

PUBLISHED  
EVERY  
FRIDAY

CIRCULATES  
IN EVERY  
PROVINCE

# THE CANADIAN GROCER AND GENERAL STOREKEEPER

**QUALITY..**



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

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

**PEEK  
FREAN  
& C<sup>o</sup>'s**



"We hold a vaster assortment than  
has been."

Here are two of them:

For Excellence of Quality  
and Delicacy of flavour

OUR

**Cafe Noir**

cannot be beaten.

No assortment complete  
without them.

The Newest Thing Out

**ZELLAR  
WAFERS**

Have You Seen Them?

All Flavours.


**SURE TO SELL.**

ADDRESS: (A post card will do)

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

**HOLD** 

*and increase your trade by having things that good people want.*

Every cake of 

**H**  **H**  
TRADE MARK

**the absolute cleaner,**

intelligently used, is its own best advertisement. You can be "in line" without overstocking.

Leading consumers in all good towns are writing us daily about it.

**Grocery Travellers!** Do you want a wedge to open new accounts?

**H and H** is seasonable, high-class and well advertised. Build your orders 'round it.

**JAMES McINTOSH**

ASK WHOLESALE GROCERS.

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



**FREELY  
ADVERTISE  
Yourself**

by selling your customers

**MILLAR'S  
PARAGON  
CHEESE**

The T. D. MILLAR PARAGON CHEESE CO.,  
Ingersoll, Ont.

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

**COLEMAN'S**

Established 1868.

**SALT**

"Educate your customers in regard to quality."

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

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

**RICE'S**

Address:

R. & J. RANSFORD  
Clinton, Ont.

**SALT**

In The  
Front Rank } Quality  
Did It!

**Maypole  
Soap  
The  
Home  
Dye**

Besides the perfect satisfaction a woman secures in the fadeless, brilliant colors that Maypole Soap yields, a grocer makes a snug little profit for himself—a double reason why it is good judgment to keep "Maypole" in stock.

Unlike the old-fashioned powder dyes, there is no mess or trouble in using it—it washes and dyes at one operation. It comes in all colors and retails for 10 cents. (15 cents for black.) Stock up now for the Spring demand.

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

8 Place Royale,  
Montreal.

23 Scott Street,  
Toronto.

**The  
"Griffin"  
Brand  
Dried  
Fruits**

The Griffin & Skelley "Griffin" Brand of Prunes, Seeded Raisins, Dried Apricots, Peaches and Pears will give character to the quality of any grocer's general stock. The most particular customers of the most particular grocers in all Canada will buy no other Brand—they insist on having the "Griffin."

The "Griffin" Brand reaches a grocer at first hands direct from one of the largest Vineyards on the Pacific Coast. There is no tampering of the original package en route.

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

8 Place Royale,  
Montreal.

23 Scott Street,  
Toronto.

# GOOD HOUSEKEEPERS

know a good article when they get it. When you endeavor to assist them in their household duties by selling articles that can be relied upon, your efforts will always be appreciated. Remember, it pays well to look after their interests, in view of the fact that you depend upon their patronage and loyalty towards developing and increasing your business. Do not take advantage of their confidence by selling anything "a little under" in quality and "a little cheaper" in price. Don't forget that the best is always the cheapest.

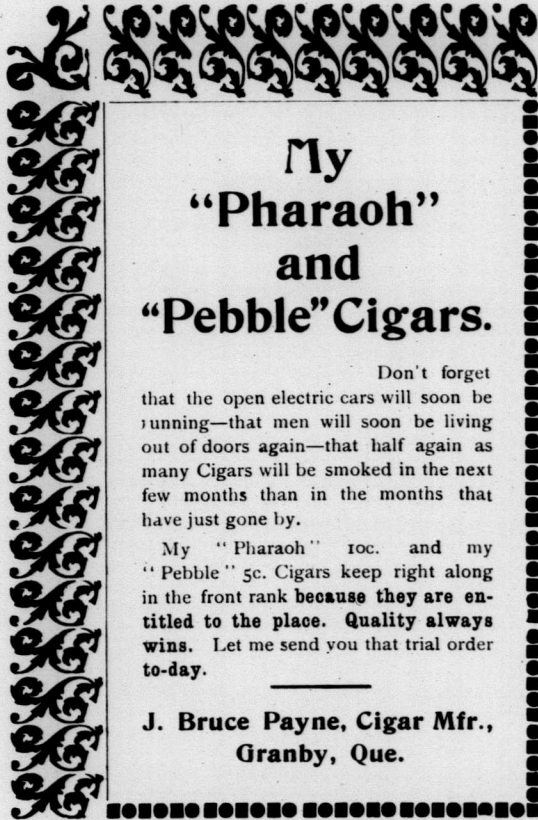
AS FAR AS EXTRACTS ARE CONCERNED, you can protect yourself against ever creating any dissatisfaction by selling

## Jonas' Flavoring Extracts

They are never "under in quality," and their price is within the reach of all. We have manufactured extracts now for over thirty years. Our efforts to produce the **very best** have been successful. Their popularity proves this claim. The demand that has been created for them is due to their wonderful STRENGTH, PURITY and RICHNESS, which is not equalled. JONAS' EXTRACTS will always give a good account of themselves in the result of your day's business. GOOD HOUSEKEEPERS should get nothing but the best, and it won't take them long to appreciate the goodness of

### JONAS' FLAVORING EXTRACTS.

Manufactured by  
HENRI JONAS & CO., MONTREAL.



**My  
"Pharaoh"  
and  
"Pebble" Cigars.**

Don't forget that the open electric cars will soon be running—that men will soon be living out of doors again—that half again as many Cigars will be smoked in the next few months than in the months that have just gone by.

My "Pharaoh" 10c. and my "Pebble" 5c. Cigars keep right along in the front rank because they are entitled to the place. Quality always wins. Let me send you that trial order to-day.

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

MADE IN CANADA.

**LYTLE'S  
SPICED  
GHERKINS.**

This line grows more popular every week with the consumer and consequently more popular with the grocer. He finds these goods constantly on call. Why not? Produced by the best Canadian growers—prepared in Canada's largest and best appointed pickle factory—pickled in best Canadian vinegars.

**T. A. LYTLE & CO.**  
124-128 Richmond St. West,  
TORONTO.

—Ask Your  
—Wholesaler  
—for Quotations.

**A  
WINNING  
TRADE  
POLICY.**

**Tillson's Pan-Dried Rolled Oats** are sold in bulk, and, of course, it is possible for a salesman to deceive a customer by substituting a brand on which he may *seem* to make a few cents more. What is the result? "You can't fool the people all the time." The boomerang of substitution soon comes back, and the character of the business is gone.

"Money may be the foundation of business, but character is the corner stone."—  
THE CANADIAN GROCER, February 22, 1901.

The winning policy is to always sell

**TILLSON'S PAN-DRIED  
OATS**

**and let the people know it.**

THE TILLSON CO'Y, Limited  
TILSONBURG, ONT.

# Holding and Gaining

If you hold your old customers and keep gaining new ones, Prosperity is at your elbow.

*THE SUCCESS OF*

## CEYLON and INDIAN TEAS

is due to the reputation they have earned for purity and strength.

They are holding old customers and gaining new ones every day, and will help you to do the same. You have noticed the increased imports, haven't you?

**IMPERIAL**  
 CREAM TARTAR  
  
**BAKING POWDER**  
 PUREST, STRONGEST, BEST.  
Contains no Alum, Ammonia, Lime, Phosphates, or any Injurious.  
 E. W. GILLETT, Toronto, Ont.

**THE HIT OF THE SEASON**

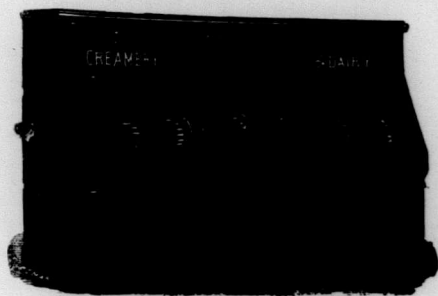
THE  
**St. Lawrence Starch Co.**  
 ARE TO-DAY COMMENCING TO SHIP  
 THEIR CELEBRATED

**Ivory Gloss Starch**

WITH A NEW SET OF WRAPPERS, EACH  
 WITH A COLORED FRONT OF THE  
**BRITISH GENERALS**  
 IN SOUTH AFRICA  
 HANDSOME STORE EFFECT and  
 PERFECT STARCH.

DON'T BE WITHOUT THIS LINE.  
**THE ST. LAWRENCE STARCH CO.**  
 PORT CREDIT, ONTARIO.

**Soap**  
 "IMPERIAL" and  
 "SNOW"  
 Twin Cakes.  
 NOW IN STORE.  
 Perkins, Ince & Co., - Toronto.



**C. P. FABIEN**  
 Manufacturer of Refrigerators and Ice Chests. Diplomas  
 awarded at Montreal, Toronto and Ottawa Exhibitions.  
 Over 50 patterns to choose from. Proprietor of Aubin's  
 Patent Grocery Refrigerator, New Dominion, Imperial  
 Dominion, special improved Dairy Palace for Hotels—  
 all hardwood.  
 3169 Notre Dame St., MONTREAL.

**PLACE AN ORDER**

with us **now** for Ceylon Green Teas  
 and secure a Fancy Tin free. Don't  
 delay as this tea is now a **staple**  
 and later you may have to buy without  
 getting the **free tin**.

Samples and prices on  
 application

**George Foster & Sons**

Wholesale Grocers **BRANTFORD.**

# PRUNES...

California, 25 and 50-lb. boxes, all sizes.  
 Oregon, 25 and 50-lb. boxes.  
 French, 56-lb. boxes.



**EVAPORATED APRICOTS**—Choice, top laid, papered, 25 and 50 lb. boxes.  
**EVAPORATED PEACHES**—Choice, 25 and 50 lb. boxes, and bags.

A splendid range of Selected Valencias. Get our quotations on above.

**W. H. GILLARD & CO.,** Wholesale Grocers, **HAMILTON, ONT.**



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

The most popular in Canada.



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

# DOLLARS

are made  
 by

selling . . .

## PATERSON'S SAUCE.



**Rose & Laflamme**

Agents **MONTREAL**



## Batty & Co.

ESTABLISHED 1824

LONDON.



OLIVES  
 AND  
 PURE  
 OLIVE  
 OILS.



INDIAN  
 CURRIES  
 AND  
 CHUTNIES.

Makers of High-class

PICKLES  
 OF  
 ALL KINDS.



SAUCES  
 OF  
 ALL KINDS.



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

PUBLISHED  
EVERY  
FRIDAY

THE  
**CANADIAN GROCER**  
AND  
GENERAL  
STOREKEEPER

CIRCULATES  
IN EVERY  
PROVINCE

VOL. XV.

MONTREAL AND TORONTO, MARCH 29, 1901

NO. 13

## COMMISSION HOUSE ACCOUNTING.

Methods Employed by Different Firms.

**W**HILE every commission dealer in Canada arranges his system of bookkeeping with the view of so checking his receipts and deliveries that there will be no chance of error or wrongdoing on the part of warehousemen or office help, yet no two systems are exactly alike, and nearly all dealers admit that much has to be left to the honor of those employed in both office and warehouse.

The difference in methods of accounting in commission fruit houses, that in the summer time receive great quantities of fruit from hundreds of growers daily, both by boat and train, is merely a difference of detail, but there is a radical difference between the fruiterer's system and that of the commission provision dealer.

"What is the method of keeping track of fruit shipments?" the writer asked the bookkeeper of one of the large fruit houses in Toronto the other day.

"The method! Why, there are dozens, and no two alike. Ours is the best, of course."

"Will you describe it to me?"

### SUMMER RECEIPTS.

"I guess there will be no objection. I suppose you refer particularly to summer receipts. Well, when the fruit comes from the boat or train, we have a man present who checks all shipments to us. The name—or, where the name is so common as to probably cause confusion, the number—of

the shipper is placed on each parcel. All arrivals are credited by the checker, according to the name or number. The checker's book is sent to the office twice a day, where its statements of particulars of shipments are audited by the totals shown by the express company's manifest. The shipper's account is then credited in alphabetical order in an average book.

"Possibly five minutes after the shipment is received it will be entirely sold. As there are several salesmen, each has a sales book. When the sale is made, the name of the shipper is placed on the margin of the account in the sales book, which account consists of buyers' names, amount and value of purchase. The sales are entered in the average book, together with the report of the checker. When all the goods credited to the shipper have been sold and accounted for in the average book, an advice card, giving details of sale, is sent to the shipper, and the particulars of completed accounts are handed to the ledger keeper, who makes out a weekly sales account. A ledger file, consisting of duplicate account sale forms, is used for this purpose. One form is sent to the shipper, and the other is retained in the office. To facilitate the recovery of these forms, a file number is given each shipper by the ledger-keeper, and his sales accounts are kept together. Thus, in a moment, we can find what a shipper has sold through us during the season or any one week of it.

This method is much quicker than the old system of copying account sales reports, for now, at one writing, an account sale report is made out and the account is posted for reference."

"What is your method of accounting?" the writer asked another bookkeeper.

### CHECKING ARRIVALS.

"Our checker credits all arrivals by the name on the package. His reports are audited at the office, where an account is immediately opened in the ledger, which consists, practically, of large blank sheets marked off in squares. The names of shippers, details of shipment and all charges are at once entered. Each of our salesmen has to make out a slip with every sale. As these slips come into the office they are credited to the shipper's account. When the account is completed a card giving full details of arrival, charges and sales is sent to the shipper. We have bank accounts in St. Catharines, Grimsby, Oakville, etc., and, where convenient, pay by cheque on these banks. Other payments are made by express or post office money order.

"How does your method of keeping track of consignments of fruit differ from the others?" was the question put a third house.

"I couldn't tell you that, as I haven't studied the other peoples' methods, and have altered our own several times. But I'll tell you ours: As fruit arrives in the summer it is credited by the checker. His report is verified by the railway or boat manifest and copied into a large check sheet divided into squares. All sales are entered by the salesmen into their sales-books, with the names of all shippers on the



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.

margin. From the salesbook details of all returns are entered into the check sheet until the account is complete. An account sale report is then made out giving full details of sales, charges, etc. We remit weekly by cheque, post office or express order.

#### WINTER CONSIGNMENTS.

"For winter consignments we have an altogether different method. When a shipment comes in each parcel is numbered and a full entry is made on a stock form which bears the same number as the packages. The charges are then entered. When goods are sold an account slip is made out. These slips contain a margin for package numbers, so that the separate accounts can be entered on the stock forms which are kept on file at the desk. When the stock form report is complete an account sales report is sent to shippers."

#### CONFIDENCE IN ASSISTANTS.

One of the largest produce dealers was next seen. "We have full confidence in our assistants," said the bookkeeper, "yet we are on the watch for any improvement in keeping tab on all goods handled by us in order to prevent possibility of error. At present our system is rather simple.

"When a consignment is received by the warehouseman he enters it in his receiving book. This book is brought to the office once a day, when its entries are checked over by the invoices received from consignors. When a sale is made, whether cash or credit, a memo. of same is made out on a duplicate check book. The form torn out is taken to the office by the purchaser, where, if cash is paid, a receipt is given, and, if the amount is to be charged, it is entered up and an invoice given. The receipt or invoice is taken by the purchasers to the warehouseman, who checks over the sale and the goods are removed. If orders are sent in by one of our travellers an order sheet is made out, from which the goods are packed. They are checked over carefully just before they are loaded for

shipment. Every morning the duplicate check book used in the warehouse is checked with the day book to make sure that all goods are charged."

#### THE PREVENTION OF MISTAKES.

"Do you think you can prevent losses or mistakes in handling consignments of produce?" the writer asked another produce house.

"Yes, when goods are received they are carefully checked by the invoice, and are at once weighed, and, if the consignment consists of eggs alone, the stock is sent in to our candler, with a slip on which he has to report. Thus, if 10 cases of eggs come, his report may read: 'Eight cases new-laid; one case, 26 dozen, held, four dozen bad.' If other goods are received a number is given the consignment. This number is attached to every package in the lot. An account is then opened in our commission book. The amount received, charges, etc., are all entered on the left page, and as the goods are sold entries are made on the space opposite on the right page. When a sale is made, a sales slip is sent to the office, where an invoice is made out. To every sales slip is attached the number of the parcel from which the goods are taken. From this a credit entry is made on the consignor's account. Eggs are credited according to their classification. All goods before leaving the building are checked by invoice just as a retail grocer does. By this system no goods arrive or depart without double checking. We consequently have no losses through carelessness or crookedness."

#### AN IMPORTANT QUESTION.

Mr. H. L. Hjermstad, the author of a prize paper on the subject "What Should the Retailer Do to Secure New Customers, and How Can He Hold Them?" says: "I have never resorted to any schemes, premiums, cut prices, or soliciting of orders from house to house, as I do not believe in such means to obtain business, and do not for an instant believe that custom obtained

in this manner will become permanent, as nothing but the best quality, best service, coupled with a reasonable price, will keep a customer permanently."

#### THE REWARD OF INDUSTRY.

A vagrant who had been sentenced to death begged to be taken before the King, that he might plead for his life. When he had been brought to the throne, the King looked down upon him and angrily said: "Thou worm, why comest thou adding to the troubles of thy monarch? Dost think, oh, thou crawling, cringing thing, that thy fate is worthy of the notice of a king? Begone, thou drone—out of my sight! Thou hast never done a thing in all thy worthless life. Thou art like a rotten shingle—useless. There is not one little reason why I should spare thee. Away with him!" "But, oh gracious King, hear me," the vagrant cried. "Thou sayest I never did anything in my life. Nay, thou wrongest me. Even now I am doing something." "What is it?" the King demanded. "Letting my whiskers grow." At this the King was so well pleased that he not only restored the man's liberty, but made him oil inspector at a salary of \$12,000 per year, with a cheap boy to do the inspecting.—Chicago Times-Herald.

#### DEATH OF MR. GEO. MARSHALL.

Mr. George Marshall, the surviving member of the firm of Marshall Bros., tea merchants, London, Ont., died on Friday. Deceased had been ill only a few days. He contracted a cold out of town, and, returning home, pneumonia developed. Since the previous Monday the patient had been unconscious.

Mr. George Marshall came to London with his brother Robert, who died two years ago, when a very young man. He was a native of Durham, Eng. A quarter of a century ago the brothers started in the tea business, and the firm became known all over Western Ontario. Deceased was 49 years of age.

# TO MEET THE DEMAND

for our **Green Ceylon Tea** keeps us busy. You reap two profits. We give you lower prices than any one. You get a higher price because ours is the best.

**Lucas, Steele & Bristol, Hamilton, Ontario.**

## The First Question

asked by our friends in the Wild Woolly West when they meet the Eastern Tenderfoot is

### Are You From Bruce?

Before answering that question we desire to say this—

To Our Friends in Manitoba, the Territories and British Columbia :

We are just in receipt of a large shipment of the

## Loveliest Golden Quartered Apples

we ever saw, in 50-lb. boxes, all  $\frac{1}{4}$  apples, skinless, coreless, elegant goods, at right prices.

These Apples are from the celebrated Fairview Farm, Belmore, Ontario.

And the Answer is—Not from Bruce, but very close to it.

WE EXPECT TO HEAR FROM EVERY WIDE-AWAKE GROCER WHO READS THIS AD.

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



THE DOMINION BREWERY CO., LIMITED  
Brewers and Maltsters  
TORONTO

Manufacturers of the Celebrated

## WHITE LABEL ALE

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

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

W.M. ROSS, Manager.



# J. A. Sharwood & Co's

## WHITE LABEL WORCESTERSHIRE SAUCE

*The Best in the Market.*

*Retails at 25 cts.*

# THOS. KINNEAR & CO., Toronto Agents

Wholesale Grocers, 49 Front St. East.

### BUSINESS CHANGES.

#### DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

**A** MEETING of the creditors of H. Cairns, general merchant, Sawyer-ville, Que., was held on Tuesday.

George R. Garnett, general merchant, Murray Harbor South, P.E.I., has assigned.

Joseph Tays, general merchant, Port Moody, B.C., is offering 50c. on the dollar.

A meeting of the creditors of R. B. Rose, grocer, Elgin, Ont., will be held to day (Friday).

N. Holmes, grocer, etc., Macgregor, Man., has assigned to C. H. Newton, Winnipeg.

W. A. Coleman, grocer, St. John, N.B., is offering 30c. on the dollar. His stock has been sold.

James A. Earl, grocer and dry goods dealer, Phillippsville, Ont., has assigned to Albert Gallagher.

Kent & Turcotte have been appointed curators of the Herelles Chocolate Works, Longueuil, Que.

In our issue of March 15, it was stated that M. J. Leitch, general merchant, Michael's Bay, Ont., had assigned to A. E. Pavey. The name should have been E. F. Leitch, not M. J. Leitch.

#### PARTNERSHIPS FORMED AND DISSOLVED.

Daly, Clark & Co., manufacturers of

cigars, London, Ont., have dissolved. J. H. Daly continues.

Haussan & Miserani, fruiterers, Montreal, have dissolved.

Tardif Freres, grocers, Montreal, have dissolved. Zoel Tardif continues.

Fox Bros., general merchants, Swan River, Man., will dissolve April 1.

Schroeder Bros., grocers, Victoria, have dissolved. Alfred Schroeder continues.

#### SALES MADE AND PENDING.

Mrs. C. J. Menard, general merchant, Lefavre, Ont., has sold out.

The stock of F. C. Daniels, grocer, Ottawa, has been sold at 51c. on the dollar.

Gibson Douglas, general merchant, Teviotdale, Ont., is advertising his business for sale.

The assets of F. X. Julien, general merchant, Lambton, Que., are to be sold on April 3.

The stock of J. D. McLeod, general merchant, Prince Albert, N.W.T., has been sold.

The assets of David Cousineau, grocer, St. Eugene, Ont., are to be sold to-day (Friday).

P. J. Lindeman, general merchant, etc., West Lorne, Ont., is advertising his hotel business for sale.

The assets of the estate of Walter War-

drop, general merchant, Whitemouth, Man., have been sold.

The assets of the estate of J. G. Fairbanks, general merchant, Spruce Grove, N.W.T., are advertised for sale by tender.

The stock of D. Campbell, general merchant, Little Metis, Que., has been sold at 58c. on the dollar to E. Hudon, St. Octave, Que.

#### CHANGES.

Gervais & Lajunesse have registered as grocers in Montreal.

Henry George, general merchant, Ninga, Man., has given up business.

John Caverley, grocer, Madoc, Ont., has sold out to John H. Dougan.

