wrigglesworth, grocer, etc., Victoria, has been succeeded by C. E. Lawson.

Thomas A. Wood has registered under the style of T. A. Wood & Co., grocers, Montreal.

Keith & Plummer, general merchants, Hartland, N.B., are building a cheese factory.

Graves & Maguire, general merchants, Vienna, Ont., have sold out to C. M. Wilson.

D. G. Harlow & Co., grocers, Bridgetown, N.S., have sold out to Beeler & Peters.

Thomas Miller, baker and confectioner, Port Stanley, Ont., has been succeeded by A. R. Goings.

H. H. Haliburton, general merchant, Port au Port, N.S., has been succeeded by Haliburton & Teroux.

M. Campbell & Co., general merchants, Glace Bay, N.S., are about opening a branch at International Pier.

Wurzberg & Co., Limited, canners, etc., Vancouver, B.C., have been succeeded by The Albion Canning Company.

**FIRES.**

K. Mott, grocer, etc., Bath, Ont., has been burned out.

J. F. Outhit, produce and commission dealer, Halifax, has suffered slight loss by fire; insured.

**DEATHS.**

Geo. T. Trebilcock, grocer, etc., London, Ont., is dead.

Charles Lacaille, of C. Lacaille & Co., wholesale grocers, Montreal, is dead.

G. E. Nugent, of G. E. Nugent & Co., general merchants, Wapella, Man., is dead.

**CANNED GOODS IN THE UNITED STATES**

The excellent position which tomatoes have taken during the past month will have the effect of increasing the acreage of this vegetable this year, and of causing packers in all sections to give more attention to this staple. It would seem, also, that buyers have pinned their faith to the love apple this year, for it still holds the front as the most active of all apples in the market.

While sugar corn undoubtedly recovered its position during the past month from the depression that had overtaken it, the active demand which accomplished this appears to have been stimulated only by low prices, and to have considerably ceased as soon as corn reached between 65 and 70c.; this would indicate that 70c. is the limit of the market for standard sugar corn, and speculators will not be slow to take notice of this fact; hence, tomatoes will be a more desirable article to trade in than will sugar corn this season. In point of fact, what future contracts are being placed for corn in New York State are at from 65 to 67 1-2c.—The Trade, Baltimore, Md.

Joseph L. Black & Sons, Limited, have been incorporated as general merchants, etc., in Middle Sackville, N.B.

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

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

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

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

**FELS-NAPHTHA**

The most luxurious laundry soap, and the most economical.

It is a seller. Your customers will ask for more. It saves time, money, labor.

The Naptha does it.  
**WARREN BROS. & CO.**  
TORONTO.

**"Chief Keokuk"**  
Pickles and Condiments.

**"Montrose"**  
Tomatoes, Peas and Vegetables.

SOLD ON THEIR MERITS.

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

BREAD AND BISCUITS MADE FROM

**Superior  
Gluten Flour**

form the best diet for building up debilitated constitutions. All merchant's making a specialty of pure food products should have it in stock.

Samples and prices on application.

E. A. SHOEBOTHAM,  
Canadian Agent, LONDON, ONT.

**COWAN'S**

Hygienic Cocoa

Royal Navy Chocolate

AND

Famous Blend Coffee

are the favorites with all grocers.

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



**WOODEN PACKAGES**

Suitable for Liquids in  
**PAINTS, SYRUPS,  
PICKLES, OYSTERS, ETC.**  
Sizes 1, 2, 3 and 5 Gallons.  
Plain or finished wood.

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

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

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

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

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

**Hugh Walker & Son, Guelph, Ont.**

GET YOUR **BULK MIXED PICKLES**

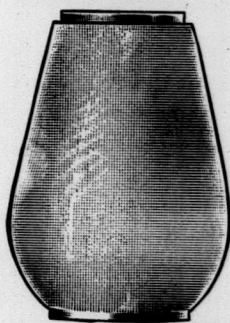
AND

FROM—

**CHOW CHOW**

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

ARE YOU USING OUR



Cold Blast  
or Jubilee  
Globes

Aetna or  
Quaker Flint  
Chimneys?

Give them a Trial.

**THE SYDENHAM GLASS CO.,**  
of WALLACEBURG, Limited

**EPPS'S**

GRATEFUL.  
COMFORTING.

IN ½-LB. LABELLED TINS.

14-LB. BOXES.

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

THE MOST  
NUTRITIOUS.

**COCOA**



**IT'S THE QUALITY**

that causes the increased  
sale of

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

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

**THEY ARE PURE AND  
WHOLESOME.**

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

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

Manufacturers of the Celebrated

**WHITE LABEL ALE**

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

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

WM. ROSS, Manager.





