

**PAGES  
MISSING**

PUBLISHED EVERY FRIDAY

CIRCULATES IN EVERY PROVINCE

# THE CANADIAN GROCER

AND GENERAL STOREKEEPER

**SELL ONLY THE BEST!**

These substantiate our claim that : : : :

## Colman's Mustard

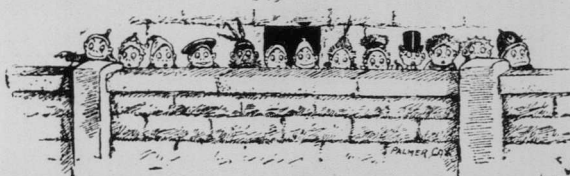
In Competition with the World we have received the

**Highest Awards Made . . .**

**IS THE BEST IN THE WORLD**



## "IMPERIAL" WHITE WINE VINEGAR



Gives satisfaction to consumer and pickle manufacturer alike.

### WHY ?

Because it is the highest quality of vinegar that can be produced from the purest and best ingredients, prepared by a thoroughly scientific and up-to-date process.

A vinegar perfect in appearance and flavor, uniform in strength, absolutely reliable at all times, under any conditions.

**Do You Sell "Imperial?"**

The Fittest Survive!

# RICE'S PURE SALT

For Table or dairy.



PROPRIETORS:

R. & J. RANSFORD,

Established  
1868

Clinton, Ont.



## 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 1/4-lb. boxes; Curved Stem Pipes, 200 to box. Write for illustrated catalogue.

YOUNG & SMYLIE

Established 1845.

BROOKLYN, N.Y.

**ENTERPRISE** on an article is a  
Guarantee of **QUALITY**

**ENTERPRISE**

## FOOD CHOPPERS

Four Knives  
with each Machine

No. 100, chops 2 lbs. per minute, \$1.50  
No. 300, chops 3 lbs. per minute, \$2.25

Sell every Day in Year

**GUARANTEED TO CHOP RAW MEAT**

Illustrated Catalogue FREE

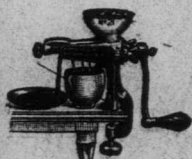
Order through your Jobber

Bone, Shell &  
Corn Mill



No. 750, \$7.50

Meat Juice  
Extractor



No. 21, \$2.50

Cherry Stoners  
5 Sizes & Styles



No. 1, \$7.50 doz.

Rapid Grinding &  
Pulverizing Mills

45 Sizes & Styles for Hand  
& Power, \$1.25 to \$300.00

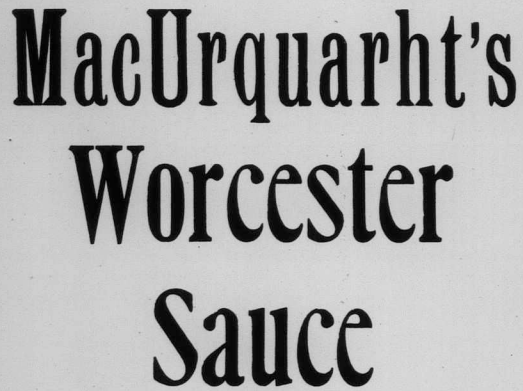


No. 2 1/2, \$4.75

New York Branch,  
10 Warren Street

The Enterprise Mfg. Co. of Pa., Philadelphia, Pa.

San Francisco Branch,  
105 Front Street



**MacUrquarht's  
Worcester  
Sauce**



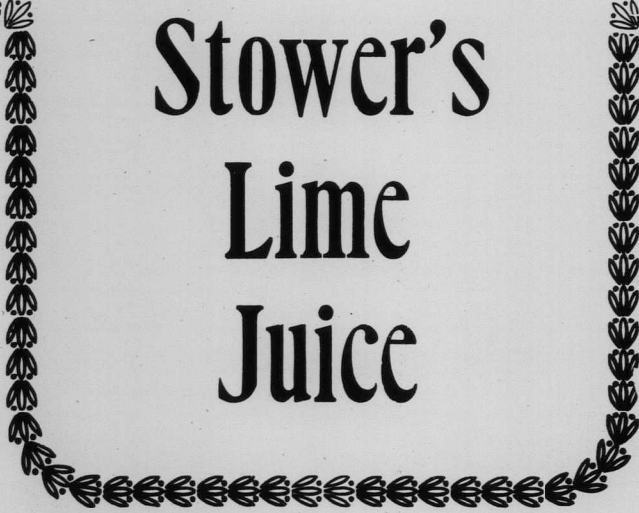
**Wheat  
Marrow**

"There's luck in the four-leaved clover," especially when each leaf contains the name of such standard goods as MacUrquarht's Worcester Sauce, Stower's Lime Juice, Codou's Macaroni and Wheat Marrow.

Each one of the four holds its place steadfastly in the front rank in popular favor, and each one builds for confidence among a grocer's trade.



**Codou's  
Macaroni**



**Stower's  
Lime  
Juice**

*Sold by Leading Wholesalers Everywhere.*

A. P. TIPPET & CO., AGTS.,  
MONTREAL. TORONTO.

**MAMMOTH PRIZE COMPETITION****\$2,500.00**  
IN PRIZES

to be given to the persons sending in the greatest number of Gold Soap Wrappers before November 15, 1902.  
Read the conditions below.

**Starts May 1st, 1902. Ends Nov. 15th, 1902.**Begin now to save your Gold Soap Wrappers, and you will win one of the **5,213 PRIZES****DIRECTIONS**

Save your Gold Soap Wrappers, and send them in to Gold Soap, Toronto, marked "Competition," before November 15th, 1902, with your own name and address enclosed. The prizes will be sent out on November 24th with a full list of the winners. You may send your wrappers in at any time so long as your name and address comes along with each lot. Do not send in the whole wrapper, but just the centre part.

**LIST OF PRIZES**

<b>1st Prize</b> —For the largest number of Gold Soap centres received, \$100 in cash	Each of the next 3,000—A handsome piece of Silverware—Silver Sets, Cream Jugs, Novelties, Ladles, Sugar Bowls, Salts and Pepper, Butter Knives, etc., etc., etc.
<b>2nd Prize</b> —For the 2nd greatest number, \$50 "	Each of the next 2,000—A copy of the famous picture, entitled "King of the Forest," designed especially for Gold Soap. This picture cannot be procured elsewhere.
<b>3rd Prize</b> —	All those that do not win a prize, will receive a regular Gold Soap Premium in return for their wrappers.
Each of the next 50—A 14-k. Gold-Filled Watch, for Lady or Gentleman, guaranteed.	
Each of the next 10—	
Each of the next 50—A handsome Silver Watch, for Lady or Gentleman, guaranteed.	
Each of the next 100—One dozen Silver-Plated Tea Spoons, guaranteed.	

**CONDITIONS**

All wrappers sent in must have contained soap; we have a secret process for detecting bogus wrappers. All wrappers (or centres) must be plainly marked "Competition," and must contain the name and address of the sender, and be mailed to Gold Soap, Toronto, on or before November 15th, 1902. Those that receive prizes will not receive a Premium as well, but all those not winning prizes will receive a regular Gold Soap Premium in return for their wrappers. In case two persons send in the same number of wrappers, the prize will be divided. Persons giving information leading to conviction of anyone trying to defraud Gold Soap will be liberally rewarded.

Address all  
Communications Simply**GOLD SOAP, Toronto****FLOUR****MAGOR'S  
DELICIOUS  
PATENT  
FLOUR.**The Purest Flour Made—makes  
Delicious Bread, Cakes and Pastry.  
Prices For Cash Unequalled.**JOHN MAGOR & CO., MONTREAL**

GOLD MEDAL, PARIS, 1900.

**Walter Baker & Co.'s**  
PURE, HIGH GRADE  
**Cocoas and Chocolates.****Breakfast Cocoa.**—Absolutely pure, delicious, nutritious, and costs less than one cent a cup.**Premium No. 1 Chocolate.**—The best plain chocolate in the market for drinking and also for making cake, icing, ice-cream, etc.**German Sweet Chocolate.**—Good to eat and good to drink; palatable, nutritious, and healthful.**WALTER BAKER & CO. Ltd.**

ESTABLISHED 1780.

**DORCHESTER, MASS.**

BRANCH HOUSE, 12 and 14 St. John St., MONTREAL.

TRADE-MARK ON EVERY PACKAGE.

**"ACME"**  
TABLE SALTAsk your wholesale grocer for it.  
Put up in 24 3-lb. cartoons in a case, and in 50-lb. box.**TORONTO SALT WORKS, Toronto, Ont.**  
Agents for the Canadian Salt Co., Windsor, Ont.

BUY

**Star Brand****COTTON  
CLOTHES  
LINES**

— AND —

**COTTON  
TWINE**

Cotton Lines are as cheap as Sisal or Manila and much better.

For sale by all Wholesale Dealers

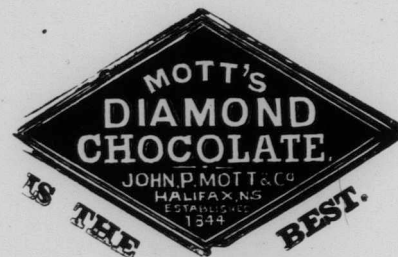
See that you get them.

**Soap****"IMPERIAL" and  
"SNOW"**

Twin Cakes.

NOW IN STORE.

Perkins, Ince &amp; Co., - Toronto.



ASK FOR

**MOTT'S**Do  
the "o

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If so,  
custom

**Write** this on  
a  
**Post Card**

"Send me a trial order of one thousand of your Cigars—two hundred to retail for 10c., and 800 to retail for 5c., the latter varying in price from \$25 to \$35 per thousand."

In addition to this, state what colors you want—light, medium, dark or assorted. Let me use my judgment about the selection, and remember, please, that I am trying to make this first order from you lead up to permanent business between us. Send along the postal.

Terms, 5 per cent. discount if you pay the bill in thirty days—4 months nett. Your money back any time within six months if the Cigars do not sell readily.

J. BRUCE PAYNE, Cigar M'fr.,  
Granby, Que.

**"Sterling"  
Brand  
Pickles.**

Very great popularity comes to "Sterling" brand pickles and relishes. At no time in the history of the business have we sent so many and such large shipments to all parts of the Dominion—very substantial evidence of the popularity of these goods among the trade and their customers.

You are sure of the best business of your community when you handle "Sterling" goods—always keeping your stocks well assorted.

