

**PAGES  
MISSING**

# COLMAN'S MUSTARD

BEST ON EARTH

WHELAN & CO'S

PREPARED  
By the  
Whelan and Waters

NEW YORK

1888

DEALERS



# Corn Brooms

# BROOMS

- "GEM"
- "WIRE"
- "SNOW"
- "CORKER"
- "HEARTH"
- "LA BELLE"
- "BARBER"
- "TRAVELLER"

Wood, Bone, Nickel, Silver  
and Finish Handles.  
Large Variety. Low Prices.

- "Rose"
- "Penny"
- "Talis"
- "Magic Wand"
- "Shamrock"
- "Daisy"
- "Tally"
- and
- "Good Luck!"

...  
Always reliable  
and in stock.

STANDARD BRANDS

# WHISKS

W  
H  
I  
S  
K  
S

The H. A. Nelson &  
Sons Co., Limited

59 to 63 St. Peter Street  
MONTREAL

Toronto Sample Room:  
26 and 28 Front St. West

# Corn Whisks

# COLEMAN'S

Established 1868

## "Educate your customers in regard to Salt"

This is especially true with regard to Salt. You can only succeed if you will bring them in a good return—by producing the best quality of Salt. You desire to sell Salt to housekeepers that will not get lost in the market. You possess the pure, sparkling, white color that has made Salt famous.

Educate them thoroughly by advising them to buy Coleman's Salt. The results will give them confidence in your judgment. Remember that Salt is not they do not cake—pertains to Salt.

# RICE'S



*Two Standards  
of  
Highest Quality.*

**“Hand-in-Hand”  
Brand of  
Bi-Carb Soda.**

Made by the United Alkali Co. of Great Britain, and distinguished from all other Brands by the Trade Mark of the “Clasped Hands.” Containing 98 50/100 of pure Bi-carbonate of Soda. Pure, white, strong and absolutely unvarying in the evenness of the grade. The Bi-carbonate of Soda of confidence—**because it never disappoints!**

**Stephens’  
Pure  
Malt Vinegar.**

Made from genuine pure English Malt in one of the largest Breweries in all England. There is absolute cleanliness in the Stephens’ Brewery—**all their piping is made with vulcanite** We can supply Stephens’ Malt Vinegar in bulk or in bottles. It is the standard of highest quality **everywhere.**

*Arthur P. Tippet & Co., Agents,*

*8 Place Royale,  
Montreal.*

*23 Scott Street,  
Toronto.*



In buying . . .

**Ceylon and Indian**

**Black and Green**

**TEAS**

one gets the natural leaf  
free from any adulteration,  
coloring or flavoring matter  
so injurious to the health.

**Hence their wonderful  
sale.**

**“Just  
as  
Good.”**

If the comparison of my Cigars with other brands was not made so often, and the words “just as good as Payne’s Cigars” were not so frequently used, I might

think that I was a little too much prejudiced in favor of my own goods—but comparisons are made right straight along!

What in the world do you gain by waiting before sending in for that trial order of a thousand or more? Be frank and ask yourself whether it pays to adopt such dilatory tactics. I am hitting right out from the shoulder to-day because my orders this week have doubled up. I am feeling good and I want to enthuse you a little also. Send along for that trial order—I’ll pay the freight charges.

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

**PURITY**

is one of the leading features of

**“Sterling”  
Brand  
Pickles**



but not the only one. Purity, quality, and profit-making price have equal consideration. The grocer who does not handle “Sterling” goods is standing in the light of his best trade.

**T. A. LYTLE & CO.**

124-128 Richmond St. West,

TORONTO.

**“Here’s Success!”**

Success that endured must have intrinsic value back of it. For a day, for a week, for a year, perhaps, a new Cereal Food may command some attention, but time alone must prove its intrinsic worth. The best proof we have to convince you of the permanent trade secured by selling

**Tillson’s  
Pan-Dried Rolled Oats**

is in the great growth of its sales. Better yet, the largest proportion of growth comes from our oldest customers. Can you do better than follow in their footsteps? There is no comparison whatever in the rich, nut-like flavor, the cleanliness and the wholesomeness of Tillson’s Brand with others for which equal claims are made. “Here’s success” and permanent trade for you. Will you grasp the opportunity?

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







**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  
**CANADIAN GROCER**  
AND  
GENERAL  
STOREKEEPER

CIRCULATES  
IN EVERY  
PROVINCE

VOL. XIV.

TORONTO AND MONTREAL, OCTOBER 12, 1900

NO. 41

## WINDOW DRESSING HINTS.

**A** WINDOW dresser, says a writer in Michigan Tradesman, should study the peculiarities of his windows, noticing at what times of the day their contents are clearly visible and at what times of the day they are not, what kind of goods are the easiest to display and what kinds are the most difficult to treat properly and satisfactorily, and what are the special conditions governing the light admitted to his windows. A trimmer who studies his windows thus for the first time will be surprised to see what changes of color, light and shadow are visible to the critical eye at different times of the day. A trimmer should know at what times of the day his windows appear to the best advantage and at just what times they appear to the worst advantage. He should be prepared when possible to correct these disadvantages by little changes that will restore the true proportion of things. To the trained eye the composition of a window is as interesting a study as the composition of a picture, and more difficult, because the pigments used are in inflexible masses.

### COLOR IN WINDOW TRIMS.

Every window-trimmer knows what a valuable color green is, in trims, and in how great a variety of ways it is possible to use it. Sometimes it is desirable to introduce a touch of green into a window trim in some other form than backing or draping or goods displayed. In such a case the artificial palm is often of great use. These palms can be used in a great variety of ways, and are ornamental and useful for interior trimming, as well as for window pieces.

### THE PLACE TO STUDY COLOR.

The place for a man to study color is in the woods and the fields, where he can see all the varied combinations that Nature makes of the material at her disposal. The autumn leaves are always beautiful examples of harmonious coloring, whether studied singly or collectively. The manner in which one color runs into another, and how the duller color is made to enhance the brilliancy of the total effect, can be learned with accuracy from a study of Nature herself. Color charts are valuable as guides, but color charts can never give those daring, original, startling and vigorous color combinations that Nature produces with such abundance, and that wait only for the intelligent eye to fix upon them to command wonder and delight. Freshness of the color sense, constant originality and power in the production of color effects cannot be had except by the study of Nature. These are the indispensable characteristics of a successful window-trimmer as of any successful artist.

### THE WINDOW TRIMMER.

A merchant ought so far as possible to put the work of trimming the windows in the hands of one man and hold him responsible for them. Windows where everybody tries a hand are like soup made by many cooks—spoiled. The man in charge of the windows should be given an opportunity to study the work done in other stores and by other trimmers and encouraged to try effects that will be of a character different from effects already used. If the trimming of the windows is worth doing at all it is worth doing well, but nothing is done well in

which there is no personal responsibility or pride felt. If a trimmer does his work well, don't be mean and take the credit to yourself or divert it to someone else, but deal fairly by him. It does not make you popular with your patrons to know that you are unjust to your employes.

### METAL FIXTURES.

The value of metal fixtures for windows can hardly be overestimated. The various effects that may be secured by the changeable fixtures enable the window-trimmer to present some new feature each week. There are a number of manufacturers who put out these metal fixtures at moderate cost. The handsomest is the circular stand which has a pyramidal shape. This stand may be reversed to form an arc or a square. The little clasps which hold the goods may be turned in any direction, allowing a wide scope of display. To the dealer who devotes much attention to his windows these fixtures are invaluable.

### TROPICAL PLANTS.

The use of tropical plants in interiors has become a fad, and a very pleasing one it is. Some interiors are made bowers of beauty by an array of palms, potted plants and vines. These flowers are so skilfully made of artificials that it is impossible almost to detect them from the products of Nature. The handsomest palms are manufactured, and have the advantage of the natural production that they require no hot-house air nor careful attention. A little attention from a duster daily and a little brightening up with a damp cloth will keep them fresh for years. The prettiest vines and ivy branches may be secured from finding dealers for nominal cost. Large bunches of flowers of rare beauty are to be had from





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.

nearly any dealer in store fixtures. A few dollars expended in the purchase of flowers will be more than returned in one season by the drawing power of your interiors.

#### REAL SYMPATHY.

**T**WO horses, a white one and a red one, were driven into the village, from opposite directions, and hitched at the stone posts in front of the store, writes E. J. B. in an exchange.

A keen eyed little woman alighted from one wagon, brushed away the white horse hairs adhering to her black dress, and nimbly tripped up the steps with a small basket of eggs. From the other wagon a middle aged man took out a bushel of potatoes and placed them on the piazza; there the two people met and engaged in the following conversation:

Widow Tate: "How be ye, Mr. Kent? I wuz a-thinkin' on ye only this mornin'. You've met with a great loss" (drawing a deep sigh).

Mr. Kent (whose wife has recently died): "Yes, Merry Ann wuz a good cook, an' 't didn't take a gret sight for her to do with nuther."

Widow Tate: "An' you're a-gittin' along all alone! I've heerd't you were dretful handy 'bout house tho'."

Mr. Kent: "Yes, Merry Ann allus enjoyed sich pore health 't hed to take holt some in doors."

Widow Tate: "'Pears ter me you're lookin' kinder peaked yourself."

Mr. Kent: "Wall, I don't relish my vittles, eatin' all alone so."

Widow Tate: "A body don't. It's dretful lonesome, hain't it?"

Mr. Kent: "'Tis, an' no mistake."

Widow Tate: "When you're down our way drop in. Come down an' eat dinner some day."

Mr. Kent: "Thank ye, I will, an' be glad ter."

Just then the proprietor looked out, and soon the Widow Tate's basket of eggs was

exchanged for 10 yards of black and white gingham (with a good deal of white in it), and then she drove hurriedly home.

Mr. Kent traded his potatoes for crackers, cheese and molasses; then the red horse was turned homeward, too, but he was allowed to walk very slowly, and he even had an opportunity to browse some by the roadside, for his driver was lost in thought.

Not many days later the two horses found themselves fastened near each other again, though the white horse had not been out of his traces since he went home from the store, but the red horse had, for he was hitched in the vacant stall in the Widow Tate's barn.

#### NEW FIRMS STARTING.

Joseph Robitaille has started as grocer in Montreal.

F. W. Williamson is opening as grocer in Orono, Ont.

Wm. Moorish has started a grocery in St. John, N.B.

R. Embree is commencing as grocer in Amherst, N.S.

Patrick Garland is starting as grocer in Hintonburg, Ont.

Brine Brothers have opened a grocery store in Halifax.

Andre Beaudet has opened a grocery store in Montreal.

D. L. Chauvin is starting a general store at Comber, Ont.

L. McDonald has opened a general store in Parrsboro', N.S.

Benjamin Bowring is starting as grocer at International Pier, N.S.

M. G. Anderson has opened a grocery store in Franktown, Ont.

White & Tweedie are opening a general store in Centreville, N.B.

Moulton & McKay have opened a general store in Smith's Falls, Ont.

Frank Brett is about to commence as grocer at Lawrencetown, N.S.

M. McDonald has started as produce and commission dealer in Calgary, N.W.T.

#### STORE CHARACTER.

**M**ANY merchants do not realize what an important thing store character is. Stores, says Portland Tradesman, have character just the same as individuals and it is something upon which the personality of the owner has great effect. A merchant may almost be judged by his store. Everyone knows what it is to go into a store and feel at once that peculiar sensation we call being "at home" and everyone also knows what it is to go into a store and feel as if they were intruding. Everything about the place seems to partake of this general character. It need hardly be said that the store in which one feels most at home will get most of his trade.

Now, this store is not a dull, dingy or untidy place. Its floors are not covered with the accumulated dirt of months, or perhaps years, less the little that has been removed daily from the top with a broom. It is not a store where goods are kept in an untidy fashion and without any systematic attempt at order and display. It is not a store where the clerks are indifferent to their duties and unwilling to take the trouble to display goods, or where they continually endeavor to persuade the customer that he or she don't know what they want, and it is, above all, not a store where the proprietor or manager, himself, is not always on hand during business hours to give any attention that may be required to customers.

A pleasant chat while waiting for change with the proprietor will often win the allegiance of a customer. We could name a score of stores that have a reputation for pleasant dealing with customers which is worth more than any other asset they possess, and which brings them annually numerous sales which might otherwise find their way elsewhere. We regret to say too that as many more could be named which have just the opposite sort of a reputation. The strange part of it is that this store character once formed seems never to change. Clerks come and go and even proprietors, but the store seems always to create the same old impression upon those who have occasion to deal in it.



# “L. S. & B.” and “EMPIRE” COFFEES

are known all over ONTARIO  
and the NORTHWEST.

“Prices” are “moderate.” In store—Ceylon Tea Fannings; also Green Ceylons,  
bulk and in cases containing 50 lbs. 1 and 1½-lb. circle canisters.

LUCAS, STEELE & BRISTOL, - - Hamilton, Ont.  
PHONES 447, 488, 1258.

## BROOMS! BROOMS! BROOMS!

Our buyer has just returned from the cornfields of Illinois,  
having secured by hard work a lovely lot of corn (first car  
expected here this week).

*We offer for future delivery our known brands of brooms:*

“Standard,” “Signal,”  
“Bamboo Curlers,” “Heavy Miners.”

*At prices and quality that cannot be beaten.*

James Turner & Co., - Hamilton,  
Ontario.

WHOLESALE GROCERS.



THE DOMINION BREWERY CO., LIMITED  
Brewers and Maltsters  
TORONTO

Manufacturers of the Celebrated

## WHITE LABEL ALE

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

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

WM. ROSS, Manager.





# THOS. KINNEAR & CO.

49 Front Street East, TORONTO.

Our stock is now complete with

## Ceylon, Indian and Japan Teas.

Style and Quality unsurpassed.

Write us for samples and prices

WHOLESALE ONLY.

### ON THE OTHER HAND.

SO much has been written about the retailer who gives credit and the heartless manner in which he is frequently defrauded that, as a diversion, this article may find some readers who may profit by its suggestions, says Interstate Grocer. Therefore, we launch it. Hit or miss, it may be worth the space it occupies. Some of the very brightest minds of this country have been burning the midnight oil trying to solve the great credit problem, and it remains at a point about where it started, as far as late advices would indicate. We all know that there is one sure way to solve the credit plan, and that is to abandon it. A cash basis is the only truly scientific and safe principle to employ in business, but credit giving has been a fact ever since the beginning of the world, and it probably will always exist, to a more or less extent. So long as it does exist, so long will the retailer be defrauded, to a more or less extent. The suave customer, whose tale of woe interests his grocer, will always be found in all localities, and, as a result, some dealers in all localities will suffer from his wiles.

All these things are well known and volumes have been written about them, pro and con, but is it not possible that a word of defence for the consumer may adorn a tale in this connection? The dealer has had all

the best of it up to date as far as we know and we are just going to advance a brief defence for the customer—not the professional dead beat understand, but the unfortunate who, by force of circumstances, is compelled to ask for credit. In making this defence we may possibly tread lightly upon the bunions of some dealers, but it must be borne in mind that all this is merely for the sake of adorning a tale. Let us assume that our client goes by the name of Jones. Jones establishes a line of credit with his grocer when he (Jones) is in rather hard lines and, as his means will permit, he pays up and discharges his obligations as rapidly as possible, but does not get entirely free from indebtedness and there is always, at the end of each month, a little balance left with the grocer or butcher.

In the meantime, he is giving all his trade to the man or men who befriended him in his hour of need, and, while his monetary obligations are being gradually discharged, he feels that, by giving his trade to his friends, he is thereby discharging a debt of gratitude as well.

Now, right here is where we may injure the corns.

Under the conditions just enumerated, is it not true that these dealers are sometimes found gouging Jones a little on prices? Jones has now recovered from his temporary

embarrassment, and he finds that he is being overcharged by his dealer friends, who were friends in need, but he doesn't like to register a kick, for didn't he need this help badly when it was extended him? Things drift along in this manner until Jones feels that he must, as a matter of self-protection, make a change, and this information comes to the ears of his erstwhile friends, and sometimes we hear from them: "No, he won't quit me. He dare not do it. Wasn't I his best friend when he needed a friend?"

That's it. That's the way Jones feels too, but isn't it a fact that sometimes Jones has to pay too great a premium for this friendship? Jones feels grateful for favors extended his family, but he also feels that he would like to get a square deal now. All of these conditions have been known to prevail and Jones paid the freight until he grew weary and began to talk out in meeting, and as a result the very object which the grocer hoped to gain was defeated—namely, continued friendly expressions from Jones in favor of the grocer at all times and at all opportunities.

We do not know where this will hit—whether it will hit at all—but, as we stated in the beginning, it may be worth the space it occupies. If it serves as a preventive of such practices it will have filled an acceptable mission and make it possible for the grateful Joneses to become walking advertisements for their benefactors.



Roquefort	Gorgonzola	Swiss
Edam	Pine Apple	English Stilton
Canadian Stilton	Canadian Colored and White	Canadian Twins



Quality Right. Price Right.

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



IN STOCK

New Season's

PEEL

Finest Imported

DRIPPED CAPS

Free from Sugar Deposits.

We have also in stock CROSSE & BLACKWELL'S New Peels. Prices Right.

THE DAVIDSON & HAY, LIMITED

36 Yonge Street

Wholesale Grocers

TORONTO

WHERE CASH IS NOT WANTED.

SO accustomed are we to securing cash whenever it can be obtained, that we can hardly imagine it possible that credit would be preferred to receiving cash, yet such is the case with merchants in Buenos Ayres, says an exchange.

The laws of Argentine compel every business man to render statements of his accounts to proper officials, and if he is indebted more than he can pay, his business is at once supervised or investigated. If he wilfully goes into debt with the view of wronging creditors he receives punishment. The business standing of every merchant can at any time be ascertained, and credit in Argentina is as safe as cash.

To make it plainer, the creditor is so well protected that for a manufacturer to receive cash is really a drawback, as he loses the discount. The large German houses will always prefer the credit customer to one paying cash, as the profits are larger, and it is rare for loss of any kind to occur. Business, as a rule, is done on credit, and the dealer not only expects to receive credit but is also willing to extend it to his customers. Credit is given for from six months to a year, but at the end of the period the cash is paid, sometimes with interest added.

To do business in that manner in Argen-

tina, the large houses must be provided with ample capital, but, as there is as much capital in this country as in Germany, there is no reason why we should not meet the Germans on common ground, especially as the credit system gives much larger profits on capital.