## TRADE IN COUNTRIES OTHER THAN OUR OWN.

**A** PRESS despatch from San Francisco says: "In dried fruits, evaporated apples show most strength. Supplies are well cleaned up. Prunes can be bought at a small advance on 2c. basis.

### SACRAMENTO SALMON RUN.

A press despatch from San Francisco, under date of May 16, says: "The Sacramento River salmon run continues free; few fish have been canned. The price paid ranges from 4 to 5c. Some Puget Sound contracts anticipate a 15c. price. The average price of talls is \$1.20, which is about 30c. below the opening price of last year."

### OUTLOOK FOR PINEAPPLES.

Private mail advices from the Indian River pineapple section state that the outlook for the pineapple crop is one of the best in years. Shipments are looked for early in the coming month. Dry weather is reported to have cut off the crop in Cuba, notwithstanding which shipments to date are considerably in excess of those of last year, the figures being 42,000 barrels and 26,000 crates, as compared with 41,200 barrels for the same period last year.

### CANNED GOODS AND THE BRITISH DUTY.

The new duty on sugar does not, up to the present, appear to have had much effect on quotations for Californian fruits, considerable quantities being still offered much below import cost, and certainly less than they can be produced for. This has been brought about owing to the enormous imports this year. The trade would be well advised to carry large stocks at present prices, as all shipments now arriving will have to pay the imposed duty, and holders naturally will be less inclined to accept the prices that are now ruling. It was hoped that the different packers of canned meats would have reduced their quotations, and thus brought prices more within reach of the home trade, but owing to limited supplies on the spot values in some instances are rather higher. The Springburn, the last vessel but one of the season, has arrived with 53,700 cases of fruits and 52,392 cases of salmon, and large quantities of the latter article will be sent direct into the country as soon as her cargo is available.—Produce Markets' Review, May 4.

### CURRENTS IN GREAT BRITAIN.

The demand for currants has once more proved strong enough to induce buyers to pay the enhanced prices asked by the principal holders, and the market must be quoted 1s. to 2s. per cwt. higher for the

week. At the rate of consumption indicated by present clearances, it is evident that the currants at present existing in the United Kingdom would be exhausted before the first arrivals of new crop can take place, so that either the consumption must fall off or a considerable rise in price must take place. News of some importance respecting attacks on the growing crops by peronosperos, the disease which caused such havoc last year, would appear likely to support at least the latter probability. At the moment nearly all the currants in London have been withdrawn from the market. It remains to be seen whether buyers will pay a considerably higher price, or refrain, as they did in the late autumn, from pushing the article for consumption. If merchants are wise, and speculators refrain from operating, there is no reason why a further rise in price proportioned to the real situation should not take place and be maintained. The London stock is, so far, fairly well assorted, except, perhaps, for the better class of Provincial and Patras, and the range of prices hitherto ruling has not been such as to discourage consumption.—Produce Markets' Review, May 4.

### SULTANA RAISINS HIGHER.

A good business is being done in Sultanas, and most descriptions of Smyrna fruit show a rise of about 5s. per cwt. from the level of 10 days ago, before the first news of frost in Asia Minor was received. The advance would, however, now seem to be checked by the appearance on the market of some heavy consignments of Persian fruit of a very desirable character, and for this growth there is at the moment an actual decline from rates recently ruling. It would appear that the price at present ruling in London is high enough to attract considerable quantities of this fruit, of which the actual supply seems to be practically unlimited. Smyrna merchants must, therefore, take this factor seriously into account in the calculations.—Produce Markets' Review, May 4.

### CALIFORNIAN CANNED FRUITS.

Coast advices on the trade in canned fruits state that buying continues mainly for jobbing lots, indicating that buyers are purchasing to meet their immediate wants, and are not disposed to carry much stock. In the New York market, the impression prevails among some brokers that the opening prices on Californian canned fruits will be higher than was the case last season. This impression is based on the reports of shortage on some fruits and the higher cost to canners of tin cans. It is understood in

some quarters that the association will not name prices before the end of the month. Outsiders will wait upon the association's opening, it is believed. A report is current that one outside canner has named a price on the 1901 pack, but it could not be learned on what basis.

### OUTLOOK FOR CALIFORNIAN PRUNES.

Mail advices from the Coast on the prospective yield of prunes state: "Northwest advices indicate that Oregon, Washington and Idaho will harvest a very large crop of prunes, mostly of the Italian variety. One authority estimates the Oregon and Washington crops at 40,000,000 lb. This may be too high, but a large crop is expected. It is too early to estimate the crop of this State, but the report that the crop of Santa Clara county will not exceed 12,500,000 lb. is simply ridiculous. Some orchards are very short, but the county as a whole will not run far from 40,000,000 lb. as matters stand to-day. What the State will turn out it is hard to say."