R. Robertson, general merchant, Lanark, Ont., is retiring from business.

J. H. Black, general merchant, etc., Headingly, Man., is selling out.

Bell & Co., general merchants, Harrow, Ont., have sold out to John Stocker.

G. E. Blood, grocer, St. John, N.B., has been succeeded by W. A. Coleman.

Keswick & Hammond, general merchants, St. Leonards, N.B., have closed out.

W. A. Bothwell, general merchant, Luton, Ont., has sold out to B. Tibbitts.

James Staunton, tobacconist, etc., Nanaimo, B.C., has sold out to A. Balzano.

Fitzgerald, Scandrett & Co., grocers,



## PROFITS.

It is for them that you toil. Success in gaining good profits depends upon the quality of the article sold. There is a sure profit for the grocer in handling

**MacLAREN'S IMPERIAL CHEESE or**  
 " **ROQUEFORT** "

because it is known by and sells on its merits.

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

51 Colborne Street, Toronto.

**PRUNES  
EVAPORATED PEACHES  
EVAPORATED APPLES  
EVAPORATED APRICOTS**

**Choice Goods.  
Right Prices.**

WRITE FOR QUOTATIONS.

# THE DAVIDSON & HAY, LIMITED

36 Yonge Street, TORONTO.

London, Ont., have sold out to G. M. Ferguson.

Gosselin & Laflamme have registered as provision dealers in Quebec.

A. McCullough & Co. have registered as wholesale produce dealers, Montreal.

Henri St. Cyr has registered as proprietor of T. St. Cyr & Co., grocers, Montreal.

John Nasymth, general merchant, Lotus, Ont., has opened a branch in Lifford, Ont.

J. L. Finley & Co., grocers, St. John, N.B., have sold out to Wm. Dunlop & Sons.

A. McDonald, general merchant, Caldwell's Mills, Ont., has started business at Lanark.

G. Drummond, general merchant, St. Aubert (L' Islet), Que., is about to remove to Rogersville, N.B.

Hayes Bros., general merchants, Head of Millstream, N.B., have been succeeded by A. J. McPherson.

D. C. Jamieson, confectioner, Sarnia, Ont., has sold out to Sarah Carr and removed to Forest, Ont.

**DEATHS.**

J. Cecconi, general merchant, St. Pierre, N.S., is dead.

**FIRES.**

A. A. McCaull, general merchant, Elderslie, P.E.I., has been burned out.

W. H. Morrow, general merchant, Portage la Prairie, Man., has been burned out.

**EDMONTON BOARD OF TRADE.**

The annual meeting of the Edmonton, N.W.T., Board of Trade was attended by a large proportion of the business men of the town. Twelve new members were admitted.

President Gariepy's address showed that much good work has been done during the year. Roadways leading to the town have been improved. The train and mail service have been increased. The Government has made provision for the erection of a new court house. He suggested that during the next year an effort should be made to secure a new post office and a new immigration shed; and expressed the opinion that the headquarters of the North-West Mounted Police should be removed to Edmonton, and an experimental farm established in the district. He also advocated the installation of a good waterworks system.

**The following officers were elected:**

President—J. H. Gariepy, reelected.

Vice-President—A. Taylor.

Council—J. A. Stovel, F. J. Fisher, J. S. Willmott, H. Astley, W. Richardson, K. W. MacKenzie, W. T. Henry, K. A. McLeod, J. A. Hallier and Robt. Lee.

**PINEAPPLE SEASON OPENED.**

Regarding pineapples Baltimore advices state: "Preparations for the opening of the pineapple importing season are being rapidly pushed forward by the vessel owners and importers here. The season practically opens on April 1, though but few vessels leave before April 10, and lasts until about the middle of July. During the fruit season from 4,000 to 8,000 tons of pines come into the port from the Bahama Islands on local sailing craft. Most of the best grade of the pines are shipped to Northern and Western cities, but the overripe cargoes are utilized by the Baltimore packing houses. The packing of this fruit has grown into an extensive business and many hundred tons are used each season. Two grades of pines come into port from the Bahamas—one known as "scarlets" and the other as "sugar loaf." The former is used by the packing houses and the latter is shipped all over the United States and Canada. About 20 swift sailing schooners are each year chartered by the fruit dealers for the season. Eight or ten British schooners also engage in the trade. The swiftest run from Nassau to Baltimore was made several years ago in five days, but the usual trip even in most favorable weather occupies 10 to 12 days each way."



## UPTON'S Jams, Jellies and Marmalade

Raise and sustain the admiration of the grocer.

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

SELLING AGENTS.


# The Export Number

## OF THE CANADIAN GROCER

is now in preparation,---to be issued in May.

Exporters of Canadian produce and manufactures should take note.


Our mailing list for this edition includes the names of nearly all the Produce Merchants and Importers in the Old Country.

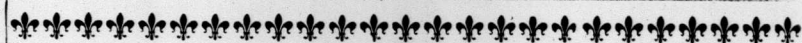


---

**Here is what one of  
our advertisers  
says of his advt. in  
last year's number:**

---





—, Ont.,  
Mar. 23, 1901.

*MacLean Pub. Co., Limited:*

*Gentlemen,—The advertisement we had in the Special Export Edition of THE CANADIAN GROCER brought us correspondence from all over Europe.*

*We consider THE CANADIAN GROCER a first-class Trade Advertising medium.*

*Yours truly,  
W. R. M—*



**The MacLean Publishing Co., Limited**

TORONTO and MONTREAL.

**FREE****FREE**

We are giving away **FREE** with every 50-lb. tin  
of our celebrated

## **CRUSHED JAVA & MOCHA COFFEE (XTR)** One Canister Coffee Mill.

This Coffee can be retailed at 25c. lb. and is a trade builder.

WRITE FOR SAMPLES OR SEE OUR TRAVELLERS.

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

**WHOLESALE GROCERS,**

**TORONTO, ONT.**

### HINTS TO BUYERS.

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

**JOHN BICKLE & GREENING**, of Hamilton, have been appointed Ontario agents for Slee's well-known English malt vinegars. They have received a consignment for the opening part of the season and will be glad to send samples to any inquirers.

H. P. Eckardt & Co. are showing some very fine samples of molasses.

Beautiful samples of raw sugar are being offered by Lucas, Steele & Bristol.

H. P. Eckardt & Co. are selling Sultana raisins at exceptionally low prices.

The Eby, Blain Co., Limited, are receiving repeat orders for "Imperial" maple syrup.

Rich's cocoa in packages to sell at 5c. may be had from H. P. Eckardt & Co.

The Davidson & Hay, Limited, are large holders of canned salmon of excellent quality.

The Davidson & Hay, Limited, have in stock a full line of Aylmer jams, 1's glass and 7's pails.

The Eby, Blain Co., Limited, have a "snap" in imported pickles that is worth looking into.

The Davidson & Hay, Limited, report that they have in stock a fine assortment of canned fruits.

Lucas, Steele & Bristol are still giving away gratis the pretty roller-top tins with green Ceylon teas.

The Davidson & Hay, Limited, have a large assortment of domestic bottled pickles, finest quality.

Veal loaf, ham loaf, Vienna sausage, chicken loaf and sliced "Peerless" beef are in store with Lucas, Steele & Bristol.

The Davidson & Hay, Limited, report that they have in stock an excellent range of all kinds of teas.

Williams Bros. & Charbonneau's pickles can be shipped now. L. Chaput, Fils & Cie expect a carload of these goods in next week in assorted styles and sizes.

The Eby, Blain Co., Limited, have just received a shipment of catsup in pint bottles which can be be retailed at 4 for 25c., or in the city at 5c. per bottle.

"Royal" salad dressing is now in evidence, also Bollam's French and English malt vinegars, with Lucas, Steele & Bristol. The firm also offer the "Imperial Golden" vinegar, for table use.

There is a fairly good demand for canned goods at present. This is due to L. Chaput, Fils & Cie's low prices. They have also

just laid in 100 bbls. of vinegar which they are offering at low prices.

The Gardner Biscuit Co., Kingston, are putting a line of Graham Wafers on the market that are finding a steady demand. Attention is also called to their "Apple Blossom" line. These goods are put up in bright and attractive tins, which look well on the shelf.

### PICKLES.

In Canada the large trade for pickles is done during the spring and summer seasons, and the time when a merchant should interest himself chiefly in this particular line is close at hand.

No firm in America has made more rapid strides in the production and sale of fancy pickles, catsups and other table delicacies than Williams Bros. & Charbonneau, of Detroit, who now have an output of about six carloads of these goods per day.

Considerable change has been made this season in their style of packages, which now make them second to none on the market.

They are up-to-date in every particular, and prices are very moderate for high-class goods.

These goods are now obtainable from nearly every wholesaler and a price list will be mailed to any inquirer, upon request, by the Canadian selling agents, A. E. Richards & Co., Hamilton.

The greatest flattery is imitation, consequently, as

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

is imitated (so far as possible) by Sauce Manufacturers the world over, no greater tribute to its excellence could be given.

**J. M. DOUGLAS & CO., Canadian Agents, MONTREAL, QUE.**

## THE FIRST MESSAGE FROM MARS.

*"To Nicola Tesla, via Wireless Telegraphy Route, Earth: Please put me in communication with The Computing Scale Company. Have just heard of the Moneyweight System. Must adopt it here."*  
MARS.

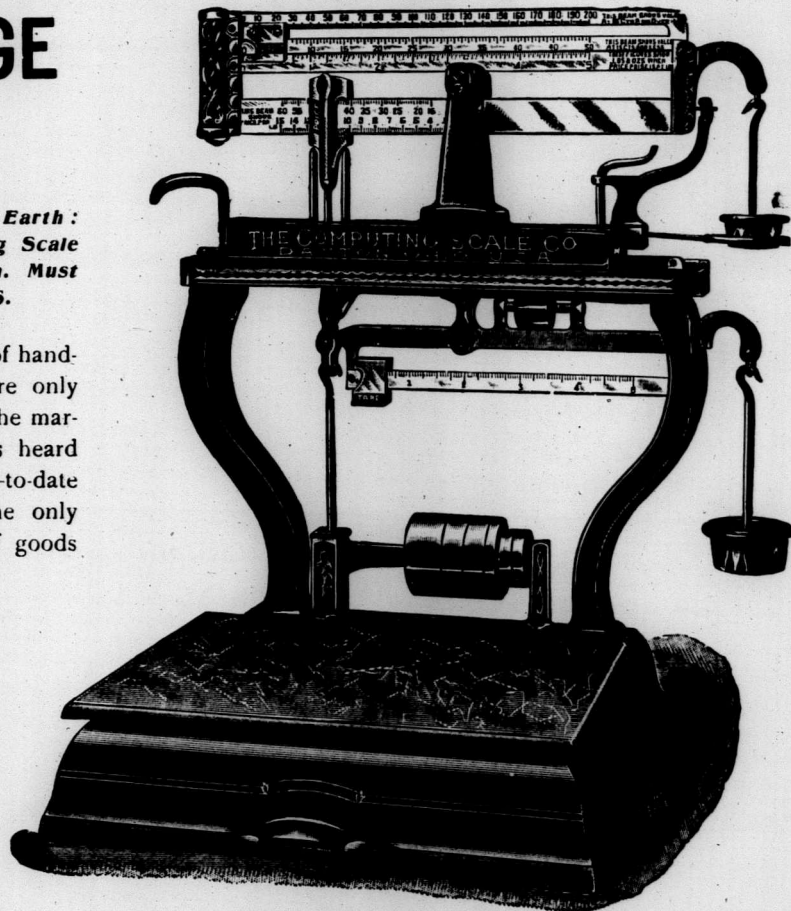
There is no place in the universe that our system of handling merchandise would not be acceptable if it were only known. With the 95,000 scales that we now have on the market it looks, however, as if some one besides Mars has heard of them. They should be in every well-managed, up-to-date business house selling goods by weight, for it is the only SYSTEM by which you can sell one dollar's worth of goods and realize one hundred cents in return.

Sold on easy monthly payments.

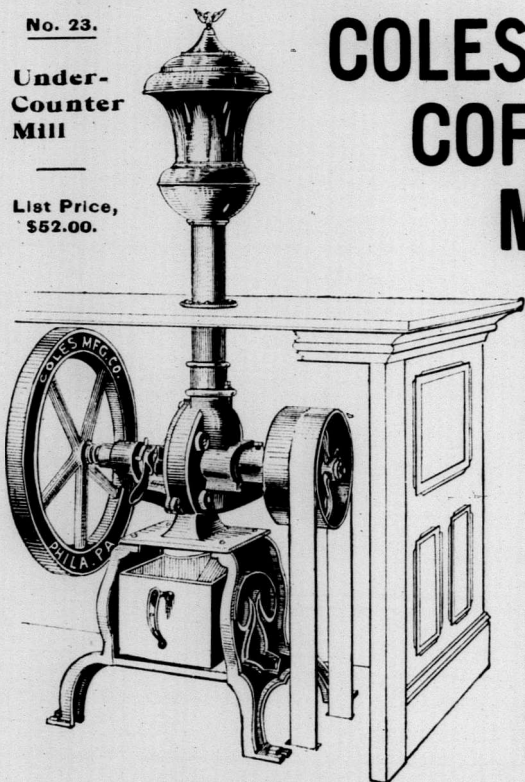
### THE COMPUTING SCALE COMPANY

DAYTON, OHIO.

Moneyweight Scale Co., No. 47 State St., Chicago, Ill.  
Moneyweight Scale Co., Nos. 50 and 52 Franklin St., New York, N.Y.  
J. B. Poirer, Dist. Agent, No. 1662 Notre Dame St., Montreal, Que., Can.  
L. A. Davidson, Dist. Agent No. 104 King St. West, Toronto, Ont., Can.



No. 23.  
Under-Counter Mill  
List Price, \$52.00.



## COLES COFFEE MILLS

None better for Granulating or Pulverizing.

Our mills will Pulverize without heating Coffee.

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

**A GREAT LABOR-SAVER.**

Our Grinders wear longest.

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

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

Canadian Grocers will find in

## Rowntree's ELECT Cocoa

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

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

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

Agents for Canada are:

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

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





President,  
JOHN BAYNE MacLEAN,  
Montreal.

**THE MacLEAN PUBLISHING CO.**  
Limited.

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, North-West Territories, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

OFFICES

MONTREAL . . . . . 232 McGill Street,  
Telephone 1255.  
TORONTO . . . . . 10 Front Street East,  
Telephone 2148.  
LONDON, ENG. . . . . 109 Fleet Street, E.C.,  
J. M. McKim.  
MANCHESTER, ENG. . . . . 18 St Ann Street,  
H. S. Ashburner,  
WINNIPEG . . . . . Western Canada Block,  
J. J. Roberts.  
ST. JOHN, N. B. . . . . No. 3 Market Wharf,  
I. Hunter White,  
NEW YORK . . . . . 176 E. 88th Street.

Subscription, Canada and the United States, \$2.00.  
Great Britain and elsewhere . . . . . 12s.

Published every Friday.

Cable Address { Adscript, London.  
Adscript, Canada.

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

**EXPOSING FRUIT TO DUST.**

**N**OTWITHSTANDING the fact that much has been written and said against the practice of exposing fruits to dust during the spring and summer months, there is no indication that the trade has decided to discontinue the habit.

When the question is raised, the retailers most given to the practice answer that while dust-tainted fruits may be nauseating to some buyers, others are influenced by the display of fruits exposed in front of the store, and that the result of showing goods in this manner is not to decrease, but rather to increase, the sales of the line so exposed.

There is undoubtedly some ground for the argument raised by these grocers, yet their position is weak for several reasons. In the first place, it is impossible to calculate how many customers are lost by this treatment of goods. One day this week two friends were walking down town and passed a store in front of which several lines of dried fruit, which had been out for some time, were covered with dust. Pointing to

the goods, one of the friends exclaimed: "I suppose somebody will eat that dirty stuff. If my wife bought her supplies in a dirty store like that I'd get a divorce."

He may have exaggerated his antipathy to dusty groceries, but the fact remains that his companion as well as himself would be impressed with the undesirability of buying there. Yet the grocer, noticing that their attention had been directed to the display, may have congratulated himself that the cut of 1 or 2c. he was making in the goods shown was winning attention. There is no way of positively estimating the damage done by a bad display.

Moreover, exposing fruit is bound to deteriorate its quality; then, it must either be sold at a reduction or it is likely to give dissatisfaction to customers. This tends towards price cutting and to the reputation of being a cheap house—not of selling cheaply, but of handling cheap, inferior goods. A reputation of this nature undoubtedly attracts customers of a certain class, but it just as surely keeps away that class of buyers who insist on first class, clean goods and are willing to pay a fair price to insure getting such.

Cleanliness and care are as essential to building up a first-class grocery business as cash or credit is necessary to maintaining it.

**THE CLASSIFICATION OF STORES.**

The early-closing by-law which is being considered in Victoria includes the following schedule of classifications of stores: Books and stationery, boot and shoe dealers, boot and shoe makers, bakers and confectioners, clothiers and merchant tailors, outfitters and gentlemen's furnishers, retail dry goods and milliners, fish and game dealers, furniture dealers (not second-hand), grocers, hardware, jewellers, pork and provision dealers, novelty stores, butchers.

In view of the fact that Toronto's early-closing by-law has become practically inoperative because of the difficulty as defining the term "grocery shop," it would be advisable to make the classification clearer by defining each of the divisions. It has been found difficult to decide what a grocer is in Toronto, and it would probably be even more difficult to make the distinction in law between other branches of trade.

**ONTARIO SUGAR-BEET BOUNTY.**

**F**URTHER consideration was given in the Ontario Legislature to the Government Bill for the encouragement of a beet-sugar industry in Ontario Province.

The Bill, which has already been read a second time, proposes to set apart the sum of \$225,000 for the payment of bonus. According to an amendment which was made on Tuesday, while the Bill was under consideration in committee, from this sum the Government proposes to give a bounty of ½c. per lb. during the first and second years on refined sugars, and during the third year, ¼c. per lb. When given its second reading, about ten days ago, The Bill provided for the giving of ½c. per lb. on the first year and only ¼c. per lb. during each of the next two years. The amended Bill is therefore more generous than its original.

As pointed out in our last issue, the Bill provides that the factories must for the first year pay the farmers \$4 per ton for their beets. After that, \$4 and a percentage on the amount of saccharine matter over 12 per cent.

No bounty will be given after the third year. As the Premier announced on Tuesday, the intention of the Government is simply to give the industry a start.

**PART OF FIELD THROWN OPEN.**

Till last week the Wholesale Grocers' Guild set a uniform price on molasses for the whole of Ontario and Quebec. At the last meeting, however, some of this field was thrown open to competition.

Prices are not now fixed for Hull nor points in Quebec and Ontario west thereof, including the Gatineau Valley. Prices are also open in Three Rivers and Arthabaska and all points east thereof. This limits the field for uniform prices quite considerably.

The Guild prices remain unchanged as yet at 34c. for carload lots, 35c. for puncheons, 37½c. for bbls. and 38½c. for half-bbls. in less than carload lots.

**M. J. LEITCH HAS NOT FAILED.**

In our issue of March 15, it was stated that M. J. Leitch, general merchant, Michael's Bay, Ont., had assigned. It should have read: "E. F. Leitch." We regret, exceedingly, the error, particularly as we understand that a Mrs. M. J. Leitch has recently started in business at Michael's Bay as a general merchant.

### THE FALLACIOUS CANNED GOODS SCHEME.

**W**HEN any branch of the manufacturing industry has reached a well advanced stage of development it usually produces more than the home market can consume. This does not, however, as a rule, induce those engaged therein to apply the brakes in order that further development shall cease. What it does is to stimulate them to find new customers in order, not only that the surplus might be taken care of, but that development might not be interfered with. The outlet is usually found through the export trade.

But, what is the practice with most industries in most countries is the exception in regard to the canned fruit and vegetable industry of Canada.

The output of those products exceeds the requirements of the home market, notwithstanding that the industry, when we begin to consider what it is in the light of what it is possible to make it, is practically only in its initial stages of development. And, yet, most of the members of the Canadian Packers' Association are imbued with the idea that the remedy for the ills of over-production lies in an agreement to curtail the pack. A more fallacious idea could scarcely be conceived. In its very composition are the seeds of its own dissolution, for, even if the promoters of the scheme were so successful that every factory in the country to day could be persuaded to become a unit in the proposed agreement, the very fact would lead to the starting of new and independent factories. We all know what a thorn in the side of the association the few independent factories have been during the past year. And, with the proposed scheme consummated, the incentive for independent action would not be diminished one iota. On the contrary, it would be increased.

The canned fruit and vegetable industry in Canada is not in a satisfactory condition. There is no gainsaying that. But those who are prescribing the curtailing of the pack have not the remedy. One might as well suggest to a bald-headed man that he shave his chin in order that hair be cultivated on his cranium, as to hope for the permanent improvement in the condition of

the canned-goods industry by the scheme that has been devised.

In Great Britain there is an increasing demand for canned fruits and vegetables. There, one city alone has a population, within an area of about 700 square miles, almost equal to that of the whole of Canada. But Canada's contribution to that demand is almost nil.

Our canned vegetables will compare favorably with those of any other country when properly packed. Those who are in a position to speak from experience assure us this is a fact. And as far as canned fruits are concerned, Canada can easily take the lead in superiority of flavor. Californian canned peaches, for example, are insipid in comparison with those of Canadian growth and pack. But, notwithstanding these advantages, to say nothing of advantages geographical, Californian fruits are everywhere, and Canadian fruits are nowhere, as far as the British market is concerned. In the grocery stores of London, England, Californian canned fruits are coming as much into evidence as any other staple product, while those who have within the last few months searched high and low in that city for Canadian canned fruits and vegetables have often searched in vain.

The longer we slumber and sleep in regard to this matter or spend our time and substance in schemes that are fallacious the more difficult will it be for us to get a footing in Great Britain, or in any other country, for our canned fruits and vegetables.

The first duty of the packers, if they want to permanently benefit themselves and the country in general, is to develop an aggressive export policy. If individual packers do not feel they are able to undertake the task let a few of them cooperate, open a small warehouse in London, put in a well-assorted stock and appoint a good enterprising man to look after their interest. By this method we are assured a good trade will in time be worked up with the Mother Country. This, in contradistinction to the present scheme, is what will ultimately relieve the home market of its surplus stocks.

#### A WISE STAND RE CREDITS.

**T**HE grocers of Vancouver, both wholesale and retail, have taken a wise and timely step regarding credit accounts. At a joint meeting of the whole-

salers and retailers, held a few days ago, the matter was fully discussed.