Other Spanish-American States follow the same custom, and yet failures are rare, that of the Barings, several years ago, being unexpected, and for which the Government and people were not responsible. In this country our courts are filled with lawsuits arising from business transactions and credit. With our boasted civilization we do not seem to have studied and solved the problem of law, as wrong frequently triumphs over right, and the pardoning powers liberate criminals on the community to further disorganize society and render justice uncertain.

HE CAN SELL SCALES.

As an inducement to their sales agents, the Computing Scale Co., Dayton, Ohio, periodically offer cash prizes to those who sell the largest number of scales. In the competition extending over July and August, Mr. J. B. E. Poirier, the Montreal agent, stood in third place and won a prize of \$60 in gold. Over 200 salesmen were

entered in the contest. Mr. Poirier will be remembered as the founder of the Montreal Retail Clerks' Association. He has given up the grocery business to accept the situation he now holds.

A PERFECT CHART COMPUTING SCALE FOR \$50.

On page 14 of this issue will be found the advertisement of The Computing Scale Co., of Dayton, Ohio, with the above heading. By an error the price of this scale was given at \$35 in their advertisement of our issue of September 28.

Anyone who knows anything about the merits of this scale will readily understand that this price is below its value, and that the company could not possibly supply it for the figure erroneously quoted. As "to err is human to forgive divine," it is to be hoped, therefore, that the Canadian trade will overlook the error.

The company has explained the error at some length, and assert that it is an utter impossibility for them to sell this scale for less than \$50.

Wm. Thomson, formerly with Robinson & Hamilton, general merchants, Moose Jaw, N.W.T., has started a grocery at Caron Station, about 18 miles west of Moose Jaw.



"Substitution"

is often an effort to get rid of unsalable goods.

Some Grocers attempt to do so by substituting other preserves in place of UPTON'S MARMALADE, JAMS and JELLIES. When you buy something "as good as" Upton's you will pretty likely afterwards do your trading somewhere else, or insist on getting what you order, . . . . . =Upton's.



## TORONTO RETAIL GROCERS' ASSOCIATION.

TRADING STAMPS AND EARLY CLOSING DISCUSSED.

**T**HE Toronto Retail Grocers' Association held an open meeting on Monday evening, which was attended by many grocers not members of the association. Among the visitors were President Reddick, Secretary Black and several other members of the Toronto Retail Grocers and Provision Dealers' Protective Association, the opponents of early closing. There was also a good representation of the members of the parent association present. D. J. Kelly occupied the chair.

TRADING STAMPS.

The principal discussion was upon the trading-stamp question. The committee appointed at a general meeting of Toronto grocers early in the summer reported that much progress had been made in their work, as the use of trading stamps in grocery stores east of Yonge street had been reduced to a minimum, and as it was expected that the same results could soon be reported from the western section of the city. But, as the committee had not had sufficient financial support, they had decided to resign—or, rather, disband—and suggested that the association appoint a committee to carry on the work.

A discussion of ways and means followed. It was soon apparent that the general opinion was, that if a certain firm, one of the largest on Queen street west, would agree to discontinue giving trading stamps it would not be difficult to secure a generally-signed agreement to stop their use in the west end of the city.

John Wrigley suggested that the association should enter the field as competitors of the trading stamp company by organizing a system of their own. He had studied the matter in detail and was convinced that the cost of such a move would only amount to about 1 per cent. discount on their cash sales. He thought that it would be worth that much to get a cash business.

M. Moyer saw no reason why the grocer should give his customer back part of the price of his purchases. It was not in accord with the true principle of retailing, which was to sell goods on their own merits.

D. McLean, of McLean & VanLoon, considered that if the association went into the trading stamp business the advantage claimed for them would certainly be lost. They were only good, if ever good, when one grocer had them and could draw trade from his neighbors who had not them.

George Good believed that the people of Toronto were in the proper frame of mind

to stop gathering stamps. The failure of the red stamp company and of the coupon concern had made them distrustful of the whole business. Besides, they were tiring of the trouble of gathering the stamps. It was his opinion that the majority of better class of customers in the city would never start another book. He would advise that the fight against the stamps be continued unabated.

A. White had come to the conclusion that he had nothing to fear from trading stamps. He did not handle them and had not found that those of his neighbors who gave them were getting his trade.

It was eventually decided, on motion of F. S. Roberts and F. W. Johnston, that the association should take over the work of the anti-stamp committee and appoint the members of the association who had been on that committee as the association's committee to continue the work.

A SMOKER.

It was proposed to give a smoker with funds left over from the baseball games, but, as the baseball committee had not reported, no action was taken. The committee was asked to report at the next meeting.

EARLY CLOSING.

President Kelly reported for the early-closing committee that they had been advised by their solicitor, F. S. Mearns, not to force matters in connection with the by-law. It had been proved thoroughly sound, and, while Magistrate Kingsford's decision was not altogether satisfactory in its definition of a grocer, it would be well to let the law take its course for some time before endeavoring to enlarge its scope. An effort would be made in the meantime, however, to establish in court that fruits are part of a grocer's stock-in-trade, and, consequently, come under the scope of the law.

The executive was advised by several members to watch carefully all matters connected with the by-law, as Mayor Macdonald was in full sympathy with the opponents of the by-law.

The request of the Retail Grocers and Provision Dealers' Protective Association, that the city council should remit the costs entailed by the recent appeal against the by-law, was discussed by several members, all agreeing that the request should, under no circumstances, be granted.

On motion of F. W. Johnston and W. H. Marmion, the association passed a resolution expressing the thorough satisfaction of

all its members with the manner in which F. S. Mearns, their solicitor, had represented them in the struggle to secure early closing.

## INQUIRIES ABOUT CANADIAN PRODUCTS.

**T**HE following were among the recent inquiries relating to Canadian trade received at the High Commissioner's office in London:

1. Inquiry has come from Dresden for the names of the most important firms in Canada trading in asbestos and of asbestos mine owners.

2. The proprietors of a fluid for preventing and removing incrustation in land and marine boilers are desirous of introducing the article into the Canadian market where they are not as yet represented.

3. The patentees of a zinc roof-light ventilator desire to have their goods placed on the Canadian market, and would be glad to hear of an agent who could push this business.

[The names of the firms making the above inquiries will be supplied on application to the editor of THE CANADIAN GROCER. When inquiring kindly give date of issue and number of paragraph.]

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

1. A Scotch house claiming connection in the upholstery trade asks to be placed in communication with Canadian shippers of feathers.

2. The manufacturers of a well-known description of gas and oil engines are prepared to appoint a responsible resident agent in Canada for the sale of their engines.

3. A firm of fruit brokers and commission merchants in Hull desires consignments of Canadian apples and invites correspondence. Stirling & Gibson, Hull, Yorkshire.

4. A Liverpool importer asks for names of Canadian shippers of sea grass or moss.

5. Another firm of distillers of Scotch whiskey seek reliable Canadian agents.

6. An importer in Elberfeld, Germany, asks to be placed in touch with Canadian manufacturers of wood hammer, shovel and other handles.

7. An important Dublin house asks for names of Canadian manufacturers of cloth boards.

8. A firm of manufacturing brushmakers is open to purchase Canadian supplies of horsehair drafts up to 18 in. prepared for brushmakers.

## CEYLON TEA AT PARIS.

A gentleman interested in Ceylon tea writes as follows from London, England, to a friend in Toronto: "I returned this morning from Paris. The crush every afternoon at the Ceylon tea room was enormous, and chiefly composed of French people. They were drawing from 800 to 1,000 francs a day. If we had had ten tea rooms I believe they would have all done equally well, and Ceylon might have done the educating at a profit. The ultimate result remains to be seen."



**Fine  
Imported  
Peels**

**CRYSTALLIZED--DRIPPED CAPS.  
CONFECTIONERS' DRY DRAINED.  
—IN STORE—  
CUT MIXED PRESERVED— $\frac{1}{2}$  lb. Drums.  
—TO ARRIVE SHORTLY—**

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

WHOLESALE, IMPORTING  
AND MANUFACTURING GROCERS.

**TORONTO.**

#### EARLY CLOSING IN KINGSTON.

**K**INGSTON, Ont., has adopted an early-closing by-law. It goes into effect on Monday next, October 15.

The matter was finally decided upon at a meeting of the City Council on Monday night last, after a good deal of discussion.

Ald. McLeod stated he favored shorter hours, and the grocers should have every consideration. He was surprised it had any opposition whatever.

Ald. Craig felt that at the last meeting of the council the larger grocers were not on the petition, now many had signed, and under the present circumstances the by-law should be passed.

Ald. Bell stated many grocers objected to the petition, and asked for a two weeks' delay. He favored early closing.

Ald. Knapp — "We should move cautiously in this matter. Every citizen should be treated alike, and I favor leaving the matter over for two weeks longer. I favor early closing."

Ald. Wright favored early closing; he always carried it out in his business. Many stores did considerable business on Friday night, and the matter should be deferred for two weeks.

Ald. Cunningham — "Though ample time had been given grocers to attend to

this matter by to-night. If the matter was not attended to at once, the grocers would be forced to present another petition, according to statute."

Ald. Walkem—"The matter should be attended to, if signatures on petition represent 75 per cent. of the grocers, the council can be made to pass the by-law." Ald. Walkem felt every man had a right to conduct his own business, and he did not favor early closing. The poor man suffered by the early closing by-law, and these should be protected.

Mr. Gilbert, present in the interests of the petitioners, stated there were not as many grocers as the city directory stated, and he would be willing to take his affidavit that on the petition there were over 75 per cent. of the grocers in the city. Some who had not signed were out when called upon.

Mr. Gilbert, in reply to a question from the Mayor, could not clearly define a grocery, stating some women have a few groceries, candies, stove pipes, nails, and, incidentally, furs, and she classes herself as a grocer. He urged the passing of the by-law, stating the grocers and their clerks of the city need more recreation than they have been receiving.

Ald. Bell was of the opinion the poor woman should be protected, even did she handle furs and a variety of articles.

Ald. Cooke followed, endorsing the early closing by-law on the condition only that the stores be allowed to remain open if necessary on Friday and Saturday nights.

Further discussion followed, and the by-law was given its readings and passed. As already stated it will go into effect on Monday, October 15.

#### AN UP-TO-DATE GROCERY STORE.

Whitehead & Huether, grocers and dry goods dealers, Walkerton, Ont., have erected a new store which is a credit to that town. To the old dry goods store, a new store 124 ft. long has been connected by a large archway. In this store are kept crockery, glassware and groceries. The former occupy shelves to the left of the store. On the right there are two counters. Behind the one are the staple lines of groceries. At the other counter, butter and other farm produce are handled. There are three cellars, one for butter, etc., another for roots and the third for vinegar, syrups, etc. All have cement floors and are well ventilated.

An electric hoist has been installed at the back of the store for loading and unloading goods. Computing scales and a cash carrier system make it a completely-fitted grocery store of the most up-to-date type.

Patrick Garland, late of Bryson, Graham & Co., departmental dealers, Ottawa, has started as grocer in Hintonburg, Ont.

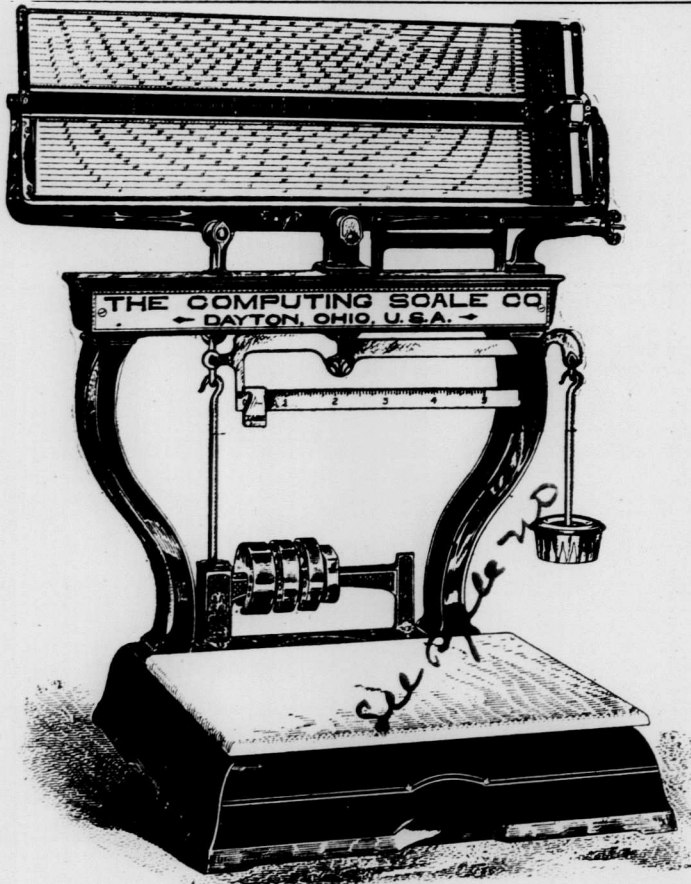
**Beware  
of imitations  
of the one sauce.**

**LEA &  
PERRINS'**

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

**It is head and shoulders above all others.**





## A Perfect Chart... Computing Scale for \$50

### SOME OF ITS FEATURES:

The pound and ounce beam is in the centre of the chart, thus separating the chart, making it easy to read the values.

The figures are large and easy to read.

The poise is operated from the centre of the chart with no chance to bind.

Painted a rich maroon, finish enamel, full nickel trimmings.

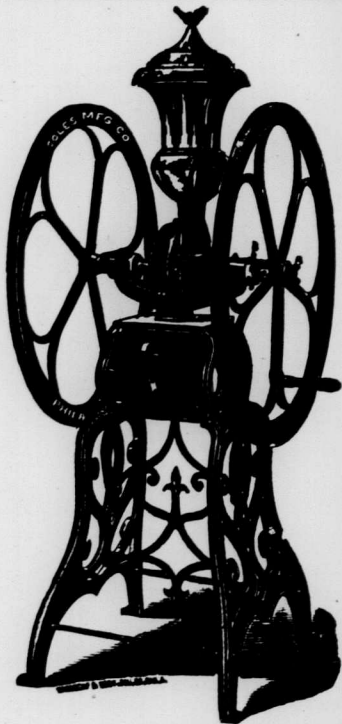
The weighing capacity in pounds and ounces is 110 pounds.

Price per pound capacity 3c. to 50c. per pound.

**SOLD ON EASY MONTHLY PAYMENTS.**

THE  
**COMPUTING SCALE CO.**  
DAYTON, OHIO, U.S.A.

Or Money-Weight Scale Co., No. 47 State St., Chicago, Ill.  
Money-Weight Scale Co., No. 142 Chambers St., New York, N.Y.  
James A. Hossack, Dist. Agent, No. 1662 Notre Dame St., Montreal, Que., Canada.  
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## The Canadian Grocers Know

a good mill when it is  
presented to them.

They have taken up  
the . . .

## COLES COFFEE MILL

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

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

**Coles Manufacturing Co.**  
PHILADELPHIA, PENN'A

## A Warm Weather Money= Maker for the Trade.

One of the best summer sellers on the market,  
easily handled, affording a liberal margin of profit,  
making new customers and keeping old ones is

# Rowntree's

## ELECT Lemonade

a pure, refreshing Lemonade, exceptionally deli-  
cious in flavor and strength, and economical in  
cost. . . .

**ROWNTREE'S OTHER SPECIALTIES:**

**Elect Cocoa High-Class Chocolates  
Gum Pastilles.**

Agents for Canada are:

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**THE HUDSON'S BAY CO., WINNIPEG.**

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





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

**A MEDIUM FOR TRADE GETTING.**

**A** STRONG feature of the work of many shrewd and successful advertisers is their readiness to take advantage of any strong direction of public feeling or sympathy. By adapting their advertising to the current trend of thought they seldom fail in their effort to secure attention, and to impress what they have to say on those they are trying to reach.

The present excitement over the general elections creates an opportunity for enterprise along this line on the part of the retail merchants all over the Dominion. If it is to be made good use of, the merchant must leave any partizan predilections to one side, for it is easier to lose customers than to gain them by manifesting a strong party bias.

One of the best local hits that has been scored for many years was made by a grocer in an Eastern Ontario town during the last general election contest. There are two weekly papers published in his town ;

one Conservative, the other Reform in politics. Two weeks before the voting day, the merchant inserted in the Conservative paper, which was issued on Tuesday, a double quarter-column advertisement, which read about as follows :

THE BRIBE I OFFER :

I hereby promise that if R. B. Jones, the Conservative candidate, is elected on June 26, I will make the following reductions in prices :

.....  
.....  
.....

T. BROWN,  
The Cash House. The Grocer.

He persuaded the editor of the paper to draw attention to his offer in the reading columns. Needless to say, the advertisement caused comment. But, the following day, the Reform paper came out with an advertisement similar in size and construction, but with the name of the Reform candidate substituted for that of the Conservative one, and with a different list of bargains constituting his bribe.

When one remembers how eagerly everything of a political nature is devoured in election times, and how general is the circulation of a country weekly it is readily understood what success was attained by this unique advertising stroke.

This interest in things political could also be used to advantage in window dressing. One window might be dressed with staple goods, with price-tickets showing prices slightly below the average. A picture of Sir Wilfrid Laurier might be placed in the centre, with below it a card reading somewhat as follows : "Laurier is no more Liberal than we are in prices. Examine these goods." The other window might be filled with goods of known quality, with a picture of Sir Charles Tupper, near whom a card might be placed to read : "Tupper is no more Conservative than we are regarding quality. Try our goods."

In some cases the names of the candidates can be worked off in a pun to good purpose. In all such attempts one should be careful to offend none. If the result is funny all the better, but never let it be offensive.

**BUSINESS MEN AND ELECTIONS. ;**

**I**N another month the excitement naturally attendant upon the general election will be over and the men who are to be our representatives in the Dominion Parliament for another five years will have been selected.

It is obvious, therefore, that what the business men of this country do in the way of selecting representatives of business common sense must be done quickly if it is to be done at all.

Most of the candidates of the respective parties have been already selected, and there is not much that can now be done in the way of influencing the party caucus, but, if it is too late to do it at the party caucus, it is not too late to do it at the polling booth.

If the candidate with practical business experience and common sense is not carrying the banner of his own party, then let the merchant vote for the candidate of the other party, if he is efficient in what the other is deficient.

At present the business man is not recognized by either party. Each will boast that its methods and principles are business-like, but neither are prompt in initiating or supporting legislation which the business interests of the country demand.

Party exigencies, not commercial requirements, are the forces that rule political parties, whether they are in or out of office.

If the business men in each constituency were to assume an independent attitude when occasion demanded it, their wishes would be respected a great deal more than they are at present.