Still other mail advices from the Coast state that the syndicate of packers has bought up the entire holdings of association prunes, 100-120, and that individual packers have purchased all the stock 90 100. Purchases made on the 2c. basis will be delivered on or before May 25 next. A private letter states: "You can rest assured that the coming crop will not exceed 30 per cent. of that harvested last year. The prunes will run mostly to large sizes, owing to the light 'set' on the trees. Last year's crop of small prunes are in strong hands, and the outlook is that they will be good property next fall."

### U. S. CANNED SALMON TRADE.

Private mail advices from the Coast to-day report the outlook on the Columbia river as still unfavorable for more than half the normal pack of salmon. It is stated in the advices that the Columbia River Packers' Association has not given an intimation as to its opening basis, and the impression prevails in certain well-informed circles that the price when made will be higher than those values already fixed by the outside packers. Discussing this view of the situation, a broker said to-day: "With a pack estimated at 40 per cent. of that of last year, as indicated at present, the salmon on the \$1.50 basis for talls is very low, even at \$1.55 for that description fixed by the Fishermen's Union there should be a good market for the product. A short pack will enable the association, if its prices are named late, as now looks possible, to name a higher figure and still market its product. Under conditions existing it looks as though the association's best plan would be to wait and watch events."





# PURNELL'S MALT VINEGARS

Brewery, Bristol, England.

—AGENTS—

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

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

St. John, N.B.—Robert Jardine.

Montreal—J. M. Kirk, 18 Hospital St.

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

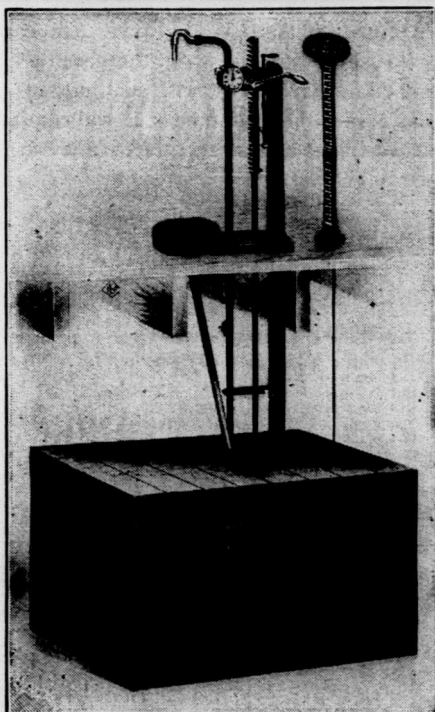
Hamilton—Imperial Vinegar Co.

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

Nelson, B.C., Graeb & McIntyre.

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

## Mr. Smith Writes



BASEMENT OUTFIT.

### Bowser Oil Tanks

Are equipped with Full Brass Cone Valves, Dial Discharge Registers, and Anti-Drip Nozzles, and measure accurate

GALLONS, HALF-GALLONS and QUARTS

... AT A STROKE ...

Fifty Different Styles. Catalogue Free upon request.

S. F. BOWSER & CO.,

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

Office of  
Walter L. Smith,  
Dealer in  
Dry Goods, Groceries  
and Hardware.

Elmore, Cal.,  
Feb'y 10th, 1931.  
S. F. Bowser & Co.,  
Fort Wayne, Ind.

Gentlemen:—I have used one of your Improved Self-Measuring Oil Tanks for nearly one year and to say that I like it, is expressing it mildly. From an economic point of view, it is a great money saver, and has nearly paid for itself during the past year. I think every well regulated Grocery Store ought to have one of these machines. I do not think I shall ever regret the purchase of your Improved Tank.

I remain  
yours sincerely,  
WALTER L. SMITH

We have upon file in our office hundreds of letters of similar tenor from satisfied and enthusiastic customers from every section.

They simply show the truth of our claims for our goods, and that

What we Say  
They'll Do  
They'll Do Do.

## A LITTLE ADVERTISEMENT ...

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

The MacLean Publishing Co., Limited: Montreal and Toronto

When you  
Want a car of



# MOLASSES

do not fail to write  
or wire us for prices. You will  
be glad you did so.

IN STOCK—

New No. 1 Barbados.

New Extra Choice Fajardo.

New Extra Choice Ponce.

New Choice Antigua.

And all other grades.

The Dominion Molasses Co., Limited,

HALIFAX, N.S.