The wholesale men pointed out that the present system of long credits was demoralizing to trade in general, and that as a measure of protection to themselves they would have to insist upon quicker payments from the retailers.

At a subsequent meeting, the Retail Grocers' Association of the city decided to follow up this action of the wholesalers by endeavoring to secure readier returns from their customers. In addition to personal endeavor, it is proposed to prepare a comprehensive black-list of all dead-beat consumers.

The Vancouver wholesale grocers are to be complimented on their action in thus candidly placing the matter before the retailers of the city.

#### FEDERAL BANKRUPTCY LAW.

**A** FEW weeks ago reference was made in these columns to a number of letters which had been received from business men in New Brunswick, Nova Scotia and Prince Edward Island, in reply to the charge that one of the reasons for the non-introduction of a Dominion bankruptcy Bill in the House of Commons was the opposition of the people in the Maritime Provinces. What little ground there was for this charge or excuse was evidenced by those letters.

We are now in receipt of another letter from Mr. W. S. Loggie, a well known business man in Chatham, N.B., and president of the Maritime Board of Trade, in which he says that as far as he can learn "there is no opposition to the principle of a federal bankruptcy law."

"I suppose," he adds, "it will be difficult to frame a law that will meet the views of bankers and merchants alike. The expenses of closing a small estate under the proposed law, I understand, would be excessive. I think, therefore, the details of such a law might be sent to boards of trade to consider and make suggestions."

Mr. Loggie's suggestion is a good one. It is not yet too late for the Government to draft a Bill, have it read once, submit it to the various boards of trade in the country, and let the House finally deal with it at the next session.

THE SALMON PACK OF 1900.

A NUMBER of statistical statements have been issued in regard to the pack of salmon in British Columbia last year, but what is claimed to be the most correct is one that has recently been compiled by R. P. Rithet & Co., Limited, of Victoria, B.C. Being the last report to be issued in regard to the canned salmon industry, the compilers have necessarily better opportunity to insure its correctness, but, aside altogether from this, the fact that it is the work of R. P. Rithet & Co. is a guarantee that it has been both honestly and well prepared.

According to the report in question the total pack of salmon in British Columbia

	1900	1899.
Fraser River .....	316,522	510,383
Skeena River .....	128,529	108,026
Naas River .....	18,238	19,443
Lowe Inlet .....	10,834	10,142
China Hat .....	4,138	.....
Rivers Inlet.....	75,413	71,079
Bella Coola.....	4,849	.....
Namu .....	10,106	7,200
Albert Bay .....	9,182	3,470
West Coast, V.I. ....	7,602	2,694
Total cases .....	585,413	732,437

The total pack in 1898 was 484,161 cases, and in 1897, 1,015,477 cases. The latter was the largest pack in the history of the industry.

Another interesting table is that showing the shipments of the pack in detail. In the

Ardnamurchan, which left the Fraser river December 3, 1900. A press despatch from San Francisco gives her cargo as 78,000 cases, but, according to the figures compiled by Rithet & Co., the number of cases was 73,578. What gave ground to the fear was the recent discovery of some cases of canned salmon along the Oregon Coast which was believed to be part of the Ardnamurchan's cargo. Already the price of canned salmon has advanced \$1 per case in Great Britain on the strength of the possible loss of the vessel.

AN IMPORTANT DECISION.

THE Court of Review, Montreal, has given a decision which all grocers should be acquainted with. In the case of Dame Jemima S. Walker vs. Dame Elizabeth Waldron et al, the plaintiff claimed from the defendants, Mr. and Mrs. Fenton, husband and wife, separated as to property, jointly and severally, the sum of \$478.71, balance of account for groceries and liquors sold and delivered to them from March 3, 1898, to May 25, 1900. The plaintiff alleged that the groceries were necessities, and that the husband was liable. The latter denied his liability for the debt, which had been contracted by his wife during his absence from the country, for the purpose of carrying on a boarding house; that he had provided for the wants of his wife over and above the amount which she receives in her own right, and that the plaintiff contracted solely with the female defendant, and gave credit to her alone. The court below dismissed the action, the debt having been contracted during the absence of the husband, and for the purpose of keeping a boarding house. Moreover, a large part of the account was for alcoholic liquors. The plaintiff had accepted a note and draft from the wife in full settlement, and could not now claim from the husband. The Court of Review held this judgment to be well founded, and the action was dismissed as regards the husband. The female defendant had not contested.

He who has an eye to the future will do his best for the business of to-day. That which a man does to-day is the foundation for the future.

DESCRIPTION OF PACK.

	½-lb. Flats.	1-lb. Flats.	1-lb. Talls.	Other Sized Cans.	Smoked	Total.
Fraser River—						
Sockeye .....	115,861	18,341	14,788	23,627	.....	172,617
Spring .....	241	801	3,695	600	29	5,366
Cohoe .....	5,717	14,131	8,907	2,177	.....	30,932
Chums .....	.....	14,582	90,263	.....	.....	104,845
Humpback .....	.....	.....	2,762	.....	.....	2,762
Skeena River—						
Sockeye .....	19,234	24,587	52,356	6,316	358	102,851
Spring .....	112	328	16,701	1,178	1,090	19,409
Cohoe .....	.....	488	591	.....	355	1,434
Chums .....	.....	.....	.....	.....	.....	.....
Humpback .....	.....	1,277	3,558	.....	.....	4,835
Rivers Inlet—						
Sockeye .....	6,491	9,050	51,386	.....	.....	66,927
Spring .....	.....	.....	368	.....	.....	368
Cohoe .....	.....	120	4,354	.....	.....	4,474
Chums .....	.....	.....	2,292	.....	.....	2,292
Humpback .....	.....	.....	1,352	.....	.....	1,352
Other Places—						
Sockeye .....	.....	4,781	35,092	4,207	.....	44,140
Spring .....	.....	109	2,332	350	.....	2,797
Cohoe .....	.....	.....	8,389	.....	.....	8,389
Chums .....	.....	.....	115	.....	.....	115
Humpback .....	.....	.....	9,508	.....	.....	9,508
Total Cases .....	147,656	88,595	308,809	38,521	1,832	585,413

last year was 585,413 cases, of which 386,535 cases were sockeye and 198,878 spring and fall salmon. The pack was made up in the foregoing way.

The canneries on the Fraser river, of course, supplied the greater part of the pack, with 316,522 cases. Next in order came Skeena river, with 128,529 cases. The pack on the former river in 1899 was 510,383 cases, and on the latter 108,026 cases, so that there was a decrease in the one and an increase in the other.

The pack by districts during each of the last two years was as follows :

following we give these details for the years 1900 and 1899 respectively :

	1900.	1899.
England—		
London, direct.....	51,095	150,670
" overland.....	10,143	5,733
Liverpool, direct .....	257,848	305,151
" overland .....	60,090	26,128
Via other ports .....	3,802	.....
Eastern Canada .....	79,171	114,736
Australia .....	25,903	41,518
Other destinations .....	59,237	4,246
Local sales.....	20,309	11,945
Stock on hand.....	20,815	12,079
Lost .....	.....	231
Total cases.....	585,413	732,437

Some fear is felt in regard to the safety of one of the salmon fleet ; namely, the

## CASH AND CREDIT IN VANCOUVER.

THE wholesale and retail grocers of Vancouver are awakening to their interests. Members of the trade suffer great hardship through the abuse of the credit system. The lot of the retail dispenser of tea and sugar, at its best, is not a bed of roses; he generally has to assume a pleasant countenance, seem in good humor when most annoyed, work harder and longer hours than almost any class of men in the city, and, what is the reward?

It is to be greatly deplored that lack of united action on the part of those interested has in the past caused great loss to most of those engaged in the trade. One seems to vie with the other which could sell some article cheapest, often below wholesale price. This we unhesitatingly pronounce bad business practice. The laborer is worthy of his hire and should obtain his reward for his time whatever he may sell therein.

We are often told that competition is the life of trade. We add, that reckless competition causes failures in every trade. When the purchaser comes to the grocer to buy he generally exacts satisfaction in price and quality, hence the seller should exact a definite day of payment.

If the goods differ in any respect from those purchased; if the quality be inferior or the price excessive, the buyer demands redress—but what if the terms of payment are entirely ignored? Who suffers? How can the grocer obtain redress? There is no use denying that there are many in Vancouver, like elsewhere, who will get all they can on credit and are entirely indifferent as to their obligations.

But the grocer plods along though seeing many of his colleagues losing their capital and the fruits of years of painstaking and diligent effort—at the same time, having, by an united action, a remedy within their power for the greater part of the ills they suffer from.

Workingmen of most trades have their unions, and through combinations of units they present an united strength demanding and getting a fair remuneration for their labor. The lawyers, doctors and other professionals have their codes of honor, etiquette and scales of fees, and, by compliance with the rules of their guild they are able to obtain from their clients and patrons the fees agreed and mutually stipulated upon.

The majority start in the grocery business with a few thousand dollars, full of vim and concentration of thought, planning and devising means and ways to push the business. Notwithstanding constant work, long hours, training of hand and brain, the

majority make shipwrecks of themselves in the trade. The mental worries and the vigilance demanded is greater than any other occupation giving same results.

Competition, riotous and ruinous, has crystallized into a custom, and custom to-day holds greater sway than equity and justice. The buyer is morally bound to pay weekly or monthly, or whenever the obligation matures, but custom often overrides the obligation, and the groceryman fears to demand justice lest his customer should in future patronize his opponent. Workmen, by united efforts, get their wrongs righted. Are all grocers of our cities less intelligent? Are they personally so sordid that they cannot realize that by throwing their lots into an united action, that they promote the true interest of all parties concerned?

Blame seemed attached, also, to some extent, to the wholesale trade, for too readily supplying goods to beginners who have not sufficient capital to conduct the business they undertake. There have been several instances in Vancouver where men with no capital, and sometimes without experience, have been supplied with big bills of goods. These, in order to get business, cut prices, and eventually fail. The wholesale men should protect those established in the trade, allowing them an opportunity to make their business succeed by demanding of all starting in competition satisfactory evidence of their financial ability to keep all obligations. In this manner, both the wholesale and retail would be benefitted, and the latter could formulate terms and conditions of sale and enforce them without the certainty that irresponsible parties would start up to demoralize the trade.

Surely the services of those who send into the various homes and hotels of our cities needful articles in quantities most suitable to the convenience of the recipients deserve a decent livelihood from their labor.

## A FIRM OF BROKERS ASSIGN.

W. S. Goodhue & Co., Montreal, brokers and commission merchants, made an assignment last week. There are four chief creditors: Eastern Japan Tea Trading Co., \$23,000; Central Tea Traders' Association, \$5,000; Kinlock, Lindsay & Co. (secured), \$9,000; Quebec Bank, \$18,000. Much sympathy is felt with Messrs. Goodhue in their misfortune.

The Galt, Ont., Board of Trade, was reorganized on Wednesday last week with F. H. Hayhurst, of James Warnock & Co. as president and A. G. Donaldson as secretary.

## PUMPKIN FLOUR

WHOLESOME ♦ APPETIZING  
ABSOLUTELY PURE

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

## TO THE GROCERS

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

FOR SALE BY ALL JOBBERS.

THE MORSE PUMPKIN FLOUR MILLS  
LEAMINGTON, ONT.

## WOODEN PACKAGES

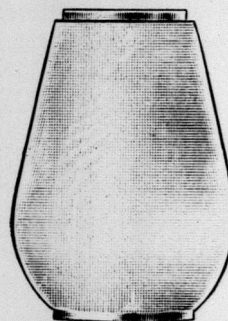
Suitable for Liquids in  
PAINTS, SYRUPS,  
PICKLES, OYSTERS, ETC.

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

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

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

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 "GLENER"

KINGSTON, JAMAICA, B.W.I.

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

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

Write for scale of charges, etc., to

THE GLENER CO.,  
Limited

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



# Vinegar

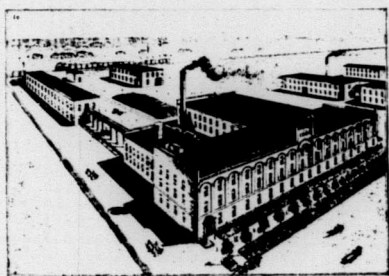
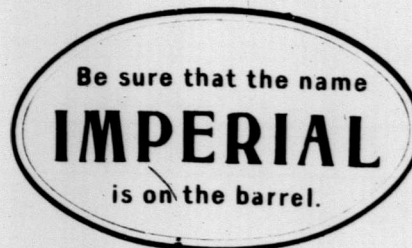
—may not be the highest profit-yielding article that you sell, but it is one of the highest—and it pays well to cultivate a trade in this line—by keeping the best, and only the best, at all times. The brand

## IMPERIAL

represents absolute purity, sparkling crystalline appearance, full standard strength and uniformity. The highest ingredients only are used in its manufacture.

**In the putting up of pickles  
it is specially adapted**

having been tried with every satisfaction by well-known and extensive pickle manufacturers



### THE WALKERVILLE MATCH CO., LIMITED

Manufacturers of the Celebrated

Maple Leaf, Crown,  
Knight and Imperial  
Parlor Matches



The well and favorably-known  
Hero and Jumbo  
Sulphur Matches

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

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

**Our Recipe...** for preparing "Kent" Baked Beans for the table is as follows:

"Empty the contents of the can into a bake dish, putting the piece of Pork on top of the Beans, adding a very little water if thought necessary. Put the dish into a rather warm oven for 15 or 20 minutes, and serve in the same dish. In this way the Beans come on the table whole, and with delicious brown color and flavor that distinguishes the 'Home-Made' Boston Baked Beans."

We will mail you a Sample Can on application.

**THE KENT CANNING CO., LIMITED, CHATHAM, ONT.**

Persistently Sticking to the Text, "Unrivalled Quality," is the Main Pivot upon which the

success  
of

# "SALADA"

revolves.

Pretty safe proposition to keep this popular brand well to the fore in your business, and watch the public appreciation of your judgment.

**BLACK—MIXED—UNCOLORED CEYLON GREEN**

*Sealed Lead Packets Only.*

Samples cheerfully forwarded on request.

Address: **"SALADA,"** Toronto and Montreal.



#### SOME OF THE RETAILERS' TROUBLES.

Editor CANADIAN GROCER,—For the many losses which we retailers suffer, the responsibility lies with the manufacturers and the wholesalers. Take for instance sugar. I am safe in saying that seven out of every 10 bbls. of granulated sugar are leaking when they reach the retailers. I have frequently found a bbl. of granulated 10 lb. short in weight. Sugar bbls. should be well made. Another thing, every nail driven in to fasten the hoops should be clinched, so as to leave the inside of the bbl. clean and smooth. Instead of that, 1 1/2 inch. cut nails are used and left sticking through an inch on the inside. This is the case not only with sugar, but with bbls. containing cornmeal and oatmeal. As a result, not infrequently, the clothing, arms and hands of the grocer and his assistants are torn when serving customers with the commodities which came to us in such bbls.

Then, take currants. A retailer buys a case of currants said to contain 140 lb. He pays for that amount, but nine times out of ten there is a shortage of something

like seven lb. The same thing obtains in regard to raisins.

Take lard as another instance. A pail of lard is sold to the retailer for 20 lb., and he pays for that weight; but scarcely one pail in a hundred weighs what it is said to weigh. As a rule it is 1 to 2 lb. short.

These are only a few of the many instances that might be cited of the difficulties with which the retailer has to contend. And is it any wonder that so many of them go to the wall?

A COUNTRY RETAILER.

March, 25, 1901.

#### SHOULD HAVE READ "VICTORIA."

In a recent issue of THE CANADIAN GROCER there appeared an item dealing with what purported to be early closing in Vancouver. Dixie H. Ross & Co., grocers, Victoria, kindly notify us that it should have read "Victoria." We therefore with pleasure make the correction.

#### STRIKING STARCH WRAPPERS.

THE CANADIAN GROCER has seen a set of the new wrappers being used by The St. Lawrence Starch Co., Port Credit, Ont., on their 1 lb. packages of "Ivory Gloss" starch. They make a very complete record of the prominent British generals who have

been actively engaged in South Africa, and will enhance the appearance of any store. With householders the wrappers will certainly become popular.

#### SUGAR IN THE MARITIME PROVINCES.

Messrs. S. S. de Forest, C. H. Peters and S. A. Jones, representing the wholesale grocers of St. John, N.B., left for Halifax on March 21 to interview the Nova Scotia Sugar Refinery people and the wholesale grocers there in regard to the proposed scheme to insure a better profit on sugar.

They met with a very cordial reception. They were entertained at lunch by the Nova Scotia Sugar Refinery people and given a dinner by the wholesale grocers.

They found the trade there as fully alive to the situation as the wholesalers in St. John, and the following committee was appointed to confer with them: Messrs. H. G. Bauld, N. W. Smith, J. W. Goreham, H. W. Wentzell and a representative from John Tobin & Co.

It was decided to form a Maritime Wholesale Grocers' Guild. The Halifax committee to look after Nova Scotia and Prince Edward Island, while the St. John committee will look after New Brunswick.

It will take several meetings of the joint committee before a final agreement is reached. There will also be a trip to Montreal to meet the refinery people there.

# MARKETS AND MARKET NOTES

## INFORMATION FOR BUYERS.

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

## ONTARIO MARKETS.

Toronto, March 28, 1901.

### GROCERIES.

WHILE the wholesale grocery trade is still quiet, it is not as much so as it was a week ago. The most active line, by long odds, is sugar, sales being heavier than for several months. The explanation of this is the anticipated advance in prices. There is, perhaps, a little better business being done, but the volume is still light. The situation continues to improve in regard to teas, but the scarcity of good, flavory descriptions still handicaps trade. Coffees are, on the whole, quiet. Currants and raisins are both quiet, with a further improvement to be noted in prunes. Mat figs are in fair demand and scarce. A fair business is also being done in such Californian evaporated goods as apricots and peaches.

### CANNED GOODS.

The situation in canned vegetables is practically much the same as it was a week ago, although, if anything, there is perhaps a little better demand being experienced. There is, however, no improvement in prices. The packers have had some inquiry from the wholesalers for tomatoes, but the kind wanted are those which the latter want to sell to meet the cut figure of 70c., but these low-priced goods appear to have all passed out of the hands of the packers. The ruling price for tomatoes to the retail trade is still 75 to 80c. At 75c. most of the houses are actually losing money. The season of 1900-01 is likely to be an unsatisfactory one for the wholesale dealers in canned vegetables. Beans range from 75 to 80c. and corn at from 70 to 80c. Canned fruits, and particularly peaches, are still improving as far as the demand is concerned. A demand is also springing up for canned pineapples. Canned salmon is quiet, with prices steady and unchanged. One of the vessels bound from British Columbia to Great Britain with over 73,000 cases of canned salmon is believed to have been lost. Prices are higher

in England in consequence. Locally, the ruling quotations on canned salmon are as follows: White salmon, \$1; pink, \$1.25 to \$1.30; sockeye, \$1.50 to \$1.65.

### COFFEES.

According to cable advices the market is fractionally higher on Brazilian coffees. But, in spite of this, the New York coffee market is stagnant. On the local market there is a little more disposition on the part of importers to operate, although there is still some hesitancy on their part to place orders. Wholesalers report a fair demand on retail account. Ruling quotations are still: No. 7, 8½c. per lb.; No. 6, 9c.; No. 5, 9¼c.; No. 4, 9½c.

### SPICES.

The market is quiet and firm for most lines of spices, except cloves, which are advised easier.

### SYRUPS AND MOLASSES.

Local wholesalers report a fairly good demand for both molasses and syrups. The representatives of the refiners report, how-

See pages 33 and 34 for Toronto, Montreal, and St. John prices current.

ever, very little doing in the latter, the demand being principally for corn syrups. High-grade open kettle molasses is scarce and firm in the outside markets.

### SUGAR.

The position of the local sugar market is, at the moment, in a more than usually satisfactory position. The demand is better than it has been for some months, both wholesalers and retailers buying freely in anticipation of an advance in prices. In the United States a slight advance has been paid for lower grade raw sugars on the spot, and it is said the refineries would be willing to pay a higher price for the higher grades for shipment the second half of April from Cuba if a sufficient quantity could be brought out. Stocks on hand in the United States are more than sufficient to cover present requirements, so there is no inducement to pay higher figures for spot sugars. The tone of the market is firm, and an advance in refined is looked for in New York. An advance there would certainly be followed by an advance here. Beet-root sugars are

firmly held at 9s. f.o.b. Hamburg, for both March and April delivery. Owing to the possibility of a duty being put on sugar in the United Kingdom, purchasing is being stimulated there. Stocks are fully 50,000 tons higher than the same time last year. Willett & Gray's Sugar Trade Journal, of March 21, expressed the opinion that when the question of duty is settled one way or the other, "a dull, easier market in Europe will likely follow, as English buyers are now oversupplied."

### RICE AND TAPIOCA.

There is the usual business being done in both rice and tapioca. We quote B rice at 3½c. per lb. and Japan at 5½ to 6c., and tapioca at 4¼ to 5c. per lb.

### TEAS.

The firmness on the price of good flavory Indian and Ceylon teas with point is still the feature of the market. Advices from abroad say these teas are in demand everywhere. On the local market there are practically none to be had. Low-grade Indian and Ceylon teas are still low in price, but they are not to be had on the same basis as they were a short time ago. During the past week one importing house tried to duplicate an order for a low-grade tea, but the holders cabled that they could not accept unless ½d. higher was paid. Representatives of shipping-houses report that there has been quite an inquiry during the past week for Ceylon green teas. Said one broker: "Ceylon greens in first hands which a month ago were going begging, are now almost exhausted, so great has been the demand of late. We have had to rebuy and pay a profit in order to fill wholesalers' orders which came in. There will be a distinct shortage until the teas now afloat arrive."

### FOREIGN DRIED FRUITS.

CURRANTS—The demand on retail account is still small, although some houses have experienced a little better business than a week ago. A few orders have been placed during the week for importation. Ruling prices are: Patras, 11 to 11½c. per lb.; Filiatras, 9¾ to 10c. per lb.; Vostizzas, 12½ to 13c. per lb. Cleaned currants are ½c. per lb. more.

VALENCIA RAISINS—Business is still dull, and the rather heavy stocks that are held locally do not tend to improve the situation. Good sound fruit we quote at 7 to 7½c. for fine off-stalk, and 7½ to 8½c. for selected.

CALIFORNIAN RAISINS—These are also

quiet and quoted nominally as before: 2-crown,  $8\frac{3}{4}$ c.; 3-crown, 9c., and 4-crown,  $9\frac{3}{4}$ c. per lb.