Party leaders do not concern themselves about the opinions of those who submissively follow wherever they chose to lead any more than task-masters care for the opinions of their serfs.

The business men of this country are numerous enough to exercise a potent influence in Parliamentary affairs. There are approximately 300,000 individual firms in the Dominion, or about 22 per cent. of the total number of votes on the electoral lists.

The business men of Canada do not realize what a power for good government they might be. We believe, however, they are gradually recognizing the fact. And it is to be hoped that during the ensuing general election they will not only recognize it, but exercise it.



### THE DEMORALIZED SUGAR MARKET.

It was announced last week in these columns that just as we were going to press an unexpected decline of 10c. per 100 lb. had taken place in the price of all refined sugars, consequent upon a depreciation in values in the United States. This was followed by another decline of 10c. the next day, making the total reduction for the two days 20c. per 100 lb.

In the United States the decline during the same period was 40c. per 100 lb.

As a result of these declines the market is demoralized, and particularly in the United States.

As to the causes of the decline opinion is not altogether unanimous. Among most people there is a strong suspicion that there is an outbreak of the war between the Trust and the independent refineries, and particularly in view of the fact that when the first decline was made the Arbuckles put their prices 5c. below those of the Trust.

Mr. W. A. Havemeyer, the head of the Sugar Trust, declares there is no war. To a New York paper he declared it was the result of supply and demand. "The rush," he said, "is over, and prices have been a little high. In my opinion the decline, while unusual, only amounts to a readjustment of prices." No less an authority, however, than Willett & Gray's Sugar Trade Journal unhesitatingly declares that the reduction was due to a new outbreak of hostilities between the refiners. "The Arbuckle refinery," says Willett & Gray, "attempted to establish a price of 5c. per 100 lb. for their product below the A. S. R. Co.'s list price. If this move had passed unnoticed the Arbuckle refinery could have run to full capacity and sold all its product at a profit, while the A. S. R. Co. held the umbrella, but the A. S. R. Co. made a violent second cut of ¼c. per lb., carrying the price of refined to but little above the cost of production, and Arbuckle evidently did not care for the trade at any lower basis, so prices rest at a level for all refiners at 5.75c. for granulated, equal to 5.49c., net cash."

While competition between the refineries evidently accelerated the decline, the market was not without its weak point.

It is true, the receipts of raw sugar were below the requirements for meltings, and total stocks of raw in the United States were but 32,230 tons, the lowest since 1893, but it must be remembered that the season has arrived when not only the demand becomes light, but when the new sugar campaign opens and an abundance of beet sugar, if not of cane, also, will be available.

Centrifugal sugars declined 3.32c. in New York last week. This brought the price down to 4.91c., but, early this week, a further decline brought the figure down to 4.75c. The market has also declined in Great Britain, both on raw and refined sugars.

The tendency of the sugar market is now more likely to be downward than upward.

### THE CHEESE SITUATION MIXED.

THE decline of ½c. per lb. in the first cost of Canadian cheese has confined movements to narrow limits. The factorymen on most of the boards are refusing to sell at the reduced figures. Yet, the bear element is more aggressive than it has been for some days.

At present, there is some trading being done in Montreal at 11¼ to 11¾c. for finest Eastern September, but even this price cannot always be obtained, and the feeling is in favor of buyers.

At London, Ont., last Saturday, the highest bid was 11c., and some stock sold at 10¾c. At Cowansville, Que., the same day, the figures ruled from 10¼ to 10.9-16c. At Cornwall, Canadian colored sold at 10.11-16c.; last year, it brought 11½c. Naturally, factorymen are dissatisfied with these prices, and many are holding for advances. They can afford to do this, for all admit that cheese has never been so well cleared out from the country as it has been this year.

But, at the moment, it would seem advisable to accept buyers' offers, for conditions do not favor any increase. The London, Eng., market is offering only 53 to 55s., with stocks increased, and Bristol, 53 to 56s., with stocks fair. Exports to Great Britain have been heavy lately, and it is reported that the Liverpool market is over-

stocked. On the whole, this season, there has been shipped from Montreal and Portland, 1,686,788 boxes, as compared with 1,450,805 boxes for the corresponding period last year, showing an increase of 226,983 boxes. New York has sent an increased stock of 125,275 boxes. It is not, then, to be wondered at that Englishmen should have enough cheese to get along with for the time being.

The pivot of the situation seems to be the fall make. There is no doubt that the September make has been heavy, favored as the farmers have been by good pastures and mild weather. Some creameries have changed their machinery this last month and are now producing cheese. Buyers here and in England know this and are naturally afraid of a surplus at the end of the season.

Stocks in Montreal are variously estimated at from 225,000 to 275,000 boxes, which shows that goods are scarce. It should also be remembered that a number of letters have lately been received from Liverpool and Manchester showing some apprehension of a gloomy winter in quite a number of lines of manufactures, especially the cotton industry.

Now that there are signs of improvement it might be well for factorymen to coax bargaining by accepting slight declines. Indeed, this policy has been adopted by some sellers during the last few days, fearing that a continued hold off would demoralize the market. At the Montreal wharf on Monday 10,000 boxes changed hands. The Canadian farmer need not grumble even if the cheese goes at 10½ to 10¾c.

### EARLY CLOSING IN TORONTO.

The early-closing movement inaugurated by the retail grocers of Toronto has extended to dealers in hardware lines. Forty-eight retail store dealers, housefurnishers and hardware merchants of that city have petitioned the council for an early-closing by-law. They ask that a by-law be passed ordering the closing of all shops of this class from January 1 to August 1, between 8 o'clock p.m. and 5 o'clock a.m. From September 1 to December 31, they ask that these stores be closed between 10 o'clock p.m. and 5 o'clock a.m.



## ANOTHER VICTORY FOR OUR CHEESE.

**M**AKERS of Canadian cheese will soon be following the example of Alexander the Great who, when he became master of all the world known at his time, wept because there were no more worlds for him to conquer.

Canadian cheese established its supremacy on the American continent at Chicago in 1892. It has since so far established its supremacy in the great consuming market of Great Britain that we sell more of it on that market than do all other countries combined. Now we have invaded France, where the European producing states, especially Switzerland, find such an excellent demand, and have again secured the premier position as a cheese-producing country.

Canada's food commissioner at the World's Fair, at Paris, W. A. McKinnon, states in his report: "In the permanent international competition Canada's exhibits of dairy products, including butter, factory, and cream cheese, were awarded the highest possible diploma, the grand prix, and with the maximum number of points. Other grand prizes were awarded, but Canada alone received the maximum rating."

But even more significant is the fact that our exhibit at the Exposition has so impressed critics with the superiority of our product that Felix Potin, who is generally recognized as the first of high class grocers in Paris, and who was a member of the International Jury, has been led to place his initial order for Canadian factory cheese. Mr. McKinnon says in regard to this order:

"This house is so important that if it can be induced to take up any new article in the trade the success of that article is considered assured; it is, therefore, at once a tribute to the quality of Canadian cheese and a good augury for the establishment of a trade with France in that product. Among the qualified critics were the United States Commissioner of Dairying, the British and Danish jurors, the director of the British dairy at the Exposition and a number of Swiss exhibitors from the famous Gruyere district. The exhibits of Gruyere cheese aggregate 95,000 pounds, together with an assortment of various fancy kinds

in smaller quantities. The fact that it was deemed wise to go to such expense shows the importance of the Swiss cheese trade with France, and the fact that competent judges think Canadian cheese can supplant Gruyere in public favor shows the great field open for this branch of Canadian commerce."

### WILLS OF BUSINESS MEN.

**T**HE late William John Thomas, president and manager of the Ontario Brewing and Malting Company, Limited, and of the Davies Brewing and Malting Company, Limited, Toronto, whose death took place on October 4, last, at his residence, 32 River street, left an estate aggregating \$126,908.44. This amount was made up as follows: Promissory notes, \$3,583.26; money secured by mortgages, \$34,080.92; bank stock, \$21,600; cash in bank, \$324.46; real estate, \$6,750; cash due and cash advances, \$60,069.80; steam launch, \$500. Probate of the will has been issued by the Surrogate Court, on the application of the widow, Sarah Ann Thomas, the executrix, and Robert Davies and William Brand, brothers-in-law, the executors.

The executors each receive \$1,000, a sister, wife of Wm. Brand, \$1,000, and the four children of Wm. Brand \$250 each. The widow, Robert Davies and Wm. Brand are appointed trustees of the estate. They are empowered to make such investments as they may deem advisable, and the income goes to the widow for life and after her death to the four children—Robert, S. A., Fidelia, and Susan. When the youngest son becomes of age the capital is to be divided equally among the children.

With regard to the deceased's interest in and advances to the Ontario breweries the trustees are directed to discontinue the advances and realize on the present indebtedness. The interest and advances amount to \$60,069.80. The dead man held 216 shares in the Traders' Bank. The real estate consists of the "Lindsay lot," Queen street east, \$1,500; Concord avenue, 213, 215 and vacant lot, \$2,250; 139 Simcoe street, \$3,000.

### H. LAMONT MOORE DEAD.

One of the most progressive young business men of St. John, N.B., Henry Lamont Moore, who carried on two crockery and tea businesses, one on King street and the other on Mill street, died of typhoid fever on Tuesday evening last week. Mr. Moore,

who was only twenty-two years of age, was a son of J. R. Moore, Port Elgin, N.B. He started in business about two years ago, and had made a success of it from the start. His illness was comparatively short. He left his house before he had fully recovered from the fever, and was taken down with a relapse, which eventually proved fatal.

### A KINGSTON OPINION RE EARLY CLOSING.

"I wish the merchants of this city would 'get wise' to their own interests," remarked a prominent merchant this morning, "and realize that it is to their own interests to close their places of business each evening at 6 o'clock. If a merchant cannot do a respectable business in from 8 to 10 hours each day, he should shut up shop. Apart from that, there is the fact that he is cutting short his days by injuring his health in poking around his store until all hours of the night, not to mention the fact that he is depriving himself of the comforts of his family surroundings and home life. Then, also, he deprives his clerks of life's pleasures by keeping them indoors in a stuffy shop, prematurely ageing them. I, for one, do not want to keep my store open later than 6 o'clock, but, if one merchant is obstinate enough to be blind to his own interests to hang around his store, burn gas and ostracize himself from his family, he places in bondage all other merchants in the same line of business. Then, the purchasing public ought to know that they cannot do as well in selecting goods by gaslight as by daylight, and would find it to their advantage to do their shopping by daylight. If I were a clerk, I would join a union and gather strength to compel the merchant to either close his place of business at 6 o'clock or to allow his clerks to go at that hour."—Kingston Whig, October 8.

### A PRODUCE DEALER FAILS.

W. H. Smith, wholesale fruit dealer, Toronto, has assigned to J. P. Langley. His liabilities are placed at about \$10,000, with practically no assets. The creditors are principally United States firms.

### A PURSE FOR DAVID SPENCE.

David Spence, who formerly represented The Dawson Commission Co., Limited, and has for the last two years traveled for Clemes Bros., intends spending the winter in County Armagh, Ireland. On Wednesday morning he was given an evidence of his popularity among the fruit commission men when he was presented with a purse filled with gold sovereigns.



The acme of every grocer's desire should be "success" with his Tea department, this being the pivot upon which the whole business must revolve.

## "SALADA" CEYLON TEA BLACK OR GREEN

will the more speedily and effectually accomplish this than any other Tea in the wide, wide world.

**Sealed Lead Packets Only—Black—Mixed—Uncolored Green.**

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

### COWAN'S

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

THE COWAN CO., LIMITED, TORONTO

### FINE CARPET BROOMS

Also a full line of  
Medium Grade and  
Bamboo Handle  
Brooms

**SPECIAL VALUE.**

Walter Woods & Co.  
HAMILTON.

### Most Excellent Coffee



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

Trial Order Solicited.

### Toronto Salt Works

TORONTO, ONT.

Write us for **SALT** of any kind.  
Also **SALTPETRE**, car lots or less.



### HORSE-SHOE SALMON

Is packed ONLY from the finest

Fraser River Sockeye Salmon.

For twenty years the leading brand on the Canadian Market.

**It pays to buy the best.**

For Sale by all Wholesale Grocers throughout the Dominion.

IS MORE THAN A TRADE-WINNER

# GRAND MOGUL TEA

IT IS A PROFIT-MAKER.

An average of 40 per cent. on all grades over 25c. is a good showing. Can you average as much on bulk teas, after allowing for waste, wrapping, etc., and succeed in winning new trade? If not, push **Grand Mogul** which always pleases and brings in new customers.

**T. B. ESCOTT & CO., London, Ont.**



# MARKETS AND MARKET NOTES

## GROCERY QUOTATIONS BY WIRE.

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

## ONTARIO MARKETS.

Toronto, October 11, 1900.

### GROCERIES.

**C**ANNED vegetables are probably the most interesting line on the local market just at the moment. The cause of this is the lower prices that have been quoted for some of the brands of tomatoes. Although the pack is large, it is probably more due to the fact that there seems to be quite a little canned tomatoes on the market this year which are more than usually "watery." As far as the Canadian staple brands are concerned, there have been no change in prices. There is not a great deal of business doing in canned vegetables, as buyers are now waiting to see what developments may take place during the next few weeks. Canned salmon is as firm as ever. The slump in sugar has further emphasized the dullness noted last week. Shortly after we went to press last week there was a further decline of 10c., making the total drop 20c. in two days. This was, however, only half of what prices fell in the United States. The tea market still rules firm, but there is not much business being done. Coffees are also quiet. Spices are steady to firm. The currant market has not lost any of its strength, although we hear of no further advances. A small shipment of Malaga raisins arrived on the market this week. Valencia raisins are cabled firmer. In both Tarragona almonds and Grenoble walnuts advances have taken place in the primary market. A small shipment, and the first for the season, of Californian prunes reached this market this week. Corn syrup is  $\frac{1}{2}$ c. per lb. higher.

### CANNED GOODS.

Somewhat unsettled feeling has developed in regard to canned vegetables, and more particularly in tomatoes. It is caused by the low prices which are being quoted by some of the wholesale houses for certain brands. As the brands put up under the Association are unchanged in price, there is quite a range in the figures which are being

quoted. The explanation of the situation is, that a good many tomatoes which were packed early in the season have turned out to be more than usually "watery," and, while in some instances, at least, the flavor is good, the fact that the contents of the tins are not as solid as they should be, is causing prices on these lines to be lower than those quoted for brands of what are known as "standard quality." All kinds of prices are being quoted. Some houses quote 80 to 85c., and others again, 87 $\frac{1}{2}$ c. Even lower figures than the minimum amount are heard, but they cannot be substantiated. In the meantime the Association shows no signs of reducing its prices, and, although the pack is undoubtedly large, taking it in the aggregate, there are some packers who claim that they have not put up more than enough to fill orders, while others state that they have not enough to fill orders. We know of one factory that notified one of its customers that it would only

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

be able to supply him with one-third of the quantity he had ordered. His order was in the neighborhood of 1,500 cases. The factory, it should be stated, is a new one. There are a good many who are firmly of the opinion that the unsettled condition of the market for tomatoes is only temporary, but, in the meantime, the conditions are so uncertain that nearly everyone is prepared to await developments before placing fresh orders. There is little business being done in corn at from 77 $\frac{1}{2}$  to 80c., and in peas at the same figures. Canned fruits are quiet, but prices are being fairly well maintained. In canned meats, the demand is beginning to fall off. There is very little doing in canned lobster, and stocks appear to be lighter than usual. The ruling prices are:  $\frac{1}{4}$ -lb. flats, \$1.75; 1-lb. flats, \$3.50, and 1-lb. talls, \$3.25. The demand for canned salmon is keeping up fairly well, notwithstanding the high prices. If anything, prices are a little firmer than they were a week ago. For standard brands of Fraser river sockeye, the wholesalers are still quoting \$1.75 to \$1.85, according to brand, and \$1.60 to \$1.65 for Northern sockeye. There is what

is known as fine-pick salmon, which is selling at \$1.50 per doz. First-class brands of coho salmon are 10c. higher, being quoted at \$1.35 to \$1.40 per doz. There are some cheaper cohoes than these, however, to be had.

### COFFEES.

The market continues quiet, and prices are locally unchanged. The outside market has been characterized by some fluctuations.

### SUGAR.

There has been quite a little excitement in the sugar market during the past week. Shortly after we went to press last week there was a further decline of 10c., making a total depreciation of 20c. per 100 lb. in two days. This brought the price of Montreal granulated down to \$5.18, and of Acadia to \$5.13 per 100 lb.; while yellows ranged from \$4.38 upwards. Sharp as was the decline in Canada, it was even more so in the United States, where prices fell 40c. altogether during the week. The feeling is a little better than it was a few days ago, but it is still by no means yet a confident one. The raw market has also been easier, and early in the week centrifugal sugars declined  $\frac{1}{8}$ c. in New York, being now quoted at \$4.75. In the United States stocks of raw sugar were, at the end of last week, 153,000 tons less than at the same time a year ago. And stocks of refined sugar in second and third hands are light, and probably more so than usual at this time of the year. Locally, business is quiet, being of a hand-to-mouth character.

### SYRUPS AND MOLASSES.

The most interesting feature in this line is a decline in the price of corn syrups in barrels and kegs. We now quote 3c. per lb. for barrels, 3 $\frac{1}{8}$ c. for half-barrels, and 3 $\frac{1}{4}$ c. for kegs. Three and two-gallon pails are unchanged. The demand for both syrup and molasses is improving. The demand is mostly for bright corn syrups.

### SPICES.

Black pepper is slightly firmer, prices having advanced  $\frac{1}{8}$ c. in the primary market. While pepper, however, is barely holding its own. Cochin ginger is firmly held. Locally, trade in spices is small.

### NUTS.

A cable received this week announces an advance of three francs per 100 kilo. in Tarragona almonds, and the market is firm at the advance. Grenoble walnuts are also cabled dearer by four francs per 100 kilo.



## RICE AND TAPIOCA.

There is a fair demand for rice, although trade cannot be called brisk. Tapioca is in request, with prices steady at 4¾ to 5¾c.

## TEAS.

The Japan tea market continues firm. One day this week a cable was received from Japan stating that it was no longer possible to match teas in cup and in leaf which had been selling this season at 16c. per lb. The day following, another cable was received stating that they were able to match the teas as far as the leaf was concerned, but not in cup, and then only at higher prices. Low grade Japan teas are cabled active, and some teas have been offered at 21c., which last year sold at 17½c. per lb. The cable also stated that a little more business is being done in low-grade teas, and as the United States has stopped buying it is presumed that the teas are for Canada. Locally, a few old teas are still being picked up, but little or nothing is being done in teas of this season's growth. It appears that most of the American buyers have left Japan for home so that the market there is practically closed.