## GILLARD'S PICKLES FOR ROYALTY.

His Royal Highness the Duke of Cornwall and York, K.G., etc., honored Gillard & Co., Limited, of the Vintry Works, Walthamstow, with orders for a supply of their celebrated Gillard's Sauce and Gillard's Pickle to be placed on board H.M.S.

Ophir, for the use of the Duke and Duchess on their voyage to Australia, etc. These delicious specialties were also taken on board H.M.S. St. George and H.M.S. Juno, the two ships forming the Duke's escort for the principal portion of the trip.

Gillard & Co., Limited, are going to have a stand at the Universal Cookery and Food

Exhibition, to be held in June next, when our readers will have an opportunity of tasting the famous and varied condiments of the firm.

S. W. Gillard, G.C.A., the managing director of the company, will be daily in attendance during the Exhibition, and will be pleased to see his numerous friends.—Food and Cookery, London.



## A DOMINION RETAIL ASSOCIATION WANTED.

THE Retail Grocers' Association of Windsor, Ont., held its regular monthly meeting on Tuesday evening, May 14, in its hall, Room 16, Opera block. In the absence, through press of business, of President Cherney, Geo. H. Nairn, treasurer, occupied the chair.

Among those present were Messrs. Davis, the secretary, and Directors Ald. Siebert, Desrosier and Bruce Allison.

The matter of the effort of the association to have all retail merchants close and keep closed all day on May 24 (Victoria Day), resulted in the secretary being instructed to wait on all grocers who have not already signed the agreement and induce them to do so, and to have 50 large window cards printed, to be distributed among those who sign the agreement to close.

It was moved by Mr. Schumacher, seconded by Ald. Siebert, that the secretary be instructed to write W. J. McKee, M.L.A., and also Jno. Auld, M.L.A., thanking them for their efforts in the Legislature in helping pass the Bill re the abolition of the trading stamp.

The election of a vice-president to succeed C. F. Pequegnot was then proceeded with. The secretary, in a complimentary speech, nominated O. Desrosier for the vice-presidency, stating that Mr. Desrosier had since the organization of the association been one of the most active of the members, and had seldom missed a meeting, though having to come from the lower end of Sandwich to attend. Mr. Hawkins seconded, and Mr. Desrosier's election was made unanimous.

A vacancy having been created on the board of directors by the election of Mr. Desrosier to the vice-presidency, the following gentlemen were nominated: Messrs. Fielding, Burnie and C. C. Schumacher. The ballot resulted in the election of W. J. Fielding to the office.

The record of attendance of the officers having been looked up, the secretary was instructed to notify by letter certain of the directors that Section 2, Article XI., of the constitution provides that any officer absenting himself for three consecutive regular meetings without giving a satisfactory reason his office, on motion, may be declared vacant.

C. C. Schumacher then brought upon the tapis the question of extending the scope of the association by extending an invitation to all the retail merchants of the city to join the association, thus creating a retail merchants' association. It was brought out during the discussion that such a move would be beneficial in the effort to

exterminate trading stamps. The secretary will find out how many of the local merchants wish to come in.

It developed after the adjournment that a member of this association had received a letter from the trading stamp company's lawyer threatening suit against him unless he refunded to the company the stamps he had purchased from parties other than the company's agents.

The secretary gave it as his opinion that what was necessary to fight the trading-stamp evil was a good, strong Dominion or Provincial grocers' association, and agreed to ask, through the columns of THE CANADIAN GROCER, that the secretary of each local association be kind enough to at once send to THE GROCER his name and post office address for publication.

### OTTAWA GROCERS' ASSOCIATION.

The principal subject for discussion at the meeting of the Ottawa Retail Grocers' Association, on Monday, May 13, was the proposal to hold Saturday half-holidays.

It was held that, as many lines in the grocery trade are perishable, it would be impossible to close the stores on Saturday. It was thought better to make an attempt to have Wednesday afternoon observed as a holiday by all the grocers of the city, and a special meeting will be called to consider the matter.

The trading-stamp question came up for discussion. The grocers will not take any definite action regarding the trading-stamp

system. They considered that it was dying a natural death and that they would neither impede nor accelerate its demise.

The grocers present strongly deprecated the action of others, in the same business, who deliberately broke the early-closing by-law. They will request the police commissioners to have this by-law more carefully observed by the merchants of the city.

It was decided that a picnic should be held on the first Wednesday half-holiday.

### TRADING STAMPS IN QUEBEC.

The city of Quebec, some time ago, placed a tax of \$500 on trading-stamp concerns. The Quebec Trading Stamp Co. appealed against the tax. Last week the recorder gave judgment in favor of the city against the company and maintained the special municipal tax as legal. The company, moreover, has been condemned to the payment of the costs of the judicial proceedings which are very heavy. The company, however, will take the case to the Superior Court, and will continue to do business in the meantime. It will continue in business, it declares, even if it has to pay the tax.