- Known
- From
- Ocean
- to
- Ocean

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

**TIME  
TO  
WAKE  
UP**

Do you still hesitate between the "ordinary" kind and

**TILLSON'S  
PAN-DRIED OATS ?**

If so, it should be worth your while to ponder on the contents of this letter. Perhaps you have some customers who know what they want in the porridge line and will look for it as this man did.

THE TILLSON CO., LIMITED, TILLSONBURG, ONT.

*London, March 11, 1902.*

*The Tillson Co., Limited  
Tillsonburg.*

*Dear Sirs,—As I have been using your Pan-Dried Rolled Oats for some time I have been drumming my Grocer, Mr..... to keep it in stock, for at my house we will not use the old-fashioned sticky stuff under any consideration. I know exactly what I want in this line.*

*Yours truly,*

.....

## DON'T OVERLOOK THE FACT

that, although you may possibly persuade your customers into purchasing other than JAPAN TEA, it is your disadvantage to do so if you aim at winning their confidence and to prove to them that the teas you sell are reliable and of the highest quality. Many teas are claimed to be "just as good" as

# JAPAN TEA

But, if "popularity is the best proof of merit," then JAPAN TEA wins every time. The best tea judges in Canada testify to its absolute purity, wholesomeness, cleanliness and healthfulness. Grocers who are anxious to keep their tea departments in a good paying condition should not overlook the fact that only healthy, clean tea like JAPAN should be sold their customers.

JAPAN CENTRAL TEA TRADERS'  
ASSOCIATION.

Trafalgar Chambers, Sun Life Building  
Annex.

Tel. Main 4142. MONTREAL, CANADA.



**YOUR MONEY BACK**

**IF YOU DO NOT LIKE**

**IMPERIAL MAPLE SYRUP**

Return it to the dealer of whom you bought it, who is authorized to give you your money back.

**ROSE & LAFLAMME, Agents  
Montreal.**

Every article sold over your counter is representative of the class of goods you sell. Upon their quality depends the quantity of your trade.

**STARCH**

is an article that is in constant demand. Every package of the genuine, well-known, reliable, labor saving

**IVORY GLOSS STARCH**

you sell is a profitable advertisement for your store. It contains all the necessary elements essential to the producing of satisfactory results. Your customers will not look elsewhere for a better starch than the famous

**IVORY GLOSS STARCH**

Manufactured by  
**THE ST. LAWRENCE STARCH CO.,**  
LIMITED  
PORT CREDIT, ONT.

**WHITEMORE'S POLISHES.**

THE WORLD'S STANDARD.

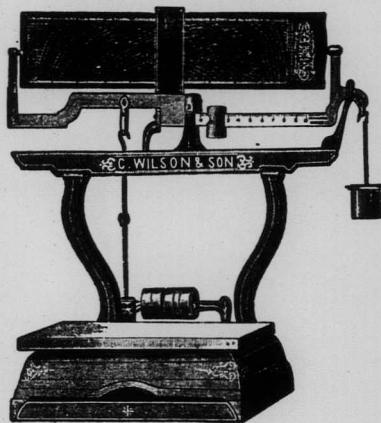
THE OLDEST AND LARGEST MANUFACTURERS OF SHOE POLISHES IN THE WORLD.



**"GILT EDGE"**

The only Ladies' Shoe Dressing that positively contains oil. Softens and preserves. Imparts a beautiful finish. Once tried always used.

LARGEST QUANTITY, FINEST QUALITY.  
For Sale by all Wholesale Grocers.



**False  
Economy**

To do without a good scale. Why, a poor scale can lose for you hundreds of dollars, and you won't know where you lost it either. Good grocers have found out our Computing Scales **save for them money.** Allow us to show it to you. Send a post card and we will call —you will be under no obligation to buy.

**C. Wilson & Son**

69 Esplanade Street East,

**TORONTO, ONT.**





# CEYLON TEAS JAPAN TEAS

To retail at 20 cents up. We have some extra-special values that it will pay the wide-awake grocer to investigate.

**W. H. GILLARD & 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.

WM. ROSS, Manager.



### PATERSON'S WORCESTERSHIRE SAUCE

sells quickly, because of its great merit. It affords the dealer a good profit—what more do you want? Have you enough in stock?

**ROSE & LAFLAMME  
AGENTS, MONTREAL.**

### Grocers in Summer Resorts

can do a profitable business  
by selling

## Nasmith's Bread and Cakes.

Write us for particulars.

**THE NASMITH CO., Limited,**  
66 Jarvis St., Toronto.



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## GROCERY WINDOW DISPLAYS.

### A FRUIT AND PRODUCE WINDOW.

**I**N many stores where the windows are good but not large no attempt is made to secure attractive displays, says Grocery World, because the storekeeper thinks it is not worth while trying to make any special effort at window advertising unless there are large windows at hand to work in. This is a very unpractical view to take. Large windows are very desirable when properly handled, but attractive displays can also be made in small windows as well, and an especially good line to work with in small windows at this season of the year is fresh truck.

It seems strange that window displays of fruits and vegetables are so seldom made when the readiness with which these lines lend themselves towards making attractive displays and the profits derived from pushing their sale is considered. One store that I know of reserves one of its windows for displays of fruit and vegetables alone, and while there is no pretence to an artistic display, the display is always effective, and that, of course, is the most important thing.

In this store a neat plain board platform, about 5 ft. high and the width of the window, is placed on the window floor about 3 in. back from the glass and allowed to slope back until the top is about 3 ft. back from the glass. Apples, oranges, tomatoes, and whatever else is in season, are simply laid in regular rows against the board, which is covered completely with the goods shown, each separate piece being wrapped in white paper having the upper part uncovered.

Now, this is a very primitive method, but it does its work. It brings trade which pays good prices, and that's what the goods are put in the window for.

A small window, not over 4 ft. wide and just about as deep, with a beautiful plate front, was used for the following displays. The window floor was covered with white crepe tissue, and the same was used for the sides and back to a height of 3 ft. from the floor. A strip of medium maroon color, 3 in. wide was fastened all the way around the top of the tissue on the sides and back. Another strip of maroon-colored tissue, 5 in. wide was run around the tissue on the

window floor, the outside edge of which was about 2 in. from the sides of the window.

The display consisted of nothing but strawberries in boxes, arranged like the squares on a checkerboard; to do this, empty berry boxes were wrapped in white paper and laid on the floor inside the square formed by the maroon-colored strip. These boxes were placed bottom up alternately, with the full boxes of red berries in the box, and the boxes wrapped in white forming blocks of regular size and shape. Each white block had the price of the berries marked on it in figures of the same shade of maroon as was used for trimming.

At another time, for the season when strawberries were more plentiful, another display of them was made in this window by trimming it as described above, with the exception that white was used for the finish on top of the curtain at sides and back, as well as for the curtains themselves, and a 4-in. band of maroon was run straight down the white tissue at each end of sides and back, the outside being 4 in. from the edge; while other strips of maroon, the same width, were run across from end to end of the paper on sides and back, with outside edge 4 in. from top and bottom respectively. This same idea was used on the floor. In the centre of the square on the floor was placed an immense oval-shaped meat dish, the edge covered completely with fresh strawberry leaves, and the dish piled as high as it could hold with fresh, clean berries. A card painted in maroon color was placed in the centre of the space on the back curtain, with this copy:

A MEASURED QUART  
OF SOUND RIPE  
STRAWBERRIES  
15 CENTS.

The berries were sold by measure as the customer asked for them, from a large tray. Good berries of almost equal quality were being sold for 10c. by the box. A little picking over, removing a soft one here and there, and measuring them, secured the additional 5c. very easily.

The same window was arranged another

time by placing bunches of celery, arranged flat, against the sides and back, two rows high, placing the bases of the top row behind the tops of the bottom row. The celery was easily fastened with small thin nails to the sides and against boards placed across the back of the window.

The centre of the window was occupied by a four-deck wire stand for displaying seasonable fruits and vegetables, and around the base, in a circle 30 in. wide, were arranged heads of salad covering the floor and the base of the stand entirely. Around the salad, the window floor was covered with peas. The first deck of the stand was first padded well with paper, which was then covered with tomatoes; the next deck was filled with new potatoes; the third with bright oranges, and the top with apples. Each article on the stand bore a price card, and celery, peas and salad had several price marks each.

### A BOOK OF INSTRUCTION IN SIGN PAINTING.

How to paint neat and attractive signs is instruction every window-trimmer or the merchant who trims and makes his own card signs must be instructed in. W. Edwards, Carleton Place, Ont., Box 315, has just issued a book of instruction in professional painting, that it would be well for every country merchant to possess. It instructs in artistic sign, show card and ticket writing, silver and gold lettering, etc., and is illustrated with over three dozen different model alphabets and figures. It is a condensed story of the accumulated experience of a lifetime in the business and a teacher of the art, perfected by method. Costs only \$1, mailed postpaid, and you will find it worth a hundred. Buy it. See advertisement in this issue.

### STYLE OF FIRM CHANGED.

Hibbard, Rowland and Co., general merchants, Ridgeway, Ont., have changed their style to Hibbard and Sons. In re-mitting their subscription to THE CANADIAN GROCER they write: "We are much pleased with THE CANADIAN GROCER and wish to have it continued in the future."

**RISING SUN**  
IN  
**CAKES**  
WELL KNOWN AND RELIABLE

**STOVE POLISH** and **SUN PASTE**  
**STOVE POLISH** IN **TINS**  
GUARANTEED TO THE TRADE

DURABLE AND ECONOMICAL  
3000 TONS SOLD YEARLY

DUSTLESS, LABOR SAVING,  
BEST IN THE WORLD.

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.

#### BUSINESS CHANGES.

##### DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

THE creditors of D. Meharey, general merchant, Russell, Ont., have held a meeting, and the stock has been sold at 73½c. on the dollar.

Jos. Bussiere, grocer, Quebec, has assigned.

A consent of assignment of George C. Smith, trader, Montréal, has been filed.

George H. Harshaw, general merchant, Camilla, Ont., has assigned to John M. Bennett.

Jos. Savaire, general merchant, Ste. Anne du Sault, Que., is offering to compromise.

The creditors of the estate of E. C. Gooden, general merchant, Baie Verte, N.B., held a meeting on April 28.

James Glanville, Toronto, has been appointed curator of Hawkins Bros., general merchants, Blind River, Ont.

John Hyde and John J. Griffiths have been appointed curators of C. A. Miller, general merchant, Windsor Mills, Ont.