Some new China green teas are arriving on this market, and there is a little business being done at prices about 2c. higher than those of last year.

There is very little doing in Indian and Ceylon teas, as wholesalers are pretty well supplied. Mail advices from England under date of September 28 state that the demand for Indian tea is, on the whole, fairly steady, except for poorer descriptions, which sold with decided weakness; other grades, however, held steady, with better liquoring teas in stronger demand. In Ceylon teas the conditions are much the same.

## FOREIGN DRIED FRUITS.

**CURRENTS**—There is a little business being done to arrive. Prices, both at home and abroad, are still decidedly firm. Filialtras are quoted at from 13 to 13½c.; Campos, 14½c.; Patras, 15c., and Vostizzas, 16c.

**VALENCIA RAISINS**—A cable received on Wednesday from Denia advised the Valencia raisin market very firm at the highest price yet quoted. Locally fresh supplies are coming forward, but there is not a great deal of business being done. We quote fine off-stalk at 9 to 9½c. and selected at 9¼ to 10c. per lb.

**MALAGA RAISINS**—A small shipment came forward this week, and it is in the hands of one or two grocers. A majority of the grocers are still without any.

**FIGS**—There has been an advance of 1s. in tapnet figs during the past week. For the few Elleme figs that are in stock there is a good demand at 11½c. for 10 and 20-lb.

boxes. Tapnet figs are selling at 3½c. for prompt shipment, and 3¼c. for later shipment.

**PRUNES**—The first shipment of new Californian prunes arrived on the market this week. It consisted of a carload and was only for a few houses. This lot is selling at 5½ to 6c. for 90-100's.

**CALIFORNIAN EVAPORATED FRUITS**—New season's Californian evaporated peaches are in stock this week in some of the houses, and there are a few of them going out at 10c. per lb. Californian apricots are in fair demand at 15c. per lb.

## GREEN FRUITS.

The Scott-street fruit market, where the native small fruits are handled, is beginning to show symptoms of dullness. The receipts of practically all lines, but grapes, apples, and red peppers are diminishing daily. The trade is turning, in consequence, towards the large imported fruits, such as oranges, lemons, bananas, etc., and a good movement in these lines is reported. Oranges are firm at steady prices. Lemons are coming from Palermo, Malaga, and Messina. They are from 50c. to \$1 lower in price. There has been such a revival in the demand for bananas that the market, which has been saggy for weeks, is now quite stiff. Only one house has yet received Malaga grapes. They are still at \$7 per keg. Eating apples are steady at \$1.25 to \$1.75 per bbl. Many varieties are offering in baskets at about 20c. Siberian crab apples are steady at 25 to 30c. per basket. Quinces are selling in a quiet way at 20 to 35c. per basket. The pears offering are of medium quality. They are worth from 20 to 40c. Peaches are still in fair quantity, but only seconds and inferior qualities are to be had. Peppers are in slow sale. There are rather too many offering, and prices are easy at 15 to 25c. Spanish onions are firm at \$1. Sweet potatoes are steady at \$2.50 to \$3 per bbl. Cranberries are moving well, and are firm at \$7 to \$7.50 for Cape Cod and \$4 to \$5 for Ontario varieties. Chestnuts are coming to hand in liberal quantities. The first lots sold as high as \$6 to \$6.50 per bushel, but these prices are only likely to hold for a few days.

## COUNTRY PRODUCE.

**EGGS**—There is a decided improvement in the market, as a good export trade has opened up. This has cleared the market of both first and second qualities of stock, and now there is an excellent demand for guaranteed fresh eggs at 17 to 18c., for pickled at 15 to 16c., and held fresh at 16 to 16½c. It is held by some dealers that the price of boiling stock will shortly be at 20c. on this market.

**BEANS**—The feeling is not firm, but, as

the conditions of the market are not yet well defined, there is little change in price. We quote hand-picked at \$1.50 and mixed at \$1.40 to \$1.45.

**HONEY**—The market is stiff. The offerings are liberal, but the demand seems to keep strong. Dealers are still asking 9 to 10c. for clover strained and \$2 to \$2.25 for clover comb. Some fancy stock has been sold at even higher figures.

**POULTRY**—Some stock arrived towards the end of last week in such bad shape that some of it could not be used. This week, the cool weather has improved the quality of receipts and increased the demand. We quote: Chickens, 40 to 50c. per pair; ducks, 60 to 75c. per pair; geese, 6½c. per lb.; turkeys, young, 10 to 11c. per lb.; old, 8 to 9c. per lb.

**DRIED APPLES**—There is a fair movement in dried apples at 4½ to 5c. Offerings are liberal, but the demand has not yet become strong. Evaporated stock is easy, as the production seems to be large, and as the export market has not yet manifested any vigor. There is little doing locally at 5 to 5½c.

**POTATOES**—There are a few cars offering at 35 to 36c. per bag, on track, Toronto, but the demand has not yet started. Good stock is selling at 40 to 45c. per bag, out-of-store.

## BUTTER AND CHEESE.

**BUTTER**—There is a general decline. The export price having been lowered has affected the local trade in all lines. There is a big local trade doing, especially in finest qualities. We quote: Dairy prints, 18 to 19c.; tubs, 18 to 18½c.; creamery prints, 22 to 23c.; boxes, 19 to 20c.

**CHEESE**—The market is easy. Prices at country boards are ¼ to ⅓c. lower than a week ago, but there is no change in local quotations. Early makes are selling at 11¼ to 11½c., and Septembers at 12c.

## PROVISIONS.

There is still a strong upward tendency. Long clear bacon, shoulder hams and lard are ¼ to ½c. per lb. higher. The packers of dressed hogs have not yet started their winter's operations.

## FISH AND OYSTERS.

The cool weather has given an impetus to oyster sales. Fresh fish are moving fairly well. Dried and salted kinds are selling actively. There is no change in prices. We quote as follows: Trout, 8 to 9c.; white fish, 8 to 9c.; perch, 3c.; blue pike, 3c.; grass pike, 4½c.; yellow pickerel, 7c.; bluefish, 10 to 12c.; herrings, 3 to 3½c.; steak cod, 6 to 6½c.; haddock, 6c.; white halibut, 13c.; fresh sea salmon, 17c.; redsnappers, 11c.; fresh mackerel, 14½c. each; haddie, 7½ to 8c. per lb.; ciscoes, per 100, 90c. to \$1; Labrador herrings, splits, \$3.25 per half-bbl., \$5.75 to \$6 per bbl.; boneless fish, 4½ to 5c.; quail-on-toast, 4½ to 5½c.; pure cod, 5½c.; shredded cod, \$1.80 per box. Oysters, Southern mediums, \$1.10 per gal.; Baltimore standards, \$1.30 per gal.; Baltimore selects, \$1.60 per gal.; New York



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**CANADIAN PEACHES**

are now coming in, and there promises to be a heavy yield in both early and late varieties.

Plums, Pears, Apples and all fruits are handled by us, and special attention is given to them.

Foreign Fruits and Nuts will always be billed at lowest market price. All orders receive our prompt and careful attention. Consignments of fruit will be personally cared for.

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**TORONTO**

...EVERY...

**COMMISSION MERCHANT**

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

mediums, 80c. per 100 ; New York selects, 90c. per 100.

**GRAIN, FLOUR, BREAKFAST FOODS.**

**GRAIN**—The advance of last week in Manitoba wheat is well maintained. We still quote at 98c. Toronto freights and \$1 grinding in transit. Ontario wheat is steady at 58c. at outside points. There is not much doing on the local street market. Prices are steady as follows : Wheat, white and red, 69 to 69½c.; goose, 69c.; peas, 56 to 59c.; oats, new, 28 to 29c.; old, 32 to 34c.; barley, 44 to 49c.; rye, 53 to 54c.

**FLOUR**—There is a good demand at the advance made a week ago. We quote : Manitoba patents, \$4.75; Manitoba strong bakers', \$4.50; Ontario patents, \$3.75 to \$3.85; straight roller, \$3.50 to \$3.75, Toronto freights.

**BREAKFAST FOODS**—Manufacturers state that they are doing as much business in an export way as they can handle. There is a good local trade doing. Prices are steady. We quote as follows : Standard oatmeal and rolled oats, \$3.40 in bags, and \$3.50 in bbls.; rolled wheat, \$2.50 in 100-lb. bbls.; cornmeal, \$3; split peas, \$4; pot barley, \$4.00.

**HIDES, SKINS AND WOOL.**

**HIDES**—There is little doing. Prices are steady at last week's figures. We quote: Cow-hides, No. 1, 7½c.; No. 2, 6½c.; No. 3, 5½c. Steer hides are worth ½c. more. Cured hides are quoted at 8 to 8½c.

**SKINS**—Trade is dull and prices are easy. We quote : No. 1 veal, 8-lb. and up, 8c. per lb.; No. 2, 7c.; dekins, from 40 to 60c.; culls, 20 to 25c. Sheep are selling at 55 to 85c.

**WOOL**—Business is quiet at unchanged prices. We quote for combing fleece, 15 to 16c., and for unwashed, 9½ to 10c.

**SEEDS.**

The feature of the market this week is a decline of 30 to 50c. per bushel for alsike clover seed. The range is now \$7 to \$7.50 for good to choice and \$7.75 to \$8 for extra choice to fancy. Many samples of inferior stock are shown which are worth from \$5 up. In red clover, too, the feeling is easier. The range is from \$5.75 to \$6.25 for choice and \$6.50 for finest qualities. There is nothing doing yet in timothy.

**MARKET NOTES.**

Valencia raisins are cabled firmer at the highest point yet touched.

Tarragona almonds and Grenoble walnuts are each cabled higher.

All grades of butter except creamery pounds are ½c. per lb. lower.

Long clean bacon, shoulder hams and lard are ½c. per lb. lower than last week.

New Californian prunes have reached this market. These are the first for the season.

A shipment of new season's Californian peaches arrived on the local market this week.

The best brands of coho canned salmon have been advanced 10c. per dozen by the local dealers.

Messina lemons at \$4 and Malagas at \$3.50 per box are offering this week. Palermos have declined \$1 per case, the price now being \$4.50.

Toronto Fruit Merchants.

**NEW GOODS**

**SPANISH ONIONS,  
JAMAICA ORANGES,  
SWEET POTATOES,  
MALAGA GRAPES.**

YOUR ORDERS SOLICITED.

**CLEMES BROS.,**

51 Front East, TORONTO.

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Demerara, British Guiana.

General Commission Merchants  
Importers and Exporters.

All consignments receive careful attention and proceeds are remitted without delay. If needed, financial facilities will be given for regular and substantial consignments.

Orders for Sugars, Molasses, Rum, Greenheart, Wallaba Shingles, Charcoal, Cocoanuts, Cocoa, Coffee, etc., receive special and prompt attention.

Buildings, Sheds and Dock at Lots 8 to 11 Werk en Rust. Every facility for prompt despatch of steamers and sailers. River frontage 340 feet.

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**SEED, GRAIN and**

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**BEANS, PEAS, SEEDS, FEED,  
OIL-CAKE and PEANUTS.**

Consignments and Correspondence Invited.

Victoria Fruit Merchants.

From the Atlantic to the Pacific,  
**OKELL & MORRIS'**

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Messina Orange Marmalade, Tomato Ketchup,  
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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.

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

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



## QUEBEC MARKETS.

MONTREAL, October 11, 1900.

## GROCERIES.

TRADE has been brisk this week and fall business has now commenced in full swing. The only articles that are at all quiet are sugar and teas. A good trade is being done in most other lines. Dried fruits are moving freely and houses here will be busy receiving and shipping these goods till the close of navigation. Valencia raisins have advanced about  $\frac{1}{2}$ c. per lb. Syrups and molasses are beginning to go out in fair quantities. Canned goods continue fairly steady, with the feeling in salmon quite strong; red sockeye has been quoted as high as \$7.20 per case this week. Dealers here do not anticipate any change in prices of tomatoes or corn. Shipments of these lines are now being made. The feature of the week is the drop of 20c. per 100 lb. in sugars. This cut was unexpected and many believe that it has been made by refiners in order that they might obtain the raw article at low figures. There has been no depressing element enter the market to cause the drop, for stocks of the raw article continue extremely light. Some fair quantities of Smyrna figs have come to Montreal this week and have turned out a fine quality. Valencia raisins can no longer be obtained at primary markets, and Malaga raisins are also extremely difficult to get. It seems probable now that Californian raisins will find a good sale on this market. Dealers will be able to procure them for 10c., while it costs  $10\frac{1}{2}$ c. to lay down Malaga loose muscatels in the city. Payments are, on the whole, very fair.

## SUGAR.

The sugar market is unsettled and weak. The net decline in New York has been 40c. per 100 lb.; the Montreal refiners quote a reduction of 20c., making granulated \$5, No. 1 yellow \$4.20, and "Phoenix" \$4.90. Whether the market will go lower immediately is impossible to say, for it depends altogether upon the whims of the American refiners. The present situation of the raw article does not warrant the reduction already made. The stocks of raw sugar in America to-day amount to 32,230 tons, as compared with 175,881 tons last year. The new crop of sugar is of course quoted 1s. 3d. lower than the spot article, but it will be about the last of November before it can be melted. So, although the cut was expected this month or next, and a deeper one must come in time, it must be confessed that the decline came sooner than expected. It is believed by many that the refiners took advantage of the fact that the season for an active demand for refined was past, and thus by making a sharp cut in prices

they could demoralize the market for the refined product and bear the raw sugar market. Certainly they have demoralized the market, and merchants are now buying from hand to mouth. Advices from Europe have reported improved prospects for the beet crop. Centrifugal has declined from 5c. to  $4\frac{3}{4}$ c. in New York.

## SYRUPS.

A little better business has been done in syrups this week; merchants are getting in full supplies. Corn syrup is worth  $2\frac{7}{8}$ c. per lb. in barrels, 3c. in half-barrels, and  $3\frac{1}{8}$ c. in kegs. The demand is chiefly for small lots.

## MOLASSES.

The tone of the market for molasses is very firm on account of the small supplies held in first hands, and the impression is that present prices will be maintained. There has been an improved demand from jobbers, and sales of Barbadoes are reported at 40c. A fair distributing trade continues to be done at unchanged prices of 41c. in small quantities and 40c. in carlots.

## CANNED GOODS.

The only feature in canned goods is the strong feeling in salmon. One house is quoting flats, "Clover Leaf," and "Horse-shoe," at \$7.20 per case. Goods are very scarce and cannot be had in large quantities. We have heard that some salmon was shipped to England a week or ten days ago at a primary cost of \$6.45, but that movement has ceased. There are some cohoes obtainable at \$6 a case and cheaper, but by the dozen talls are worth \$1.65 to \$1.75, and flats, \$1.75 to \$1.85. There is no doubt but that the short pack will exercise an upward tendency when the consumptive demand comes on. In vegetables, the feeling is steady at unchanged figures. All the contracts in tomatoes and corn are being filled. Tomatoes are worth 85 to 90c. per dozen; corn, 80c.; peas,  $77\frac{1}{2}$ c. to \$1.05; beans,  $82\frac{1}{2}$ c. Shipments on orders placed early are now being made, but new business is slack. In fruits there is nothing new.

## SPICES.

The primary markets are active, with continued demand from grinders, especially for cassias of all grades, cloves, mace and white peppers. The pepper situation remains firm, with a decided upward tendency. Good grades of pimento are in small supply. In the city we hear of a bullish feeling in cloves. The trade in spices is hardly as good as it was last week. We quote: Nutmegs, 25 to 50c. per lb. as to size; mace, 45 to 50c. per lb. as to quality; pimento, 9c.; cloves, 12 to 14c.; pepper, black, 15c.; white, 23c.

## RICE.

Business in rice is active, and prices rule

firm in sympathy with foreign advices. We quote: B standard, \$3.20 to \$3.30; Patnas, \$4 to \$4.65; Japans, \$4.40 to \$4.90, and Carolina, \$6 to \$7.

## DRIED FRUITS AND NUTS.

CURRENTS—So far as we can learn, dealers here who expect goods on the Escalona next week will not quote less than  $12\frac{1}{4}$  to  $12\frac{1}{2}$ c. for Filiatras, although some early contracts may have been made at lower figures. The market looks now as if it would settle down about the neighborhood of these prices. The demand for currants at these figures is slow, and consumers will look long for substitutes before they will pay these prices.

VALENCIA RAISINS—Quotations on Valencia raisins are  $\frac{1}{2}$ c. higher this week. To arrive, they are worth  $8\frac{3}{4}$  to 9c. for finest off-stock,  $9\frac{1}{4}$  to  $9\frac{1}{2}$ c. for selected, and  $9\frac{3}{4}$  to 10c. for layers. All quotations at primary markets are withdrawn, and goods are no longer obtainable. Present indications are that Valencia raisins will go higher, as it is reported that some orders cabled for shipment by the first steamer have not been filled. The demand has been good.

SULTANA RAISINS—A few lots of Sultana raisins have been disposed of at 11 to 13c. on spot, and 12 to  $12\frac{1}{2}$ c. to arrive.

MALAGA RAISINS—Buyers find difficulty in getting their wants covered. Apparently only 40 per cent. of last year's crop will be available for shipment in the Belona, due this week in Malaga. Continued heavy rains have damaged the crop. Quotations have advanced this week, and it will now cost  $10\frac{1}{2}$ c. to lay down Malaga loose muscatels in 50-lb. boxes. This figure will drive dealers to the use of Californian raisins, which are obtainable at 10c. for 3-crown.

PRUNES—Californian prunes are arriving on the market this week and will be sold at 11c. for 40-50's,  $7\frac{1}{2}$ c. for 60-70's, 7c. for 70-80's, and 6c. for 90 100's. French prunes are firm at  $5\frac{1}{4}$  to 6c.

CALIFORNIAN RAISINS—We hear that some business has been done in Californian fruit this week, a fact due chiefly to the higher prices of Malagas and Valencias. Prices are unchanged. 2-crown are quoted at  $8\frac{3}{4}$ c.; 3-crown,  $9\frac{1}{2}$ c.; 4-crown, 10c. It is probable that business may spring up even at these figures.

FIGS—Smyrna figs have come upon the market in fair quantities during the last ten days, and are claimed to be the finest quality grown in fifteen years. It is probable that the consumption will be large on account of the low prices, these first goods having sold at  $3\frac{1}{4}$ c. Figs are the only article in the foreign fruit line that are obtainable at the average prices of former years.