**PRUNES**—The demand continues to improve, and prices are steady, both locally and in the primary markets. Californian prunes,  $5\frac{1}{2}$ c. for 90's to 100's; 6c. for 80's to 90's;  $6\frac{1}{2}$ c. for 70's to 80's;  $7\frac{1}{2}$ c. for 50's to 60's;  $8\frac{1}{2}$ c. for 40's to 50's. French prunes,  $3\frac{1}{2}$  to 4c. per lb.

**DATES**—Trade is keeping up fairly well at  $4\frac{1}{2}$  to 5c. for Hallowees, and 4 to  $4\frac{1}{2}$ c. for Sairs.

**FIGS**—Tapnet figs are getting scarce and prices are firmer at  $3\frac{1}{2}$  to  $3\frac{3}{4}$ c. per lb.

**CALIFORNIAN EVAPORATED FRUITS**—A fair demand is being experienced in both apricots and peaches. The ruling prices to the retail trade are as follows: Apricots,  $11\frac{1}{2}$  to  $12\frac{1}{2}$ c. per lb., in 25 lb. boxes; peaches,  $8\frac{1}{2}$  to 10c. per lb. in bags and 10 to 12c. in boxes, according to quality.

#### GREEN FRUITS.

It is easily seen that the market is experiencing the between seasons quietness. Yet there is a fair trade for March. A good demand for Valencia and navel oranges is reported at steady prices. Californian seedlings are expected shortly, but there is no information as to the likely range of prices. Lemons are in moderate demand, but the market is weak. Bananas are moving well at firm prices. The export trade in apples, which has been extremely satisfactory all season, is practically over. A good local demand is noted at \$4 to \$5 for choice eating apples. Malaga grapes are about done, but the few left are in small demand at \$6 to \$6.50. Sweet potatoes are steady at \$5. Some choice tomatoes are selling at \$4.50 to \$5 per 6 basket carrier. Cocoanuts are not yet moving. They are 25c. lower, the range now being \$3.50 to \$3.75. A few cranberries are still selling. Prices continue stiff. Fancy pineapples are in fair demand at 30 to 35c. each.

#### BUTTER AND CHEESE.

**BUTTER**—Dairy rolls are in good demand. Large rolls are easy as there is an accumulation. Few tubs are offering and none are wanted. Creamery butter in boxes and prints is 1c. lower as receipts are rather heavy. We quote as follows: Dairy prints, 18c.; rolls, 17 to 18c.; tubs, 17 to 18c.; second grade tubs, 13 to 15c.; creamery prints, 21 to 22c.; boxes, 20 to 21c.

**CHEESE**—Last week's decline brought cheese to a steady basis, which still holds good. There is a fair trade at  $9\frac{3}{4}$  to 10c.

#### COUNTRY PRODUCE.

**EGGS**—The market fluctuates from day to day, but last week's range,  $12\frac{1}{2}$  to 13c., is the most general basis for new-laid eggs.

**BEANS**—A moderate movement is reported, with prices steady at \$1.60 to \$1.65 for hand-picked and \$1.50 to \$1.60 for primes.

**HONEY**—The movement is moderate. Prices are steady. We quote 9 to 10c. for extracted clover, and \$2.40 to \$2.60 for No. 1 clover comb.

**DRIED APPLES**—The market is dull. A few evaporated are moving at  $5\frac{1}{4}$  to  $5\frac{3}{4}$ c., but practically nothing is doing in dried, which are nominally worth  $3\frac{1}{2}$  to  $3\frac{3}{4}$ c.

**MAPLE SYRUP**—A fair movement of old stock is reported at 85c. for wine gal.; \$1 to \$1.10 for Imperial 1-gal. tins; 90c. to \$1 per gal. for Imperial 5-gal. tins.

**POULTRY**—There is a good demand for turkeys for Easter, and choice fresh killed stock is worth from 12 to  $12\frac{1}{2}$ c. Geese are not much wanted, and few are offering. Ducks are steady at 50 to 75c. per pair, and fowls at 65 to 80c. for chickens, and 35 to 50c. for hens.

#### FISH AND OYSTERS

There is a good general trade doing. Haddies are still scarce. Trout and whitefish are in brisk demand. Oysters are not selling as briskly as they were, but are steady in price. We quote: Fresh fish—Codfish, 6 to 7c.; haddock, 5 to 6c.; British Columbian salmon, 12 to 15c. Frozen fish—Trout, 8c.; whitefish, 7 to  $7\frac{1}{2}$ c.; perch, 5c.; pike, 6c. Smoked fish—Finnan haddies,  $7\frac{1}{2}$  to 8c. per lb.; Digby herrings, 18c. per box; ciscoes, \$1.25 per 100; mild-cured bloaters, 50 in box, \$1.25; No. 1 split herrings, \$4.75 to \$5 per bbl. Salted fish—British Columbian salmon, No. 1, \$14 per bbl.; Labrador salmon, \$14 per bbl.; green cod, No. 1, \$4.75 to \$5 per 200 lb.; small, \$3.75 per 200 lb. Prepared fish—Dried cod, in 112 lb. bundles, \$4.75 per cwt.; flitched cod, \$5 to \$5.25; boneless cod, in bricks, 5 to  $5\frac{1}{2}$ c. per lb.; steak cod,  $6\frac{1}{2}$ c. per lb.; shredded cod (2 doz. in box), \$1.80 per box; boneless fish, loose, in 25-lb. boxes, 4 to  $4\frac{1}{2}$ c., and 5-lb. boxes, 5c. per lb. Oysters—Southern mediums, \$1.10 per gal.; Baltimore standards, \$1.25 per gal.; Baltimore selects, \$1.50 to \$1.60 per gal.; New York mediums, 80c. per 100; New York selects, 60c. per 100.

#### GRAIN, FLOUR, BREAKFAST FOODS.

**GRAIN**—Ontario wheat has declined 1c. since last week's rise of 2c., making the range at outside points 64 to 65c. for both red and white. Manitoba No. 2 hard is steady at  $91\frac{1}{2}$ c. Toronto. The deliveries on the local street market are small, owing to the bad roads. We quote as follows: Wheat, white and red,  $68\frac{1}{2}$  to 69c.; goose, 66c.; oats, 34 to  $34\frac{1}{2}$ c.; peas, 66c.; rye, 52 to  $52\frac{1}{2}$ c.; barley, 46c.

**FLOUR**—Prices are steady. We quote on track, Toronto (bags included): Manitoba

patents, \$4.40; Manitoba strong bakers', \$4.15; Ontario patents, \$3.70 to \$3.85; straight roller, \$3.40 to \$3.60.

**BREAKFAST FOODS**—There is a moderate demand. We quote: Standard oatmeal and rolled oats, \$3.35 in bags, and \$3.45 in bbls.; rolled wheat, \$2.50 in 100-lb. bbls.; cornmeal, \$2.75; split peas, \$4; pot barley, \$3.90.

#### HIDES, SKINS AND WOOL.

**HIDES**—A decline of  $\frac{1}{2}$ c. is noted in green and  $\frac{1}{4}$ c. in cured hides. We quote: Cowhides, No. 1,  $6\frac{1}{2}$ c.; No. 2,  $5\frac{1}{2}$ c.; No. 3,  $4\frac{1}{2}$ c. Steer hides are worth 1c. more. Cured hides are quoted at  $7\frac{1}{4}$  to  $7\frac{1}{2}$ c.

**SKINS**—Veal skins are 1c. lower. There is no other change. The market is dull. We quote as follows: No. 1 veal, 8-lb. and up, 8c. per lb.; No. 2, 7c.; dekins, from 40 to 60c.; culls, 20 to 25c. Sheepskins, 90c. to \$1.

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

#### MARKET NOTES.

Creamery butter has declined 1c.

Cocoanuts are 25c. lower. The range is now \$3.50 to \$3.75.

Good flavory Indian and Ceylon teas continue firm and scarce.

#### SHOP REGULATIONS IN ONTARIO.

In the Ontario Legislature on Tuesday, Hon. John Dryden introduced a bill to amend the Shops' Regulation Act. He explained that one clause was intended to place the onus of providing sanitary appliances on the owner rather than the tenant of the premises. Another clause was intended to make clearer the section providing that no employe in a bakeshop should be required to work more than 12 hours a day. At present a man might work eight hours on a Monday and eight hours on Tuesday, commencing at midnight, or 16 hours continuously, and yet, technically, he is said to have worked only eight hours on the same day. A further clause made it impossible for barbers to compel employes to work on Sunday.

#### NEW CANNING FACTORY.

The town of Owen Sound, Ont., on Tuesday this week, passed a by-law to lend a company represented by W. A. D. Graham \$5,000 for ten years to assist in the establishment of a canning factory. The company will instal a first-class plant, to cost at least \$20,000, and guarantee to employ at least 40 hands the year around. The factory will be built in Brooks, a suburb of Owen Sound.



Toronto Commission Houses.

MAPLE SYRUP

We are offering this week some fine flavored Maple Syrup and Sugar.

CALIFORNIA PRUNES

We handle Griffin & Skelley's Fancy "Santa Clara" Stock, undoubtedly the very best you can buy. Get our quotations before buying elsewhere. See our traveller or write us for prices of New Messina Lemons for your summer trade.

McWilliam & Everist,

Wholesale Fruit, Produce and Commission Merchants  
25 and 27 Church St., TORONTO, Can.  
Office Phone 645. Warehouse Phone 8394.

Butter Cheese  
Eggs Poultry

Consignments Solicited.  
Highest Prices. Prompt Returns.

The Wm. Ryan Co.,

Limited.  
70 and 72 Front St. E., Toronto.

SMOKED MEATS  
PURE LARD

Our "MAPLE LEAF" brand is unexcelled.

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

D. GUNN, BROTHERS & CO.

Pork Packers and Commission Merchants  
76-78-80 Front St. E. - TORONTO.

Save Money

by placing your orders at once for first quality

SPRUCE BUTTER TUBS

for delivery early this spring. Get our quotations now, it will pay you.

Rutherford, Marshall & Co.

Commission Merchants,  
68 Front Street East, Toronto.  
Telephones 2869 and 2641.

The

DAWSON Commission Co., Limited

FRUIT, PRODUCE AND COMMISSION MERCHANTS.

Cor. Market and Colborne Streets. TORONTO

...EVERY...

COMMISSION MERCHANT

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

QUEBEC MARKETS.

Montreal, March 28, 1901.

GROCERIES.

THE advent of a milder temperature has brightened trade in such goods as pickles, liquors and bottled goods that cannot be shipped in freezing weather. Otherwise trade remains much about the same as last week. Sugar is a little stronger and many dealers are stocking while the present low prices remain in force. Everything points to higher values. Molasses has taken a turn for the better, after dropping to a normal quotation of 9c. first cost at Barbadoes. We understand that an offer to buy 2,000 puncheons at 9c. was turned down by cable this week while another of 9½c. was taken into consideration. It would seem that the bottom was reached and that there ought now be a reaction. There is not much new to note in canned goods. No one wants to buy large quantities. The prices in many cases seem to depend on the customer. The demand is only fair. Lard and provisions hold up well. The dried fruit market continues in poor shape. Currants are in rather good request while other lines are not inquired for very freely.

SUGARS.

The tone of the sugar market is quite strong. In New York, centrifugal 96 test is 1-32c. per lb. higher, and European raw sugar has a strong tendency. Refined sugar in Montreal is quoted at unchanged figures, \$4 45 for granulated and \$3 60 to \$4.25 per 100 lb. for yellows, as to quality. City 5c. extra. Both wholesalers and retailers are buying freely.

SYRUPS.

The demand for syrups continues quite brisk. Cane syrup is selling all the way from 1½ to 2c., and corn syrup is quoted at 2¾ to 3c. The demand is principally for the latter article.

MOLASSES.

It had been expected that spot molasses would decline this week, but prices are still held at 34 and 35c. Some sections, however, are now enjoying open prices. At the Island, Barbadoes molasses is reported firm at about 10c. Higher prices are confidently expected once the demand sets in.

CANNED GOODS.

The wholesale houses are forcing the sale of canned goods and gradually they are working off their stocks. They are not doing this so much by reducing their prices, although slight concessions are being made, but rather by inducing the retailers to lower their prices and increase the sales. The retail prices of canned goods seem to have been too high and the wholesalers have

The following Brands manufactured by

The AMERICAN TOBACCO CO.

OF CANADA, Limited.

Are sold by all the Leading Wholesale Houses

CUT TOBACCO

OLD CHUM.

SEAL OF NORTH CAROLINA  
OLD GOLD

CIGARETTES

RICHMOND STRAIGHT CUT.

SWEET CAPORAL.

ATHLETE.

DERBY

Winnipeg Brokers.

M. B. STEELE

Wholesale Commission Merchant and Broker.

Correspondence and Agencies Solicited.

Sanford Block, WINNIPEG, CANADA.

P. O. Box 731.

JOSEPH CARMAN . . .

WHOLESALE MERCHANDISE BROKER AND MANUFACTURERS' AGENT.

Winnipeg, Manitoba, Canada.

Secretary Winnipeg Fruit and Produce Exchange  
Correspondence and Agencies Solicited.

W. R. ROWAN

Manufacturers' Agent and Commission Merchant.

Correspondence Solicited.

OFFICE: 132 Princess St., Winnipeg, Man.

STORAGE

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

E. NICHOLSON

Wholesale Commission Merchant and Broker.

115 Bannatyne Street East, Winnipeg, Man.

Winnipeg Fruit Merchants.

THE RUBLEE FRUIT CO.

LIMITED.

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

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

Winnipeg Advertising Agents.

ADVERTISING in WESTERN CANADA

will be Carefully, Efficiently, and Promptly attended to by

The Roberts Advertising Agency,  
WINNIPEG, CANADA.

taken the right step to bring more activity into the line. Tomatoes are selling from 80 to 87½c., and in fair quantities, although no large sales are being made. Corn is worth 70 to 80c., and peas 70 to 95c. Salmon remains quite firm as stocks are quite light. There is no red sockeye obtainable under \$6, with the better grades bringing \$7 a case. Cohoes are quoted at \$1.30. Fruits are in fair demand at unchanged prices. This season, there have been some good quantities of canned Californian fruits disposed of on this market, more business being done this year than for many seasons. The quality of the fruit was first class and the price reasonable, and the business seems to have given satisfaction all around. It is expected that if circumstances favor these importations again they will be much larger than they were this year.

## SPICES.

The spice market is reported steady to strong. The demand on retail account is slow. We quote as follows: Nutmegs, 35 to 65c. per lb., as to size; Penang mace, 45 to 50c. per lb., as to quality; pimento, ground, 12½ to 15c.; cloves, 15 to 25c.; pepper, ground, black, 17 to 20c., according to grade; white, 25 to 27c.; ginger, whole Cochin, 15c.; Japan 10c.; Jamaica, 20c.; ground, Japan, 15c.; Cochin, 20c.; Jamaica, 25c.

## RICE.

The demand for rice continues moderate, with no new feature. Prices are likely to remain steady for some time to come at the mills figures. We quote: CC rice, \$2.90 to \$3; B rice, \$3 to \$3.15, according to quantity; Japan, imported, 4½ to 5½c.; Canadian Patnas, 3¾ to 4c., imported Patnas, 4¼ to 4½c., according to quality; best Carolina Leads, 9 to 9½c.

## DRIED FRUITS.

CURRENTS—The demand for currants is rather better this week. Stocks in the retailers' hands are light, and, although they do not buy heavily, the demand is quite general, and totals a fair volume of trade. The ruling price is 8½ to 9c. for Filiatras, and 9 to 9¼c. for fine Filiatras, in half cases.

VALENCIA RAISINS—There is a good deal of complaint heard about the slow demand for raisins. It is difficult to give a market price, as no one price is general. Dealers are eager to clear out stocks that are not going down very rapidly. Fine off-stalk are worth 7 to 7½c., and off stalk 6½c. Selected raisins are quoted at 7½c. and layers at 8c. It is said that some Valencias are obtainable at 5½c. and Sultanas at 6c.

PRUNES—Prices are remaining at about the same as we quoted last week. French prunes are worth about 3¼c. Californian prunes are selling at prices that are about 10 per cent. below what it costs to lay the goods down here direct from California. We quote: 5c. for 90-100's; 6½c., 60 70's, and 7½c., 40 50's. Within the next 60 days there is to be an advertising crusade carried on to increase the consumption of prunes.

DATES—London Standards are worth 3¼c., and New York Standards about 4½c. The demand is only fair.

EVAPORATED FRUITS—A good trade is being done in evaporated apples, which are selling from 5½ to 6¼c., per lb. Evaporated pears are worth 11 to 11½c.; peaches, 9½c., and apricots, 11c.

## NUTS.

Nuts comprise one of the lines that dealers are pushing out of stock, but yet prices are fairly well maintained. We quote as follows: Shelled walnuts and Bordeaux, 20c.; pure Mayette, 21c.; unshelled walnuts, Marbots, 10c.; pure Mayette, 11½ to 12½c.; Sicily filberts, 10½c.; Valencia almonds, 33 to 35c.; Tarragona almonds, 13½ to 14½c.; peanuts, 6½ to 7½c.

## TEAS.

Teas are dull; a story that is growing old. Yet, as stocks are light, it is said that buyers will have to come on the market yet. Of old Japans there are still a few on the market obtainable under 15 cents, but their quality is not first class. Good mediums are worth 16 to 18c. Ceylons are steadily improving. Green teas are rather slow.

## GREEN FRUITS.

Owing to heavy receipts of oranges the market has reacted and prices are 25 to 50c. lower. Six carloads of bananas have been brought to Montreal this week, but the demand for them is not heavy. Lemons are also lower. The demand for all lines is rather slow this week. We quote: Californian navels, first grade, \$3.35; second grade, \$2 to \$2.50; Valencia oranges, 420's, \$4.75; Jumbos, \$5.25 to \$6.00; 714's, \$5.50; Florida, bright and russet, \$4.50; bitter marmalade, \$3 per box; Messina lemons, 300's, \$2.00 to \$3.00; 360's, \$2.25 per box; bananas, 80 to \$2.25 per bunch. Apples, \$4.00 to \$5.00 per bbl.; cranberries, \$12.00 to \$13.00 per bbl., soft, \$2.00 to \$3.00; Spanish onions, \$2.25 per case and \$1.20 per small crate; chestnuts, 10c. per lb.; sweet potatoes, Vinelands, \$4.00 per bbl.; figs, 8 to 12c.; Malaga grapes, \$5.50 to \$8.50 per keg; Californian fancy pears, \$4 to \$5; pineapples, 15 to 35c.; Californian celery, \$4.25 to \$5 per case; Californian

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

## Toronto Fruit Merchants.

FANCY NAVEL ORANGES  
FANCY MESSINA LEMONS

Also Fine Assortment  
EVAPORATED FRUITS.

## Strained Honey and Maple Syrup

Your Orders receive prompt and careful  
attention

CLEMES BROS.,  
51 Front East, TORONTO.

## NAVEL ORANGES

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

## LEMONS—Car fancy Messinas.

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

HUSBAND Bros. &  
Co.

Telephone 54. 82 Colborne St., Toronto.

## Victoria Fruit Merchants.

From the Atlantic to the Pacific,

OKELL & MORRIS'  
(Gold Medal Brands) of Whole Fruit Preserves

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

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

## Victoria B. C. Commission Merchants.

## PATTON &amp; SONS

Wholesale Produce  
and  
Commission Brokers

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

Consignments Solicited.  
Advances Made on Warehouse  
Receipts.

AGENCIES ACCEPTED.

## New Brunswick Lobster Cannery.

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.

cauliflower, \$2.50 per crate; Florida tomatoes, \$4.00 per crate; radishes, 35 to 40c. per dozen bunches; Boston lettuce, 75 to 90c. per dozen; Canadian lettuce, 20 to 40c. per dozen.

#### COUNTRY PRODUCE.

**EGGS**—Owing to large receipts of fresh stock from the west the market has declined 2c. per dozen, sales of 15 to 20 cases being reported at 13c. Some houses refuse to sell under 14c. Sales are being made in the west at 11c. f.o.b.

**MAPLE PRODUCT**—There has been more demand for maple syrup, and several lots of old stuff have been cleared out at 55 to 65c. per tin. In wood it is offered at 5½c. Holders of both syrup and sugar are eager to clear in view of new crop. Sugar is worth 7½ to 8c. per lb.

**HONEY**—The market is almost completely bare of white clover honey in comb, which is quoted at 13 to 14c. in cases. Dark in comb is worth only 8 to 9c.

**POTATOES**—Small jobbing lots bring 50c., but large lots are worth only 37½ to 40c. The tone of the market is easy.

**ASHES**—The market is weak at a further decline of 15c. per 100 lb. Sales have been made this week at \$4.35 for firsts, making a drop of 75c. per 100 lb. during the last few weeks. Seconds are nominal at \$4.10. Pearls are scarce at \$6.50.

#### FLOUR AND GRAIN.

**FLOUR**—The past week has been quiet locally. We quote as follows: Manitoba spring wheat patents, \$4.25 to \$4.50; winter wheat patents, \$3.65 to \$4; straight roller, \$3.30 to \$3.40; in bags, \$1.60 to \$1.70, and Manitoba strong bakers', \$4.00 to \$4.20.

**GRAIN**—We quote: No. 1 spring wheat, 78c.; peas, 73c.; rye, 58 to 59c.; No. 2 barley, 49c.; oats, 35c.; buckwheat, 56 to 57c.; corn, 49 to 50c.; barley, 53c.

**OATMEAL**—The market remains quiet, but steady. Prices are still \$3.40 to \$3.45 in barrel lots and \$1.65 for bags.

**FEED**—Notwithstanding high prices there is still a demand for Ontario bran in bulk. Sales have been made this week at \$17.25 to \$17.50 in carlots. Shorts are firm at \$18 to \$18.50, and mouille at \$19 to \$25, as to quality.

**HAY**—The market here is firm, notwithstanding the decline in England. We quote as follows: No. 1, \$10.50 to \$11; No. 2, \$9.50 to \$10, and clover \$8 to \$8.25 per ton in carlots on track.

#### FISH.

Tommy cods are finished and there will be no more this season. Frozen herring are still scarce and high. The price of salmon has fallen off to enable dealers to clear stocks. Finnan haddies are scarce. We quote: Fresh fish—British Columbian

## GET YOUR BULK MIXED PICKLES AND CHOW CHOW FROM— TAYLOR & PRINGLE OWEN SOUND, ONT.

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

Full lines, Nuts, Dates, Figs; Oysters, Finnan Haddies, etc.  
If you want "The Best" at right prices, order from us.

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

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

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

Be sure you sell them **HIRES**.

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

All Wholesalers keep it.