A consent of assignment of Dauboeuf & Compte, wholesale and retail coffee merchants, Montreal, has been filed by Augustin Compte, and a contestation of the demand of assignment has been filed by Victor Dauboeuf.

##### PARTNERSHIPS FORMED AND DISSOLVED.

Lilly & Carter, general merchants, Dauphin, Man., have dissolved.

Charles Kearney & Son, general merchants, Florenceville, N.B., have dissolved; J. V. Kearney continues.

J. and David Sproul, F. B. Saunders and G. W. Wightman have formed a new partnership under the style of J. W. Sproul & Co., fish merchants, Canso, N.S.

##### SALES MADE AND PENDING.

Louis Willie, baker, etc., Victoria, B.C., is selling out.

W. J. Lock, grocer, Hamilton, Ont., is advertising his business for sale.

The assets of Gervais & Lajeunesse, grocers, Montreal, are to be sold.

The stock of Daniel Johnson, general merchant, Combermere, Ont., has been sold.

The assets of the estate of W. G. Dunn & Co., manufacturers of spice, etc., Ham-

ilton, Ont., are advertised for sale by tender.

An auction sale of the stock of Wesley Evans, grocer, Hamilton, Ont., is advertised.

The assets of The National Cigar Co., Toronto, Limited, are advertised to be sold by tender.

James Slater, warehouseman and produce merchant, London, Ont., is advertising his business for sale.

The stock of Louis Doyon & Cie., general merchants, St. Victor de Tring, Que., has been sold at 67½c. on the dollar.

The assets of John W. Lavallee, general merchant, St. Charles, Bellechasse, Co., Que., have been sold by auction to The V. & B. Sporting Goods Co., Quebec.

##### CHANGES.

A. Thompson, grocer, Ottawa, has retired from business.

Andrew Yule, baker, Listowel, Ont., has sold out to Wm. Welsh.

W. A. Burt, grocer, Victoria, B.C., has sold out to J. A. Dickie.

Charron & Roy, grocers, Brompton Falls, Que., have registered.

J. S. Nichols, grocer, London, Ont., has sold out to H. L. Peine.

John Humer, baker, Greenwood, B.C., is succeeded by M. E. Frazee.

J. A. Parent & Cie., tobacco and cigar dealers, Montreal, have registered.

Emma Spicer, baker, Dauphin, Man., has sold out to Bulmer & Maclean.

Asselin & Smith, general merchants, St. Telesphore, Que., have registered.

Z. O. Duchesneau & Co., tea and coffee merchants, Montreal, have registered.

G. W. McKay, general merchant, Moncrieff, Ont., has sold out to J. A. McKay.

J. S. Huston, baker and confectioner, Listowel, Ont., has sold out to Andrew Yule.

Neilson & Tees, wholesale and retail fish merchants, have registered at Montreal.

David Cantelon, baker and confectioner, Goderich, Ont., has sold out to D. J. Curry.

C. W. Gaetz, general merchant, Pine Lake, N.W.T., has sold out to C. D. Jernyn.

Simon Dragon, general merchant, Fernie, B.C., is succeeded by Dragon & Stensick.

J. R. McLaurin, general merchant,

Vankleek Hill, Ont., has sold out to John S. McIntosh.

James Thompson, general merchant, East Templeton, Que., is succeeded by X. Mongeon.

##### FIRES.

John F. Burgoyne's grist mill, at Newburgh, Ont., was damaged by fire.

T. E. Warren & Co., general merchants, North Augusta, Ont., have been burned out.

##### DEATHS.

Robert Mosher, grocer, St. Martin's, N.B., is dead.

W. K. Karns, general merchant, Treadwell, Ont., is dead.

Wm. Reardon, brush and broom manufacturer, Ottawa, is dead.

J. T. Coughlin, of J. & C. Coughlin, cattle dealers, Listowel, Ont., is dead.

Daniel MacLaren, of MacLaren & Co., general merchants, Strathcona, N.W.T., is dead.

##### MEXICAN TOBACCO.

According to The Bulletin of the Bureau of American Republics, the creation of new tobacco plantations in Mexico has, it appears, resulted in considerably increasing the production of this article. Besides this, the Mexican planters affirm that their tobacco is greatly improved in quality, and that some of the plantations will soon be able to produce leaves of the same grade as the Cuban product. Whereas in 1896 the exports of Mexican tobacco were 2,885,685 lb. of leaf tobacco and 936,699 lb. of manufactured tobacco, in 1900, they were 4,979,030 lb. of leaf tobacco and 625,306 lb. of manufactured tobacco. The principal Mexican districts where tobacco is grown are those of San Andres, Tuxtla, Playa, Vicente and Hiumanguillo, in the State of Vera Cruz and the Territory of Tepic. The cultivation of this plant is not, however, confined to the above mentioned districts; but it also extends to the neighboring States of Oaxaca, Puebla, and Chiapas. The total value of the production of leaf tobacco in Mexico is estimated at about £17,000,000. In 1900 the Mexican tobacco manufacturing factories used in all 15,086,594 lb. of tobacco, against 12,915,764 lb. in 1899. Virginia tobacco figures in these amounts for £2,179,510 and £2,251,165 respectively. In 1900 Mexican manufacturing factories produced 378,000,000 packages of cigarettes (a package contains from 15 to 25) and 121,000,000 cigars, or an increase of 10,000,000 cigars and 30,000,000 packages of cigarettes.

CO  
CA

Ar

**CORDAGE and COTTON TWINE** have both advanced.

**CANNED MEATS** have, in most cases. Others must do so very soon.

See our travellers, or write or 'phone us.

**LUCAS, STEELE & BRISTOL,** Wholesale Grocers, **HAMILTON, ONT.**

3 LONG DISTANCE 'PHONES—THEY ARE FOR YOU. USE THEM.

If they are not **WILSON'S**

They are not **FLY PADS**

And it's **Fly Pads** the housekeepers want.

Archdale Wilson, - Hamilton, Ont.

## GOODS WORTH BUYING :

### Canned Meats

The Clark Packing Company are inundated with orders; this means another advance very quickly.

### Goodwillie's Pure Fruits

Are selling very fast and giving great satisfaction. Please note packer will not make deliveries of new Strawberries or Raspberries till September—he is never sure of his bottles being absolutely safe till that time.

### "Mecca" Coffee

Always the best buying of all coffees. This brand is registered at Ottawa and cannot be pirated.

### Ram Lal's Teas

This Pure Indian Tea is the peer of all Package Teas on the market to-day and has been for the last twelve years.

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

**Canned  
Meats** }  
**BUY NOW.**

Some lines have already  
advanced. All will be  
higher.

5-case lots, freight paid.

**THOS. KINNEAR & CO.**

Wholesale Grocers,

49 Front St. East, TORONTO

**RELATION OF THE JOBBER TO THE RETAILER.**

By A. LICHTENBERGER.

**I**N my experience as a retail grocer for upwards of thirty years I have had opportunities of studying the subject in all its phases. The wholesaler has a mission to perform which is certainly a benefit to the retailer in many ways, if carried on proper lines; for instance, if we were obliged to buy direct from the manufacturer it would, as you can plainly understand, mean that we would be obliged to buy of a good many more houses, because of the variety of goods carried, and also mean that we must of necessity carry larger stocks; on the other hand, by dealing with a jobber we can be supplied more promptly, and especially at those points where there are jobbers located, a retailer can replenish his stock daily, and in consequence, need not have so much capital invested.

I recognize the wholesaler as occupying the proper relation as distributor, and believe that he can deliver goods to the trade at a margin not much in excess of that which the manufacturer could or would do, as the added expense to the manufacturer would be nearly as great as that of

the wholesaler to sell and deliver the goods to the retailer.

There are manufacturers, as you undoubtedly know, that will not sell through a jobber, but what is the result? They do not visit the trade as often as the jobbers' salesmen, and, as a consequence, we find it difficult to keep a full stock; on the other hand, the jobbers' salesmen visit the trade oftener and keep a full line. The frequent visits of a jobber's salesman are also beneficial in other ways; it helps the retailer to keep in touch with the trade and prices and he knows what is going on, and, as a result is up to date.

I realize also that the travelling salesmen sometimes seem to be too numerous, but competition is the life of trade. So it is evident from my point of view, gentlemen, that the wholesaler is a necessary adjunct to the retailer. Let us not forget the fact that the founders of the Farmers' Alliance had to do away with the middleman—let us profit by their experience.

But there is another phase to this: The jobber should not forget the interest of the re-

tailer, and I regret to say there are numerous instances where the wholesaler does persist in selling direct to the consumer. In that direction we should surely do all we can to try to persuade the wholesaler not to do it. It seems to me that if a jobber is found to sell to the consumer the matter should be taken up with him, and it should be made clear to him that his field of operation is the retailer and not the consumer, and I have no doubt but what it can be adjusted in every instance.

Another reason why the jobbers have been selling to the consumer to some extent has been because the retailers have not been in position to act together.

**THE "MAGIC" CUP.**

E. W. Gillett Co., Limited, of Toronto, have donated a magnificent cup for competition at the St. John's, Newfoundland, rowing regatta, to be held this summer. The cup is known as the "Magic" Baking Powder Cup, and is a splendid piece of artistic work, and turned out by The P. W. Ellis & Co., Limited, Toronto. The cup is on exhibition in the window of Jess Applegath, Yonge street, Toronto.



**Don't be  
Misled**

by appearances. There are other jars that look like ours on the outside, but your customers will soon detect the remarkable difference in the contents.

**A. F. MacLAREN IMPERIAL CHEESE CO., Limited**  
51 Colborne St., TORONTO.



# STRAWBERRIES

PRESERVED 2s.

BEST PACKS.

## THE DAVIDSON & HAY, LIMITED

Wholesale Grocers.

36 Yonge St., Toronto.

### THE SCARCITY OF PICKLES.

IN last week's CANADIAN GROCER the Montreal market report said the stocks of cucumbers on hand there were low and the prices of pickles were likely to advance in consequence.

A representative of THE GROCER called on Mr. T. A. Lytle, of T. A. Lytle & Co., pickle manufacturers, Toronto, for the purpose of ascertaining his views.

"Our stock on hand is large," said Mr. Lytle, "but it is rumored that stocks in the country are scarce. The present prices of pickles are low and the chances are there will be an advance before the new crop comes in. We are not thinking as yet of raising our prices, but if the stocks of cucumbers fall short, there will be a greater demand on us, and we will have to put up our prices.