NUTS—A great falling off has occurred



in the importations of Valencia almonds. They now cost about 14½ to 15c. a lb. Shelled almonds are worth 35 to 36c., and, of course, heavy receipts would not occur at these figures. Filberts are a little stiffer on the Montreal market, although in Sicily the market has reacted to a decline. About 11½c. is the ruling figure. Some business continues to be done in Grenoble walnuts at 11c. for early arrival, and 10¾c. for later. The crop is earlier than usual. Cable advices state that Jordan shelled almonds have advanced 2s. per bag over the last prices quoted.

## TEAS.


There is no change in teas to note. The market continues quiet, but the feeling is strong and the indications are that as soon as the demand sets in higher prices will be in order, as supplies of suitable grades in first hands are limited and stocks generally are small. On this account holders are firm in their views and quite willing to wait. We hear of one line of Japan tea that sold a month ago at 20c., which cannot be duplicated now in Japan at less than 22c. High grades are advancing and scarce. A Yokohama report says that our market must advance 2c. before consignments will be sent here. Settlements to date are 177, 900 piculs against 200,000 to this date last year. Some low-grade Japans have been received here lately, but although they draw a dark liquor they are not obtainable under 16 or 17c. China greens also promise to be good value in view of the rise in Japans. Congous, we hear, are rather weak.

## COFFEES.

The market here remains unchanged, with a good trade doing. Maracaibo is worth 12 to 14c.; Rio, 10 to 11c., and Santos, 9 to 11c.

## GREEN FRUITS.

Trade has been fairly brisk this week, particularly in grapes, large quantities of which have been received. Californian fruits have been taken out of cold storage and placed on the market this week. Lemons are in slow demand, and have declined 75c. to \$1 per box this week. Bananas are also inactive. Peaches are now falling off in supply and increasing in value. Cranberries are gaining in importance. Quite a quantity of Spanish onions have crossed the market this week. Receipts of apples have been light. We quote: Oranges, barrels, \$4.50 to \$5.50; new Jamaica Verdill lemons, \$4.75 to \$5 per box; bananas 50c. to \$1.25, as to quality; Californian peaches, \$1.25 per box; Californian plums, \$1.25 per box; watermelons, 20c. each; apples, \$1.25 to \$2 per bbl., 20 to 30c. per basket; Californian pears, \$2.50 to \$3 per

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the price paid for

# Ready-Lunch Beef

but the Quality will be remembered.

**Try it, and see!**

**SWEET POTATOES. JAMAICA ORANGES. OYSTERS.**

We are giving special attention to the above lines for the coming season. Our "Seal Brand" Oysters are unsurpassed both for quality and measure. Let us have your orders. Send us your name and address for weekly price list.

**WHITE & CO.,** Wholesale Fruit and Commission Merchants, Importers of Nuts, Figs, Dates, Etc. **64 Front St. East, Toronto.**

box; Canadian pears, 15 to 30c. per basket; Canadian peaches, 50 to 75c. per basket; Canadian plums, 25 to 50c. per basket; grapes, 1½ to 2c. per lb., 16 to 20c. per basket; cranberries, \$7.75 to \$8.25 per bbl.; Spanish onions, \$2.25 per large crate and 75c. per small crate.

## COUNTRY PRODUCE.

**EGGS**—The market continues active, there being a good demand from both local and foreign buyers; in consequence, the feeling is firm, and prices are fully maintained. We quote: Strictly new-laid, 18 to 22c.; No. 1 candled stock, 16 to 17c.; No. 2, 11 to 13c., and culls, 6 to 10c. per dozen.

**MAPLE PRODUCT**—Business in maple product continues quiet, but the tone of the market is steady, and prices show no change. Syrup sells at 70 to 75c. per tin of 14 lb., 50 to 60c. per tin of 10 lb., and 6½ to 7c. per lb., in wood. Sugar is worth 8c.

**HONEY**—There is a fair demand for honey, and, as supplies are small, prices rule firm. White clover honey is worth 12 to 12½c.; white extracted, in large tins, 8 to 8½c., and in small tins, 8½ to 9c., and buckwheat extracted, 6½ to 7½c.

**BEANS**—Only a small trade is passing in beans, and the feeling is easy. A decline is to be noted this week. We quote: Canadian hand-picked at \$1.60 to \$1.65, and primes at \$1.40.

**ASHES**—The receipts of ashes have been small and the market quiet. We quote: \$5 to \$5.15 for first pots, \$4.70 for second, and first pearls, \$6 per 100 lb.

## PROVISIONS.

The demand continues very fair for bacon and lard, of which supplies are somewhat limited, consequently, prices are firm-

ly held. The movement of pork and ham is only fair. We quote as follows: Heavy Canadian short cut mess pork, \$19.50 to \$20.00; selected heavy short cut mess pork, boneless special quality, \$20.50 to \$21.00; heavy Canada short cut clear pork, \$19.00 to \$19.50, hams, 10½ to 14c., and bacon, 12 to 14c. per lb. Refined lard compound (Fairbank's) \$1.75 per pail; Snow White and Globe compound, \$1.65 per pail; cottolene, 8½c. per lb. in tierces and 9¾c. in pails; pure Canadian lard, ½, 10 to 11½c.

## FLOUR AND GRAIN.

**FLOUR**—There has been no important change in the situation of the flour market. Manitoba grades are good sellers; Ontario brands, not so good. We quote: Manitoba spring wheat patents, \$4.70; winter wheat patents, \$4.25 to \$4.40; straight roller, \$3.25 to \$3.50; in bags, \$1.60 to \$1.75, and Manitoba strong bakers', \$4.20 to \$4.40.

**GRAIN**—We quote: No. 1 spring wheat, 76½ to 77c. afloat; peas, new crop, 66½ to 67c.; rye, 55½ to 56c.; No. 2 barley, 47½ to 48c.; oats, 28½ to 28¾c.; buckwheat, 52 to 53c.

**FEED**—The tone of the feed market is very firm, owing to the small offerings and the good demand. We quote as follows: Manitoba bran, in bags, \$16; shorts, \$18; mouille, \$20 to \$24; Ontario bran in bulk, \$15 to \$15.50, and shorts, \$16.50 to \$17 per ton.

**OATMEAL**—In rolled oats, a moderate amount of business has been done, and prices rule steady at \$3.25 to \$3.30 per bbl., and at \$1.57½ to \$1.60 per bag.

**HAY**—The tone of the market is easy. We quote as follows: No. 1, \$9.50 to



# S. H. EWING & SONS

— 96 King Street, MONTREAL

**Headquarters for Ceylon, Indian and Japan Teas.**

Consult us now, as we have some splendid values in these brands. Wholesale only.

—SAMPLES AND PRICES ON APPLICATION—

\$10; No. 2, \$8.50 to \$9, and clover, \$7.50 to \$8.25 per ton, in carload lots on track.

#### CHEESE AND BUTTER.

**CHEESE**—Prices rule about the same as last week, with buyers and sellers still remaining apart. The last few days the factorymen have tended to recede from their position and accept buyers' offers. Cable advices are not reassuring. Finest Western Septembers are quoted at 11 $\frac{3}{4}$ c.; Augusts, 11c.; Eastern Septembers, 10 $\frac{1}{2}$  to 10 $\frac{3}{4}$ c., and Quebec, 10 $\frac{1}{2}$ c.

**BUTTER**—The dominant influence in the butter market is the demand on home account. This, and the fact that the high prices for cheese have seriously curtailed the output of butter, constitutes the strong bull influence in the butter market. Australian butter is keeping Canadian prices down. We quote: Finest creamery, 20 $\frac{3}{4}$  to 20 $\frac{1}{2}$ c.; seconds, 19 $\frac{1}{2}$ c. Dairy is extremely scarce at 15 to 17c.

#### MONTREAL NOTES.

The Japan Central Tea Traders' Association of Japan are establishing a branch office in Montreal in the Sun Life building for the purpose of encouraging the sale of Japan teas in Canada, bringing their superior qualities before the Canadian public and disseminating literature to that effect.

On Saturday evening, fire did about \$1,000 damage to Wm. Parish's grocery stock, Athens, Ont. The premises, which Mr. Parish owned, were also destroyed.

#### NEW BRUNSWICK MARKETS.

OFFICE OF THE CANADIAN GROCER.

St. John, N.B., October 10, 1900.

**B**USINESS continues good. The coming election is occupying some attention, and, for a few weeks, will somewhat interfere with general business, perhaps even more outside the city than inside. Our people have spent a large amount of money to put us in a position to do the winter export business of Canada, and this is likely to be an important factor in the election here. In business, the chief matters of interest for the week are the strengthening of molasses and the weakening in sugar. Dried fruits continue to occupy an important place, owing to the very high figures. In dairy produce, except eggs, prices are high and the market is strong. Fish are tending higher. In rice, values are rather higher, and there is a tendency on the part of the trade to buy a better quality.

**OIL**—In burning oil the movement is large, but the tendency is to lower figures, and there is a likelihood of lower prices. This is particularly noticed at outside points, where there seems to be more competition than in the city. Paint oils are quiet. In lubricating oils this is the dull season. Cod oil is still being received.

**SALT**—In Liverpool coarse salt business is dull. The demand, owing to herring being scarce this season, has not been as large as usual. Stock held is quite large. No fresh arrivals are expected. Prices firmly

held. Factory-filled finds very little sale. In Canadian there is a fair business. We quote as follows: Liverpool coarse, 50 to 55c.; English factory-filled, 95c. to \$1; Canadian fine, \$1 per bag; cheese and butter salt, bulk, \$2.40 per bbl.; 5-lb. bags, \$2.85 to \$2.90 per bbl.; 10-lb. bags, \$2.70 to \$2.75 per bbl.; 20-lb. wood boxes, 22c. each; 10-lb. wood boxes, 14c. each; cartons, \$2 per case of 2 doz.; English bottled salt, \$1.25 to \$1.30 per doz.; mineral rock salt 60c. per 100 lb.

**CANNED GOODS**.—In vegetables there is a fair movement, but prices are cut very close. In fruits, there is little sale at present. Prices, however, are quite firm. In meats, there is less movement. Prices show no change. In devilled and potted meats, and in chipped beef and in bacon, market is largely supplied with American goods. Baked beans are largely sold. In Canadian goods, low prices rule. Some local packed of extra quality are offered very low. In salmon, the price is very firm, being higher. There is a fair stock. Some lobsters are offered, but at full figures. In domestic sardines, prices are firm, the supply being light. Baltimore packers are offering new packed oysters. Prices show little change. This is not a large market. The demand for domestic packed haddies and kippered herring in the oval tins is increasing. The supply this season is not large.

**GREEN FRUITS**—Business is good. In apples the supply is large, but there are rather firmer prices, the quality of the

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



goods showing improvement. Prices will rule low. Pears are about out of the market. Those received from Ontario did not give satisfaction. In spite of the large quantity of Nova Scotian plums, which sold quite low, those from Ontario sold largely and at quite good prices. They showed little profit to dealers. In grapes, there are still quite free receipts. Malaga fruit is just coming to hand. Quality is good, but supply is not large. In oranges, Jamaicas still have the market. The quality shows improvement. Lemons are quite plentiful, but sell in a small way. Bananas have but limited sale. Cape Cod cranberries have quite a free demand.

**DRIED FRUITS**—Though Californian raisins will cost a cent and a-half more than last year the market is firm, and there is a strong likelihood of higher figures, particularly in seeded. Our trade have bought quite freely, the quantity of seeded being large. The importation of Malagas will not be large, owing to the rapid advance at that point. In Valencias, dealers who bought early and got their stock, will make a nice profit. Quantity bought will be much below last year. An American house has a consignment of 2,000 boxes coming here. In prunes, the rebate of a quarter of a cent on four sizes, allowed on Californian goods, will make prices low. Some French goods will also be on the market. In peels, new goods are daily expected. In evaporated apples, while prices are low, market tends firmer; there have been quite free sales. In onions, while the price is rather easier, low prices are not expected. Nuts rule high.

**DAIRY PRODUCE**—In eggs, while there has been but little change in price, the tendency seems easier; there is a fair sale. In butter, supply is light and prices tend higher, with a good demand for good butter. It is not often the market is in such a strong condition. The same is largely true of cheese, for which full figures rule.

**SUGAR**—While the tendency is to lower prices, as we noted in our report a few weeks ago, there is but little change yet. The decline has been rather more noticed in yellows. In granulated, some very nice foreign in bags is offered.

**MOLASSES**—This is a line of interest. Values are higher, and, in Halifax, the upward tendency is more noticed than here, though the market is quite strong at 1c. advance. The quantity of Barbadoes held is very light, and there is no large quantity of Porto Rico. In New Orleans dealers buy but from hand-to-mouth. At the price these goods show extra value.

**FISH**—Prices show an upward movement, the supply in all lines being light. Dry

cod are quite scarce, though fair receipts are coming forward. In pollock, there is improved attention at the difference in price. In pickled herring, supply is light and prices have been marked up. It looks as if the high prices of last year would rule. This is the time of demand. Smoked herring hold their price, but business is not large. Some nice mackerel are offered. In haddies, bloaters, and kippers, the season is still early. A few of the former begin to be shipped West. Fresh halibut is still offered. We quote: Large and medium dry cod, \$3.25 to \$3.50; small, \$2.00 to \$2.25; pickled shad, \$4.50 to \$5.00; haddies, 4½ to 5c.; smoked herring, 8½ to 9c.; fresh haddock and cod, 2½c.; boneless fish, 4 to 5c.; pollock, \$1.70 to \$1.75 per 100; pickled herring, \$2.00 to \$2.05 per half bbl.; bloaters, 75c., and kippers, \$1; halibut, 10c.

**PROVISIONS**—Barreled pork has moved up quite rapidly. Fair stocks are held, which were bought early. In beef, the market is firm. Smoked meats are largely confined to local packers. Lard is higher; stock not large. Packers are backward in offering.

**FLOUR, FEED AND MEAL**—In Manitoba flour, there is no change in price. The market is quite firm in Ontario flours, though there is little change. Some millers are inclined to shade last week's figures. There is good business. In oats, quite low prices rule, but the sale is large. Oatmeal moves slowly. Cornmeal is a large seller at even figures. Feed has a good demand, and prices hold high. There is improved demand in barley and peas, at even figures. Beans are firmer, with improved sale. We quote: Manitoba flour, \$5.10 to \$5.25; best Ontario, \$4 to \$4.25; medium, \$3.75 to \$3.95; oatmeal, \$3.70 to \$3.75; cornmeal, \$2.30 to \$2.35; middlings, \$2.1 to \$2.2; oats, 35 to 40c.; hand-picked beans, \$1.45 to \$1.50; prime, \$1.40 to \$1.45; yellow-eye beans, \$2.25 to \$2.45; split peas, \$3.80 to \$4; round peas, \$3.25 to \$3.40; pot barley, \$3.85 to \$4; hay, \$9 to \$9.50.

#### ST. JOHN NOTES.

Jones & Schofield had an inquiry this week from Gibraltar for their "Beacon Blend" tea.

J. E. Angevine, of Bowman & Angevine, who has just arrived home from his wedding trip through the west, has been kept busy receiving the congratulations of his friends.

M. Wiley, representing Armour & Co., in company with J. Hunter White, called on the trade during the week. Mr. Wiley, who goes from here to Halifax, is on his way to Newfoundland.

Few brands of goods have become so quickly popular as the "Acorn," which is the brand of the Maritime Spice and Coffee Co. In spices, extracts, dried fruits, etc., it is a guarantee of quality.

It is with deep regret THE GROCER reports the serious illness of the Hon. A. F. Randolph, the head of the wholesale grocery house of A. F. Randolph & Sons, Fredericton.

#### MANITOBA MARKETS.

Winnipeg, October 8, 1900.

**THE** wet and unsettled weather has continued the entire week, and has been general through the Province. Business, consequently, is still depressed, though there is, of course, a certain volume being done. As a matter of fact wholesale houses would rather make even fewer sales than at the present time, unless they were on a cash basis. There is nothing for it but to wait until such time as threshing can be done, and it is doubtful if it will be done at all in some districts this season. There are few changes in prices to report.

**FLOUR**—The market is unchanged for this week, but indications are that there will be an advance before the next issue of this paper. Quotations are: Ogilvie's Hungarian patent, \$2.30; Glenora, \$2.15; Lake of the Woods Five Roses, \$2.30; patent, \$2.15.

**CEREALS**—In rolled oats, there is no change for the week. Quotations are: \$1.75 to \$1.80 for the 80-lb. sack; standard oatmeal, \$2.50, and granulated, \$2.50; pot barley, \$2.30 to \$2.40, and pearl barley, \$3.75 to \$4; split peas, \$2.50. Cornmeal shows a slight drop in price, and is now quoted at \$1.40. The market for white beans is weaker, but for the present the quotation is the same as last week, \$1.75 to \$1.85.

**RICE**—There is little or no change in the feeling of the market, and quotations are the same as last week: B rice, 4½ to 4¾c.; Patna, 5¼ to 5½c., and Japan, 5½c. and very firm.

**SAGO**—Limited demand at 4c. Tapioca, at 5 to 5¼c.

**DRIED FRUITS**—No further advances for currants are reported from the primary markets, and the prices here have not really advanced to meet the higher quotations of last week, but this is probably due rather to the smallness of sales than anything else; 11½ to 12c. is nominally quoted, but it is doubtful whether purchases in quantity could now be made at these figures from any house in the city, as fresh stocks cannot now be laid down here for less than 14c. per lb.

**RAISINS**—Have advanced in the primary



markets, and there is great difficulty in securing stocks; in fact, it is almost impossible to do so. Houses here now will not quote on new stocks as they state they really do not know what they will eventually cost them laid down here.

**EVAPORATED FRUITS**—There appears to be no change for the week in this market; prices are firm with an upward tendency. We quote: Apricots, 12c; peaches, 8¾c. for unpeeled; prunes, 5 to 10c., according to size; evaporated apples, 6½ to 7c.; pitted plums not yet quoted.

**CANNED GOODS**—The trade in these has been nominal throughout the week, and no change in price is reported. It is still somewhat difficult to get quotations, as different houses vary very much. A fair market would seem to be: Tomatoes, \$2.25; corn, \$2; peas, \$2; strawberries, \$4; raspberries, \$3.50; 2-lb. peaches, \$4; 2-lb. pears, \$3.75. Cherries are practically unobtainable at \$4.50.