### RAT PORTAGE CLERKS MEET.

At the annual meeting of the Rat Portage Clerks' Association the following officers were elected:

Honorary President—A. M. Rose.  
President—J. N. Murphy.  
1st Vice-president—N. J. Cummer.  
2nd Vice-president—G. Bolton.  
Treasurer—D. D. Stewart.  
Guard—F. L. Taylor.  
Sentinel—O. A. Mabey.

The treasurer's report showed the association to be in sound financial standing.

**POPULARITY**

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

**EMPIRE**

**SMOKING TOBACCO**

In 5, 10 and 15c. Plugs.

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

EMPIRE is well advertised.

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

EMPIRE is A BIG PLUG FOR LITTLE MONEY

Made by

**THE EMPIRE TOBACCO CO.,**  
LIMITED  
**MONTREAL, QUE.**



# GILLARD'S PICKLE

IS SOLD BY ALL WHOLESALE GROCERS IN CANADA.

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

## GILLARD'S PICKLE—Cases of a Dozen.

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

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

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

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

# LICORICE..

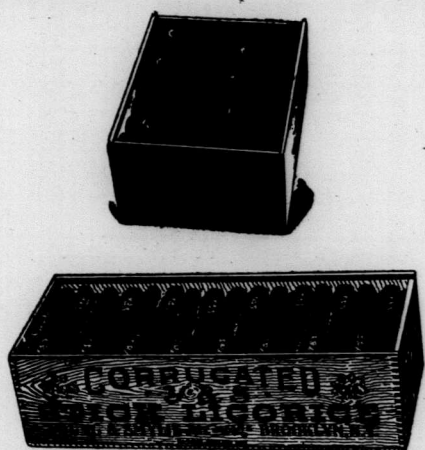
We manufacture everything in the Licorice line carried by the Grocery, Drug and Confectionery trades. We might mention—Y. & S. Stick Licorice, plain and corrugated; Acme Licorice Pellets; Y. & S. Licorice Lozenges, in cans or glass jars; A B C Blocks; Purity & Dulce Brand one cent sticks; Bundled Licorice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

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

YOUNG & SMYLIE

Established 1845.

BROOKLYN, N.Y.



EASILY DIGESTED

## The Graham Wafers

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

Try a Tin and be Convinced.

THE GARDINER BISCUIT CO., Kingston.

## W. A. McClean, Owen Sound,

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

W. A. McCLEAN & CO.

# THE "GLENER"

KINGSTON, JAMAICA, B.W.I.

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

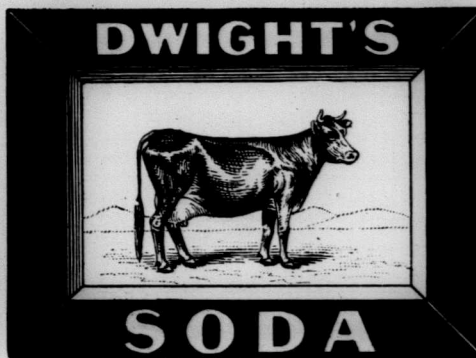
Canadian manufacturers, merchants, etc., desiring to do business with this country and introduce their goods in this market, should put an advertisement in "THE GLENER."

Write for scale of charges, etc., to

THE GLENER CO.,

Limited

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



## Grocers Save

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

John Dwight & Co., Toronto and Montreal

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

Do not be persuaded to buy any other kind, as the market is now flooded with vile rubbish, most of which contain no Herbs at all, and will not produce the same result. We guarantee ours to be COMPOSED OF HERBS.

## HIRES ROOTBEER is a tonic as well as a beverage.

Be sure you sell HIRES.

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

All Wholesalers keep it.

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

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

### PRICE TO DEALERS.

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

SEND YOUR ORDER TO....

W. P. DOWNEY, Sole Canadian Agent,

20 and 22 St. Peter Street, - MONTREAL.

Handbills, Showcards, etc., on receipt of Business Card.







# Keen's Mustard and Keen's Oxford Blue

are so well-known throughout Canada that advertising would appear unnecessary. But we keep hammering at the name

## KEEN

and we hope that everyone will think of KEEN'S when they want . . . . .

## Mustard and Laundry Blue.

### Current Market Quotations for Proprietary Articles

May 13, 1901.