Here is our **PUSH**—it deserves yours. Get up and hustle. Send us your order for One Gross Hires Rootbeer Extract, giving your jobber's name through whom you wish

it filled, and we will send you One Case (2 dozen bottles) Hires Carbonated Rootbeer, **FREE**.

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

#### PRICE TO DEALERS.

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

SEND YOUR ORDER TO....

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

## Twentieth Century Teas

Old things are passing away.

## Ceylon Green Teas

are the **Newest** and **Best** production in Green Tea of the Finest Tea Country—**Ceylon**.

Order from

## A. M. SMITH & CO.

Wholesale Grocers, LONDON, ONT.

## CONCERNING COFFEES

We are now offering some splendid values in RIO, MOCHA, JAVA, CEYLON, COSTA RICA, MARACAIBO, SANTOS, etc. Their flavor we guarantee to be pure and smooth. There is always a good demand for them.

## CONCERNING CORKS

We manufacture and import all kinds of corks of the highest quality. Intending buyers should consult us before placing their orders.

## CONCERNING TEAS

The wholesale trade cannot do better than to let us send them quotations and samples of our JAPAN, INDIAN, CEYLON or CHINA Teas.

You are sure to be well pleased with both our prices and the quality of our goods.

**S. H. EWING & SONS, 96 King Street**

**MONTREAL**

salmon, 10c. per lb.; haddock, 3½ to 4c.; codfish, 3 to 3½c.; halibut, 10c.; whitefish, 6c.; pike, 4 to 4½c.; dore, 5½ to 6c.; fresh frozen herring, \$1.20 to \$1.25 per 100 fish; smelts, 3 to 5c.; steak cod, 4½c..  
Salt fish—British Columbian salmon No. 1, \$13.00 per bbl.; Labrador salmon, \$12.50 to \$13 per bbl.; green cod, No. 1, \$6.50 to \$7.00 per 200 lb.; small, \$5.00 per 200 lb.; Loch Fyne herrings, \$1.05 per keg; Dutch herrings, 75 to 80c. per keg; No. 1 Nova Scotia herring, \$4.75 to \$5 per bbl.; No. 2 mackerel, \$10 per bbl.; ½'s, \$5.50 to \$6. Smoked fish—Finnan haddies, to 7½c. per lb.; smoked herrings, 15c. per box. Prepared fish—Skinless cod, in 100-lb. cases, \$4.50; dried cod, in 112-lb. bundles, \$4.75 to \$5.00 per cwt.; boneless cod, in bricks, 5 to 5½c. per lb.; boneless fish, loose, in 25-lb. boxes, 4c., and 5-lb. boxes, 5c. per lb.; bloaters, \$1.75 per box. Shell oysters—Choice malpecques, \$7 to \$8 per bbl.; Miramichi, \$5 per bbl. Bulk oysters, \$1.30 for Standard, and \$1.50 for selects.

### LIQUORS.

A good trade is passing in all kinds of liquors since the warm weather set in. We quote:

SCOTCH WHISKIES.	
	Per case of quarts.
Roderick Dhu	\$9.50 less 3 p.c. 30 days
Usher's O.V.G. Special Reserve	9.75
Usher's G.O.H.	12.25
Gaelic, Old Smuggler	9.75
Greer's O.V.H.	9.50
Old Mull	9.75
Sheriff's One Star	10.25
" V.O.	10.50
Kilmarnock	9.75
Doctor's Special	10.00
House of Lords	10.75
Bulloch, Lade & Co.	
Special blend	9.25
Extra special	11.00
John Dewar & Sons	
Extra special	9.50
Special liqueur	12.25
Extra	16.50
James Ainslie & Co.	
Highland Dew	6.75
Glen Lion, extra special	12.50
J. Brown & Co.	
Duke of Cambridge	12.00
Mitchell's	
Heather Dew	7.00
Special Reserve	9.00
Mullmore	6.50
W. Teaches & Sons	
Highland Cream, qts., \$9.50 less 3 p.c. 30 days.	

### CANADIAN WHISKIES.

	In barrels per gal.
Gooderham & Worts, 65 O.P.	\$4.50
Hiram Walker & Sons	4.50
J. P. Wiser & Son	4.49
J. E. Seagram	4.49
H. Corby	4.45
Gooderham & Worts, 50 O.P.	4.10
Hiram Walker & Sons	4.10
J. P. Wiser & Son	4.09
J. E. Seagram	4.09
H. Corby	4.09
Rye, Gooderham & Worts	2.20
Hiram Walker & Sons	2.20
J. P. Wiser & Son	2.19
J. E. Seagram	2.19
H. Corby	2.19
Imperial, Walker & Sons	2.90
Canadian Club, Walker & Sons	3.60
	Less than one bbl. per gallon.
65 O.P.	\$4.55
50 O.P.	4.15
Rye	2.25

### CHAMPAGNE.

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

	Per Case.
Comte de Castellane—	
Cuvee Reservee { Quarts	\$12.50
{ Pints	13.50
Carte d'Or	15.00
Champagne Ve Amiot—	
Carte d'Or	16.00
Blanche	13.00
d'Argent	10.50
Pommery—	
Sec and Extra Sec.	Quarts. Pints.
Mumm's—	\$28.00 \$30.00
Extra Sec.	28.00 30.00
Moet & Chandon—	
White Seal	28.00 30.00
Brut Imperial	31.00 33.00
Perrier-Joet—	
Fruit	28.00 30.00
Reserve Dry	28.00 30.00

### GIN.

	Per Case.
Pollen Zoon—	
Red, c. ses of 15 bottles	\$9.75
Green, " 12 "	4.75
Violette, " 12 "	2.45
P. Hoppe "Night Cap" Brand—	
Red, cases of 15 bottles	10.50
Green, " 12 "	5.25
Yellow, " 15 "	10.75
Blue, " 12 "	5.40
Poney, " 12 "	2.50
Draught—	
Hogsheads	\$2.95
Quart r casks	3.00
Octaves	3.05
De Kuyper—	
Violet, 2 doz. cases	5.30
Green, " "	6.00
Red, " "	11.50
White, " "	4.00
Terms, net 30 days, 1 per cent. off 10 days.	
In five case lots, freight may be prepaid.	
Key Brand—	
Red cases	10.25
Green "	4.85
Poney "	2.60
Melcher's—	
Infantes (4 doz)	4.75
Picnic	7.75
Poney	2.60
Blue cases	4.75
Green "	5.50
Red "	10.25
Honeysuckle, sma l.	7.90
large	15.25

### CHEESE AND BUTTER.

CHEESE—Stocks are being rapidly reduced in the city at 9½ to 9%.

BUTTER—The market is weak and lower. Creamery is selling at 21½ to 22c., and dairy at 14 to 16c.

### MARKET NOTES.

Higher prices are looked for in molasses. Quotations at the Islands are already higher. Most chemicals are higher for import than last year. Washing soda will rule higher than last year to the extent of 2½ to 3c. per 100 lb. Bicarb will be 5 to 10c. higher per keg. Borax is rather firm in a steady market. Alum is about 10c. per 100 lb. higher.

### NEW BRUNSWICK MARKETS.

OFFICE OF THE CANADIAN GROCER.

St. John, N.B., March 27, 1901.

**B**USINESS continues to improve. A number of Nova Scotian packets are already on their regular routes. It will, however, be some weeks before the river is open. The wholesale trade make much complaint about the delay in getting cars for inland business. Our importers feel keenly the fact that the steamers coming to our port from England charge so much higher rates of freight than those to American ports, the more as our steamers have a large subsidy. It is felt that when they are given a subsidy it should be with the understanding that they charge at least no higher rates than the steamers to American ports. In the markets there is little change. With the exception of pork products and fish, prices keep quite low.

OIL—In burning oil there is no change in price. The volume of business is not so large. In paint oils, there is but a fair movement, owing to market being easy. Prices are tending rather lower. Orders are for limited quantities. Lubricating oils are unchanged. Forward sales have been large, and shipments will soon begin. In wax and candles, prices remain unchanged. Cod oil is high and but a limited stock is held.

SALT—In Liverpool coarse salt shipments continue to be received. The regular

steamers will run but a few weeks longer. There continues to be but a light sale. There is quite a large stock here, but it is held in few hands, largely by one house. Prices are firm. In fine salt there is a good general demand, chiefly for Canadian. 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 but a fair demand. The market is easy. There seems considerable stock still in packers' hands. In fruits there is a fair sale. Pineapples seem to have rather less demand. Peaches are firmer. Strawberries are scarce. Blueberries are firm. Oysters are quoted rather lower. The 8-ounce tin continues to be largely sold. Salmon is firm. In haddies the stock is light and higher prices are expected. Domestic sardines are dull and the sale of imported is small. In meats the demand has hardly yet opened. Prices are quoted higher, particularly for corned beef. Dealers quite freely stocked at the low figures. In ox tongues, American prices are quoted low this season. Bacon and sliced beef in glass are new lines.

**GREEN FRUITS**—In this market oranges are large sellers, chiefly Valencias. Prices are firm and rather higher. In Californians, though values are low, sale is slow. Lemons are low. They have continued good sellers. Some fancy stock is offered. Bananas are still light sellers, but regular season is near at hand. The market is usually firmer here than in Montreal, as they are never consigned. Apples share a wide range in price. Stocks are not large and for best fruit prices are quite high. A few cranberries are offered, but the high figure does not allow much business.

**DRIED FRUITS**—There is nothing of particular interest. Raisins are dull. The sale is chiefly for seeded, which are rather easier. Stocks held here were largely bought at full figures. In Californian prunes, the stock is not large. Goods have been sold very close to cost. Some fruit has been offered from New York at less than Coast prices, but stocks there seem light. At the Coast, the market shows little change. In apricots and peaches, little is doing. Currants are firm. A fair trade is being done in cleaned. Dates are low, but there is a fair sale. Figs are dull. In onions, first prices on Egyptian have been received.

## Appearance is not Everything

but Quality with Appearance is all right.

We give you both in

## CLARK'S TONGUE LUNCH

Ask your Wholesale House about it.

## New Molasses

100 Puncheons Grocery Barbados.

First of the season, just received, and for sale low in car lots.

Write or wire for Quotations.

Baird & Peters, St. John, N.B.



If You Sell \_\_\_\_\_

*Montgomery Lines*  
*4/01 see eni book page 154*  
 REGISTERED  
**Bow Brand**  
 BRANDS

## Sour Gherkins

you are giving your customers the best goods and the best value for their money.

Write direct or ask your wholesaler for quotations.

Prepared by \_\_\_\_\_

**Shuttleworth & Harris**  
 BRANTFORD, CANADA.

# Ogilvie's Hungarian

# Ogilvie's Glenora....

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

Superior Quality  
Always Good

They are quite high. They will be on the market quite shortly. At present, onions are high here. In evaporated apples, the market is unsettled. The stock is not large. Dried apples are easier, and there is no large quantity here. In cocoanuts, some very nice stock is offered.

**DAIRY PRODUCE**—While eggs are lower, there is a feeling that prices will advance. Shippers are likely to hold back stocks, looking for better prices nearer Easter. Butter is quite plentiful. Prices are lower, and the demand is rather dull. Some good quality is offering. Cheese are rather easier. Small are scarce.

**SUGAR**—Market shows little change. Granulated sells freely. There is considerable foreign here. It is of good quality. In yellows, some Montreal sugars have been received.

**MOLASSES**—This is a rather dull market. There is still quite a little old stock, chiefly Porto Rico, here. On this, of course, a loss is being made. In new goods, Porto Rico sells slowly. Many dealers look for lower prices, and will only buy in a small way. The second cargo is to hand this week. Reports from the Island are that values there are firm. In Barbadoes, prices on the Island have gone low, being 5c. below that which was paid for stock now here. This tends to light sales. New Orleans is dull. Syrup in tins has some sale. Bulk goods are dull.

**FISH**—In dry cod, prices are much higher, but while full figures are likely to rule it is not expected present figures will hold. Pollock is a light sale at even figures. In finnan haddies, the market is firm.

Haddock are being brought from Boston to be smoked. Smoked herring hold firm at the high figures. Pickled herring is in light supply. Figures are firm. Some fresh Gaspereaux are being received. Prices as yet are high. We quote: Large and medium dry cod \$4.25 to \$4.50; small, \$2.50 to \$3.00; haddies, 6 to 6½c.; smoked herring, 12 to 13c.; fresh haddock and cod, 2½c.; boneless fish, 4 to 5c.; pollock, \$1.70 to \$1.75 per 100 lb.; pickled herring, \$2.25 to \$2.35 per half bbl.; Canso herring, \$5.00 bbls., \$2.75 halves; Shelburne, bbls., \$4.50, halves, \$2.25; bloaters, 85c. to \$1.25; halibut, 11c. Gaspereaux \$4 per 100.

**FLOUR, FEED AND MEAL**—Prices in the local market are low and unchanged. Reports from the west tend to a firmer market. In oatmeal, there is quite a range in price and sales are light. The local oat market is dull, and oats are selling at least as low as they could be imported. Cornmeal is firm. Feed is high and scarce. Hay is higher, there being an active export demand. Beans are dull. Blue peas are scarce. Seeds have little movement. Timothy seems rather easier, while clover hay is higher. We quote: Manitoba flour, \$4.85 to \$5.00; best Ontario, \$3.80 to \$3.90; medium, \$3.65 to \$3.80; oatmeal, \$3.70 to \$3.75; cornmeal, \$2.30 to \$2.35; middlings, \$2.20 to \$2.25; oats, 39 to 40c.; hand-picked beans, \$1.75 to \$1.80; prime, \$1.65 to \$1.70; yellow-eye beans, \$2.40 to \$2.60; split peas, \$4.10 to \$4.15; round peas, \$3.25 to \$3.40; pot barley, \$3.85 to \$4; hay, \$12 to \$12.50; yellow buckwheat meal, \$1.30 to \$1.40 per 100 lb.

#### ST. JOHN NOTES.

W. S. Clawson & Co. intend carrying a stock of Nicholson & Brock's jelly powder.

Bowman & Angevine are finding an active sale for "Dominion" syrup in 5-lb. tins.

V. S. White & Co. received this week a shipment of St. Lawrence prepared corn and laundry starch.

Robt. Jardine, representing The Pure Gold Manufacturing Co., took a trip to Fredericton this week, and reports an active business.

J. M. Wiley, representing Armour & Co., Chicago, passed through the city this week on his way back west. Mr. Wiley reports a particularly good business at Halifax.

J. Hunter White, representing S. Hanson, Son & Barter, has received the first quotation for the season for Egyptian onions. Some shipments for local dealers are now on the way out.

#### MANITOBA MARKETS.

WINNIPEG, March 25, 1901.

THE weather throughout the week has been uniformly fine, with somewhat high March winds, and the snow is disappearing very rapidly.

Business shows a decided improvement over last week, and the outlook for all lines is good. In prices, there have been very few changes.

**CEREALS**—The advance in rolled oats and the firm feeling of the market continues. The amount of trade for the week in this line is fairly good. We quote: \$1.95 to

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

\$2 for the 80-lb. sack; cornmeal, split peas and beans are in the same position as for the past three weeks.

**FLOUR.**—The volume of trade is reported good, but without change in prices. Ogilvie Milling Co.'s Hungarian patent, \$2.10; Glenora patent, \$1.95; Alberta, \$1.75; Manitoba, \$1.60; XXXX, \$1.25. Lake of the Woods Milling Co.'s Five Roses, \$2.10; Red patent, \$1.95; Medora, \$1.60; XXXX, \$1.35.

**FEED**—There has been a brisk trade in mill feed all week, and it appears that unless grass comes more quickly than usual the supply will not stand the demand upon it. The price has jumped from \$14.50 to \$15 for bran, and from \$16.50 to \$17 for shorts.

**FISH**—The season for frozen fish is drawing rapidly to a close. Salt cod, herring, mackerel and haddies are all in fair demand and without change of price.

**EVAPORATED FRUITS**—The advance of  $\frac{1}{4}$  to  $\frac{3}{8}$ c. on small sizes of prunes on the Coast has firmed up the market on other lines here. The supply of small prunes on hand here is about cleared up, and indications are that as prices for these have advanced other lines will now be bought in preference. As yet no advance of price has taken place in any other line. Prunes now stand at  $4\frac{1}{2}$  to 11c., according to sizes; apricots, 12c.; peaches, unpeeled, 9c.; pitted plums,  $10\frac{1}{2}$  to 11c.; evaporated apples,  $6\frac{3}{4}$  to 7c.; dried apples,  $6\frac{1}{2}$ c.

**DRIED FRUITS**—Prices for these lines remain unchanged and the demand is only nominal.

**COFFEE**—The green Rio market is still firm here and quotations range from  $9\frac{1}{2}$  to  $10\frac{1}{4}$ c.

**CANNED GOODS**—The situation offers no new features, but the demand has increased considerably over that of two weeks ago, a usual feature of the market at this season.

**CURED MEATS**—There has been an advance of  $\frac{1}{4}$  of a cent. on breakfast backs and trade in all lines of cured meats is very good. Prices are: Hams, smoked, 13c.; bellies, do.,  $13\frac{1}{2}$ c.; backs, short, 12c.; shoulders, 9c.; dry salt long clear bacon,  $10\frac{1}{2}$ c.; smoked long clear,  $11\frac{1}{2}$ c.; backs, 11c., shoulders,  $8\frac{1}{2}$ c.

**LARD**—Market is again higher and very firm. Pure lard, in 20-lb. pails, is now \$2.35, and in cases, \$7.50.

**BUTTER**—Very little new in the situation of this article. The supply of first class fresh-made dairy is not equal to the demand and quotations stand at 16 to 17c., on the other hand, the supply of second grade is a drug.

**EGGS**—Eggs have shown a considerable fluctuation this week, at one time touching

as low as 13c. To-day they run from 14 to 15c., according to the house quoting.

**GREEN FRUITS.**—Oranges for the future will come forward in iced cars, and that will add 25 to 30c. per case to the fruit. From this on the price of oranges will advance in any case. The navels are about over. Texas strawberries, 50c. per box wholesale; cucumbers, \$2.75 per dozen, and tomatoes, \$6 per crate, are among the novel delicacies on the market. Pines are also again on the market, and are quoted at \$6. The first car of bananas arrived on Saturday, and prices have dropped slightly in consequence, \$2.75 to \$3 being quoted. The sale of bitter oranges has not been large.

#### NOTES.

A. Macdonald & Co., one of the oldest wholesale grocery houses in Winnipeg, are about to erect a fine three-storey warehouse on Market street east, where they will enjoy connection with the transfer track. The size of the building will be 50 by 140 ft.

Winnipeg retail merchants are seeking legislation to prohibit the use of trading stamps. This matter is being taken up by the Retail Association. Practically every merchant in Winnipeg has given up the use of these stamps by mutual agreement, but it would, of course, be a great help if the use of the same could be made a misdemeanor, as so long as it is an optional matter there will be difficulty in keeping all up to the mark.

#### TRADE CHAT.

**A**LEX. CARMICHAEL, late of the firm of Carmichael & Dickie, grocers, will open up in one of Johnston's new stores, cor. Granville and Georgia streets on Saturday. The store will be one of the most up-to-date in Vancouver.

Joseph Cote, tobacco merchant, Quebec, is moving into larger premises.

Geo. E. Fair has succeeded E. Fair & Co., as grocer in Collingwood, Ont.

D. T. Gillis, general merchant, Muirkirk, Ont., has decided to retire from business.

The White Star Creamery Co. have registered as butter manufacturers at Pike River, Que.

T. Finklestein's general store, Dauphin, Man., suffered about \$14 000 damage by fire on Thursday last week.

#### HAS RESUMED HIS DUTIES.

Mr. J. C. Campbell, who represents L. Chaput, Fils & Cie in and about Ottawa, has been sick for about a week, but he is now able to resume business and call as usual upon his many friends and customers.

#### 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.

#### SITUATION WANTED.

YOUNG MAN, OF GOOD ADDRESS, desires to learn grocery business, with view of purchasing. Apply box 195, Orillia. (14)

#### EASILY DIGESTED

### The Graham Wafers

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

Try a Tin and be Convinced.

THE GARDINER BISCUIT CO., Kingston.

### W A. McCLEAN & CO.

OWEN SOUND.

Pork Packers and Grain Dealers.

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

### SEED POTATOES.

Merchants wanting Choice Seed Potatoes at low prices, can secure fine stock of leading varieties from

**E. E. ADAMS,**  
LEAMINGTON, ONT.

# GREEN CEYLONS

We have now in stock full lines of these teas, O.P., Pek., and P.S.

It is only a question of time when they will take the place of Japans.

Will you start to handle them now or later?

SEND FOR SAMPLES AND PARTICULARS.

## THE ROSS TEA CO.

11 and 13 Front Street E.,  
TORONTO.

## TRADE IN COUNTRIES OTHER THAN OUR OWN.

## SALMON STEADIER IN NEW YORK.

IN connection with spot red Alaskan salmon, it was stated that offerings of the fish landed ex Phelps on the basis of \$1.17½ have been practically cleaned up, and that little, if anything, is obtainable under \$1.20. Some holders are asking up to \$1.27½, according to brand, a few will sell at \$1.22½ and others have turned down business at less than \$1.25. "The market at the moment," said a dealer, "is in a little better shape than was the case last week. Quotations are nominally \$1.20 to \$1.27½, according to holder, but it is safe to say that the goods available at the lower figure are not in large stock. They represent the goods purchased by holders who are now desirous of realizing on their purchases and are willing to take a loss in order to obtain ready cash. It looks as though the market will do better from now on, especially since the active consuming season for the fish is about to open. As to the disposition among those who should know something about the outlook, we are advised by mail from the Coast that some eight or ten Alaskan salmon-packing interests in the Seattle section have not offered future salmon at all yet, and it is stated that they hold firm and for higher figures.

"No Puget Sound prices have been named so far as can be learned, and it is considered doubtful whether packers will open the price basis until after the fishing season has progressed. Regarding the business already done, it is estimated that between the Alaska Packers' Association, the Pacific Steam Whaling Co. and the few other independent Alaskan concerns selling at this time, about 750,000 cases have been disposed of at opening figures, the balance of the prospective pack being booked to be sold at opening figures or not booked at all. The interests not selling on the low-price basis, including Fraser river, last year, packed, roughly, 1,550,000 cases. The other interests represented last year about 1,600,000 cases more."—New York Journal of Commerce, March 23.