**CANNED MEATS**—Market is firm, and no change in prices reported.

**CURED FISH**—The first finnan haddie of the season arrived by express on Saturday morning. The sample is very fine, but the price, of course, is high, 11c. per lb. being the opening figure. New codfish, 7¼c.; Labrador herrings, in half bbls., \$3.75.

**SUGAR**—The drop announced by Eastern refineries has taken effect here, and sugar is now 20c. per 100 lb. less than last week. This makes quotations \$5.75 for granulated and \$5.10 for bright yellow.

**TEAS**—The market is firm, and it is almost impossible to get the cheaper grades of tea, either in Ceylons or Japans.

**CURED MEATS**—The market is firm and demand fair. We quote: Sugar cured smoked hams, 14c.; sugar cured bellies, 12½c.; back, long and short, 11c.; shoulders, 10c.; spiced rolls, 10½c.; dry salt long clear bacon, 10c.; dry salt smoked long clear bacon, 11c.; backs, 10½c.; square shoulders, 9½c.

**LARD**—Pure lard in 20-lb. pails, \$2; in cases of 3, 5 and 10-lb. tins, \$6.50; in tierces, 9c. per lb.; in 50-lb. tubs, 9¼c.

**BUTTER**—The market for creamery is firm and has advanced sharply during the week. Quotations are now 20 to 22c. at factories; 20c. is being paid for really first-class late August make; 22c. is for late September, and in some cases is the price made to factories who are willing to contract for their October make in advance.

**DAIRY BUTTER**—The supply has somewhat decreased, and the price, in sympathy with creamery, is higher; 15 and 16c. are being paid for the first-class grade of late September-made butter, but the increased price has thrown on the market quite a

large quantity of butter which farmers have been holding. Country storekeepers buying this at advanced figures find it difficult to dispose of it in the city at anything higher than 12½ to 13c. Dealers there are not willing to pay the advance for anything except the fresh-made.

**EGGS**—The market is somewhat bare, the supply having fallen off very materially during the past week. Evidently the hens of Manitoba do not like bad weather any better than the rest of us, and are going on strike; 14c. Winnipeg is quoted for strictly fresh-gathered eggs.

**GREEN FRUITS**—Market is fairly active. Large supplies of apples and grapes have been received during the week. The supply of snow apples for this market appears to be limited. Of course the wet weather is affecting trade in this line, as in all others. Quotations for the week are: Californian lemons, \$6.50 per case; bananas, \$2.75 per bunch; sweet potatoes, \$6 to \$6.50 per bbl.; choice Cape Cod cranberries, \$8.50 per bbl.; grapes, Concord and Niagaras, 25 to 27c. per basket; Rogers, 30 to 35c.; green grapes, 40c.; choice Malagas, \$8 per bbl.; apples, \$2.50 to \$2.75 per bbl., according to variety, with the exception of snows, which cost \$3.00. A few cases of peaches are selling at \$1.20 per case. Pears, Washingtons, \$2.25 per box; Californian, \$2.50; Ontario pears, 75 to \$1.00 per basket; Ontario tomatoes, 50c. per basket. The first shipment of Spanish onions will arrive on Tuesday. The opening price will be \$1.50 per box.

**VEGETABLES**—Owing to the wet weather, potatoes continue scarce and dear, and there will probably be no improvement in this market until the roads dry up.

### WILL CEMENT THE PROVINCES.

At the monthly meeting of the Board of Trade of St. John, N.B., held a few days ago, the following resolution was adopted regarding the decision of the Maritime Board of Trade to hold its next annual convention at Chatham, N. B.: "The choice of Chatham as the next place of meeting will do much towards cementing the interests of the Maritime Provinces and uniting the various boards of trade in the common effort to develop their wealth and resources. It is to be hoped that the local boards, and especially those in New Brunswick, will respond heartily to the invitation to attend the meeting there, and that the result may be to give to the great lumbering and other interests of the Miramichi, a prominence they have never received before."

M. Menier, the owner of Anticosti Island, Que., is erecting a large lobster factory at Fox Bay.

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## The AMERICAN TOBACCO CO.

OF CANADA, Limited.

Are sold by all the Leading Wholesale Houses

CUT TOBACCO

OLD CHUM.

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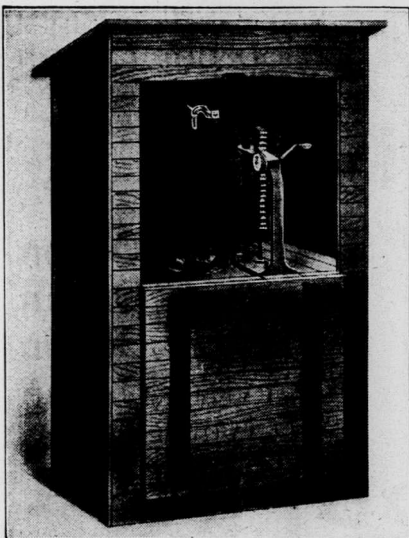
THE SEASON'S SUCCESS.

LIVE GROCERS ARE MAKING MONEY SELLING IT.

BEE STARCH CO., MFRS.,

10 Lemoine St., Montreal.

**"NOW YOU SEE IT, NOW YOU DON'T"**



The above Cut shows

**THE BOWSER** OUT DOOR GASOLINE CABINET  
With the WORLD FAMOUS

**3 MEASURE SELF MEASURING PUMP**

GALLONS, HALF-GALLONS and QUARTS at a stroke, with Special Gasoline Equipment and felt "stuffing boxes," rendering it "EVAPORATION PROOF." Can be locked up, making it "thief" and "boy proof." Any capacity. Swing doors if preferred.

Why not step the "Now you see it, now you don't" game? You can't win. Catalogue free if you send your address to-day.

**S. F. BOWSER & CO.,** P.O. Box 564, TORONTO, ONT.  
Factory: FORT WAYNE, IND.

Was the cry of the old-time "Thimble Rigger" who manipulated the little Peas under the Walnut shell. When the Victim "saw it" he lost; when he "didn't see it" the Gamester won. Did it ever occur to you that in retailing gasoline from a wooden barrel or from an ordinary tank that you stand about as much chance to quit the gasoline season "winner" as the victim had to beat the "shell game?" Gasoline is the most volatile of liquids, and if contained in anything but an absolutely tight receptacle, evaporates and disappears in air like the "dew before the morning sun." It goes through wood like water through a sieve, and with it goes your profits. Fifty per cent. a month is a low estimate of loss. There is a nice profit in gasoline if handled right. The "right" way is to have a "tight" tank

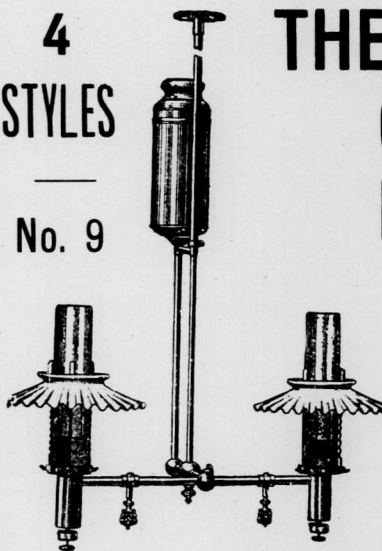
**BOWSER TANKS ARE "TIGHT" TANKS.**

A cablegram received at the Department of Agriculture from the agent in Manchester and Liverpool, A. W. Grindley, reports that the shipment of tender fruits, principally pears, which was sent in cold storage on the ss. Manchester Commerce, sailing from Montreal last month, has been landed at Manchester in good condition.

**4 STYLES**

**No. 9**

**THE AUER GASOLINE LAMP**



**No. 9, 200 Candle Power**

Suitable for  
**STORE, RESIDENCE OR CHURCH.**

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

**YOUR MONEY BACK IF NOT ENTIRELY SATISFIED**

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1682 Notre Dame St., MONTREAL.

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



# VALENCIA RAISINS.

Another "little block" of Finest Off-Stalk, consisting of 5,000 boxes, is now being loaded for us on SS. "Bellona," at Denia, by Messrs. J. B. Yvars & Co. This will raise to 37,700 boxes, our fall importations of Valencia Raisins up to the present.

## OLIVES.

**TALBOT FRÈRES,**  
BORDEAUX.

### Mammoth Queen Olives

No. 442,	64-oz. Bottles,	Cases $\frac{1}{2}$ -Dozen,	-	\$16.00 per Dozen.
No. 443,	36-oz. Bottles,	Cases 1 Dozen,	- -	9.00 per Dozen.
No. 444,	20-oz. Bottles,	Cases 1 Dozen,	-	6.00 per Dozen.
No. 445,	10-oz. Bottles,	Cases 2 Dozen,	- -	3.60 per Dozen.

### Choice Queen Olives

No. 454,	64-oz. Bottles,	Cases $\frac{1}{2}$ -Dozen,	-	\$11.00 per Dozen.
No. 455,	36-oz. Bottles,	Cases 1 Dozen,	- -	7.00 per Dozen.
No. 456,	20 oz. Bottles,	Cases 1 Dozen,	-	5.00 per Dozen.
No. 457,	10-oz. Bottles,	Cases 2 Dozen,	- -	2.90 per Dozen.

## EVAPORATED APPLES.

Our first carload of new stock is in store.

500 Boxes of 50 lbs., "Elite" Brand and Elite Quality, - 5 Cents.

# Hudon, Hebert & Cie.

MONTREAL.











**THE CORNER GROCERY.**

**W**HEN any retail branch of trade is compelled to face a double form of outside competition, as the boot and shoe dealers are to-day, it would seem that there is something wrong with the dealers themselves, remarks The Store-keeper. The department stores sell shoes, and the big manufacturers of shoes also sell them at retail, and there would seem to be little room left for the legitimate shoe retailer, but how has the business fallen into so deplorable a state? If the grocers had to compete with stores stocked and managed by manufacturers, they wouldn't think much of the competition of the department stores. Fortunately for the grocers, the plan that has proved successful with boots and shoes would never work in the case of groceries, and for obvious reasons. In some respects the grocers have a hard time, but, compared with nearly all other branches, the grocery business is a desirable occupation for many reasons.

The grocer works hard and must expect but a small profit. He is harassed by many laws that are of no public utility, and he is open to the depredations of the dead beat fraternity. His work would be gigantic if he were forced to familiarize himself with the articles in his stock, but, even as

it is, he has to toil from morning till night for a small recompense, considering the bulky nature of the goods, and yet, he has some advantages. First, his wares comprise many daily necessities. Second, if he loses on one article, he has a chance to make up the loss on another article, because he handles so many kinds of articles. Third, the public does not take kindly to the departmental plan of selling groceries, and no matter what new-fangled system of distributing groceries were introduced, the public could be implicitly trusted to stick to the old-fashioned corner grocer. Though American administrations may change and entire forms of government disappear in the Old World, the corner grocery continues running on the same old basis, and its owner never ceases to be in considerable request.

**BE PATIENT WITH THE "CUTTER."**

"Cut, cut, cut, on thy staple goods, oh C.; and I would that my tongue could utter the thoughts that arise in me." Such the wail of many a worthy grocer of moderate trade and capital, when some nearby "cutter," with more zeal than discretion, makes falchion-like strokes at the margin of profit, only to wind up by cutting his own throat. Possess thy souls in patience, oh

dealers, who suffer from the close proximity of a rash cutter, one of those queer beasts who cut without rhyme and reason! Have patience, for your deliverance may be nigh. The "cutter" is more destructive to his own interests than to those of other people, as a rule, and one only needs patience to overcome him. — New York Merchants' Review.

**A QUESTION TO DECIDE.**

The time for easy-going grocers has passed, and the art of conducting a successful grocery business has become a science, which can and must be acquired by hard, vigilant work and proper application of careful, earnest thought, ever keeping in view, first and last, the financial problem, watching with jealous care your accounts as they grow; not overlooking the fact that to extend credits on accounts past due is only another way of loaning cash to your customers, as on inquiry we find that in but a small per cent. of cases are the amounts paid on accounts owed sufficient to cover cost of goods bought. Can you afford to act as banker for 60 or 75 per cent. of your customers, and that, too, at a risk equal to 50 per cent. loss?—C. D. Healy.

Geo. Craig & Son, general merchants, North Gower, Ont., have opened a branch in Kars, Ont.



## Boston Laundry Starch...

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

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**THE F. F. DALLEY CO.,**  
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## PRATTS FOODS



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If you have not seen our great advertising offer, we will be glad to send a copy at your request. It will pay you to look into it.

**ROBERT GREIG & CO.,**  
TORONTO.



## BANANA FLOUR.

**D**URING the past two or three years many popular statements have appeared concerning banana flour or meal. Little reliable information, however, has apparently been available on this subject. Banana flour is prepared by cutting the fruit into suitable pieces, drying and grinding. Several years ago the Royal Gardens, Kew (England), published a somewhat extended discussion of the food value of bananas and banana flour, and stated that the latter article, according to the testimony of travelers, had been prepared by native inhabitants of tropical countries since early times. The Government Experimental Station in Connecticut, according to The New England Grocer, recently published analyses of banana flour made from three sorts of bananas. In the following table the composition of these samples is shown. For purposes of comparison, the composition of fresh bananas, wheat flour, rice, and fresh and dried apples is also included.

COMPOSITION OF BANANA FLOUR AND OTHER FOODS.

	Water	Protein	Fat	Carbohy- drates	Fiber	Ash
	per cent.	per cent.	per cent.	per cent.	per cent.	per cent.
Banana flour:						
From Porto Rico fruit	13.43	3.50	0.47	79.82	0.54	2.24
From Florida fruit	5.34	2.81	0.66	87.45	.84	2.00
From Honduras fruit	10.33	2.87	.50	87.02	.73	2.55
Bananas, fresh, edible portion	75.30	1.30	.00	21.00	1.00	.80
Apples, fresh, edible portion	84.00	.40	.50	13.00	1.20	.30
Apples, dried	28.10	1.60	.20	66.10	...	2.00
Wheat flour, patent roller process	11.50	11.40	1.00	75.40	.20	.50
Rice	12.30	8.00	.30	78.80	.20	.40

Dried bananas are seen to contain in the same bulk more nutritive material than the fresh. This would naturally be the case, since a large part of the water in them is removed in drying. Fresh bananas and apples are somewhat similar in chemical composition, and the same is true of the dried products. Banana flour contains much less protein than wheat flour.

## GILLARD'S PICKLE.

Gillard & Co., of London, England, whose advertisement appears on another page of THE CANADIAN GROCER, state that during the present year their sales of Gillard's pickle and Gillard's sauce have grown largely, thanks to the energy of the whole-

sale grocers, the appreciation of the Canadian public of a really good thing, and, in no small measure, to the wide circulation and influence of THE CANADIAN GROCER.

## CLOSE ANALYSIS OF CREDIT.

**A** LARGE amount of the work of training customers will be obviated by making the credit a sound and conservative one at the start. The credit man may get from his customer all the information requisite for a safe credit, and then fail to act judiciously through an inability to analyze the facts thus secured. This failure to go to the bottom of conditions and see the weak point of very plausible situations is a common and an easy fault, and it often arises with reference to a customer who has long been an excellent and a trusted patron.

## AN ILLUSTRATION

Only recently an instance of this nature arose in my own experience which may illustrate this point. At the close of 1898, I received from a certain customer a statement of his financial condition. This was of the regulation kind asked of all customers; it showed he had real estate valued at \$11,000, cash \$5,000, and \$2,500 worth of wool, and was free from debt. In other words he had a clear fortune of \$18,500. All the other features of his showing were excellent, and he was therefore given a liberal credit.

Only a few months ago he asked for an

## EXTENSION OF TIME

in which to pay bills due and amounting to a considerable figure. I was informed that he had the same real estate as when the account was opened. However, I determined to ask of him another full statement of his affairs. At this request he became seriously offended, raised the money due us, settled his account, and declined to furnish the statement other than to say he had a stock of goods worth \$20,000 which our salesman had reported in good condition. My answer was: "The fact mentioned in your letter makes us still more anxious for a complete statement, as it is evident you must owe for a large proportion of your stock."

## A PLAUSIBLE SHOWING.

Here was a very plausible showing, well calculated to tempt the unwary credit man in the habit of taking things for their face value without careful analysis. The fact that the man raised the money and paid his accounts simply proves that he was able to convince some other person of his financial soundness. I expect the future to show that my diagnosis was sound, and that I was not unduly conservative.

It might be seen, from what has already been said, that the

## NEW SEASON'S

## California Prunes

NOW IN STORE.

WARREN BROS. &amp; CO.

TORONTO.

## CONDENSED OR "WANT" ADVERTISEMENTS.

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

## FOR SALE.

An old-established Grocery Business. Having decided to retire from the grocery business, I am now offering it for sale, which I have for 17 years successfully carried on. Satisfactory reasons will be given for my selling by addressing,

Fred Carne Jr.,  
Victoria, B.C.

(44)

## ATTITUDE OF THE CREDIT MAN

is naturally one of practical opposition to the salesman. The tendency is in that direction, but the salesman's side of the problem should never be lost sight of. I am inclined to believe that, as a general rule, the credit man has too little, rather than too much, fear of losing a good customer. Certainly, a stiff, arbitrary and unyielding credit man can easily demoralize the selling department, and make the salesman feel that it is hardly worth his while to make a special effort to get a new customer, because of the likelihood that he will not pass muster at the credit desk. There is a reasonable conservatism in keeping with the spirit of progress and not opposed to taking a fair risk, and when this kind of moderation obtains in a credit department the salesmen are likely to understand its soundness and make little or no complaint. It is when the rulings of the credit man become exacting that it looks from the viewpoint of the salesman as if he were trying to keep away all customers, instead of simply ruling out those who are not up to a fair standard of reliability. Then the salesmen are plunged into discouragement and charge their sorrows to the credit department.—Harlow N. Higinbotham.

Mackerel have been caught for the first time by fishermen in English Bay and Howe Sound, near Vancouver. They are supposed to come from minnows let loose by officials of the Dominion Fisheries Department a few years ago. The specimens caught were of excellent quality.



# Fruits Fruits Fruits

Now on board of Steamer Escalona---due to arrive in a few days.