"The new cucumbers will not be ready until September, and then to make good pickles they will have to be let stand for a couple of months longer. We like to keep our stock even longer than that before using. Six, seven or even nine months is not too long for extra good pickles."

### DIPLOMA FOR EGGS.

D. Gunn, Bros & Co., wholesale produce merchants, Toronto, are in receipt of the Commercial Diploma of the Glasgow Inter-

national Exhibition of 1901 for their exhibit of eggs in the Canadian section. This is the only diploma awarded to Canadian merchants for their exhibits of eggs.

### FLOUR MILLS BURNED.

John Brown's large brick flour mills at Dunnville, Ont., were destroyed by fire on the morning of April 29. The fire originated in the basement of the mill and quickly spread to the rest of the building, the office alone being saved. The building was erected a few years ago at a cost of \$27,000. Additions have been made since then so that the total loss will be great, as there was from \$10,000 to \$12,000 worth of flour in the mill. There was an insurance of \$10,000 on the mill and \$7,500 on its contents.

### CALGARY MERCHANTS ORGANIZE.

The merchants of Calgary, N.W.T., have organized themselves into the Calgary Retail Merchants' Association. This work was perfected on April 24, and the president is John Sharp.

The objects of the association are to maintain just and equitable principles in business; to further the interests of trade, and to acquire knowledge relative to the business in which its members are engaged. This organization embraces a large number of influential merchants of the place.

### BON VOYAGE, MR. BORSBERY.

Mr. J. W. Borsbery, one of the oldest grocery travellers out of Toronto, who has been representing The Eby, Blain Co., Limited, on the eastern ground during the past 21 years, leaves on Saturday for the Old Country.

Mr. Borsbery thinks he has earned an extended vacation, as during his travels in the interests of his house he has sold over \$2,000,000 worth of groceries, and it is his intention to visit his native land after an absence of over 25 years.

He will remain in Europe about two months, during which time he and Mrs. Borsbery will visit England, Scotland, Ireland and France. The GROCER wishes him and his wife a pleasant journey and safe return, as, after all, though an Englishman by birth, Mr. Borsbery is a typical, progressive Canadian and not likely to turn his back upon the land that has seen him prosper. Bon voyage.

### DEATH OF MR. McINTOSH.

Thomas McIntosh, proprietor of the North Toronto Milling Company, died at his residence 56 Grenville street, Toronto, on April 29 of pleuro-pneumonia. Mr. McIntosh succeeded his father, Mr. W. D. McIntosh, about three years ago in the flour and feed business and was a well-known business man. He leaves a wife and two young daughters.



When a customer asks for Marmalade do you sell her Marmalade, or do you sell her something that looks like Marmalade with a Marmalade label on it? If the latter, our advice is **STOP**, and in future sell **REAL MARMALADE**, in other words—

## UPTON'S

A. F. MacLaren Imperial Cheese Co., Limited, 51 Colborne Street, Toronto,  
AGENTS.

## FREIGHT REBATES ON JAMAICAN SUGAR TO ENGLAND.

From The Daily Gleaner, Kingston, Jamaica.

THE commercial and planting community will be much interested in the new development which has taken place in the sugar situation. Sir Alfred Jones has announced his intention of remitting the freight on sugar carried in his vessels from Kingston to Bristol.

Lately, the conditions in America have been so favorable to our sugar that it has been gradually finding its way there to an ever greater extent. From April 1, 1900, to March 31, 1901, the following were the exports from the colony:

	Tons.
United Kingdom.....	2,868
United States.....	11,759
Canada.....	1,254
Other countries.....	1,178

From April 1, 1901, to March 22, 1902, the following were the exports:

	Tons.
United Kingdom.....	1,335
United States.....	12,834
Canada.....	512
Other countries.....	568

Thus, even in the course of a year, there has been a considerable shrinkage in the exports to England, to Canada, and to other countries, and a considerable increase of the exports to America. Will the concession of free freight to England arrest this process? The freight on sugar from Kingston to Bristol is 20s. (\$4.86) per ton. Placing the advantage which this gives to the sugar planters against the advantage which the American market at present gives the planter, the difference will be a matter of 2s. 6d. (60 cents) per ton in favor of the sugar landed in Bristol. But one has to remember the fact that the great market in England is London, and that the bulk of the West-Indian sugar goes there. If the carriage from Bristol to London is taken into account, the result is seen to be that the conditions in America and England will be equalized, and that no advantage will be gained over America by the sugar shipped to England under this concession, generous as it is. There are several other factors influencing the situation which must be considered in estimating the value of the remission and its effects on the local sugar industry. Most of the sugar produced in this country is of a dark color, only a few of the best estates producing white sugar. In America the market is regulated by the 99 deg. test, and any sugar testing above that point receives a bonus according to its quality, and any sugar below is worth so much less, whether it be dark or white. In England, on the other hand, a duty is charged on the degree of polarization, and all sugar above 76 degrees is charged in excess in proportion, so that

the better the quality which is sent, the greater the cost. The English market largely supplies the grocery and confectionery trade, with which the better classes of sugars are more in favor. It seems, therefore, that America gives a better inducement than the English market, apart from all other considerations. Some of these considerations are, however, not unimportant in the eyes of the Jamaican planter. For instance, his sugar finds its way quickly to America, and the planter receives his return in a much shorter period of time than he does if he ships to England, and this is a point which strongly appeals to most planters. On the whole, it is obvious that the estates which will benefit by the remission of freight are those which manufacture specially for England and those which are bound by financial reasons to market their produce there. The great majority of the estates that are free to find the best market will no doubt continue to ship to America. Unless the inducement to ship to England is greater—unless there is some tangible benefit to be gained—it is to be feared that the planters who ship to America will not care to disturb their existing business relations. At the same time, as we have said, the concession will come as a boon to those estates whose market is England.

A cablegram this morning states that the English Government has been asked by the West-Indian Committee to give a bonus of £2 (\$9.73) a ton on West-Indian sugar until the inauguration of the convention. This seems to be a curious step for the West-Indian Committee to take, unless there is something beneath it of which we, at present, cannot see the drift. At present, America imposes a countervailing duty on bounty-fed sugar, and if a bounty were given to Jamaican planters, their sugar would come under the operation of the countervailing law, and the American market would practically be shut against us. The effect of granting a bounty would be to force our sugars into the English market. The bonus of £2 (\$9.73) per ton, along with the remission of freight, would, of course, be a good thing for the planters and would make the English market a profitable one. The West-Indian Committee is in close touch with the Colonial Office, and it may be that the proposition which they have put forward foreshadows the policy of the Government. It seems to be clear, now, that the latter have put their shoulder to the wheel, and, having obtained the abolition of the bounties, will not let the West Indies suffer for the want of a little further concession. They are probably saying to themselves that they may as well do the business thoroughly, and tide over the period until

the abolition of the bounties by providing substantial relief for the planter; and this will not the less commend itself to them in that it involves the conversion of the trade now rapidly drifting to the United States. Nothing short of something like this will be of any use, and certainly the remission of the freight only, in the way it has been done, cannot justify the Government for not doing something to relieve the existing strain. It is to be hoped that something will be done, for the price of sugar is exceptionally low in the United States. A slight rise has taken place, owing to the fact that the Cuban estates are holding back their produce in view of obtaining the benefit of the 20 per cent. reduction; but when their supplies flood the market, the situation will be much worse for the Jamaican planter.

## THE HIGH MEAT AGITATION.

(From National Provisioner, New York.)

SENSATIONAL newspapers and designing politicians have continued the attack on the meat interests during the week. Their statements have been wild and weird—their purpose definite. Their cry of a combination meets with approval from the unthinking and they are encouraged in believing that they may accomplish their selfish purposes if they continue the agitation.

On the other hand, reputable papers as well as politicians of reputation for earnestness and ability are meeting the attack with the true reasons for the present meat situation.

The National Provisioner has further strengthened its view of the causes which have operated to make a rise in the price of meats. As has already been stated, it is due solely to the rise in the price of live stock, for which there are good, sound, sensible, business reasons.

Packers buy live cattle in the open market for slaughtering purposes. Here are some figures on these purchases: Top steers are selling in Chicago for \$7.50; the same week last year they sold for \$6—an increase of 25 per cent. to the packer. Top steers are selling in Kansas City for \$7.15; same week last year \$5.75—increase to packer of 24.34 per cent. Top dressed beef is selling in New York at 10½c.; same week last year, 8½c. an increase in selling price by the packer of 23.52 per cent. The packer has not increased the selling price of dressed beef in proportion to the increase in price to him of the live stock he purchases.

Some idea of how sensationalism may run riot is gained from the statement made by certain newspapers that the top wholesale price in New York the latter part of this week was 13½c. Who is paying this figure. Show the man or men who are buying at such a price and if they can be produced they should be held up to public derision. For top price in New York is 10½c. and for very fine stock 10½c., and this only for special trade.

The Chicago Daily Drovers' Journal, a reliable authority, estimates that the shortage of cattle for this month as compared with April of last year will amount to 69,456,400 lb.

The situation is one which is not perplexing. The high price of corn, shortage of cattle, decrease in average weight and other natural causes, are at the bottom of the increase in price.

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**GET READY FOR THE RUSH.**

SUMMER IS COMING, AND WITH IT AN INCREASED DEMAND FOR

**"COLUMBIA"** CATSUPS, SOUPS,  
BAKED BEANS, MEATS,  
SALAD DRESSINGS.

"THE LEADERS IN QUALITY."

LOOK OVER YOUR STOCK—OUR TRAVELLERS WILL BE AROUND WITH SAMPLES.

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

SOLE WHOLESALE AGENTS.

**TORONTO.**



JUN 19 1902

**TRADE CHAT.**

THE passing of an early-closing by-law at Vancouver is being opposed by the Licensed Victuallers' Association who have presented a petition against the measure.

The Lakeside grocery, Charleston, Ont., has been sold to E. Curry.

Thirty thousand sockeye fry have been turned loose in the lakes of Nanaimo, B. C.

John F. Burgoyne's grist mill at Newburgh, Ont., was damaged by fire, to the extent of \$500, recently.

F. W. Austin and J. Tinson have arrang-

ed for the refitting of an evaporating factory at East Colborne, Ont., and will have it ready for the coming season.

On the claim of \$707.15 of Langlois & Paradis, merchants, Quebec, Joseph Busiere, grocer, Quebec has assigned, and V. E. Paradis is provisional guardian.