## CANNED SALMON IN LONDON.

The first ship (the Fingal) has now arrived, bringing 17,500 cases of salmon and 81,248 cases of fruits. A considerable quantity of the former has been already sold and is urgently wanted, but, owing to the length of time these vessels take to unload, it is expected that it will be quite another fourteen days to three weeks before the goods are ready to be sent forward to buyers. Owing to the late arrivals this

year, inquiries are being received daily asking for deliveries of their early purchases, and buyers in the country are quite at a loss to understand the length of time which elapses between the arrival of the ship and the delivery of their goods.—Produce Markets' Review, March 9.

## RECEIPTS OF ORANGES IN NEW YORK.

The receipts of Florida oranges in New York market since March 1 aggregate 21,200 boxes. The receipts from Sicily have been 900 boxes; Jamaica, 3,600 bbls. and 2,000 boxes, and from California 147,300 boxes. For the same period last year the receipts were: Sicily, 4,000 boxes; Jamaica, 260 bbls. and 120 boxes; California, 142,560 boxes. For the whole of March last year the receipts were: 7,450 boxes from Sicily, 460 barrels and 863 boxes from Jamaica and 192,222 boxes from California.

## CALIFORNIAN RAISIN SITUATION.

Mail advices from the Coast report that the following comparative statement has been issued officially in connection with the raisin situation from the standpoint of the association: "The crop of 1898 amounted to 3,247 cars, for which the growers received \$1,809,470.11. The crop of 1899 was 2,645 cars; amount paid to growers, 2,271,734.30. Crop of 1900, as reported at the present time, is 3,434 cars, and \$2,636,817.76 has been paid to the growers up to date. We have, however, on hand unsold, 1,488 cars, against which we have incurred indebtedness amounting to \$592,475.57, with interest, insurance and taxes in addition."

## CANNED SALMON FIRMER IN NEW YORK.

Salmon continues to form the chief feature of interest at the moment in this department. The weakness developed as a result of the pressure of offerings on the market after the arrival of the E. M. Phelps with 40,145 cases, has, to some extent, disappeared, and, while it is still thought possible to purchase red Alaskan on the \$1.20 basis, most holders are unwilling to sell under \$1.22½, and some hold for \$1.25 with a few asking up to \$1.27½. The recovery is attributed to the cleaning up of the weak holdings. These were principally small lots held by the original buyers who desired to turn their goods into cash, and were willing to take a loss to do so. At the moment the position of the article shows more strength. There is an inquiry here for a small lot at \$1.20, but so far as can be learned little, if any, is to be had on that basis in desirable label. Other descrip-

tions of salmon show no important features at the moment. In futures, pending the naming of prices on Puget Sound and on Columbia River, the situation is quiet.—New York Journal of Commerce, March 23.

## THE SITUATION IN CURRANTS.

The market for currants continues steady at the recent decline, but the lower prices established are only being accepted by a few of the smaller holders, the principal merchants so far refusing to follow. In the event of these large holders maintaining their present resolute attitude (and there would appear to be no reason to the contrary), it is fair to assume that the revival of demand for this article usually experienced in the spring months should very soon be sufficient to clear the market of the cheaper parcels offered. Previous reports as to the quantity of currants remaining in Greece continue to be confirmed, and recent arrivals of Provincial in other ports endorse the opinion already formed as to the unsuitability of the remaining stock of this fruit for the English market. Out of the 1,500 tons of superior growths still existing in the country of production, sales continue to be made to the Continent and America, and from all appearances very little of this fruit is likely to be available for shipment to London. The present United Kingdom stock is about 1,000 tons short of that existing at the corresponding period of last year, while from the beginning of March, 1900, to the end of the season, 2,700 tons were received.—Produce Markets' Review, March 9.

## CANNED SALMON IN THE UNITED STATES.

Referring to the situation on salmon The San Francisco Trade Bulletin says: "A few of the independent Alaskan canners have sold up to their expected packs, some have placed only from 40 to 50 per cent. of their probable pack, while the rest are not offering, under the impression that no lower prices will rule with a strong probability that the markets may do better. Their theory is that the market opening so early and much lower than had been expected caused large handlers to place large orders and these in turn will push to place their purchases in distributive channels before the goods begin to arrive, so they will have to come in the market again to meet requirements from the laggards. Then again the strong competition buying on the Sacramento river and Columbia river precludes much of a pack on either, and what is put up will have to be placed at strong prices."

The J. H. Charles Co. intend to start operations in their butter factory next week.



EVERY  
POUND  
OF  
**JAPAN  
TEA**



is officially inspected before export. Only that which is absolutely pure and of high quality is allowed to leave that country.

The best grocers in the land are selling Japan Tea because of its popularity with the tea-drinking public.

JAPAN CENTRAL TEA TRADERS'  
ASSOCIATION.  
Trafalgar Chambers, Sun Life Building  
Annex.  
Tel. Main 4142. MONTREAL, CANADA.

## THE VIRTUES OF COFFEE.

**W**E have been criticized in some quarters for having printed last month, at considerable length, the opinion of medical men who believe the use of coffee may be attended with a good deal of danger. We certainly did not indorse this particular view of coffee, and our comments in the article in question should have made this clear. We understand perfectly well that the public at large is greatly influenced by any statement about foods, which comes from a reputable physician, and that the mere printing of his statements is likely to hurt traffic in any food. Condemned by them, no matter with what editorial disclaimer these statements appear. The Spice Mill, however, is not for the general public. It aims to interest manufacturers and traders who handle particular lines of food merchandise, and it presents facts and opinions of all sorts about this merchandise without regard to their value as advertising trade talk. Anybody who handles coffee ought to be interested in hearing what is said about coffee at a meeting of the New York County Medical Association, whether the doctors' opinions are such as to make people drink more coffee or less. The dealer needn't be disturbed unless he thinks that the doctors' discussion is only an underhand bit of advertising arranged for by some of the coffee substitute people. If an active, trained physician really thinks he has noticed cases of nervous disorders which are produced, or aggravated, by coffee drinking, it is not only proper for him to say so to his brethren, but it is decidedly interesting to everybody in the coffee business to hear all the honest discussion which results. If the use of coffee is not sometimes abused, if coffee is such a good thing that it can't be abused, it will have to be set apart in a little niche of its own, for none of the other good things in this world are free from danger when their use is not regulated by intelligent temperance.

The coffee merchant wants to see more coffee used, of course; he wants coffee to be preferred to other beverages, but he doesn't urge his friends who are using two cups of coffee a day to increase it to 20. And since, besides being a coffee merchant, he is also an honest citizen, with the welfare of the whole community at heart, he doesn't want anybody, friend or foe, to drink 20 cups of coffee a day, or any other amount which for that particular individual is excessive. He wants the truth to be known about coffee by all the people, and a proper use of coffee to be indulged in by all the people.

Now, the best of it, for the coffee merchant's business interest, is that coffee is an article which will stand any amount of

investigation. The more it is examined, and tested, and used, the more good things people find to say about it. When one doctor starts telling about possible dangers, a dozen answer by telling of positive benefits. No other article used as a beverage has been so well tested by all the people, with such wholesome results, and no dealer need be afraid of any amount of honest talk about the actual effects of coffee on the human system. To enable more people to get really good coffee at a fair price, is a line of business effort which includes as much philanthropy as may go with any mercantile enterprise.—The Spice Mill.

The Lake of The Woods Milling Co., Portage la Prairie, Man., are shipping 3,920 barrels of flour to Australia.

## PROPOSED NEW CANNING FACTORY.

There is an agitation for a canning factory at Newcastle, Ont., to can both vegetables and fruits. The district around Newcastle is claimed to be especially well adapted to the raising of the necessary raw material.

## WIRE EGG HOLDERS.

The Crescent Wire Works of Kingston are placing on the market something unique and long-required in the way of a holder for the safe delivery of eggs. Such an article will, no doubt, prove a great boon to the grocery trade.

A board of trade will probably be organized in Moosomin, Man., this week.



## Should a Customer...

whom you know appreciates good things, not ask for Dwight's Cow Brand Soda, don't allow her to buy your bulk stuff. She will like Cow Brand the best, and you will make a larger profit on the sale.

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

## The Coming Teas

# "Green Ceylons"

Now in Warehouse.

See our travellers' samples before placing your order for them.

## Elliott, Marr & Co.

Wholesale Grocers, LONDON.



# IMPERIAL BRAND

## MAPLE SYRUP



The Standard from Ocean to Ocean.

Guaranteed pure and to keep in any climate. Your money refunded if not satisfactory.

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

ROSE & LAFLAMME, Selling Agents, MONTREAL.

# Symington's

## "Edinburgh" Coffee Essence

Is the Purest and therefore Best and Cheapest!

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

ANYONE CAN DRINK IT.

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

Agents, W. B. BAYLEY & CO., Toronto

	Montreal.	Toronto.	St. John, Halifax.
<b>COFFEE</b>			
Green—			
Mocha	24	23	25
Old Government Java	27	22	30
Rio	10	9	12
Santos	29	9 1/2	10 1/2
Plantation Ceylon	26	26	30
Porto Rico	22	22	25
Gautemala	22	22	25
Jamaica	18	15	20
Maracabo	13	13	18
<b>NUTS</b>			
Brazil	33	15	16
Valencia shelled almonds	33	35	40
Tarragona almonds	13 1/2	14 1/2	15
Formegetta almonds	40	40	43
Jordan shelled almonds	7 1/2	8	9
Peanuts (roasted)	6 1/2	7	9
(green)	3 00	3 75	4 00
Cocoanuts, per sack	11 1/2	13	12
per doz	10	11 1/2	9
Grenoble walnuts	8	9	9
Marbot walnuts	10 1/2	13	12 1/2
Bordeaux walnuts	10	10	11
Sticly filberts	12	15	12
Naples filberts	20	21	25
Pecans			
Shelled Walnuts			
<b>SODA</b>			
Bl-carb, standard, 112-lb. keg	1 65	1 80	2 00
Sal soda, per bbl.	70	75	80
Sal Soda, per keg	95	1 00	1 00
Granulated Sal Soda, per lb.			1
<b>SPICES</b>			
Pepper, black, ground, in kegs			
pails, boxes	16	18	18
in 5-lb. cans	14	17	19
whole	15	17	19
Pepper, white, ground, in kegs			
pails, boxes	26	27	24
5-lb. cans	25	26	22
whole	23	25	20
Ginger, Jamaica	12	30	14
Cloves, whole	25	30	25
Pure mixed spice	13	18	20
Cassia	25	24	25
Cream tartar, French	28	25	30
" best	10	15	16
Allspice			
<b>WOODENWARE</b>			
Pails, No. 1, 2-hoop	1 90	1 60	1 90
" 3-hoop	2 05	1 75	2 05
" half, and covers	1 75	1 70	1 75
" quarter, jam and covers	1 45	1 20	1 45
" candy, and covers	2 70	1 75	2 70
Tubs No. 0	11 00	8 50	11 00
" 1	9 00	7 00	9 00
" 2	8 00	6 25	8 00
" 3	7 00	5 85	7 00

	Montreal.	Toronto.	St. John, Halifax.
<b>PETROLEUM</b>			
Canadian water white	17 1/2	18	17 1/2
Sarnia water white	18	16 1/2	17 1/2
Sarnia prime white	20	15 1/2	17
American water white	21	17 1/2	18 1/2
Pratt's Astral (barrels extra)		17 1/2	19 1/2
<b>Black— TEAS</b>			
Congou—Half-chests Kalsow	13	60	12
Moning, Paking	17	40	18
Caddies Paking, Kalsow	35	55	35
Indian—Darjeelings	20	40	20
Assam Pekoes	18	25	18
Pekoe Souchong	35	42	35
Ceylon—Broken Pekoes	20	30	20
Pekoes	17 1/2	40	17
Pekoe Souchong	42	50	42
China Greens—	22	28	22
Gunpowder—Cases, extra first	42	50	42
Half-chests, ordinary first	35	40	35
Young Hyson—Cases, sifted	22	28	22
extra firsts	42	50	42
Cases, small leaf, firsts	35	40	35
Half-chests, ordinary first	22	28	22
Half-chests, seconds	17	19	17
" thirds	15	17	15
" common	13	14	13
Pingsueys—	28	32	28
Young Hyson, 1/2-chests, firsts	16	19	16
" " seconds	28	32	28
" Half-boxes, firsts	16	19	16
" " seconds			
Japans—	38	40	38
1/2-chests, finest May pickings	32	36	33
Choice	28	30	30
Finest	25	27	27
Fine	22	24	25
Good medium	19	20	21
Medium	16	18	18
Good common	13	15	15
Common	16	22	
Nagasaki, 1/2-chests, Pekoe	14	15	
" " Oolong	16	19	
" " Gunpowder	7 1/2	11	
" " Siftings			
<b>RICE, MACARONI, SAGO, TAPIOCA.</b>			
Rice—Standard B	3 00	3 10	3 1/2
Patna, per lb	4 25	4 75	4 1/2
Japan	4 40	4 90	5 1/2
Imperial Seeta	4 60	4 90	4 1/2
Extra Burmah			4 1/2
Java, extra		5 1/2	6
Macaroni, dom'ic, per lb., bulk	5	6	5 1/2
" Imp'd, 1-lb. pkg., French	8	12	9
" Italian	8	10	11
Sago	3 1/2	4	4 1/2
Tapioca	4 1/2	4 1/2	4 1/2

# "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.

## ROCK SALT FOR HORSES and CATTLE.



TORONTO SALT WORKS, Toronto, Ont.

## COX'S GELATINE Always Trustworthy

ESTABLISHED 1725.

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

# 16,000 ACRES OF OIL

Lands were purchased in the Midway District (one of the promising new oil fields) of California last week by

### THE UNION CONSOLIDATED OIL COMPANY

which will be immediately developed, and, as large producing wells have recently been struck on adjoining lands, the probabilities are that this land alone will soon be WORTH MORE THAN THE ENTIRE \$5,000,000 CAPITAL STOCK OF THE COMPANY. The company have also acquired two large producing propositions with an aggregate of 5,000 barrels per month, insuring large dividends on the stock by May 1st, and Major Horace H. Russell, the Superintendent of the Company, is now investigating several other oil propositions, the most promising of which will be added to the assets of the Company. The price of the stock is now

### 17½ CENTS PER SHARE (Par Value \$1.00),

full paid and non-assessable, and only 200,000 shares are offered at this figure, when the price will be advanced to 25c. per share if more stock is disposed of for the purchase of additional properties and development.

### THE STANDARD SMELTING AND REFINING COMPANY

have sold over 150,000 shares of the 250,000 shares of the inaugural issue of Treasury Stock offered at 40 cents per share through us as fiscal agents, and any of this first issue not taken by our customers within ten days will be offered for public subscription at

### 40 CENTS PER SHARE (Par Value \$1.00),

also full paid and non-assessable, and with the ten-year guaranteed contracts for ores to nearly the full capacity of the plant, this stock should pay FROM 20 PER CENT. TO 40 PER CENT. ANNUAL DIVIDENDS. The plant is now under construction in Yavapai County, Arizona, and over \$75,000 worth of new and modern machinery is in Arizona and entirely paid for. We make dividend-paying mining, oil and smelter stocks a specialty, and have several combinations of dividend payers and first issues that are now paying from

### 10 per cent. to 13½ per cent., and will pay from 20 per cent. to 40 per cent.

this year, dividing the investment and insuring the maximum of profit and the minimum of loss. We handle no mining properties except on the advice of our own mining experts, five of whom we keep continually in our employ. Our home office expert, Capt. L. D. Phillips, who arrived in Yavapai County, Arizona, Tuesday, to make a special confidential report to the firm on the Arizona mining properties, wires:

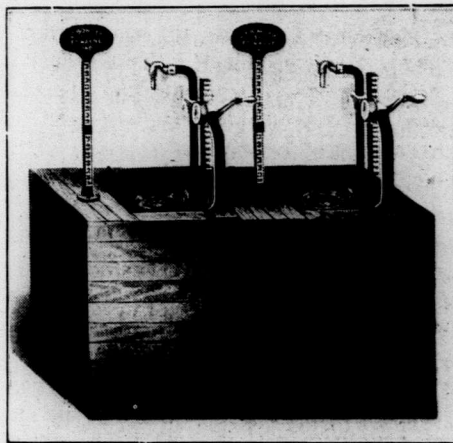
"Have inspected 'Rebel' (Pride of Arizona Copper Co.) and 'Kicker' (Amalgamated Gold and Copper Co.) They are great mining properties, and you have underestimated them. You can make no mistake in extolling their value."

The stocks of these companies are now selling at 25 cents per share (par value \$1.00), but are subject to advance at any time without notice.

Prospectuses of all the successful properties for which we act as fiscal agents, dividend payers and first issues, subscription blanks, etc., mailed to any one interested in legitimate mining, oil and smelting investments on application.

Canadian Branch, **W. M. P. McLAUGHLIN & CO.**, McLaughlin Buildings, St. John, N.B.

## "BETTER BE SAFE THAN BE SORRY."



Double First Floor Cabinet.

## A Self Measuring BOWSER OIL TANK

Will render your store Safe from the hazard of Fire incurred by open tanks and oil soaked floors, and you will never be Sorry you equipped your business with the best and finest oil outfit in the world.

The oil is measured directly into customer's can, no chance for "slop" or spill.

THE TANK IS ABSOLUTELY TIGHT. The Drip Pan is guarded by a stout screen. You take no chances of the match fiend. It has many other qualities of safety and economy. Let us tell you more. Our Catalog is free.

LOTS of truth in these o'd homely "saws." Who would not rather be SAFE now than SORRY later? Not one of us probably. And speaking of being Safe—of course you are insured against fire—but did you ever read the Policy and see what it does NOT insure you against? And you know if you burn out you will be loser anyway—so it is better to be Safe if you can and Sorry only if you MUST. Isn't that old "sloppy" open tank with the oil soaked floor upon which it stands a constant menace to the safety of your store? Suppose a careless smoker should fling a lighted match into its yawning mouth, or that some one in passing should step on a match lying upon that oil soaked floor? Well, the probabilities are you'd be SORRY.

**S. F. BOWSER & CO.**, 65 Front St. E., TORONTO  
Factory: Fort Wayne, Ind.

The proposal to erect an up-to-date pork-packing factory in Bowmanville, Ont., is receiving much encouragement. This week Messrs. W. J. Bragg, Thos. Baker and M. A. James are visiting the factories at Palmerston, Harriston and Brantford, Ont., to secure information on the subject.

# THE AUER GASOLINE LAMP

The Light of Eight Oil Lamps for the Cost of Two.

Safe, Strong, Satisfactory.

Covered by the broadest possible guarantee. The construction, finish and appearance are unequalled.

but it is your satisfaction which we guarantee. If you don't like the lamp for any reason you can get your money back. No other lamp in Canada is so broadly guaranteed, for no other is as good.

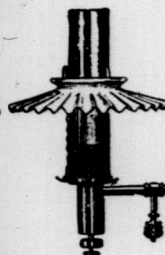
Write for Catalogue.

## AUER LIGHT CO.

E. Simpson & Co., 1682 Notre Dame St., MONTREAL.  
Moose Jaw, Agents for the Territories.



No. 5.



## MUTUAL DEPENDENCE OF RETAILER AND JOBBER.

I AM not certain but that my version of your committee's idea is given better expression by making my subject read "The Mutual Dependence of Retailer and Jobber." It is certainly easy to see that the jobber would soon look like "thirty cents" if the retailer withdrew his support; and I want to try and prove that the retailer would look likewise in time. I might concede him quite an extension in the time, but expire he must, if not drawing strength from the jobber's extended stock and thoroughly developed system of buying and selling behind him.

### THE JOBBER'S ADVANTAGES.

Of course, I am going to talk on this subject as if it was applicable only to our mutual business, the general trade, and my arguments will be based on conditions in that trade which I know obtain; but they are applicable, I believe, to most other lines as well—some possibly less pronouncedly, but in many of them even more forcibly, because some one of the jobber's strong points exerts a greater influence in that particular line of business. That is, in these other lines, instant delivery may be of greatest importance; that is one of the ideal jobber's strong points. Maybe in another line great variety may be paramount; that is the jobber's strong point. In some lines which take first class or double first-class freight classifications a short haul by local freight is absolutely necessary to lowest delivered cost, and the jobber is so situated that he offers his customer a short haul. In perishable articles proximity is the surest prevention of loss en route, and the nearby jobber offers this. In so-called heavy commodities carload freight rates into the jobbing point and local freight rates out give the jobber so much of an advantage in his immediate local territory that not even the competitor in the next State or county can compete with him, let alone any remote mill or manufacturer; that is the jobber's strong point.

These are a few of the advantages which the existence of the jobber affords to the retail dealer, but as my paper is not a plea for the jobber but a study of the benefits accruing to each one of these factors through the existence of the other, let us then consider the reasons for the existence of these two factors.

1. Of course, the great and only reason why we all exist and work as business men is for the money there is in it. We are not after glory, but need the hard cash.

2. The retailer exists because every community demands a base of supply in its

midst, and for that convenience are willing to pay a living profit on their purchases (if they cannot buy better outside). So, if you simmer it all down, there is just this one reason for the retailer's existence, but that one reason is all-powerful.

### CAUSES FOR EXISTENCE OF THE JOBBER.

On the contrary, the jobber has three causes for his existence, none of them so great as the one for the retailer, but each of much moment in commercial economy.

1. The retailer seems willing to allow the jobber a living for the convenience of buying many of his goods at one time and in one place.

2. The average manufacturer is willing to concede the jobber a lower price for quantity purchases.

3. The railroads are willing to make the jobber lower rates on large quantities of

## NOTICE TO ADVERTISERS.

Friday next being a religious Holiday, THE CANADIAN GROCER will be issued one day earlier than usual.

Advertising copy for the issue of April 5, must, therefore, be in our hands by Monday evening April 1st.

freight in one shipment than they can or do make on small quantities in many shipments.

Primarily, as I before stated, in my business, either that of a retailer or jobber, there is but one vital point, net profit. If that is obtainable all else is secondary; but to the really successful business man there is the further consideration of increasing that net profit to a point where it affords more than a mere interest on the capital he invests and wages for the labor he puts in. Therefore, the wideawake dealer and jobber as well searches for the best methods of handling his business affairs, that the most favorable results may be recorded at the end of the year's business.

Now, this question of the mutual relation of retailer and jobber is influenced vitally by the consideration above stated, because, unless it is to the actual cheapening of the retailer's expense of doing business to have the jobber to assist him, there can be no plausible excuse for the existence of the

jobber, and he becomes a useless encumberer of the earth.

But I believe there are many ways of showing the fact that in practically all lines of merchandise, and particularly hardware, the cost to the retailer, and consequently to the consumer, of any article is lessened through the offices of the jobber.