- 50** *bbls. Fine Filiatra Currants.*  
**150** *cases Fine Filiatra Currants.*  
**250** *half-cases Fine Filiatra Currants.*

Also a small shipment of Bevan's Table raisins, viz :

- 115** *boxes, 125 quarter-boxes, all different qualities.*  
**50** *cases Fine Eleme Table Figs, Protopassi Bros.,  
to arrive shortly . . . .*

## NOW ON THE WAY :

3 carloads Griffin & Skelley's Dried Fruits, comprising :

- 850** *boxes Santa Clara Valley Prunes, all sizes.*  
**50** *cases, 1 doz. each, 5-lb. tins, 60/70 Prunes,  
to retail at 50c.*  
**100** *boxes evaporated Golden Apricots.*  
**150** *boxes 2-crown loose Muscatels.*  
**800** *boxes 3-crown loose Muscatels.*  
**100** *boxes 4-crown loose Muscatels.*  
**300** *boxes choice and fancy seeded 1-lb. packages.*

—also—

- 1,125** *boxes Oregon Prunes, assorted sizes.*

All the prunes are put up in 25-lb. boxes—the quality is fine.

**Have Your Choice.**

**Ask For Our Prices.**

**We Are Sellers.**

## L. CHAPUT, FILS & CIE.

Wholesale Grocers and Tea Importers,

Sole Agents in Canada for  
Ainslie's Famous Scotch Whiskies.

... MONTREAL



## CLEANLINESS IN THE GROCERY STORE.

**I**F there's one thing more important than others in a grocery it's cleanliness, writes W. Woodhouse in American Grocer. And yet how few they are, in comparison with the whole number of grocers, who cultivate it.

I don't mean to charge that the majority of grocers' stores are absolutely dirty, but I do say that there is a great degree of carelessness which is bound to repel one's cleaner nature. There is too little endeavor to make a store as clean as possible, and too much of the spirit of allowing things to run pretty much as they please.

There are so very many grocery stores whose floors, shelves and often the counters are dusty and dirty; too many with boxes and barrels lying around carelessly, that when one does enter a nicely kept store the difference is striking.

One's eatables ought to be kept scrupulously clean. One likes to think that one's groceries and meats are handled in the most cleanly manner possible. One likes to deal where cleanliness is the rule.

On the other hand, one can't help feeling a repugnance when entering a slovenly-kept store, and it's bound to have a bad effect on one's buying inclinations.

How many grocers, for instance, allow their meat department to run its own gait. I've been in lots of stores where hams and bacon, sausages and the like are hung upon dirty hooks, and those hooks are fastened to rails that haven't seen the cleaner's services for weeks. I've seen the counters thick with grease that has become absolutely dirty with age. And I've seen the floors around the meat department slippery with the same lubricator.

And this, too, in stores pretending to sell the better class of goods. If I named some of these stores, I know their owners would throw up their hands in holy horror and contradict me in the strongest terms. Yet, if those same owners would take a look around, "as in a looking-glass," they'd certainly see that what I write is true.

Some of these grocers handle greenstuffs, and their stores are the dirtiest of the bunch. I'll swear their floors haven't seen the scrubbing-brush in weeks—probably months. Because the handling of vegetables tends to make a store dirtier than usual, no extra effort is put forth to offset the dirtiness.

Some of these grocers, in order to make things seem cleaner, throw down sawdust, which, truth to tell, hides the dirt, but doesn't

eliminate it. The fact is, in a little time, it only makes the dirt more prominent. It adds to it.

Now, a grocer makes the greatest sort of a blunder when he allows his store to become dirty and filthy. It's an advertisement of the fact that he's slovenly, and cares less for his patrons' comfort than his own ends. He doesn't even care properly for his own interests, either; for keeping his store clean means a more appreciative patronage, and that means more business.

I've seen stores, on the other hand—and some in small towns, too—whose floors were absolutely as clean as your parlor floor at home. Never dirty. No boxes nor barrels here and there, no littering on floors, but a clear counter room and floor room, wherein no lady can ever tear a dress or soil it in any way. I've seen the meat department kept scrupulously clean. Tiled window-floors, tiled at back of meat-racks; those meat-racks absolutely spotless; all counters with marble tops—only the chopping-blocks showing any wood, and those chopping-blocks scraped with brushes with sharp-pointed steel bristles, and then scrubbed with hot water and a cleanser; the meat-handlers white-coated and white-aproned, and everything displaying an endeavor on the part of the store-owner to keep the place in the pink of condition.

I've seen the grocery shelves made of quartered oak, or sometimes pine stained in a light shade, and kept free from dust. The goods thereon were as clean, too. Each clerk had a certain allotment of shelving, and it was his duty not only to keep up the stock, but to have that stock displayed tastefully and in the most cleanly manner.

It pays to do it; but, whether it pays or doesn't pay, every patron has a right to insist that her eatables shall be kept clean and shall be properly handled.

### CEYLON TEA IN RUSSIA.

According to the Customs returns, the remarkable features in the import trade of Odessa in 1899 are the increased demand for Ceylon and China teas, which attained the high figure of 7,500,000 lb.—a substantial advance of about 1,000,000 lb. over 1898—and for coal, of which the importation has been nearly quintupled; that is, from 32,480 tons in 1898 to 160,200 tons in 1899. Ceylon tea is consumed in increasing quantities, and is competing favorably with China teas. Japanese tea has been introduced, but does not suit Russian tastes, and cannot compete with Ceylon teas, either

in quality or in price. The bulk of the tea imported into Odessa passes in transit to Moscow and other towns. The trouble in China will, it is feared, affect this trade, as the vessels of the Volunteer Fleet, which carry tea at preferential rates of freight, are at present engaged as Government transports, and in many instances have already declined cargo from merchants.

### KICKERS vs. CROAKERS.

The kicker is a developer; the croaker is an incubus, remarks an exchange. The kicker incites to improvement; the croaker to indignation and resentment. The kicker is only heard when he is given one-dollar accommodations at three-dollar rates; the croaker would be just as noisy if he were getting three-dollar accommodations and paying nothing. The kicker is a lively, jovial, progressive fellow; the croaker is a dismal nuisance, who lags superfluous on the stage.

### HOW TO TEST EGGS.

Take a deep dish and partly fill with water; then place the eggs in the water a few at a time, giving them room enough to turn. If they are fresh they will lie quietly on the side. If they are a week old, they will turn to stand on the small end, and the older they are the higher they will stand up, because the air space in the large end grows larger as it grows older, by the evaporation of the moisture in it. This may prove of assistance in selecting eggs for cooking, and also for setting, if they have not been chilled at any time. The fresh eggs will hatch better and result in stronger chickens than old eggs. It does not, of course, tell whether the egg is fertile or not, and this can be ascertained by examination after they have been under the hen or in the incubator a week or 10 days. A tester for this purpose may be easily made by taking a pasteboard box, such as dealers give with a pair of shoes, and cut holes through the bottom and top at one end, large enough to put a lamp chimney through. Then a hole in the other end, large enough to admit about half the egg, small end foremost. Look through the egg at the light, and if infertile at the end of 10 days it will be clear. If fertile, little blood veins can be seen radiating from the centre. If entirely dark it has addled, perhaps from having been chilled.—National Rural.

Representatives of a big eastern milling firm have been in Portage la Prairie, Man., to ascertain what advantages that town will offer a flour mill. They propose to erect a mill of at least 1,000 bbls. capacity per day.



# CO-OPERATIVE TEA GARDEN'S CO'Y

## CEYLON

Shippers of the following brands of Teas,  
in Lead Packets:

BEE	QUEEN BEE	DIAMOND JUBILEE
VOONIA	RAJAH	TUSKER
UGALLA	PYRAMID	RICKSHAW

This Company were awarded the Gold Medal at the Paris  
Exposition—this being the highest award made for Teas.



# CARR & CO'S BISCUITS.

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

▲ We will bring you out assorted cases.

Dominion Agents:

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

For British Columbia:

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

# MAGIC



# SODA

OR SALERATUS  
IS THE BEST.

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



### THE MERCHANT'S EVENING.

"EVERY business man of common sense knows, whether he chooses to acknowledge it or not, that the farther away he gets in the evening from his commercial associations during the day, so that his business associates or thoughts of it or them cannot get at him, the healthier he is, the wiser life he leads; in short, the better off he is in every respect, and the abler for the duties of the morrow," writes Edward Bok, of "The American Man and the Country."

"Now, what does he get in the city in the evening, even if he lives a carefully regulated life? There is no mode of life he can possibly follow which is in any way recuperative to his mental or physical being. He has never been out of hearing of the noises of the city or out of range of its lights. Every night he has slept in the polluted air of the city, and in the morning has looked out on the grey sidewalks which he sees all day long. What does such a man know of the exhilarating, refreshing and blood-quickenning experience of opening the shutters of his chamber window upon a landscape of space and sunshine? And what is far worse, what do his wife and children know of such a blessing? Yet, he deludes himself into the belief that he must live in the city so as to be 'in touch with things.'

"If you ask him what those 'things' are you invariably discover that they are of a business nature, either strictly business or some social convention which he feels has a bearing on his business. But it is always business, business! Now, a man living under this pressure rarely does his best work, although he fully believes that he is doing it. But he cannot be giving out the best, because he does not allow the best to get within him."

### HOW GERMAN BEET SUGAR IS SOLD.

More than 90 per cent. of the 400 beet-sugar factories of Germany, according to an exchange, are united in a sugar trust for the purpose of marketing their product. The association not only fixes prices, but pays for experiments conducted for the general good. This is not a trust after the latest American fashion of concentrating all the factories under one ownership. Under the German laws this is not necessary. The association works in harmony with the Government, the object being to make sugar at the least possible cost and sell at the highest possible price. The most of the German output is exported. Great efforts are made to improve the processes of manufacture, and a good factory is expected not to lose more than 1 per cent. of the sugar content

of the beet, as shown by laboratory tests. The Germans are expecting more strenuous competition than ever when the Cuban planters get once more squarely on their feet, and are bending every effort to devise ways for making sugar from beets as cheaply as it can be produced from cane. They believe that they will succeed.

### PRESERVATION OF EGGS.

SUGGESTIONS are from time to time being made in regard to the preservation of eggs. The experimental station of Dakota has been experimenting, and it has recently issued a bulletin in regard to the matter. The bulletin reads as follows:

"Some of the water glass on the market is of a very inferior quality, is strongly alkaline from the presence of free soda or potash, and in such the eggs will not keep well. They soon take on a disagreeable odor and flavor. Again, some of the water glass is very thin, and in such cases the proportion used should be somewhat larger. None who have tried the method, following the instructions given, report a failure.

"The station quotes the following from one letter commenting on the experiment: 'I put down three barrels—nearly 300 dozen. Barrels Nos. 1 and 2 were strictly fresh eggs when put down and came out in very good condition at the end of four months. Barrel No. 3 was filled with store eggs, but supposed to be fresh-laid eggs, and when put under the tester, appeared to be all right. They came out with a disagreeable odor, and the liquor was also spoiled—all caused by stale eggs, I suppose. This system of preserving could be used on a large scale, if it was possible to get perfectly fresh eggs, but our method of testing is so crude and unreliable that it is impossible to depend upon it.'

"The general tenor of all reports thus far received agrees with the above. By this method of preserving eggs, when the water glass is drawn off, and water run through, the eggs are left uniformly clean and with no discoloration of the shell. Many experiments have been made with other means of preserving eggs, but none have proved so uniformly satisfactory. If the eggs are coated with vaseline they will keep for some time, but such eggs are disagreeable for handling."

### GIVE THEM PUBLICITY.

Josh Billings said that the best time to set a hen was when the hen was ready. Has it ever occurred to you that there are any number of people in this great country who are ready to buy your goods, if you will only let them know where they may be had and what attractive merits they possess?—Interstate Grocer.



### FOR SALE BY TENDER.

The undersigned having accepted a position with The Good Roads Machinery Co., of Hamilton, has decided to offer his general store business and property in the village of Grand Valley for sale by tender.

It consists of the following: Stock of dry goods, boots and shoes, groceries, crockery, ready-made clothing, etc.—\$6,000 in all. Two-storey brick building containing store 20 x 72 feet, well lighted and heated. Hall above same size as store, and driveway, with three rooms above. This could be converted into a store, as a lane from back street to store will answer the purpose.

Also, store and dwelling on Main street, 24 x 36 feet.

Also, house and two lots on Crozier street, in the village of Grand Valley. House 22 x 26 feet, and has a kitchen 18 x 24 feet; heated by furnace, and has bathroom with hot and cold water attachments.

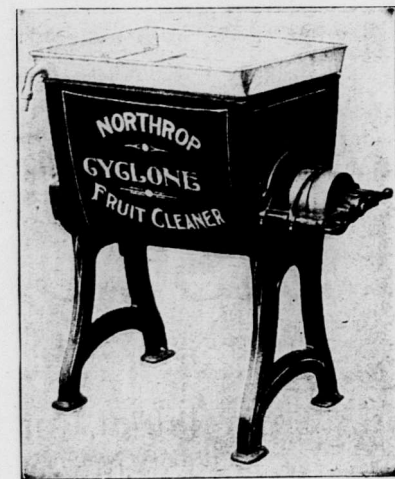
This is a rare chance for anyone to secure a good running business and property in the thriving village of Grand Valley. This village has one of the best grain and cattle markets in the Dominion. There are one chartered and two private banks, three hotels, and the village is in the midst of a fine farming section.

Tenders received for the whole, or each block separately.

JOHN ROBINSON,

BOX 44... GRAND VALLEY, ONT.

## The Cyclone Fruit Cleaner and Dresser



is built entirely of metal and is the most efficient, durable and yet simple fruit cleaner ever invented.

It will clean over 1,000 lbs. of currants per hour and leave the fruit with the natural bloom revived, the skins uninjured and apparently of a higher grade than before, ready for immediate packing or using in any form required.

Sole owners and patentees for Canada,

**NICHOLSON & BROCK,**  
TORONTO, - - - CANADA.



WALL PAPERS

**THE WATSON, FOSTER CO.'S**

**1901 LINE**

IS STILL COMPLETE IN EVERY GRADE, STYLE AND EFFECT NECESSARY TO A WELL-APPOINTED WALL PAPER BUSINESS.

NO COMPETITION, DOMESTIC OR FOREIGN, HAS INFLUENCED OUR ABILITY TO MEET OUR MOST EXACTING CUSTOMER'S NEEDS IN ALL THAT IS GOOD IN APPLIED ART AND DECORATIVE EFFECT IN WALL PAPERS.

OUR GOODS RETURN A PROFIT WHEN SOLD, AND CONTINUE AN ADVERTISEMENT WHEN HUNG.

THEY HAVE MADE OUR BUSINESS A SUCCESS—THEY WILL MAKE YOURS.

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

MONTREAL.



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

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

Superior Quality  
Always Good

## BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

**A**SSIGNMENT has been demanded of Barrett & Connell, grocers and liquor dealers, Montreal. The demand will be contested.

The stock of M. Elliott & Co., grocers, Montreal, is under seizure.

Hodges & Co., grocers, Winnipeg, Man., are offering 25c. on the dollar.

J. T. Kanady, confectioner, Windsor, Ont., has assigned to John Scott.

J. L. Langlais, general merchant, Amqui, Que., is offering 25c. on the dollar.

Larue & Pickard, general merchants, Edmonton, N.W.T., are embarrassed.

Wm. M. Earl, general merchant, Bear Island, N.B., has assigned to the sheriff.

J. E. McGlashing, general merchant, Bayfield, N.B., is offering 40c. on the dollar.

The stock of Sears & Co., grocers, Antigonish, N.S., has been levied under execution.

The sheriff is in possession of the stock of S. Dominick & Co., cigar dealers, etc., Rossland, B.C.

Maud Watson, general merchant and sawmiller, Kinmount, Ont., has assigned to J. H. Sootheran.

Joseph Asselin, jr., grocer, Montreal, has assigned, and C. P. Herbert has been appointed provisional guardian.

Charles T. Tremblay, general merchant and cheese manufacturer, Les Eboulements, Que., is offering 50c. on the dollar, cash.

D. Tremblay, general merchant, Pointe-a-Pic, Que., has assigned, and a meeting to

appoint a curator has been called for October 12.

John Tobin & Co., Limited, general merchants and tea importers, Halifax and Vancouver, have assigned to Robert Martin.

**PARTNERSHIPS FORMED AND DISSOLVED**  
Capstick & Birch, general merchants, Dorchester Station, Ont., have dissolved, John H. Birch continuing.

D. A. Simpson, general merchant, of Wardsville, Ont., has admitted Edward Hacker, under the style of Simpson & Hacker.

Mills & Hicks, wholesale dealers in teas and fancy groceries, Winnipeg, have dissolved, and their business will be continued by James N. Hicks and W. Hicks.

**SALES MADE AND PENDING.**

T. A. Rivet, grocer, Montreal, has sold out.

J. L. Bernier, grocer, Montreal, has sold his stock.

T. Desroches & Co., grocers, Montreal, have sold out.

W. M. York, provision dealer, Toronto, is advertising his business for sale.

The assets of J. O. Clermont & Co., grocers, Montreal, have been sold.

The assets of I. Trudel & Co., grocers, Montreal, are to be sold on October 17.

R. J. Miller, general merchant, Eady, Ont., is advertising his business for sale.

The assets of W. J. Inglee, grocer, etc., Aylmer, Que., are to be sold on October 17.

The assets of Joseph Pepin, general merchant, St. Albert, Ont., are advertised for sale.

The stock of A. L. Brun, general merchant, Sayabec, Que., has been sold at 51c. on the dollar.

The stock of Joseph Pelletier, general merchant, St. Samuel de Gayhurst, Que., has been sold at 14 1/4 c. on the dollar.

**CHANGES.**

George Sutton, grocer, etc., Goderich, Ont., is closing out.

W. T. Bunt, general merchant, Centralia, Ont., has sold out to E. Colwill.

Chas. E. Turner has bought out John Deal & Son, grocers, Vancouver.

John Mains, grocer, Winnipeg, has been succeeded by J. A. C. Blackwood.

James Canning, general merchant, Kippen, Ont., has sold out to D. Hay.

R. W. Ballock, general merchant, Centreville, N.B., is closing up his business.

Angelina Corbeil, general merchant, St. Malo, Man., has sold out to Miss Cote.

A. Sharp & Co., general merchants, Cypress River, Man., are giving up business.

C. F. Boardman, baker and confectioner, Roland, Man., has sold out to D. McKenzie.

W. J. Sparkman, grocer, St. Thomas, Ont., has sold out to W. H. Wiles, Listowel, Ont.

Duncan Bros., general merchants, Oil City, Ont., have been succeeded by W. C. Curtis.

John Hannah, general merchant, Wingham, Ont., has been succeeded by Mary L. Hannah.

Mrs. Daniel Lacey has registered as proprietress of J. H. Howard & Co., grocers, Montreal.

Gaspard Deserres has registered as proprietor of Chas. Langlois & Co., provision dealers, Montreal.

Mrs. P. Vandelac has registered as proprietress of P. Vandelac & Co., provision and fruit dealers, Montreal.