**TOBACCONIST SUPPLIES FOR GROCERS.**

An advertisement of W. B. Reid & Co. wholesale tobacconists Toronto, which appears in this issue, will be found of considerable interest to all grocers who handle

tobacco, as the firm is making some exceptional offers in the line of cigars, tobaccos and pipes. By means of good advertising, good value and prompt and courteous attention to inquiries or orders, Messrs Reid & Co. have built up a large mail order business throughout the country.

**£4,000 TO ADVERTISE CEYLON TEA**

The Ceylon Government has sanctioned the expenditure out of cess funds of £4,000 for America and £2,000 in St. Petersburg for the purpose of advertising Ceylon tea.

**BUY PUSH SELL**

**Brillant Buhler's Cleaning**  
*Powder, Paste and Liquid.*

They are a line of goods that are certain to meet with highest favor from all who try them. No grocer should miss this opportunity of offering his customer articles that are certain to be appreciated at this time of the year.

**Brillant Buhler's Powder**

For cleaning and polishing Silverware, Gold, and all kinds of Metal. Is not injurious. Prices:

Size 1.....	\$ 9 00 per gross.
Size 2.....	18 00 "
Size 3.....	36 00 "

**Brillant Buhler's Liquid**

For cleaning Brass. Prices:

Pints .....	\$18 00 per gross.
Quarts .....	27 00 "
Litres .....	36 00 "

**Brillant Buhler's Paste**

For all kinds of Metal. Prices:

Size 0.....	\$18 00 per gross.
Size 1.....	22 00 "
Size 2.....	29 00 "
Size 3.....	44 00 "

Special discounts to wholesale trade on application to sole selling agents.

**HENRI JONAS & CO., - Montreal**



## MOCHA COFFEE.

(From N. Y. Merchants' Review.)

THE following clipping is a reprint from an unknown source: "It is thought by a writer in The Times of India, that the diminishing importance of Aden as a port of export for Arabian coffee is likely to have some effect on the coffee market. At Hodeida and Jeddah no precautions are taken to render impossible an admixture of Java and other coffees, and the reexport of it as genuine Mocha coffee. In Aden such frauds are practically impossible, as special precautions are taken to prevent them. Every ounce of coffee that comes into Aden, both by land and sea, is inspected and tabulated, and regular returns are issued to all coffee merchants. To the general public it may not be known that genuine Mocha coffee is never imported except in certain specified and never changing external wrappings, which are made in the coffee districts of Arabia. Most of the Mocha coffee goes to Marseilles, and consignees will not accept any coffee that does not come in these covers as genuine Mocha coffee. Attempts have been made to establish a regular trade in these wrappings, and to export them from Aden to Hodeida and Jeddah, so that Java and Abyssinian coffee may be shipped to Europe as genuine Mocha coffee. The Port Trust at Aden, detrimental to the interests of trade as it is said to be, will not allow ingenious enterprises of this nature, and in consequence the attempt has failed for the present. But if all Mocha coffee is to go to Hodeida and Jeddah, its purity may be in danger of being systematically diminished by admixtures."

Too much importance is attached to Mocha coffee as a factor in the coffee market, considering the small part it really plays there.

In the first place the reputation of Mocha is largely fictitious. The popular idea of Mocha as the king of all coffees is certainly erroneous. The genuine Mocha berry is small and ill shaped and acrid in flavor. It could not well be otherwise, as the climate and soil of Arabia are not suited to the production of a perfect berry. The so-called Mocha coffee which is produced in Brazil is, much of it, superior to the bean whose name it takes. If it were not a fact that the public is fond of clinging to delusions, the reputation of Arabian coffee would have evaporated long ago, and the finer kinds of Brazil coffee would have usurped its place in popular esteem as they have in the respect of the expert.

As for Java coffee, the better kinds are too good to be mentioned in the same breath with Mocha, yet, because the supply is comparatively limited, Java, like Mocha, has become largely a general trade term which has little or no geographical meaning, but only significance as a standard of quality. A richly aromatic coffee bean of Brazilian origin will smell as sweet and taste as fine under any other designation, and "What's in a name?" appeals to the philosophical coffee dealer with more force than to most men.

An inferior coffee labelled Mocha or Java will sell more quickly than a superior kind of Rio or Santos bearing its own true brand, glucose and syrups and mixed molasses are preferred to the more extensive pure cane goods; bleached pepper sells at a much better price than

the virgin article of superior strength; artificial maple sugar and syrup sell more freely to many people than the genuine sell, because they are lighter in color, and so it goes. The public does not want its favorite coffee furnished under its true names, hence the survival of such a meaningless term as "Mocha." "Java" is nearly as obsolete, most of the so-called Java coffee being Sumatra grown. But it does not fetch a cent more than it is worth, and neither does the South American coffee which masquerades as Arabian, and thus furnishes the newspaper wits with considerable ammunition which they use with the grocer as a target.

## SALE OF FREMONA'S FRUIT CARGO.

THE first large fruit sale for the season 1902 took place on Friday at The Montreal Fruit Auction Company's rooms on Mountain street. The fruit offered was that ex steamship Fremona, which consisted of 62,000 boxes of lemons, 834 boxes and 559 half-boxes of oranges. The sale was started at 1.30 p.m., by Mr. Walter Kearns, the auctioneer, and in four hours he disposed of the entire cargo. A feature of the sale was the fact that lemons sold 40 to 50c. per box lower than at the opening sale a year ago, which was due to the large offerings, and the further large quantities on the way to this port; but notwithstanding this fact, everybody interested in the fruit sold to-day seemed to be perfectly satisfied with the prices realized, as they were about the same as lemons have sold at in New York during the past week. The range of prices was from \$1.35 to \$2.65 per box, as to quality and condition. In regard to oranges the bidding was strong for them, and as the offerings were small, and of good quality, prices ruled comparatively high, and show an advance of \$1 per box over those realized at the opening sale last season. The range for boxes was from \$2.40 to \$2.80, and half-boxes from \$1.30 to \$2.10. The bidding was spirited throughout the sale, and a large percentage of the cargo was bought for American and Western Canada account. The principal buyers were: Messrs. John Barry & Son, Hart & Tuckwell, John Caldwell & Co., J. J. Vipond, McBride & Harris, Vipond & McBride, A. Bowes & Co., J. & R. Clogg, Bell, King & McLaren, William Dixon, Hamilton; M. P. Clemes, Toronto; Frank Everist, Toronto; J. Dawson, Toronto; White & Co., Toronto; H. Bowker, Hamilton; J. F. Wood, Sarnia; E. Andrews, New York; R. A. Tucker, New York; J. W. Lumsden, New York; P. Van Valen, Chicago; A. Macpherson, Winnipeg; G. C. Sherman, Minneapolis; A. Mountjoy, London; H. Walker, Guelph; A. Ryerson, Brantford; H. Brouse, Ottawa; — Dawson, Toronto; F. R. Franke, New York; E. Zucca, New York; Charles Parsons, New York; S. Sartta, New York; G. W. Hunt, Ottawa; G. Di Cola, Boston; Isaac Tuck, proprietor Tuck's Produce and Distributor (fruit journal); J. B. Oke, Port Hope; George McWilliam, Toronto; C. Husband, Toronto, and — Emery, Boston.

Among the New York importers present at the sale were: T. Brucato and P. Brucato, of Brucato Bros.; G. Villari, of Villari, Mitchell & Co.; Frank Feltmann, Hirsch, Feltmann & Co.; C. Cavallaro, Cavallaro Bros.; F. Gatto, E. Southwill, of W. H. Westervelt & Co., and Felix Minaldi, A. Minaldi & Co.

Among the railwaymen who have gathered to take care of the trade are:

Messrs. E. R. Hines, Chicago, Rock Island & Pacific; E. A. Mumford, G. T. R. and Central Vermont; H. B. Mussen, Canada Atlantic; Geo. H. Colby, Illinois Central; Robert C. Manson, G.T.R.; T. B. Montgomery, Wisconsin Central; E. M. Newbain, Chicago Great Western; S. W. Manning, Atchison, Topeka and Santa Fe; B. H. Bennett, Chicago and Northwestern; S. Geo. Tate, Michigan Central; Wm. Garty, Burlington Route; J. E. Hawken, D. & H.; H. P. Swinton, C.P.R.; A. P. Massey, Boston & Maine; H. E. Tudor, Great Northern.

## 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.

Buyers of Comadre figs should communicate with H. P. Eckardt & Co.

T. Kinnear & Co. are offering jam in 5, 7, 14, 28 and 30 lb. pails at special prices.

H. P. Eckardt & Co. are offering some extra fine samples of green Rio coffee.

L. Chaput, Fils & Cie have bought a carload of Californian prunes, which they are offering at low prices.

H. P. Eckardt & Co. report a good demand for canned fruits in gallon tins.

L. Chaput, Fils & Cie have bought a large quantity of Bartlett pears, 2-lb., and "Provincial" greengage plums, which are selling well.

Henri Jonas & Co., Montreal, have been appointed sole selling agents for Brilliant Buhler's cleaning powder, paste and liquid, which articles they guarantee to be unequalled for cleaning purposes. An announcement of these goods will be found on another page.

Customers wanting a nice line of Japans, at very low prices, should inquire for samples from L. Chaput, Fils & Cie.

## IMPERIAL SOAP WORKS SOLD.

The plant and stock of The Imperial Soap Co., Toronto, have been sold to Pugsley, Dingman & Co. The latter have taken possession and are disposing of the stock.

## THE STAFF OF LIFE.

"The staff of life," the baker cried,

"Is bread, as all men know."

"It's beer," the brewer bold replied,

The grocer said, "Not so!"

Said he, "It's sugar in my trade,

A staff which doesn't pay,

We've made naught on the stuff for years,

We're making naught to-day."

—Exchange.

## WILL PACK TO FULL CAPACITY.

John Black, of St. David's, Ont., has been appointed manager of the branch cannery of the Delhi Canning Company, at Niagara-on-the-Lake, and is making ready to open the factory as soon as supplies are secured. The branch will be operated to its fullest capacity during the season.

# The First Cargo of the Season

← ONE CARGO OF →

## NEW CROP BARBADOES MOLASSES

is expected to arrive here about **May 20th.**

The Barque "Candace" has sailed from Barbadoes on April 15th with a cargo of :

816 Puncheons  
65 Hogsheads  
45 Barrels

|| FINEST  
BARBADOES  
MOLASSES

Will be delivered Ex. Wharf. Write at once for quotations.

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## Laporte, Martin & Cie.