### DISTRIBUTION OF GOODS.

As a general proposition, in the distribution of manufactured articles there are five methods or routes, each of which is more or less employed.

The first method is the primitive way from manufacturer to consumer without the interposition of any intermediate agent. In most commodities the least economical, because no manufacturer who produces on a large scale can find customers enough near him to buy his product.

The second method is from manufacturer through some transportation company to the consumer, and is possible in only a few lines, and in those probably not economical, because of the limited quantities a single consumer can buy, and the relatively high toll of the transportation company.

The third method involves the maker, transportation company, retailers and a consumer, and it is a method which I will dwell on later in my paper. I will only express my belief that this method is economical only where the manufacturer's line is large enough and weighty enough to make economical shipments, and where the line, too, is profitable enough to stand the extraordinary expense of specialty salesmen, for on strictly competitive staple goods it is a well proven fact that the ordinary retail dealers cannot under normal market conditions buy and ship sufficiently large quantities to satisfy both the manufacturer as to price and the transportation company as to the rate of freight.

The fourth method is the one which both the retailer and the jobber have to fear and to fight, and one which, owing to the extraordinary developments of the postal service and rapid transportation, has become a factor not only to be considered, but to be contested. This route is from manufacturer through a common carrier to a common enemy, the catalogue house, and from them through another common carrier to the consumer. The manufacturer here finds a customer who can buy ample quantities to make selling him economical. The first transportation company has all the weight necessary to lowest rates. The catalogue house has no expense for traveling men. There are only a few points at which this system is weak or vulnerable.

### NECESSITY OF RETAILER.

There never has been, I believe, until recently any question of the need of the

public for the ordinary retailer, because everybody conceded that the wants of the people were best served by him. There has arisen, however, that new factor in the distribution of merchandise, the result of the printer's art and of quickened mail and transportation facilities, which, though it can scarcely be said to threaten the life of the retailer proper, has grown to the proportions of a universally recognized competitor, and brings into consideration an entire new element as to the most economical method of the distribution of goods from the manufacturer to the consumer. And with the advent of the catalogue house some question may have arisen as to the necessity for the old line retail dealer.

Against the jobber's right to exist, however, there have often been voiced insinuations, both by the manufacturer and retailer; and to consider broadly the mutual relation, nay, vital dependence, of these two great factors of trade, the retailer and the jobber, upon each other it seems best to trace the development of the jobber and possibly thereby to prove his usefulness.

The first dealers in any new community are the general stores, whose stock must, of course, be so widely assorted as to cover not only the food requirements of the new settlement, but must furnish apparel to protect their bodies and material to erect their homes. Such dealers must draw their merchandise from a number of jobbers, and to them the jobber is an absolutely vital factor for existence; without him their stock could never cover the diversified yet limited wants of a sparsely settled community. Think of what an impossible task it would be to attempt to buy even the hardware for such a store from the manufacturers direct, and how unprofitable such an attempt would be!

As a community grows and its wants become greater and more diversified, it outreaches the capacity of the general storeman, because he cannot meet all the wants, nor keep his stock up to their expectations, and retailers of special lines start in and offer better assortments of such goods. Why does this happen? Because Mr. General Storeman in himself or in his clerks has not and cannot have the capacity to so completely cover all the lines wanted by his community as to preclude the necessity for other stores carrying more complete independent lines, and what draws the competitor in, generally, is the knowledge that a well-stocked single line store will draw practically all the trade on that line away from a dealer who can give it at best only a part of his attention.

#### ANOTHER VIEW OF THE QUESTION.

But let us look at this matter in another light. You have, let us say, practically

hired these jobbers to obtain your supplies for you and to keep them on tap at points which will best serve you. You are paying them practically on a percentage basis for their buying, and the more buying they do for you collectively the lower this percentage basis can be, and is, made. You need not fully believe this, but reflect that the jobber's expenses are theoretically stationary while the sales fluctuate. For instance, the travelling expenses of a certain number of traveling men will be about so much each year; warehouse and office expenses are represented each year by a practically fixed amount, so that the variations come in largely on salaries to travellers and on gross sales. Salaries to salesmen are, it is true, based on what they do, but this is practically the only item which increases proportionately with gross sales, and, as an increase in gross sales is the only way which the jobber can discover which will enable him to decrease the gross profit percentage which he must charge you for the work he assumes, the fact becomes apparent that the retailer's interests would be best served by restricting his purchases practically to the jobber, if he concedes in the first place that he must support and stand by the jobber.

In connection with the question of buying certain goods from the manufacturer, there is another argument to be presented. Conceded that the jobber does his business on a percentage basis, if you gave him this business to do he would do that on a percentage basis also. The jobber's salesmen have many times more goods to sell than the manufacturer's salesmen have, so the percentage of the salesmen's expenses in case the jobber sells the goods is reduced to a minimum by division of the expense with sales of other lines, while in the manufacturer's case it is increased to the maximum because of the limited sale.

As a consequence, you will find that almost without exception a manufacturer who canvasses and sells the dealer direct must keep his selling price well above mere cost to cover the cost of selling, while the jobber could, if permitted, sell the same goods at little, if any, increase in his fixed expenses. True, it might increase his net profits for the time being, but as experience has amply proven that there is competition enough among the jobbers to promptly eliminate any undue net profit, that consideration is not weighty.

#### JOBBER A NECESSITY TO THE RETAILER.

The foregoing argument simply goes to show to the retailer, who admits the jobber a necessity, that he (the retailer) should realize that the more manufacturers' salesmen he buys of the greater the sum of the

travelling expenses he is loading upon himself and the retailers of the country; and if the manufacturer is given to understand that his goods offered through the regular channels of the jobbing trade would be more acceptable than if ordered direct, it would not take long to cut off the expense of the manufacturers' salesmen; nor will it take long for that manufacturer to discover that where it costs  $2\frac{1}{2}$  to 5 per cent. to sell his goods to the jobbing trade it has cost him 25 to 30 per cent. to sell to the retailer, and that he has cut off one large item of expense in doing business, and he can, when marketing through the jobber, materially reduce his price and still retain a manufacturer's margin.

But, to draw our final conclusions, the retail dealer who looks upon the jobber as his broker, who simply sees the necessary manufacturers, and by combining the business of many retailers is enabled to accomplish economies in many directions—the retailer who recognizes these facts easily sees the mutual relation of his interest to the jobber's.

Then the jobber who looks upon the prosperity of the retail dealer as his prosperity, and treats the enemy of the retailer as his enemy, is simply protecting the ground upon which he stands and without which he must fall.—H. E. Tredway.

#### AN EXPLANATION.

In speaking of the increase in the number of wholesalers handling Ceylon green teas, THE CANADIAN GROCER, last week, said: "The significance is that so many houses are now dealing in them, whereas a few months ago only one tea package firm dealt in them." This is likely to be a little misleading, for Warren Bros. & Co. have, since March 1, 1900, been carrying Ceylon green teas in stock and experiencing a steady sale for them.

#### AGAINST TRADING STAMPS.

The special committee appointed by the Ontario Legislature to consider the anti-trading stamp Bill has recommended that the House should pass the Bill with a proviso that the trading stamp companies should be given until January 1st, 1902, to go out of business, and also a provision allowing merchants or manufacturers to issue bonds redeemable by themselves.

#### CEYLON GREEN TEAS.

Encouraged by the prospect of continued high prices in Japan teas, the Ceylon planters are redoubling their efforts in regard to Ceylon green teas. As this tea can now be supplied fresh, and packed to standard every month of the year, forward orders are unnecessary. This is learned from Mr. Ross W. Hayter, the local agent of Whittall & Co.

## CANADA'S PRODUCE IN GREAT BRITAIN.

"H AS the past year been a satisfactory one to the Canadian exporter of produce?" asked a representative of THE CANADIAN GROCER of Mr. John A. Gunn, of D. Gunn, Bros. & Co., Toronto, and Gunn, Langlois & Co., Limited, Montreal, who has just returned from a three months' business trip to the produce centres of Great Britain.

"No," was Mr. Gunn's reply; "on the contrary, it has been a disappointing year as regards eggs, butter and cheese, though the British importer has borne the greatest portion of the losses sustained."

"To what do you attribute the condition of the egg market?"

"It will be remembered that, owing to cold weather throughout Great Britain and continental countries during December, 1899, and January, 1900, the deliveries of Irish and continental eggs were very much reduced, and that the result was that the price for Canadian eggs, which were landed in Britain during January last year, kept constantly advancing, making it very profitable for both the British importers, and their customers. The consequence was that early in the season men, who in previous years were willing to buy their supplies from importers, contracted direct for later shipment without regard to the prices which were being paid in Ireland or on the continent for deliveries covering the same period."

## EGG-PICKLING IN EUROPE.

"Is pickling carried on extensively in the latter countries?"

"Yes, especially in France, Denmark and Russia. The Irish have not pickled largely in past years, but I learned while in England that they will be large competitors in this line the coming season. The shipments last year from Russia were the largest ever made by that country. The production in France and Denmark was larger than usual; in fact, the supplies of eggs from all countries are increasing year by year, and all look to the British market as their outlet."

"As I said, there was much competition for Canadian eggs when last season opened and prices were forced above the level warranted by the price of eggs in other producing countries. The result was that when our first shipments arrived in Great Britain the buyers there found that their Canadian eggs had cost them 1 to 2c. per dozen above the price of continental eggs. You will readily understand how this, along with very unfavorable weather, led to trouble either for the shipper or the buyer."

"Were any contracts repudiated?"

"I understand some shippers had con-

siderable trouble in this respect. Shippers who sent eggs to Great Britain on consignment found a bad market, and had to accept prices which showed a serious loss."

## EGG TRADE OUTLOOK.

"Will this affect the coming season?"

"Most decidedly. You must remember that, until very recently, what Canadian eggs were sold in Great Britain were handled on commission. They have had a losing year as a result of making contracts, and, in the majority of cases, evidenced a determination to place no contracts this year unless prices were considerably lower than last season. They insist that they will not take the risk of contracting ahead unless at prices which will insure them a profit. This means that eggs must be bought at first hand in Ontario at not over 8c., in order to compete with other countries, and it cannot be too strongly impressed on shippers that, while Britain will give Canadian goods the preference every time, she will not pay a premium for them. And, of course, all fully recognize that with us, as with other egg-producing countries, we are dependent on the British market for an outlet for our stocks."

"Another most important fact is that shipments from Canada require as many weeks as many other countries take days to place their goods on the British market. Therefore, if our eggs are to arrive in condition equal to theirs, everyone concerned in handling them, from the farmer to the exporter, should see that the quality is not allowed to deteriorate through unnecessary delays in gathering and marketing."

## THE BUTTER MARKET.

"How about the butter market?"

"It was better, but yet was not encouraging to the British importer of Canadian butter. The previous season was the best in years, and high prices were paid last spring. The receipts from other countries were larger than anticipated. Siberian butter became a factor for the first time last year."

"Do you expect its sale to increase in future years?"

"It must. The opening up of Siberia by the Russian Government railway is going to make that country a big competitor of Canada for the sale of farm produce in Great Britain. Their butter is of even color and is sent in fresh and sweet."

"The increased receipts naturally caused the market to weaken. A good deal of our butter was held on this side for some time for an advance in the market; then it was delayed by inadequate transportation

facilities and at last arrived on a dragging market. This was especially true of the latter part of the season when Australian and New Zealand butter was starting to come in. I am convinced that we should ship more promptly and have much better steamship storage facilities."

"How will the market be this year?"

"It can hardly fail to open at lower prices than last year, and it would be a better thing for the trade on both sides of the water if it were to continue at a lower basis."

## THE CHEESE MARKET.

"And how did our cheese fare this year?"

"The quality, on the whole, was satisfactory, but, influenced by the high closing prices of the previous season, the market opened at high figures, which were not warranted. These were maintained throughout the season, and, while they stimulated the production, they also curtailed the demand greatly. The result was that towards the end of the season, when dealers had good stocks on hand, the market broke and stocks are being cleared out at heavy losses."

"Will this affect next year?"

"To the extent that British dealers have made up their minds that they will not pay speculative prices, and, if the market opens on this side higher than conditions warrant, they will simply hold off and buy only what they may require, which they can usually do from goods stored on the other side—cheaper than if they paid market price here."

## FODDER CHEESE.

"Would you advise factories to make fodder cheese?"

"Certainly not. It is a great mistake for factorymen to make fodder cheese at any time, especially this season when there still remains a large stock of cheese on hand. Fodder cheese will only spoil the market for full grass cheese, and the patrons will be money in pocket to give their milk to their young stock."

"What is the feeling of British dealers towards Canada and Canadian produce?"

"The best. The fact that I was a Canadian gave me a warm welcome and assured for me genuine British hospitality. It was abundantly manifested to me that, other things being equal, British merchants, from the importer to the retailer, will give colonial goods the preference."

The Galt, Ont., Board of Trade was re-organized on Wednesday last week with F. H. Hayhurst, of James Warnock & Co. as president and A. G. Donaldson as secretary.



REGISTERED  
*Bow Park*  
BRAND  
**HAMS**

AND

REGISTERED  
*Bow Park*  
BRAND  
**BACON**

are pleasing hundreds of our customers. They will draw trade to you. Have you tried them?

Write us at once for our price list of smoked meats and lard.

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

## Easter Meats.

Easter marks the opening of the season for Hams, Bacon and Lard. It will be here in a few days. Let us have your order early in order to insure prompt shipment. The best are always the cheapest, and Fearman's Hams and Bacons are the best.

**F. W. FEARMAN CO.**

Limited

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



**CARR & CO'S**

CELEBRATED

**Cafe Noir Biscuit**

(The Original and Genuine.)

*We carry it in stock and we can Sample your Trade.*

*Send in a list of customers.*

**FRANK MAGOR & CO.**

CANADIAN AGENTS

16 St. John St., MONTREAL

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



GUARANTEED CHOICE AND PURE.

**GOLD MEDAL, PARIS 1900.**

Please order goods through your wholesale house.

## THE PROVISION TRADE.

The Markets — Embalmed Food — Miscellaneous Notes.

### EMBALMED FOOD.

THIS popular name for foods that have been preserved with artificial chemical compounds is a good one. In the first place, the ideas that it suggests are unpleasant, as should be the case with processes injurious to health; and, secondly, it naturally does not apply to such antiseptics as occur in nature—for instance, salt, sugar and vinegar. Salt fish, fruit jam and pickles are all preserved with these natural antiseptics; but they are not harmful, and should not be classed with foods that are kept from deterioration by the addition of salicylic acid and such chemical compounds. A short article in *Cosmos* (Paris, January 12) states briefly the case against these antiseptics, and gives us the reasons why they were condemned by the recent Hygienic Congress at Paris. Says the writer, whose name is not given:

"To preserve food substances by retarding putrefaction, it is necessary to protect them mechanically from germs and ferments, at the same time leaving untouched all their useful qualities—a condition not always realizable. It is no longer the same thing when we add to them antiseptic substances, for then we modify their principal properties. Living matter, when rendered non-putrefiable, and thus more stable, is at the same time less easily assimilable. The instability of organic matter being the essential condition of nutritive exchanges, foods containing antiseptics are products whose nutritive value has been decreased, and their continued use may be injurious to the consumer.

"The antiseptic substances usually added to foods as preservatives are borax, salicylic acid and formol, and no one can deny that the prolonged use of such substances may seriously injure the health, especially in certain preexisting pathologic conditions, in the case, for instance, of persons with weak kidneys.

"Nevertheless, measures taken in regard to the addition of these substances to foods seldom if ever lead to effective suppression. This is because the courts look at the matter from a special point of view whose inexactness it is important to realize. Efforts to abolish the use of these substances usually fail because the question has been put definitely somewhat as follows: Has any food substance containing this or that antiseptic caused immediate injury to the health of the consumer? Put in these terms, the question must necessarily be answered

in the negative, the quantity of antiseptic or preservative substance added to the food never being in sufficient quantity to determine ipso facto symptoms of poisoning, however slight. The answer, however, would be quite different were it asked whether the long-continued and regular ingestion of a food containing an antiseptic substance might injure the health of one who used such food daily. This point of view is, nevertheless, the only one from which the value of a food can logically be judged.

"To take a striking example: A dose of 30 to 50 centigrams ( $\frac{1}{2}$  to  $\frac{3}{4}$  grain) of neutral acetate of lead ('sugar of lead') taken once, may produce useful medicinal effects, when the same quantity, divided into doses of several milligrams each, and taken daily in food, will infallibly produce serious symptoms of lead-poisoning. Drinking water containing by accident a few milligrams of lead to the quart will not harm the person who drinks it; but the effect will not be the same if he uses such water daily. On his account, at the Congress of Hygiene, held during the recent World's Fair, the medical delegates passed a resolution to the effect that the addition of antiseptic substances to foods should be totally forbidden and considered as an adulteration injurious to health." — Translation made for *The Literary Digest*.

### PROVISION TRADE IN TORONTO.

An advance of  $\frac{1}{4}$ c. per lb. in lard is the only change in prices on the provision market this week. Stocks of lard, in Canada as well as elsewhere, have been unusually light all season and now when the demand is exceeding the production prices have proved decidedly stiff. Other lines are firm, and the indications are that the present range will continue throughout the summer months. If there is a change in any line there is every reason to believe that it will be towards higher prices.

### SHORT CUT BARREL PORK SCARCE.

"There is going to be a scarcity of short cut barrel pork this summer," said a well-informed provision dealer this week. "The price of backs and loin pork has kept so high all through the packing season that the amount of short cut pork barrelled has been considerably under the average. When backs are 14c., or even 13c., as they were a few weeks ago, and loin pork from 11 to 11 $\frac{1}{2}$ c., there is little inducement for the packer to use the loin for short cut barrel pork at \$20 per barrel, as a barrel

contains 200 lb. We have had an excellent demand all season for both smoked backs and fresh loin pork, and now our stocks of barrelled goods are light."

### PACKING FACTORY FOR OWEN SOUND.

The Ontario Meat and Cold Storage Co., Limited., Owen Sound, Ont., is being promoted by Telford & Co., of that place, who propose to erect a pork-packing and cold storage plant. They are seeking capital from the farmers in the neighborhood of Owen Sound, who would naturally benefit by the establishment of such works.

### PROVISION TRADE IN ST. JOHN, N.B.

Pork continues to advance in St. John. The local market hardly follows the advanced quotation. Boston supplies the market. Sale is not large. Beef does not show the same advance. The sale is light. Lard shows wide range. Prices continue high.

### PROVISION TRADE IN MONTREAL.

The market is steady for hog products, despite the lower prices of hogs. Pure and compound lard are quite brisk. There has been an active demand for smoked meats. Wholesale merchants say they have experienced great difficulty in getting sufficient supplies of lard. We quote as follows: Heavy Canadian short cut mess pork, \$20 to \$20.50; selected heavy short cut mess pork, boneless, \$21 to \$21.50; family short cut back pork, \$20 to \$20.50; heavy short cut clear pork, \$19.50 to \$20.50; hams, 13 to 14c.; bacon, 14 to 15c.; lard, pure Canadian, \$2.40 to \$2.60 per pail; refined lard compound (Fairbank's), \$1.72 $\frac{1}{2}$  per pail; Snow White and Globe compound, \$1.62 $\frac{1}{2}$  per pail; Cottolene, 8 $\frac{3}{4}$ c. per lb. in tierces and 9 $\frac{5}{8}$ c. in pails.

### ANOTHER FACTORY PROPOSED.

There is now an agitation to establish a pork-packing factory in Huron county, Ont. A meeting to consider the matter was held in Carlow, and was attended by business men from Clinton, Blyth and Goderich. It was finally decided to go on with the formation of a pork-factory company with a capital stock of \$100,000, divided into 5,000 shares of \$20 each. A committee composed of Major Young, Dr. Milne and Mr. D. A. Forrester was appointed to prepare a prospectus and look after the canvassing of stock in their respective neighborhoods.

The Paisley Ont., Pork-Packing Co. is increasing its capital stock from \$8,000 to \$40,000.

The residents of Victoria Town, Point St. Charles, Montreal, intend petitioning the Montreal City Council asking it to protest against the bill before the Quebec Legislature to permit The Laing Packing and Provision Company to establish an abattoir and packing-house in that place.

### GOLD MEDAL FOR BLACK LEAD, ETC.

It may be of interest to the friends of W. G. Nixey to know that last month, at the large grocery exhibition in Yorkshire, that firm was awarded the first prize (gold medal and diploma) for black lead, stove polish and "Nixelene" stove paste.

## ELECTROLYTIC SUGAR.

**M.** DUPONT made known to the Congress of Chemistry, which assembled on the occasion of the Exposition, says La Nature, the results of his researches upon the extraction of different sugars by electrolysis. The electrolyzer consists of a wooden trough divided into three compartments by porous partitions made of parchment paper or porcelain or asbestos. The electrodes consist of metallic plates that vary according to the object to be attained (platinum, aluminum, lead, zinc, etc.) A current of 15 volts, and of a density of from 25 to 30 amperes per square meter of anode is employed.

In order to obtain sugar from cane or beets, the saccharine juice is placed in the central compartment, and the end compartments are filled with water. Under the influence of the current, the albuminoid substances of the juice coagulate and precipitate, and the salts are decomposed. The juice becomes clear, limpid and colorless, and no longer contains anything but sugar and a few traces of organic matter plus a little lime and magnesia. By the term "sugar" is to be understood all kinds of sugar. There is no osmosis through the partitions. In the end compartments accumulate the soda, potassa and ammonia.

It is possible that the process studied by M. Dupont may be applicable industrially. The future will inform us as to that. But, however that may be, it is already very advantageous as a means of analysis. It permits, in fact, of rapidly searching for, isolating and making a quantitative analysis of the various sugars that may exist in a large number of plants.

## A DRUMMER'S LITTLE GIRL.

My papa is a travelling man,  
Some people call him "drummer,"  
He goes away in August and  
Gets home again next summer.

I don't know my papa very well—  
I wish I knew him better;  
But every week I take my pen  
And write a big, long letter.

And mamma says some day he'll come  
(I thought I would have fainted)  
And she will keep him in the house  
Until we get acquainted.

Now, ain't that funny, don't you think?  
It gives me lots of bother,  
To think a great, big girl like me  
Don't really know her father!

I don't really know how to act.  
Of course, he'll have to "Miss" me;  
But, goodness gracious! it won't do  
To let a strange man kiss me.

And when he first comes in the house  
I won't know how to greet him;  
I guess I'll call him "Mr. Papa,"  
And say I'm pleased to meet him.

Oh, papa! it's plaguey mean to have  
One's papa for a drummer.  
I wish he'd come in autumn and  
Stay winter, spring and summer.

—John A. Condit, in Business.