**DEATHS.**

H. L. Moore, crockery and tea dealer, St. John, N.B., is dead.

—THE DEMAND FOR—

REGISTERED  
*Bow Park*  
BRAND  
**HAMS**

is rapidly increasing, and grocers will find them "easy sellers."

They are largely advertised and are giving perfect satisfaction.

WRITE US FOR PRICE LIST.

THE BRANTFORD PACKING CO., Limited,

REGISTERED  
*Bow Park*  
BRAND  
**BACON**

BRANTFORD, ONT.



## “Where the Shoe Pinches.”

You remember the old saying, “If the shoe fits put it on.” Exception has been taken to some of the statements we make in our advertising. It has been said that we claim too much for our Flavoring Extracts—that we could not produce facts to verify our remarks. And right here we throw the gauntlet down.

We pay too much money for our advertising space to be over bold in using it. We'll not cover up lean value with fat type. We'll be truthful or we'll not talk at all.

Again, we say,

### Jonas' Flavoring Extracts

are absolutely pure. Because they are pure, they are rich, and, because they are the **concentrated** Extracts of the fruits, flowers and spices that they represent, they are very, very strong.

Because they are strong they are economical, and because they are economical for a woman to use they are safest and surest for you to sell. Their uniformity and evenness of grade is the same to-day, to-morrow, and it will be the same for all the to-morrows there are to come.

If exception is taken to our remarks, let the “exceptors” come forward. If the shoe pinches let them put it on.

---

HENRI JONAS & CO., Mfrs.,  
Montreal.



## TRADE IN COUNTRIES OTHER THAN OUR OWN.

*TOMATOES IN THE STATES.*

It was stated in New York on Saturday that the situation in tomatoes is considerably easier, although not materially lower. The reasons given were that stocks of old are now being offered more liberally from second hands, causing buyers to divide their attention between the old and new. Said an operator to The New York Journal of Commerce: "There is a much easier feeling noted in the spot situation, due largely to the offerings of old goods here from second hands and the fact that the new goods are not as a whole as good in quality. The pack for the season is practically over, and, while returns are not all in, it is assured that the total for the country is about the average of other years, except last season, which was extremely large."

*TRINIDAD COCOA CROP.*

Mail advices of the date of September 13 received from Trinidad say of cocoa that the anticipated stoppage in picking has not taken place, and a fair amount is still coming in to market, and, as prospects for the main picking at the end of the year are at present very promising, the belief gains ground that the cocoa crop for 1900 will be the largest ever gathered in Trinidad. Weather still continues favorable for growing crops, all of which are in a promising condition, and despite the heavy showers of rain which have fallen.

*CALIFORNIAN RAISINS STRONG.*

A press despatch from San Francisco says: "The raisin market is strong; sultanas and Thompson seedless are difficult to obtain; no prices yet on Pacifics. The raisin pack is now estimated at 3,500 cars. Heavy rains yesterday did no damage. Sellers are backward in offering stock, believing that the association will advance prices to-morrow."

*THE UNITED STATES CANNED GOODS PACK.*

At this date the canned goods packing of 1900 is practically over, so far as fruits and vegetables are concerned, and we begin to feel the first advance of malarious Fall temperatures. About this time of the year there occurs annually a sort of final determination as to where the bulk of the supplies will locate and who will control them. Usually at this season, either by force of habit or some kind of agreement, the jobbing fraternity appear anxious to get control of at least one of the great staples, and there are very clear indications at present that an effort of that kind is progressing. Last year, it will be remembered, they succeeded in almost entirely owning and controlling the tomato pack, and it

really looked as if they had a big bonanza. But they make a mistake somewhere in their calculations that they would have heavy supplies of the rosy vegetables in tin on hand in their warehouses in the Spring. It seems to be a fact that some of them have not yet become convinced that those tomatoes are not in existence, that their estimate of the pack and the holdings throughout the country were never as great as they believed. There is, of course, today indisputable proof that tomatoes are short in supply even for current wants, and that the price has advanced and is advancing because of that condition of the market.—The Trade, Baltimore, Md.

*CURRANTS IN ENGLAND.*

The fourth cargo of currants since the commencement of the season, comprising about 600 tons of both old and new fruit, has arrived, but hardly any samples are yet on show. The fruit brought by this steamer is mostly sold to arrive, but is, of course, open for resale at the enhanced prices which now prevail. No further cargo of importance can arrive in London for at least a fortnight. The market during the week has been extremely active, and most kinds of currants show a further advance. This is more particularly so as regards Vostizza, most of the parcels already sold having been again turned over at a profit of from 5s to (in some cases) 10s. per cwt. The quantity of currants consigned to English markets unsold is this year phenomenally small, even when compared with the very

small total shipments, and dealers have found it necessary to buy all quantities in Greece for shipment in order to supply their requirements. This condition of things seems likely to continue, as growers are holding back their fruit with great determination. Some Greek merchants, who should be in a good position to discover the true state of affairs, estimate that the total quantity of currants remaining in Greece at the close of the present month will amount to less than 20,000 tons as against an average of 120,000 tons to 140,000 tons in the last few years. In spite of the heavy business which was done from the beginning of June up to the time of the first arrivals of the new crop, duty paid clearances continue to be on an important scale, and, if the present volume of distributive business should continue for many weeks longer, it would seem that the period of unusual scarcity anticipated by some of the prophets may be nearer than has been hitherto imagined.—Produce Markets' Review, September 22.

*OREGON PRUNE HARVEST.*

A despatch from Los Angeles, California, says: "The prune driers are rapidly finishing their work in the vicinity of Roseburg, Ore., having had a fine season's run. The Fallenbergs are very large and are selling rapidly. One grower has disposed of his entire crop, 20,000 lb., at 4½c. net, ungraded. There will be about 130 to 150 carloads of prunes in Oregon this year. Although the crop is short, the prunes are large, running 30's to 40's and 40's to 50's, and are of good quality. The majority of the prunes are out of the hands of the growers, but few sales have been made in the East of Europe as yet.

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 36 cents, and pays a good profit.**EMPIRE** is well advertised.**EMPIRE** is selling well in almost every store from Halifax to Dawson City.**EMPIRE** is A BIG PLUG FOR LITTLE MONEY.

Made by

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





# Curious!! Why?

It certainly is curious that your customers should be willing to buy an unknown brand of Mustard, when at practically the same price they can buy

## KEEN'S

KEEN'S MUSTARD, in the dining room, brings out the flavor of the meat.

KEEN'S MUSTARD, in the sick room, brings healing and comfort to the afflicted.

PEOPLE WHO WANT THE BEST  
CANNOT AFFORD TO USE ANYTHING BUT THE BEST.

### Current Market Quotations for Proprietary Articles

October 11, 1906.  
Quotations for proprietary articles, brands, etc., are supplied by the manufacturers, 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.

BLACKING	
P. G. FRENCH BLACKING	
	per gross
No. 4, 1/4 grs. bxs.	\$4 00
" 6, 1/2 " "	4 50
" 8, 3/4 " "	7 50
" 10, 1 " "	8 25
" 10, Jet Enamel.	8 25

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

SHOE POLISH.	
HENRI JONAS & Co.	
	Per gross
Jonas'	\$9 00
Froments	24 00
Military dressing	24 00

BLUE.	
Keen's Oxford, per lb	\$0 17
In 10 box lots or case	0 16
Reckitt's Square Blue, 12-lb. box.	0 17
Reckitt's Square Blue, 5 box lots.	0 16

BLACK LEAD.	
Reckitt's, per box	1 15
Box contains either 1 gro., 1 oz. size: 1/2 gro., 2 oz. or 1/4 gro. 4 oz.	

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

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

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

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

FRENCH PEAS-DELOREY S.	
HENRI JONAS & Co.	
Moyen's No. 2	\$9 00
" No. 1	10 50
1/2 Fins.	12 50
Fins	14 00
Trea fins	15 00
Extra fins	16 50
Sur extra fins	18 00

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

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

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

TODHUNTER, MITCHELL & CO.'S.	
Chocolate—	per lb.
French, 1/2's-6 and 12 lbs.	0 30
Caracas, 1/2's-6 and 12 lbs.	0 35
Premium, 1/2's-6 and 12 lbs.	0 30
Sante, 1/2's-6 and 12 lbs.	0 26
Diamond, 1/2's-6 and 12 lbs.	0 22
Sticks, gross boxes, each	1 00

Cocoa—	
Homeopathic, 1/2's, 8 and 14 lbs.	0 30
Pearl	0 25
London Pearl 12 and 18 "	0 22
Rock	0 30
Bulk, in boxes	0 18
Royal Cocoa Essence, pkgs., per doz.	1 40

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

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

JOHN P. MOTT & CO.'S.	
R. S. McIndoe Agent, Toronto.	
Mott's Broma	per lb. 0 30
Mott's Prepared Cocoa	0 28
Mott's Homeopathic Cocoa (1/2's)	0 32
Mott's Breakfast Cocoa (in tins)	0 40
Mott's No. 1 Chocolate	0 30
Mott's Breakfast Chocolate	0 28
Mott's Caracas Chocolate	0 40
Mott's Diamond Chocolate	0 23
Mott's French-Can. Chocolate	0 18
Mott's Navy or Cooking Chocolate	0 28
Mott's Cocoa Nibs	0 35
Mott's Cocoa Shells	0 05
Vanilla Sticks, per gross	0 90
Mott's Confectionery Chocolate	0 21
Mott's Sweet Chocolate Liquors	0 19

GOWAN 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 25
Royal Navy Chocolate, 12 lb. boxes	0 30
Mexican Vanilla Chocolate, 12 lb. bxs	35

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

COFFEE.	
JAMES TURNER & CO.	
	per lb
Mecca	0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Eto	0 12 1/2

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 " "	2 40	
oz. tins, 4 " "	1 10	
lb. tins, 1/2 " "	14 00	

IMPERIAL BAKING POWDER.		
Cases Contain.	Sizes of Cans.	Per Doz.
4 doz.	1-lb.	\$
3 "	6-oz.	
2 and 3 doz.	12-oz.	
2 and 3 doz.	16-oz.	
1 doz.	2 1/2-lb.	
1/2 and 1 doz.	5-lb.	

MAGIC BAKING POWDER.		
Cases Contain.	Sizes of Cans.	Per Doz.
4 doz.	4-oz.	\$
4 "	6-oz.	
4 "	8-oz.	
4 "	12-oz.	
4 "	16-oz.	
1 "	2 1/2-lb.	
1 "	5-lb.	

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



# STARCH

# 3 Winners.

**BENSON'S PREPARED CORN**  
**BENSON'S ENAMEL STARCH**  
**EDWARDSBURG SILVER GLOSS**

## THE EDWARDSBURG STARCH CO.,

Works, CARDINAL, ONT.

Limited.

53 Front street East,  
TORONTO.

ESTABLISHED 1858

164 St. James street  
MONTREAL.

# DUNN'S PURE MUSTARDS

GIVE UNBOUNDED SATISFACTION.

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

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

2 oz. Flat, Anchor extracts.....	18 00
2 oz. Square ".....	21 00
4 oz. " " (corked).....	36 00
8 oz. " " ".....	72 00
Per doz.	
4 oz. " glass stop extracts.....	3 50
8 oz. " " ".....	7 00
2 1/2 oz. Round quintessence extracts ..	2 00
4 oz. Jockey decanters.....	3 50

T. UPTON & CO.	
Raspberry, Strawberry, Red Currant, Pineapple.	
1-lb. glass jars, 2 doz. in case, per doz	\$1 65
5-lb. tin pails, 8 pails in crate, per lb.	0 07 1/2
7-lb. wood pails, 6 " "	0 07 1/2
14-lb. wood pails, per lb.	0 07 1/2
30-lb. " " "	0 07 1/2

English Sandwich Mustard, Mustard (with fine herbs)—				
Bbbls.	Half	10-gal.	5-gal.	1-gal.
	Bbl.	Kegs.	Kegs.	Jugs.
50c.	55c.	60c.	65c.	70c.

CLOTHES PINS.	
BOECKH BROS. & CO.	
Clothes Pins (full count), 5 gross in case, per case.....	0 55
4 doz. packages (12 to a case).....	0 70
5 doz. packages (12 to a case).....	0 93

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

LICORICE.	
YOUNG & SMYLLIE'S LIST.	
5-lb. boxes, wood or paper, per lb....	\$0 40
Fancy boxes (36 or 50 sticks) per box..	1 25
" Ringed " 5 lb. boxes, per lb.....	0 40
" Acme " Pellets, 5 lb. cans, per can..	2 00
" Acme " Pellets, fancy boxes (40) per box.....	1 50

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

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

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 35
Other Jams, W. F.....	1 55
Red Currant Jelly.....	2 75

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

MINCE MEAT.	
Wetley's Condensed, per gross, net \$12 00 per case of 3 doz., net.... 3 00	
ORANGE MARMALADE.	
T. UPTON & CO.	
1-lb. glass 2 doz. case, per doz.....	\$1 05
7-lb. pails pails in crate, per lb.....	0 07 1/2

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

P. G. JELLY POWDER.	
Raspberry, strawberry, orange, lemon, vanilla, pineapple, cherry, calves foot and grape fruit, doz. cases, 90c. per doz.	
P. G. ICINGS.	
Chocolate, 2 doz. cases \$1.25 per doz.	
Lemon, white, pink, canary and Kerneline 2 doz. cases, \$1.00 per doz.	

GILLET'S POWDERED LYE.	
4 doz. in case.....	
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.	
Horseradish..... per doz., \$1 20	\$1 75
English Sandwich.....	1 20 1 75
Mustard (with fine herbs) ".....	1 20 1 75
Packed in our self-sealing half and one-pound jars, two dozen in a case.	

PICKLES---STEPHENS'	
A. P. TIPPET & CO. AGENTS.	
Patent stoppers (pints), per doz.....	2 30
Corked (pints), ".....	1 90
SODA.—COW BRAND	
DWIGHT'S	
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 50 packages) per box, \$3.00.	
Case of 5c. pkgs (containing 96 pkgs), per box, \$3.00.	

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



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

## "Daisy Fruit"

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

THE HOME CAKE CO  
GUELPH, ONT.

## NOW READY

the new price list of

# WOODENWARE.

manufactured by

The Wm. Cane & Sons Mfg. Co'y,  
Newmarket, Ont. Limited.

WRITE FOR IT

Boeckh Bros. & Company  
TORONTO, ONT.

# Soap

"IMPERIAL" and  
"SNOW"

Twin Cakes.

NOW IN STORE.

Perkins, Ince & Co., - Toronto.

## BUSINESS NEWS

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

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

"Clippings from any Canadian paper on any subject."

CANADIAN PRESS CLIPPING BUREAU,

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

26 Front St. West, Toronto. Telephone 2148.

## Bread-Baking Customers.



If any of your customers bake their own bread or cakes, don't fail to sell them a package of

### DWIGHT'S COW BRAND SODA

Its strength, its purity, and its cleanliness recommend it to all who try it.

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

## OUR SPECIALTIES!

◆ ◆ ◆  
AT RIGHT PRICES.

FANCY BANANAS.

" LEMONS and ORANGES.

" PINEAPPLES.

## HUGH WALKER & SON

Wholesale Fruits,

GUELPH, ONT.

## GRIMBLE'S English Malt Six GOLD Medals VINEGAR

GRIMBLE & CO., Limited, London, N.W., Eng.

# WHEAT MARROW

SATISFYING FULLY, RECUPERATING QUICKLY,  
DIGESTING EASILY.

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

Manufactured by

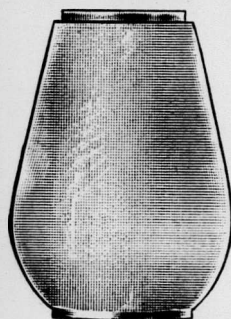
## THE EXPRESS ROLLER MILLS

WM. MACK, Proprietor

CORNWALL, ONT.

PERSONS addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

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.

The BEST lines of

Grain and Root Baskets  
Clothes Baskets  
Fruit Baskets  
Butcher Baskets

can be secured from

THE . . .

OAKVILLE BASKET CO.,  
Oakville, Ont.,

We would be pleased to hear from you if in need of any of the above kinds of baskets.



# GILLARD'S PICKLE

IS SOLD BY ALL WHOLESALE GROCERS IN CANADA.

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

## GILLARD'S PICKLE—Cases of 2 Dozen.

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

## GILLARD'S SAUCE

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

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

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

### SOAP



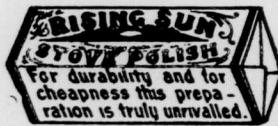
1 box and less than 5 boxes and upward 4 00  
Freight prepaid on 5 box lots



A. P. TIPPET & CO., AGENTS

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

### STOVE POLISH.



Rising Sun, 6-oz. cakes, 1/2-gross bxs. \$ 8 50  
Rising Sun, 3-oz. cakes, gross bxs 4 50  
Sun Paste, 10c. size, 1/4 gross boxes... 10 00  
Sun Paste, 5c. size, 1/4 gross boxes... 5 00



No. 4—3 dozen in case, per gross \$ 8 00  
6—3 dozen in case " " 8 40

### STARCH.

EDWARDSBURG STARCH CO., LTD.

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

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

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

### KINGSFORD'S OSWEGO STARCH.



SILVER 40-lb. boxes, 1-lb. pkgs., 0 06  
GLOSS 6-lb. boxes, sliding covers (12-lb. boxes each crate) 0 06 1/2

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

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

BEE STARCH.  
Cases, 61 pkgs. 48's ..... \$5.00  
1/2 Cases, 32 pkgs. 24's ..... 2.50  
Packages 10c. each.



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

### TEAS.



SALADA CEYLON.

Wholesale. Retail

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



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

Blue Label, 's..... 0 18 1/2 0 25  
Blue Label, 1/2's..... 0 19 0 25  
Orange Label, 1's and 1/2's..... 0 21 0 30  
Brown Label, 1's and 1/2's..... 0 25 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



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

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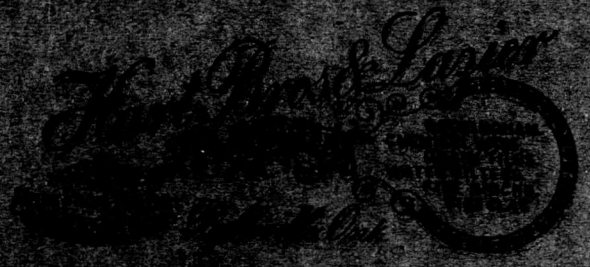
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