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

#### BAKING POWDER.

Cook's Friend—		
Size 1, in 2 and 4 doz. boxes.....	\$ 2 40	
" 10, in 4 doz. boxes.....	2 10	
" 2, in 6 ".....	80	
" 12, in 6 ".....	70	
" 3, in 4 ".....	45	
Pound tins, 3 doz. in case.....	3 00	
oz. tins, 3 ".....	1 10	
oz. tins, 4 ".....	2 40	
lb. tins, 1/2 ".....	4 00	
Diamond— W. H. GILLARD & CO.		
1 lb. tins, 2 doz. in case..... per doz.	2 00	
1/2 lb. tins, 3 ".....	1 25	
1/4 lb. tins, 4 ".....	0 75	

#### IMPERIAL BAKING POWDER.

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

#### MAGIC BAKING POWDER.

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

#### JERSEY CREAM BAKING POWDER.

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

#### BLACKING.

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

#### BLUE.

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

#### BLACK LEAD.

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

#### CORN BROOMS

BOCKH BROS & COMPANY doz. n.t.		
Bamboo Handles, A, 4 strings.....	4 35	
" " B, 4 strings.....	4 10	
" " C, 3 strings.....	3 85	
" " D, 3 strings.....	3 60	
" " E, 3 strings.....	3 35	
" " F, 3 strings.....	3 10	
" " G, 3 strings.....	2 85	

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

#### FRENCH SARDINES.

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

#### CHOCOLATES & COCOAS.

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

#### CADBURY'S.

Frank Magor & Co., Agents	
Cocoa essence, 3 oz. packages.....	\$1 05
Mexican chocolate, 1/2 and 1/4 lb. pkgs.	0 40
Rock Chocolate, loose.....	0 40
" 1-lb. tins.....	0 42
" Nibs, 1-lb. tins.....	0 37 1/2

#### Chocolate—FRY'S.

per lb.	
Caracas, 1/2's, 6-lb. boxes.....	0 42
Vanilla, 1/2's.....	0 42
" Gold Medal Sweet, 1/2's, 6 lb. bxs	0 39
Pure, unsweetened, 1/2's, 6 lb. bxs.	0 42
Fry's "Diamond," 1/2's, 14 lb. bxs.	0 24
Fry's "Monogram," 1/2's, 14 lb. bxs.	0 24

#### Cocoa—per doz.

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

#### JOHN P. MOTT & CO.'S.

E. S. McIndoe, Agent, Toronto.	
Mott's Broma.....	0 30
Mott's Prepared Cocoa.....	0 28

Mott's Homeopathic Cocoa (1/2's).....	0 28
Mott's Breakfast Cocoa (in ins).....	0 40
Mott's No. 1 Chocolate.....	0 30
Mott's Breakfast Chocolate.....	0 28
Mott's Caracacas Chocolate.....	0 40
Mott's Diamond Chocolate.....	0 28
Mott's French-Cdn. Chocolate.....	0 15
Mott's Navy or Cooking Chocolate.....	0 35
Mott's Cocoa Nibs.....	0 05
Mott's Cocoa Shells.....	0 05
Vanilla Sticks, per gross.....	0 90
Mott's Sweet Chocolate Liqueurs 0 21	0 43
Mott's Sweet Chocolate Liqueurs 0 19	0 30
COWAN COCOA AND CHOCOLATE CO.	
Hygienic Cocoa, 1/2 lb. tins, per doz.....	\$3 75
Cocoa Essence, 1/2 lb. tins, per doz.....	2 25
Soluble Cocoa, No. 1 bulk, per lb.....	0 20
Diamond Chocolate, 12 lb. boxes.....	0 35
Royal Navy Chocolate, 12 lb. boxes.....	0 30
Mexican Vanilla Chocolate, 12 lb. bxs	0 35

#### CHEESE.

Imperial—Large size jars, per doz.....	\$3 25
Medium size jars.....	4 50
Small size jars.....	2 40
Individual size jars.....	1 00
Imperial Holder—Large size.....	18 00
Medium size.....	15 00
Small size.....	12 00
Roquefort—Large size per doz.....	2 49
Small size.....	1 40
Paragon—Large size, per doz.....	8 25
Medium size.....	4 50
Small size.....	2 40
Individual size.....	1 00

#### BAYLE'S POTTED.

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

#### COFFEE

JAMES TURNER & CO. per lb.	
Mocha.....	0 32
Damascus.....	0 28
Cairo.....	0 20
Sirdar.....	0 17
Old Dutch Etc.....	0 13 1/2

#### CLOTHES PINS

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



# Benson's Prepared Corn.

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

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

**Edwardsburg Starch Co'y, Limited,**  
Established 1858.

164 St. James Street,  
Montreal.

Works,  
Cardinal, Ont.