WHOLESALE GROCERS.

— MONTREAL.

## TRADE IN COUNTRIES OTHER THAN OUR OWN.

### DRIED PEACHES IN CALIFORNIA.

PRIVATE advices from California say that: "Stocks of peaches (dried) are now reduced to 27 car-loads held by three operators, as against three times that quantity last year at this time. There are fully four months to elapse before new pack can be available, and naturally holders are disposed to considerable firmness. There is a good demand from Western points, stocks in the principal consuming markets being comparatively light."

### CANNED TOMATOES IN THE STATES.

In respect to tomatoes, reliable information has been received, and Harford County is virtually cleaned out of spot tomatoes which is almost a new record for this season of the year. Spot tomatoes, No. 3 standards, are now good property at \$1.25 to \$1.27½; futures are selling in this Chesapeake region at about 80 to 85c. for Baltimore standards; the Peninsula packers are paying \$8 per ton for tomatoes on growers' contracts, and selling futures at 80 to 85c. for canned goods exchange standards, at 85 to 90c. for New Jersey standards, whilst New Jersey packers are asking 85 to 95c. for New Jersey standards, meaning thereby larger size. Californian canners have fixed the following prices for future peas: No. 2 standards, 85c.; sifted, 95c.; extra sifted, \$1.10; petit pois, \$1.25, gallons, \$3.75; gallon extras, \$4.25. These prices do not differ to any extent from present eastern quotations on futures.—The Trade, Baltimore, Md.

### TEAS IN NEW YORK.

Green teas continued to be reported as firmly held, with offerings limited, due to the light stocks. A sale was reported of 500 packages country greens. Blacks were dull, and, while no changes were made in quotations, many of the trade expressed the belief that they could purchase supplies of nearly all grades at concessions had they an order in hand for an important quantity. The line business was quiet.—N. Y. Journal of Commerce.

### THE SUGAR SITUATION.

Willett & Gray say of raw sugar: "The past day or two, during which the Bill is in the hands of the Senate Committee, has given encouragement that action of a desirable kind is not far off. We think it may safely be said that more harmony, instead of less, will prevail, and that every effort will be made to pass a Bill giving some relief to Cuba through a reciprocity treaty, without bringing in other matters not connected with it. Grinding will soon cease as a result of

present unfavorable conditions, and we have reduced our estimate of the crop to 750,000 tons. The preparations for the next crop cannot, of course, go on, and indications now point to little improvement in that direction for the next season, unless the situation is made to improve by prompt and conservative action, say, 20 to 25 per cent. concession, if no more can be harmoniously agreed upon for quick final result. The European markets are weak, being affected by Mr. Licht's estimate of only 6 to 12 per cent. reduction in the beet sowings of all Europe, indicating but 380,000 to 830,000 tons smaller crop next season, which is less reduction than has been anticipated."

### EASIER FEELING IN BROOM CORN.

A journal published in the interest of the broom corn trade says: "There seems to be considerable doubt amongst dealers in broom corn, as well as broom manufacturers, whether the market will maintain its present level of prices for any considerable time. Broom manufacturers claim that the demand for brooms is not large, and that it has not been especially heavy for this season of the year, as buyers have bought only in moderate quantities. It is held by some manufacturers that purchasing, having been on a conservative basis recently, will make a good, steady trade the entire season and that the usual number of brooms will be consumed just the same. However that may be, dealers in broom corn seem to be more willing to entertain lower figures than they have been inclined to do for some weeks."

### ADVICE TO STOREKEEPERS.

IN the establishment of a business, whether it be a grocery store, meat market or any other style of retailing, the location, although not everything, is greatly to be considered, says Arthur Wetmore in Sydney Storekeeper.

Do not locate your proposed grocery store so near an undesirable business or locality that it will keep ladies, without escorts, away, as they will be among your best customers.

A man can go almost everywhere without being made the subject of criticism, while a woman cannot, and every woman knows this. Nearly every possible woman customer also knows the desirable streets in your town and the undesirable ones. If the street hasn't a first-class reputation, they will not care to be seen in the vicinity, and every woman knows that her reputation is always at stake, so she generally steers clear of all such locations.

One side of most all prominent thor-

oughfares is generally better for business than the other. Three hundred persons may be passing on one side of the street in the same time it takes one hundred to pass on the other. The rent on the 300 side will be greater than across the street, but it is usually more profitable to pay more and "get the best."

This is particularly true in this case if your location is on a street where you can do a cash or largely cash business. People who buy on credit are not so particular, are willing to go around the corner if they can only get trusted, but those who buy for cash buy where it is most convenient, other things being equal.

Once located, arrange the room so as to get the best possible light for use evenings and dark days. The more light you have the more attractive your store will be, the more people you will get to come and the more business you will do.

Some dealers really seem to thrive in dark stores, but if the same dealers had more light, so customers could see what they keep without using an extra pair of spectacles, these dealers would thrive still more.

In the selection of fixtures, no matter whether they cost much or little, first see that they are as nearly dust proof as possible, and next that the exterior finish is plain enough to prevent a "cheap" look, and also enable you to keep them perfectly clean.

In buying your stock, use great care to get the best goods in the various lines that can be had at that price. Satisfy yourself that you are buying the right goods and are not paying too much for them. If you are buying for spot cash you should not fail to get a better price than the man who asks for credit, no matter if only for a short time.

### A WINE MERCHANT'S DIFFICULTIES.

George McConnell, of George McConnell & Co., wholesale wine merchants, 37 Colborne Street, Toronto, is wanted by the Sheriff who has a summons for him to appear for examination as a judgment debtor. It is stated that McConnell is on a visit to Mexico. The books of the firm show liabilities of \$3,000, book debts of \$400 and no assets. It is believed that a settlement has been offered to some of the creditors at 35c. to 50c. on the dollar. George Percival, wine and spirit merchant, Montreal, is one of his creditors. The amount owed him is \$298, and some notes that when due will make a total of \$687. He secured a judgment for \$298 on April 9, but as yet nothing has been realized upon it.

Grocers should remember that Royal Baking Powder is never peddled. Consumers are supplied only through retail dealers.

It is the honest advertising which the Royal Baking Powder Company does that aids and protects grocers more than they sometimes remember. It trains the housewife to buy standard goods at reliable stores and to not patronize peddlers. Peddlers are the bane of honest grocers.

Grocers should keep a full, live stock of Royal Baking Powder, remembering that every sale of it is a blow at the peddler and a strike for honest dealing in high-class goods.

## Tied Down?

Are you in a rut? Are you "tied down" by prejudice, or falling behind in the race for business? Are the chains of habit binding you tightly? You can break away if you *will* and throw off the chains—if you are in the rut of low prices let "quality" be your watchword from now on.

Windsor Salt is the Salt of highest quality. It is pure, white, dry, crystalline. It is as perfect as Salt can be, and that is saying much in these days when perfection is claimed for so many staple articles of trade. If you are "tied down" let Windsor Salt be one of the levers to help you break away from old-fashioned prejudice.

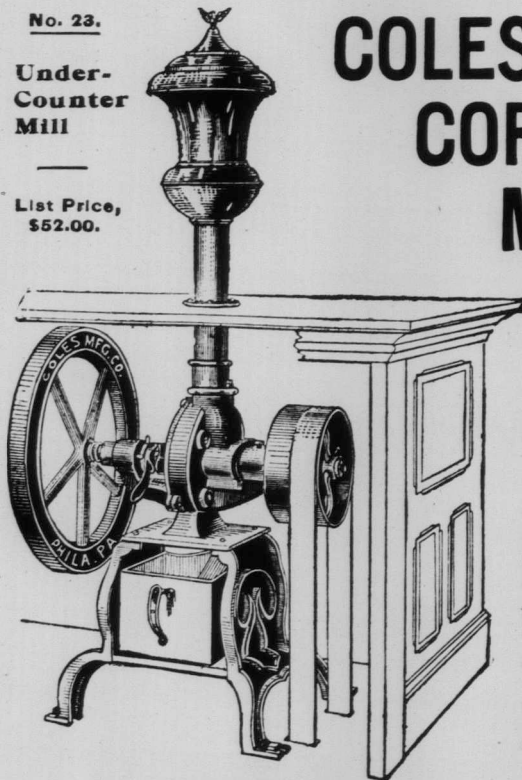
## Windsor Salt

THE CANADIAN SALT CO., Limited, Windsor, Ont.

No. 23.

Under-  
Counter  
Mill

List Price,  
\$52.00.



## COLES COFFEE MILLS

None better for  
Granulating or  
Pulverizing.

Our mills will  
Pulverize with-  
out 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.  
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COLES MANUFACTURING CO., PHILADELPHIA,  
PENN'A.

## 20th Century Account Keeping

Don't think because your grandfather made money 50 years ago with old style keeping of accounts, YOU can do so. Times have changed, and if you would be successful you must watch your credits. Why use the old style pass book with your credit customers? Be modern. See here—



### If a Man Wants Credit

for \$10, give him a \$10 Allison Coupon Book, charge him with \$10, and there you are. No trouble at all. If he buys a plug of tobacco for ten cents, just tear off a ten-cent coupon—that's all. And so on for all his purchases up to limit of the book. **NO PASS BOOK. NO WRITING. NO TIME LOST. NO KICKING.** There are other Coupon Books, of course, but why not have the best? Let us send you a free sample.

For Sale in  
Canada by

The Eby, Blain Co., Limited, Toronto.  
C. O. Beauchemin & Fils, Montreal.

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# THE CANADIAN GROCER

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.

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

### FEATURES OF THE EGG MARKET.

THE market for eggs continues firm at 12 and 12½c. per doz. in Toronto and 11 to 11½c. free on board at points outside the city.

These are higher prices than were paid this time last year, when eggs were only worth 11 to 11½c. and the receipts were heavy.

This spring the hens began to lay much earlier, but not as many eggs have come in as yet. The produce merchants began to pickle eggs for the export business about a month earlier this spring, and thus no surplus stock was allowed to accumulate before the pickling operations had begun.

Several houses that were not in this business last year are entering into it this season, and all who were engaged pickling eggs last summer are making preparations to conduct it on a more extensive scale this year than ever before. So there will be a much larger demand for eggs this year than there was last season. And the present competition

among the merchants is helping to keep the prices high.

A new feature of this spring's egg market is the fact that a large order for 150,000 dozen has been received from Swift & Co., the Chicago firm that has cornered the egg market of the United States, and it is reported that Armour & Co., Chicago, are at present also making inquiries on the Toronto market for eggs.