# EPPS'S

GRATEFUL.  
COMFORTING.

IN ¼-LB. LABELLED TINS.

14-LB. BOXES.

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

THE MOST  
NUTRITIOUS.

# COCOA

## War Tin Tea.

Packed by

**THE BRITISH &  
BENNINGTON'S  
TEA TRADING  
ASSOCIATION,  
Limited**

London,  
England.

The most attractive package  
on the market.

Design registered for the  
Dominion.

On seeing it, your customers  
are sure to buy it.

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

Canadian Agents:

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

Montreal.



### A CORNER FOR CLERKS.

By W. T. Robson.

This department being for clerks contributions from them are solicited.

HOW is your time employed outside of your business? So many young men when the day's work is over seek only pleasure; for such a young man there is very little hope that his life will ever amount to much. Our business is one that gives but little opportunity to improve oneself mentally and physically. Yet, it is of great importance that the small margin of time we have is rightly used for self-improvement, and that advancement in life is in exact proportion to that fitness for the position we have created in ourselves by the use of opportunity. We are each engaged in the manufacture of ourselves, and that which we sow in habit we reap in character. For honest sport, for proper recreation, for the temperate use of the enjoyments of life there can be no word of rebuke; every young man should indulge in them, but not live for them. The danger at the present time is, young men regard work as a drudgery and pleasure as the end of life. This is an error which now corrupts life, ignores all that is serious, lowers the standard of manhood and thus weakens the nation. The complaint of our young men is that they have no time for self-culture. But this is the complaint of the indolent, for there is no employment that does not afford time which may be successfully utilized if there is an earnest desire. It is the sedulous use of the odd fragments of time that makes all the difference between the scholar and the commonplace man. The groceryman who comes home from business, gets his meal, stares out of the window, looks over the evening paper, is miserable because he does not know what to do with himself is to be pitied. His is indeed a narrow view of life. The poorest hobby is better than nothing, art of some sort, music or the microscope, anything, as long as the mind has healthy occupation.

In the employment in which we are engaged, with its confinement, a certain amount of relaxation is essential to health, the most important possession a man can have, the lack of which makes life a desert of unhappiness. We must have our enjoyments and our pleasures, but let them be such as will make us stronger and better for having indulged in them. You do not usually hear a young man who has improved his leisure half hours, who is intellectual and loves good books, falling into vulgar vice; there is always a tendency to talk on the most interesting theme, and what a

young man should try to do is to cultivate interest in helpful things. Certainly, to-day, far more than at any previous time, great opportunities are afforded to redeem the leisure hour. The history of all successful men shows plainly the advantage of making the best use of our time.

It is often said that the busiest people have the most leisure; and it is true, because, as a rule, the busy men work upon a system. Were it otherwise, they never could accomplish the work they do. The fussy and harassed man does not plan and use method in his work, consequently he is always in trouble. To my mind, every young man should endeavor to make the most of his hours of leisure, as a moral safeguard as well as an intellectual source.

Herbert H. Vreeland, president of The Metropolitan Street Railway Co., of New York, says, in this week's Saturday Evening Post: "The desire for social relaxation at the formative period in a young man's business life has done more to keep bright young men back than almost any cause that I know of. 'All work and no play makes Jack a dull boy,' is one of the numerous old saws that have brought untold mischief; and that are founded entirely on fiction. Work, even unremitting, continuous work, never harmed any young man, or, if it did, the exceptions are so few they don't count." He goes on to say—"the cause of failure of so many young men in the city is their fondness for social life." His subject, "The Young Man's Opportunity in the New Business Order," is worthy of reading by every young man, especially those who consider opportunity not as good as formerly. He proves conclusively that for the earnest, industrious young man the prospects of success are better than ever.

"W.F.G."—How is maple sugar made from brown sugar?

There has been considerable talk of maple sugar being adulterated with ordinary brown sugar, but I have not heard of it being made from brown sugar, and, if it is done, I do not know the process.

"A.B."—Is it wise for a grocer to make his own vinegar?

No, it is not. Good vinegar, uniform in quality, is sold at a reasonable price, and a merchant takes a big risk in attempting to make, without a thorough knowledge of the business, his own vinegar. He may possibly make a good article, but the

## BULK PICKLES

5-gallon kegs, extra choice stock.  
Special prices for round lots.

**WARREN BROS. & CO.**  
TORONTO.

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

Tomatoes, Peas and Vegetables.

SOLD ON THEIR MERITS.

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

## Cream OF Wheat

"The popular Idol" wherever given a trial, is the pure gluten of the No. 1 Western Spring Wheat. It is the most nourishing and delicious breakfast dish. It is a trade-winner. All wholesalers.

**E. A. SHOEBOTHAM,**  
Agent, - LONDON, ONT.

## Shredded Whole Wheat Biscuit

For sale by all  
Wholesale Grocers.

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

## COWAN'S

Hygienic Cocoa

Royal Navy Chocolate

AND

Famous Blend Coffee

are the favorites with all grocers

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



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

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

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

## The N. K. FAIRBANK COMPANY

Wellington and Ann Streets

Montreal, Quebec.



## Pickles

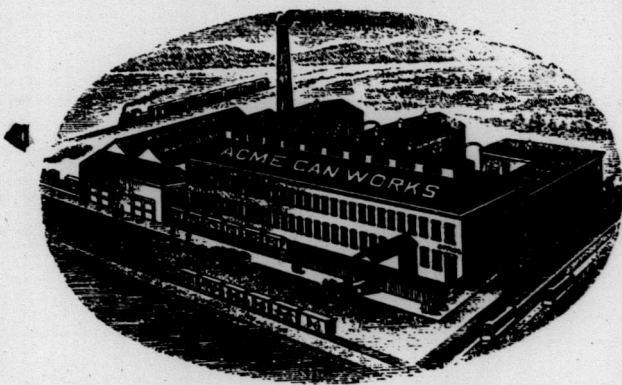
There are no others quite so good as...

**Williams Bros. & Charbonneau's**

This Season's Output will be finer than ever.

Have you seen the "NEW PACKAGES?" It will pay you to investigate.

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



## THE ACME CAN WORKS

Manufacturers of ALL KINDS OF CANS for

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

WE MAKE A SPECIALTY OF

### Key Opening Cans

USING THE LATEST AND BEST SYSTEMS.

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

Office and Factory, Ontario St., MONTREAL

chances are very much against him. One lot wrong will do more harm to his business than the price of many barrels of vinegar.

PEDDLE SUNSHINE IF YOU CAN.

Though you deal in liquid blacking,  
Dismal bluing and such things,  
When you have a sale to manage  
Do it as a robin sings.  
Put some cheer-up in your business—  
Be a chipper sort of man,  
And, with other lines of notions,  
Peddle sunshine if you can.

There is an awful deal of meanness  
In this busy world of ours,  
But mixed in with weeds the rankest,  
Oftimes grows the finest flowers.  
Wear a posey in your lapel—  
It won't hurt the trade you plan,  
And, along with other samples,  
Peddle sunshine if you can.

—Chicago Record.

The above reminds me, it is necessary, in dealing with the public, for "the man behind the counter" to be cheerful and bright. Your customers will appreciate these qualities if rightly used. The sharp and crabbed man is no use as a clerk; he will drive trade away. Molasses catches flies, not vinegar.

"C.G."—Is \$500 enough to start a grocery?

To a question like the above, one cannot give an answer. It depends on the place and the size of the store. With a capital limited to the above, great care and judgment must be exercised, and at best it would only enable one to start in a small way. My advice is: Wait until you have more money. With the small amount you mention, you would not be able to do a credit business. In business, it all depends on the man. Some men might make a success with the capital you mention, but, for most men, the experiment would result in financial disaster. This we have often seen proven.

"B.S."—Have you had difficulty in keeping apples this season?

In common with others, we have experienced considerable difficulty the last two seasons. There have been a number of reasons advanced for this. Some say it is caused by the condition in ripening the fruit, claiming that they were ripened too quickly by extreme heat. Again, I have heard of it being caused by a general frost before the fruit was picked. It is a difficult matter to find out the cause. No doubt the reason is climatic conditions not being favorable to the proper maturing of the fruit. Much also depends on the place of keeping the fruit. A low temperature is absolutely necessary.

"C.F."—White is preferred for show cards to colored cardboard. If you use colored cards, use only one color at a time. It looks better than having several colors in the same window at a time. Use occasionally different colored inks. This gives

a nice effect without the additional cost of purchasing colored cardboard. Leave plenty of white space around your figures, as it makes them stand out better. In the way of making effective window cards, the most excellent plan is to make them neat, so they will attract the eye because of the feature of neatness which is embodied in them. These are to be preferred to the gaudily-colored creations which some people think artistic.

THE PRESIDENT OF THE MONTREAL ASSOCIATION.



President Martineau.

The accompanying photo is a fairly true likeness of Mr. Zeno Martineau, the president of the Montreal Retail Grocery Clerks' Association.

The occasion of the Queen's Jubilee marks Mr. Martineau's entrance into the association of which he has lately become the head. For several days before the holiday he had fostered a desire to ride a horse in the procession, and the idea occurred to him that the grocery clerks ought to ride in a body.

When trying to organize his confreres he stumbled into the knowledge of the fact that there was a clerks' association in existence. He joined, rode in the procession, and has been a faithful attendant at the association meetings ever since. During the last two years he has been the grand marshal of the organization. Now he is

given the opportunity of marshalling, not only the members, but also the clerks outside of the association, into line. And he seems determined to discharge his two-fold duty.

Mr. Martineau has been in the grocery business for 17 years. He first bagged sugar for Mr. Edmond Latur, of Cote St. Paul, and he remained in his employ five years.

Then he worked one year in Mr. P. Valee's store, Cote St. Paul, after which he entered the establishment of Tisson & Guillet, 418 Lagauchitère street, Montreal, and has remained there for 11 years. One needs no further proof of his energy and reliability.

He is planning an aggressive campaign for the association during the coming year, and, if he is supported by his confreres, he ought to infuse new life into the organization and add a long list to its membership roll.

ORANGEVILLE BOARD OF TRADE.

The business men of Orangeville, Ont., have organized a board of trade. Some time ago, a committee was appointed to secure information regarding industries seeking suitable locations. Correspondence was presented from parties seeking inducements for the establishment of pork-packing, carpet, gas, biscuit, boot and shoe, anti-rust tinware and agricultural implement factories and a planing mill.

The following officers were elected:

President—E. Myers.  
Vice-President—Mr. Gordon.  
Secretary—E. Thompson.  
Council—Messrs. Holland, Mann, Chapman, Turner, Still, Green, Claxton, T. Wright, H. Endacott, McIntyre, Brown and Stevenson.

POPULARITY

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

EMPIRE

SMOKING TOBACCO

In 5, 10 and 15c. Plugs.

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

EMPIRE is well advertised.

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

EMPIRE is A BIG PLUG FOR LITTLE MONEY.

Made by

THE EMPIRE TOBACCO CO., LIMITED  
MONTREAL, QUE.

# GILLARD'S PICKLE

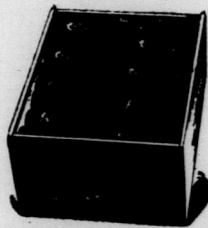
IS SOLD BY ALL WHOLESALE GROCERS IN CANADA.

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

**GILLARD'S PICKLE**—Cases of 2 Dozen.  
5-Case Lots and over \$3.20 Per Dozen.  
Less Quantity, 3.30 "

**GILLARD'S SAUCE** is a good sauce, none better for gravies, soups, etc.  
5-Dozen Lots and over \$1.40 Per Dozen.  
Less Quantity 1.50 "

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



## LICORICE..

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

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

**YOUNG & SMYLIE**  
Established 1845. BROOKLYN, N.Y.

Most  
Excellent  
Coffee



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

Trial Order Solicited.

DON'T WAIT

till your customers get

## Ceylon Green Tea

from one of your neighbors.

YOU introduce it to your customers and make Lasting Friends.

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

Wholesale Grocers.

LONDON,

ONT.





“THE EDWARDSBURG BRANDS”

# Starch .. and Syrup

Are well known all over the Dominion as a **STANDARD OF QUALITY.**  
ASSORTED STOCKS of all styles of packages now on hand, and **PROMPT SHIP-**  
MENT guaranteed.

EDWARDSBURG STARCH CO'Y, Limited,  
Established 1858.

164 St. James St.,  
MONTREAL.

Works:  
CARDINAL, ONT.

53 Front St. East.  
TORONTO.

# DUNN'S PURE MUSTARDS

GIVE UNBOUNDED SATISFACTION.

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

**COFFEE.**

JAMES TURNER & CO.	
Mocca .....	0 32
Damascus .....	0 28
Cairo .....	0 20
Sirdar .....	0 17
Old Dutch Rio .....	0 12 1/2
TODHUNTER MITCHELL & CO.	
Excelsior Blend .....	0 32
Jersey .....	0 29
Rajah .....	0 20
Old Government Java .....	0 30
Maracaibo .....	0 18
West India .....	0 18
Rio choice .....	0 12
CLOTHES PINS	
BOECKH BROS. & CO.	
Clothes Pins (full count), 5 gross in case, per case .....	0 55
doz. packages (12 to a case) .....	0 70
doz. packages (12 to a case) .....	0 90

**EXTRACTS.**

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

**FOOD.**

Robinson's Patent Barley 1/2 lb. tins ..	1 25
" " 1 lb. tins ..	2 25
" " Groats, 1/2 lb. tins ..	1 25
" " 1 lb. tins ..	2 25
GILLETT'S POWDERED LYE.	
4 doz. in case .....	\$3 60
JAMS AND JELLIES	
SOUTHWELL'S GOODS.	
Frank Magor & Co., Agents.	
Orange Marmalade .....	1 50
Clear Jelly Marmalade .....	1 80
Raspberry W. F. Jam .....	2 00
Raspberry " " .....	2 00
Apricot " " .....	1 75
Black Currant " " .....	1 85
Other Jams, W. F. .....	1 55
Red Currant Jelly .....	1 75
T. UPTON & CO.	
Jams—	
1-lb. glass jars 2 doz. in case, per doz	\$1 00
5-lb. tin pails, 8 pails in crate, per lb	0 07
7-lb. wood pails, 6 " " ..	0 07
14-lb. wood pails per lb .....	0 07
30-lb. " " .....	0 06 1/2
Jellies—	
1-lb. glass jars, per doz .....	\$1 00
7-lb. wood pails, per lb .....	0 06 1/2
14-lb. " " .....	0 06 1/2
30-lb. " " .....	0 06 1/2
KNIFE POLISH.	
Nixey's "Cervus" 6d. and 1s. tins	
For price list and sliding scale apply W. G.	
Nixey 12 Soho Sq. London, Eng.	
LICORICE.	
YOUNG & SMYLYE'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 4

"Acme" Pellets, 5 lb. cans, per can ..	2 00
"Acme" Pellets, fancy boxes (40) per box ..	1 50
Tar, Licorice and Tolu Wafers, 5 lb. cans, per can ..	2 00
Licorice Lozenges, 5 lb. glass jars ..	1 75
" " 5 lb. cans ..	1 50
" " Licorice, 200 sticks ..	1 45
" " 100 sticks ..	0 75
Dilce, large cent sticks, 100 in box ..	
MUSTARD.	
COLMAN'S OR KEEN'S.	
D. S. F., 1/2 lb. tins, per doz ..	\$1 40
" " 1 lb. tins, " ..	2 50
" " 1 lb. tins, " ..	5 00
Durham, 4 lb. jars, per jar ..	0 75
" " 1 lb. " " ..	0 25
F. D., 1/2 lb. tins, per doz ..	0 85
" " 1 lb. tins ..	1 15
BAYLE'S PREPARED MUSTARDS.	
Robert Greig & Co., Toronto, Agents.	
1/2-lb. jars 1-lb. jars	
Horseradish .....	\$1 75 \$2 50
English Sandwich .....	1 75 2 50
JONAS' FRENCH MUSTARDS	
HENRI JONAS & Co. Per gross.	
Pony size .....	\$7 50
Imperial, medium .....	9 00
Imperial, large .....	12 00
Tumblers .....	12 00
Mugs .....	13 20
Pint jars .....	18 00
Quart jars .....	24 00
MATCHES.	
Eddy's Telegraph, single cases .....	\$3 70
" " five cases .....	3 50
Telephone, single cases .....	3 60
" " five cases .....	3 40
Eagle Parlor, single cases .....	1 60
" " five cases .....	1 50

**MINCE MEAT.**

Wetley's Condensed, per gross, net ..	\$12 00
" " per case of doz., net ..	3 00
ORANGE MARMALADE.	
T. UPTON & CO.	
1-lb. glass 2 doz. case, per doz ..	\$1 00
7-lb. pail 6 pails crate, per lb ..	0 07 1/2
PICKLES.	
STEPHENS'.	
A. P. Tippet & Co., Agents.	
Patent stoppers (pint), per doz ..	2 30
Corked " " ..	1 90
BAYLE'S.	
Robert Greig & Co., Toronto, Agents.	
1/2 Pint. Pints	
Pandora, per doz ..	\$2 15 \$3 00
Sliced Sweet ..	1 75 2 85
Hot Stuff ..	1 75 2 85
Tobasco Sauce, 2-oz. bottle, per doz ..	\$4 25
Tolasco Peds in vinegar, 1/2 pt. " ..	3 25
QUICKMAID RENNET TABLETS	
Single dozens ..	\$0 85
1/4 gross, with or without wooden bxs. 2 4)	
Retails 1c. per package. 10 Tablets make 10 Quarts for 10 cents. Recipe book with each package.	

**SODA.—COW BRAND**



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



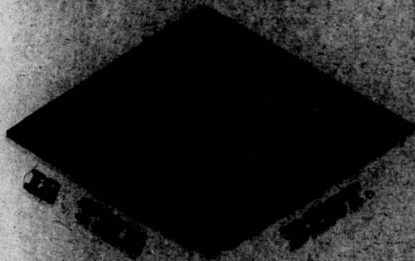
**TARP**  
**FLY PAPER**



Stops the fly in his road home. Also catches the heavy load he is carrying, thus preventing the damage of spreading.  
Long lasting. A Cash Agent.  
Order from Jobber.

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

Subscribers wanting goods or special quotations on anything or where to order at any time, can get them by mail or wire by corresponding with **THE CANADIAN GROCER**, Toronto or Montreal.



ASK FOR  
**MOTT'S**

**Refrigerators**



**EUREKA**

It is the best.  
WHY?  
Because it is built on scientific principles. It is simple, durable, and efficient. It is the only refrigerator that is built on the principle of the "Eureka" system. It is the only refrigerator that is built on the principle of the "Eureka" system. It is the only refrigerator that is built on the principle of the "Eureka" system.

The only refrigerator that is built on the principle of the "Eureka" system.

**Butter Tub**

season is near.

30-lb. and 50-lb.

PROMPT SHIPMENT.

**WALTER WOODS & CO.**  
HAMILTON.

**BRITISH BUSINESS CHANGES.**

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

**FREE INSERTION**

in "Commercial Intelligence" to the Editor "SELL'S COMMERCIAL INTELLIGENCE," 100 Fleet Street, London, England.

"Commercial Intelligence" circulates all over the United Kingdom amongst the best firms. Firms communicating should give references as to bona fides.

**F.B.**—A free specimen copy will be sent on receipt of a post card.

**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,**

221 McGill Street, MONTREAL, QUE.  
Telephone Main-1255.  
10 Front St. East, Toronto. Telephone 2142.

**DON'T PAY FREIGHT ON WATER**

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

Agents—  
**SEYLER, SANDERSON & CO.**  
41 Wellington St. West, TORONTO  
Agents for **HEINRICH FRANCK SOHNE & CO.**  
Gerstein Chocory, Coffee, Extracts and Essences  
LOUDBURG, GERMANY. FLUSHING, N.Y.

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

**WHEAT MARROW**

SATISFYING FULLY, DECUPERATING QUICKLY, DYEING EASILY.

The best production 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**

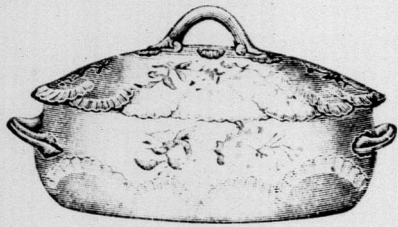
CORNWALL, ONT.

Is Hard Goods and just the thing for which to make a grocer's business.



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

THE CANADIAN GROCER



WE HAVE SOME EXTRA GOOD LINES IN

**Dinner Sets**  
**Toilet Sets**  
**Printed Ware**

in assorted crates and open stock.

Write for prices, illustrations and contents of our assorted packages.

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



**MINCE MEAT MANUFACTURING**

has been my specialty for many years. I have not the slightest hesitation in claiming that

**WETHEY'S CONDENSED MINCE MEAT**

is the most excellent article of its kind produced in this or any other country. Its wonderful success proves this claim beyond a doubt. It combines every good feature and no objectionable ones.

LET YOUR WHOLESALE FILL YOUR ORDER.

**J. H. WETHEY**

Sole Manufacturer

ST. CATHARINES.

**Crosse & Blackwell, Limited**

We are out after orders for Spring shipments. Let us have yours as soon as possible.

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

**MONTREAL.**

CHAS. F. CLARK, President.

JARED CHITTENDEN, Treasurer.

...ESTABLISHED 1849..

**BRADSTREET'S**

Capital and Surplus, \$1,500,000.

Offices Throughout the Civilized World.

Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants by the merchants, for the merchants. In procuring, verifying and promulgating information, no effort is spared, and no reasonable expense considered too great, that the results may justify its claim as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

Subscriptions are based on the service furnished, and are available only by reputable wholesale, jobbing and manufacturing concerns, and by responsible and worthy financial, fiduciary and business corporations. Specific terms may be obtained by addressing the Company at any of its offices. Correspondence Invited.

OFFICES IN CANADA

HALIFAX, N.S.  
OTTAWA, ONT.  
VANCOUVER B.C.

HAMILTON, ONT.  
QUEBEC, QUE.  
VICTORIA, B.C.

LONDON, ONT.  
ST. JOHN, N.B.  
WINNIPEG, MAN.

MONTREAL, QUE.  
TORONTO, ONT.

THOS. C. IRVING, Gen. Man. Western Canada, Toronto. JOHN A. FULTON, Gen. Man. Eastern Canada, Montreal.

**Oakey's**

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

**'WELLINGTON' KNIFE POLISH**

**JOHN Oakey & Sons, Limited**

MANUFACTURERS OF

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England.

Agent:

**JOHN FORMAN, 644 Craig Street MONTREAL**