53 Front Street East,  
Toronto.

# DUNN'S PURE MUSTARDS

GIVE UNBOUNDED SATISFACTION.

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

EXTRACTS.	
HENRI JONAS & Co.	Per gross.
1 oz. London Extracts	\$6 00
1 oz. " (no corkscrews)	5 50
2 oz. " "	9 00
2 oz. Spruce essence	6 00
1 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. Flat, Anchor extracts	18 00
2 oz. Square " "	21 00
4 oz. " (corked)	36 00
8 oz. " "	72 00
4 oz. " glass stop extracts	3 50
8 oz. " "	7 00
2 1/2 oz. Round quintessence extracts	2 00
4 oz. Jockey decanters	3 50

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

GILLET'S POWDERED LYE.	
4 oz. in case	\$3 60

JAMS AND JELLIES	
SOUTHWELL'S GOODS. per doz.	
Frank Magor & Co., Agents.	
Orange Marmalade	1 50
Clear Jelly Marmalade	1 80
Strawberry W. F. Jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black Currant " "	1 85
Other Jams, W. F.	1 55
Red Currant Jelly	2 75

Jams— T. UPTON & CO.	
1-lb. glass jars 2 doz. in case, per doz	\$1 00
5-lb. tin pails, 8 pails in crate, per lb	0 07
7-lb. wood pails, 6 " "	0 07
14-lb. wood pails, per lb	0 07
30-lb. " "	0 06 1/2
Jellies—	
1-lb. glass jars, per doz.	\$1 00
7-lb. wood pails, per lb.	0 06 3/4
14-lb. " "	0 06 3/4
30-lb. " "	0 06 1/2

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

LICORICE.	
YOUNG & 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
" Aome " Pellets, 5 lb. cans, per can	2 00
" Aome " 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
" " 20 5 lb. cans	1 50
" Purity " Licorice 10 sticks	1 45
" " 100 sticks	0 73
D dice, large cent sticks, 100 in box.	

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

BAYLE'S PREPARED MUSTARDS.	
Robert Greig & Co., Toronto, Agents.	
1/2-lb. jars	1-lb. jars.
Horseradish per doz., \$1 75	\$2 50
English Sandwich	1 75 2 50

JONAS' FRENCH MUSTARDS	
HENRI JONAS & Co. Per gross.	
Pony size	\$7 50
Imperial, medium	9 00
Imperial, large	12 00
Tumblers	12 00
Mugs	13 20
Pint jars	18 00
Quart jars	24 00


MATCHES.	
Eddy's Telegraph, single cases	\$3 70
five cases	3 50
Telephone, single cases	3 60
five cases	3 40
Eagle Parl r, single cases	1 60
five cases	1 50

MINCE MEAT.	
Wetley's Condensed, per gross, net	\$12 00
per case of doz., net	3 00

ORANGE MARMALADE.	
T. UPTON & CO.	
1-lb. glass 2 doz. case, per doz.	\$1 00
7-lb. pail 6 pails crate, per lb.	0 07 1/2

PICKLES.	
STEPHENS'.	
A. P. Tippet & Co., Agents.	
Patent stoppers (pints), per doz.	2 30
Corked pints,	1 90
BAYLE'S.	
Robert Greig & Co., Toronto, Agents.	
Pandora, per doz.	1/2 Pints. Pints. \$2 15 \$3 50
Sliced Sweet	1 75 2 85
Hot Stuff	1 75 2 85
Tobasco Sauce, 2-oz. bottle, per doz.	\$4 25
Tolasco Pods in vinegar, 1/2 pt.	3 25

**SODA—COW BRAND**



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 lbs. and 1/2 lbs. (containing 30 packages) per box, \$3.00  
Case of 5c. pkgs (containing 96 pkgs) per box \$3.00.

**SOAP**

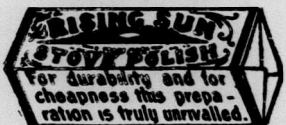


A. P. TIPPET & CO., AGENTS  
Maypole Soap colors per gross, \$10.20  
Maypole Soap black per gross, \$10.20  
Orficle Soap, per gross \$10.20  
Gloriola Soap, per gross 12 00  
Straw Hat Polish, per gross 10 20

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



**STOVE POLISH.**



Per gross:  
Rising Sun 6-oz. cakes, 1/2 gross boxes \$8 50  
Rising Sun, 3-oz. cakes, gross boxes... 4 50  
Sun Paste, 10c. size, 1/2 gross boxes... 10 00  
Sun Paste, 5c. size, 1/2 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  
No. 1 " " 3-lb. " 0 05  
Canada Laundry " " " 0 04  
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 crystal 0 06  
Benson's Satin, 1-lb. cartons... 0 06  
No. 1 White, 6-lb. and kegs " 0 05  
Benson's Enamel, per box... 3 00