The duty of 3c. per dozen imposed by the United States tariff will prevent many eggs being exported with profit to that country. As it is, Canadian produce merchants realize more by shipping their eggs in pickle to Great Britain.

The present prices are stated to be 1 to 1½c. above the export basis and so it is expected that they will shortly decline.

### WOULD NOT BE BOUGHT.

THE two tobacco trusts in Great Britain, namely, the American and the home trust, are making desperate efforts to secure control of the retailers.

It seems that the British combination approached the retailers and offered them a fair sum if they would agree to handle none but tobaccos supplied by it. The Americans were willing to go much better than this; in fact, they offered the retailers inducements said to be four times more valuable than those made by the British trust. But even this bait did not catch the retailers. They quietly gave both trusts to understand that they were not in the market to be bought.

The British retailers are certainly to be congratulated upon the stand they have taken. Merchants, either wholesalers or retailers, do not, as a rule, gain anything by binding themselves up to any one interest. The tobacco and all similar trusts only endeavor to get control of the merchants in order that they may use them as their tools. Their thought is their own welfare only, and not that of the merchants.

Merchants cannot afford to allow themselves to be used by any interest. Loss of free will means loss of one of the greatest essentials to success in business.

Successful merchants are those who act and think for themselves.

### STILL MARKING UP THE TARIFF.

THE German Reichstag is still working away at the tariff. Among the most recent turns in affairs is the fixing of a uniform duty by the Tariff Committee, equal to \$4.50, on all flours, pearl barley, grits, etc. This is significant, as it is an increase even over the proposal of the Government.

Canada, since Germany put in operation against her the maximum tariff, has ceased to take much interest in what the tariff tinkers are doing in Germany. At the same time, however, it is to be hoped that the Canadian Government will not delay in trying to secure better tariff arrangements with the German Empire. In his budget speech, Hon. W. S. Fielding intimated that efforts along this line would be made, but we have not since heard of anything being done. At present our exports to Germany in any of the lines affected by this increase in the tariff amount to very little; in fact, all we sent last year was 315 bbls. of flour, valued at \$1,425.

### POLITICS CAUSED THE FAILURE.

A MERCHANT who recent failed ascribes his difficulty to politics. Just how they caused the failure is not explained.

Politics and business seldom mix well. And it is always dangerous to attempt to mix them. A good many people are exceedingly sensitive in regard to political matters, and the merchant who expresses disapproval of the party to which they belong may cause them to transfer their patronage to those who are not likely to give them offence in this respect.

Ontario is in the midst of a general election campaign, and business men will find it the better policy to refrain from discussing politics either with or in the presence of their customers. This is certainly the safer course to pursue, if unpleasant results are to be avoided.

It does not follow that business men should strictly eschew politics. On the contrary, every business man should give some concern to the political affairs of the country. It is the only way in which good government can be secured. But this can be done in a way that will earn the respect, rather than the disapprobation, of customers whose political faith is of the opposite kind.

### THE VALENCIA RAISIN MARKET AND THE SEASON OF 1901.

AS will be noticed by our market reports the Valencia raisin market in Canada has developed increased strength during the past week, prices, generally, being higher. Selected raisins are now quoted at  $6\frac{3}{4}$  to 7c., and layers at  $7\frac{1}{4}$  to  $7\frac{1}{2}$ c. This increased local strength is due to the fact that stocks have become almost exhausted, and, while a shipment is on the way, it is thought it will scarcely give much relief to the market as it will quickly go into consumption.

Advices from London, Eng., say that, while stocks of some fruit are about exhausted, there is some fine off-stalk, second pick, on the market, which might be offered as selected. There appears to be 100 tons of this fruit, and the trade is warned to be on the lookout for it as it might be offered as selected raisins.

Stocks in Spain, as our readers are well aware, have been exhausted for some time, and a report in regard to the season of 1901 is just to hand. This report contains much that is of interest to the trade. It is pointed out that, although the Californian yield of raisins showed no scarcity, the United States was a larger buyer of Valencia raisins than during the preceding season. Referring to the Canadian trade, the report says: "Canada has had her usual share, and, if it would appear that her direct imports are lower than in the previous year, the reason is, irrespective of the fact that the large stocks she held from the preceding campaign made her cautious and slow in her demand, that she has all through this season bought at Liverpool much larger quantities than for the last few years. Therefore, that market actually shows the steady, progressing elasticity which we have been noticing year after year."

The shipments to North America from Spain during the last three years were as follows:

	1901. cwt.	1900. cwt.	1899. cwt.
United States.....	25,047	14,068	30,991
Canada .....	52,961	62,332	51,499
	78,008	76,400	82,490

England took a good deal less than usual, and this is explained by the fact that she is not the distributing point for Europe that

she formerly was. "Indeed," says the report, "the centre of re-exports for the Northern markets has shifted from London to Hamburg, and this is the most remarkable feature of the campaign under review." It is significant that Germany is now the largest continental buyer of Valencia raisins.

Referring to the course of prices during the past season the report says: "Our market opened at \$4.30 and ran up to \$5, ultimately coming down to \$4 within August. It lost 40c. early in September, which was recovered in the same month. From October it became nervous and prices went on descending till they reached \$3.25 late in November, but early in December the Canadian demand re-established its tone and values rose again to \$4, and in the new year transactions have mainly been at \$4.50, at which figure it has closed. The average price for the season is \$4."

#### STATEMENT OF EXPORTS IN THE LAST 22 YEARS.

	North America. cwt.	United Kingdom. cwt.	Sundry places. cwt.	Total. cwt.
1901.....	78,008	233,322	172,879	484,209
1900.....	76,400	380,670	132,710	589,780
1899.....	82,490	283,177	159,460	525,127
1898.....	89,917	267,090	225,779	582,786
1897.....	95,527	253,429	141,606	490,562
1896.....	95,543	236,825	126,549	458,917
1895.....	81,319	249,255	142,950	473,524
1894.....	138,421	274,477	139,722	552,620
1893.....	137,728	224,584	119,431	481,743
1892.....	191,499	294,517	61,460	547,476
1891.....	180,548	255,374	100,684	536,606
1890.....	371,807	325,695	123,308	820,810
1889.....	293,371	238,694	29,718	561,783
1888.....	277,216	218,657	79,127	575,000
1887.....	283,713	297,397	108,554	689,664
1886.....	280,922	271,235	33,978	586,135
1885.....	187,944	218,696	6,388	413,028
1884.....	172,796	182,067	14,437	369,300
1883.....	312,781	350,790	36,236	699,807
1882.....	385,544	324,713	20,068	730,325
1881.....	181,836	312,368	16,967	511,171
1880.....	160,008	235,028	15,315	410,351

#### NOT LIKELY TO BE REALIZED.

COMMERCIAL INTELLIGENCE, a journal published in London, England, in the interests of British and Colonial trade, recently contained an article showing the difference in trade between Great Britain and the United States.

"American exports," it says, "to our hospitable shores last year amounted to the neat little sum of £140,000,000, i.e. about half the total exports of the United States. At one time Uncle Sam used to reciprocate, but fiscal barriers have reduced our exports

to America to £18,000,000. \*\*\* The limit of effective protection against us has been reached, and 80,000,000 Americans buy of us, how much? Goods valued just at 4s. per head per annum. We long suffering 40,000,000 Britishers, on the other hand, buy from the United States to the extent of the handsome figure of £3 10s. per head per annum."

In view of this large balance of trade against Great Britain, The Commercial Intelligence "feels sure that many Americans will blush when they read this."

Our contemporary can scarcely be serious when it ventures the opinion that the Americans must blush when they realize that the balance of trade is so much in their favor.

We have yet to hear that the United States are prepared to blush under any such circumstances, they rather congratulate themselves that their trade has developed so rapidly at the expense of other nations. They are, of course, not to be blamed for this, for they are certainly progressive, and the way their trade has developed is the fruit of this progressiveness. At the same time, the one-sided character of the trade between the United States and many other foreign countries is stirring the latter up to the devising of ways and means for correcting the inequality. It will be remembered that a year or two ago one of the members of the Austrian Government openly preached an alliance among the European nations with the avowed purpose of meeting the keen competition of the United States.

The balance of trade between Canada and the United States is, as our readers are aware, greatly in favor of the latter, and has stirred up a good many in this country to agitate for an increase in the duties on our imports of United States products. This movement is viewed quite seriously by a number of business men in the United States who are interested in Canadian trade, and they are busy on their side preaching closer trade relations with this country in the hope of thereby being able to remove the cause of which the threatened retaliation is the effect.

If the ox gets a much higher opinion of himself than he already has beef consumers may be compelled to call him a hog.

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### RESOURCES OF THE CANADIAN NORTHWEST.

REPORTS of sermons are not, as a rule, published in the columns of the trade and financial press. A sermon, or, more strictly speaking, an address that was delivered in a Toronto church on Sunday last was so filled with matter of interest to the commercial world, that no apology is necessary for reproducing a summary of it in the columns of "The Canadian Grocer."

The preacher was Rev. John McDougall, who, for 42 years, has been a missionary in the Canadian Northwest, except during a few months in 1885, when he acted as a scout for the Canadian troops during the Riel Rebellion.

His subject was the

#### "RESOURCES OF THE CANADIAN NORTHWEST."

He said he spoke from an experience of 42 years in travel and work throughout every part of the Northwest, and yet confessed that he knew only a part of it, notwithstanding the fact that the pastor had introduced him as a man knowing more, perhaps, about it than any other living person.

Mr. McDougall took as an illustration of the greatness of that country a block of land 1,000 miles square (640,000,000 acres), abutting the 49th parallel, and lying between the Rockies and the western boundary of Ontario. This great stretch of territory contained, in his estimation, more acres capable of agriculture and of responding to the thrift and mechanical operation of industrious men than any other stretch of like dimensions on the face of the globe. He called it the very acme of God's work in this respect. Of this great block of land he took 100,000,000 acres, less than one-sixth of it, and placed a conservative estimate of a yield, when cultivated, of 15 bushels an acre. Then he took the bulk estimate, and asked what it would mean to move it to the markets of the world. Looking at it as Mr. McDougall presented it, the haulage necessary seems enormous. He took a train of 40 cars leaving Winnipeg for the east. Each car would carry 1,000 bushels, making an aggregate cargo of 40,000 bushels. Then he asked how many trains of that kind it would take to move the conservative estimate of 15 bushels an acre of one-sixth of his selected block. He had found that it would take 37,500 trains of 40 cars, or a little more than 102 trains a day for every day of the year. Figuring more finely still, he had found that it would keep one of such trains moving out of Winnipeg every 40 minutes, day and night, for 365 days to move the wheat crop of but one-sixth of that stretch of country.