Culinary Starch—  
Benson & Co.'s Prep. Corn... 0 06 1/2  
Canada Pure Corn... 0 05  
Rice Starch—  
Edwardsburg No. 1 white, 1-lb. cart 0 09 1/2  
Edwardsburg No. 1 White or Blue, 4-lb. lumps... 0 08  
KINGSFORD'S OSWEGO STARCH



SILVER (40-lb. boxes, 1-lb. pkgs. 0 06 1/2  
GLOSS (12-lb. boxes each crates) 0 08  
PURE—40-lb. boxes 1-lb. pack... 0 07  
48-lb. " 16 3-lb. boxes 0 07  
For puddings, custards, etc.

OSWEGO (40-lb. boxes, 1-lb. packages... 0 07 1/2  
CORN STARCH }  
ONTARIO 38-lb. to 45-lb. boxes, STARCH } 6 bundles... 0 08  
STARCH IN Silver Gloss... 0 07 1/2  
BARRELS Pure... 0 06 1/2

**BEE STARCH.**

Cases, 64 pkgs. 48's... \$5.00  
1/2 Cases, 32 pkgs. 24's... 2.50  
Packages 10c. each.

BRANTFORD STARCH WORKS, LIMITED.  
Ontario and Quebec.

**Laundry Starches—**

Canada Laundry, boxes of 40 lbs. 80 04 1/2  
Acme Gloss Starch—  
1-lb. cartons, boxes of 40 lbs... 0 04 3/4  
Finest Quality White Laundry—  
3-lb. Canisters, cases of 48 lbs... 0 05 1/2  
4-lb. " " " 0 05 1/2  
Barrels, 175 lbs... 0 04 1/2  
Kegs, 100 lbs... 0 04 1/2

Lily White Gloss—  
1-lb. fancy cartons, cases 30 lbs. 0 07  
6-lb. toy trunks, 8 in case 0 07  
6-lb. enamelled tin canisters, 8 in case... 0 07  
Kegs, ex. large crystals, 100 lbs. 0 06

Brantford Gloss—  
1-lb. fancy boxes, cases 36 lbs... 0 07 1/2

Canadian Electric Starch—  
Boxes of 40 fancy pkgs, per case 3 00  
Celluloid Starch—  
Boxes of 45 cartons, per case... 3 50

Culinary Starches—  
Challenge Prepared Corn—  
1-lb. packages, boxes 40 lbs... 0 04 1/2  
No. 1 Brantford Prepared Corn—  
1-lb. packages, boxes 40 lbs... 0 06  
Crystal Maize Corn—  
1-lb. packages, boxes 40 lbs... 0 06



**TEAS.**

SALADA CEYLON.  
Wholesale. Retail

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

**ORON BRAND**

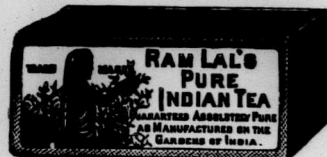
Wholesale Retail.

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

**"SNELLINGS PATENT"**



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



Cases each 60 1-lb... 0 85  
" " " 80 1/2-lb... 0 85  
" " " 120 1-lb... 0 86



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

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

**TOBACCO.**

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 3/8s, 5s and 10s... 0 39  
Royal Oak, 2 x 3, Solace, 8s... 0 52  
Something Good, 7s... 0 48  
Chewing—Bobs, 5s and 10s... 0 36  
Currency, 13/4oz. bars, spaced 9s... 0 39  
Old Fox, Narrow 10s... 0 39  
Snowshoe, 10 1/2 oz. bars, spaced 8s... 0 44  
Snowshoe, pound bars, spaced 8s... 0 44  
Snowshoe, 2x4, 6s... 0 44  
Pay roll, 6s... 0 44

**WOODENWARE**

BOOKER BROS. & COMPANY.

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

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

**YEAST.**

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

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

Excelsior Macaroni  
White Castile Soap

C. A. CHOUILLOU & CIE.

14 Place Royale (Customs House Sq.) MONTREAL.

**BASKETS**

We make them in all shapes and sizes. We have

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

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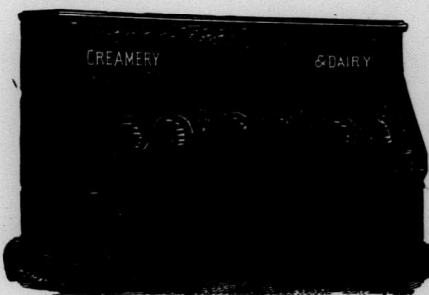
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