#### OTHER THINGS THAN WHEAT.

But Mr. McDougall did not confine his

estimates to wheat alone. He supposed that in time live stock would be raised in that part of the country. He had waited 23 years for a railway, and had come to know the virtue of patience. The country was rich in pasture land and grasses of rich butter and cheese producing qualities, so that it promised great possibilities. Mr. McDougall allowed one fat hallock a year for shipping purposes to every 40 acres of one-sixth of the block 1,000 miles square. That meant 16,000,000 head of cattle a year. At 20 head a car it meant 40,000 trains of 20 cars each, or a little more than 100 trainloads of cattle moving out of Winnipeg every day for a year. To every 40 acres he allowed one fat sheep and one marketable hog. That meant 64,000,000 of each, which, loaded 200 to a car, would show 32,000 trains of 20 cars each moving out of Winnipeg one about every 15 minutes, day and night, for a year. Butter and cheese were not overlooked, but of wheat and live stock alone, at this very conservative estimate, it was shown that 109,500 trains of 20 cars each would pass out of Winnipeg every year, or one train every five minutes, to the markets of the world.

Mr. McDougall said that he himself had traced along the eastern base of the Rockies 500 miles long and 200 miles wide one great bed of rich anthracite and bituminous coal, or, in other words, 100,000 square miles of it. He had heard that China had the largest coal beds in the world, but his own observations had led him to believe that she had not one-fifth as much as this one block.

Then there were great water powers. Mr. McDougall, in his travels, had found strong and persistent currents. He and a companion, in an old punt, had once gone with the current down the big Saskatchewan 160 miles in 28 hours. There were also great natural reservoirs of water, with splendid tumbling power. The country along the valley of the North Saskatchewan was compared with England. It looked to Mr. McDougall as if some great race had lived there centuries ago, so splendid were the terraced forests and natural beauties.

### THE PRODUCE EXCHANGE.

AT a meeting on Tuesday, April 29, of the Produce Exchange recently organized among the wholesale producers of Toronto, it was decided to call it The Toronto Produce Exchange. It is stated to be an association for the establishing and maintaining of prices; for the collection and distribution of reports and information relating to their business; for the decision and action upon questions arising therein; for the establishment of a better understanding

and closer relations among its members, settling differences and preventing litigation among them, and generally, for promoting the interests of the corporation and the social and business interests of its members.

Their headquarters are, for the present, in the office of Jenkins & Hardy, on Toronto street, Toronto.

Regarding the collection of debts it was decided that collections should be made regularly every Monday morning for all goods bought during the week. And any merchant who will not pay his debts according to the foregoing rule will be debarred from receiving credit from the members of the Exchange.

A by-law has also been adopted to the effect that all egg cases be paid for both by city buyers and country shippers. A committee has been formed to interview the railway authorities in reference to the quick delivery of freights and to having express companies made responsible for the return of empties.

The whole meeting was unanimous in the opinion that heretofore credits have been too free, and will endeavor to make the new system of collection mentioned above a success.

### DEATH OF FRANK GALLOW.

ON April 25, Frank Gallow, city traveller for The Pure Gold Manufacturing Co., died at his residence, 499 Ontario street, Toronto, of pneumonia, after a week's illness. Deceased had been with The Pure Gold Manufacturing Co. since their commencement of business 19 years ago, and was a stockholder in the firm. And his energy and ability contributed much to the success of that company.

Mr. Gallow was born in Scotland 62 years ago and came to Canada in 1857. He was first a partner in the firm of Gibb & Gallow, produce merchants, Colborne street, Toronto, for some time before entering the employ of The Pure Gold Company. He was prominent in Masonic circles and was buried by Reboam Lodge A.F. & A.M. of which he was Past Master.

His funeral was largely attended by the commercial travellers of all the grocery houses in Toronto. A number of grocers were also present and marched in line with the travellers. Deceased leaves a widow, three sons and three daughters.

No traveller was better known than Frank Gallow and no traveller was probably better liked. He was always genial and had a pleasant word for everyone with whom he came in contact. His death, which was so unexpected, cast a gloom over the grocers and travellers in the city in which he was so well and favorably known.



**"Perhaps you are a little incredulous"** as to the value and selling qualifications of **"SALADA"** Ceylon Teas. Yes, maybe you are. . . . others have been so, too, that are pretty strong converts to-day.

Look around a bit and see what success your competitors are having with the sale. . . . Then consider whether they haven't got some of your old-time customers. Folks want **"SALADA"** now-a-days and, "mark our words," they're going to get it, if not at one store then another.

**5 minutes' consideration will convince you we're right in this.**

Why don't you get a sample case and give it a trial?  
If it doesn't sell, send it back at our expense.

Address **"SALADA,"** Toronto or Montreal.

## Celluloid Starch

has been too successful to escape imitation.  
Look out for the "Just-as-Goods."

*The Brantford Starch Works, Limited*

*Canadian Producers,*

**BRANTFORD**

## Orange Marmalade

This is a line grocers can sell with profit. It is being used more every day in families. Push it. We put it up in glasses, tumblers, 5-lb. tins, 7, 14 and 28-lb. pails.

**THE CANADA BISCUIT COMPANY, Limited**

Office Phone: Main 3624.  
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**King and Bathurst Streets, TORONTO**



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# MARKETS AND MARKET NOTES

## INFORMATION FOR BUYERS.

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

## ONTARIO MARKETS.

TORONTO, May 1, 1902.

### GROCERIES.

THE wholesale grocery trade is, on the whole, quiet. This applies particularly to staples. On the whole, trade is rather disappointing. It is the general opinion, however, that the volume of business for the four months of the year is fully up to that of last year for the same period; in fact, the concensus of opinion is that it is ahead of that of last year. The most unsatisfactory feature of the trade is the dullness in the sugar trade, which, in view of the unsettled condition of the outside markets, is to be expected. Coffees are weak and quiet. The retail demand for tea is fair, but, in transactions between wholesalers and holders, very little is being done. Syrups and molasses are quiet. In canned goods, the situation is much the same as a week ago, with a fair volume of business being done. The Valencia raisin market is strong, and prices locally are higher on account of the scarcity in this kind of fruit. Currants and prunes continue in fair demand.

### CANNED GOODS.

There is a steady demand for canned tomatoes at 92½ to 95c., with 97½c. being paid for certain brands. The buying is altogether for immediate requirements. The weakness in the market for canned corn is even more pronounced than it was, on account of some corn being offered by the syndicate at very low prices. It is understood, however, that the corn thus being quoted is of inferior brands. The wholesalers report that quite a little corn is being sold, particularly in the better class. Peas are in fair demand at 80 to 85c. There is a fairly good demand for canned fruits, such as peaches, pears, strawberries and raspberries. Canned salmon is in active demand. "I never saw the demand better at this time of the year," said a well known wholesaler, "and the demand is chiefly for the better class of red sockeye salmon." We quote as follows: Fraser River sockeye,

\$1.42½ for five-case lots and over, and \$1.45 for less quantities. Northern sockeye, \$1.25 to \$1.30; cohoes, \$1.05 to \$1.15, according to quality.

Although, as noted last week, the packers are advancing their prices of canned meats, the wholesale trade having bought at the lower figures, they are quoted much as they were before. The demand for canned meats is active, the retailers protecting themselves against the likelihood of higher prices. Canned lobsters are in moderate demand at \$3.50 to \$3.70 in talls, \$1.75 to \$1.80 in 1-lb. flats and \$1.15 to \$1.25 in ½-lb. flats.

### SPICES.

In spices, the market remains much the same as a week ago, generally speaking—steady to firm. This applies particularly to peppers. Trade is just moderate.

### RICE AND TAPIOCA.

The market for Patna rice is firm at the recent higher prices. Tapioca, on the other hand, continues easy. Business, locally, is moderate and without special feature. We

See pages 41 and 42 for Toronto, Montreal, and St. John prices current.

quote: B rice, 3¼c.; Japan, 5½ to 6c.; tapioca, 3½ to 3¾c., and sago, 3¾ to 4c. per lb.

### COFFEES.

Trade locally is quiet with prices much as before. The market for Brazil coffee is slightly higher in New York on account of speculative buying. We quote: Green Rio, No. 7, 7¾c.; No. 6, 8c.; No. 5, 8¼c.; No. 4, 9c.; No. 3, 10 to 12c. per lb.

### SUGAR.

Up till Monday the condition of the sugar market was decidedly unsatisfactory, prices being weak, and the demand dull. On Monday, however, raw sugars advanced slightly in New York, and cane sugars were a little higher in Europe. On the same day, however, that raw sugars advanced in New York, the price of refined there declined 5c. The feature of the trade in Canada is the decline of 10c. per 100 lb. which took place in all refined sugars on Friday last. This puts the price of granulated down to \$3.80 Montreal, and \$3.88 Toronto. The basis for No. 1

yellow is now \$3.05 in Montreal and \$3.13 in Toronto. The demand for sugar in Canada is dull, and the reduction in price does not yet appear to have increased the consumption. The receipts of raw sugar in the United States last week were 31,407 tons and the meltings 31,000 tons. The total stocks in the four United States ports at the end of last week were 115,895 tons, against 186,300 tons last year. The total stock in Europe and America was 3,226,895 tons, against 2,337,425 tons the same time a year ago.

### SYRUPS AND MOLASSES.

The situation remains much about the same as a week ago, the demand for both syrups and molasses being quiet. Our quotations are as follows: Corn syrup, 3½ to 3¾c. in barrels and kegs; sugar syrups, 30 to 32c. for medium, and 35 to 40c. for bright. Molasses, 24 to 26c. for open-kettle.

### TEAS.

The latest mail advices from Japan, under date of April 10, say that, so far, the season is a few days earlier than last year. On the local market, there appear to be a few more transactions than a week ago, but the volume of business is by no means large, and buyers are experiencing difficulty in getting suitable grades. Ceylon teas are quiet and easy. Mail advices from London, Eng., under date of April 15, say that at the auction good and fine Ceylon teas were in rather better demand, but other grades showed a tendency to weakness, teas for price being somewhat irregular, and medium teas selling at occasionally lower rates. In regard to Indian teas, the market was somewhat irregular, medium teas being occasionally weak, while fine grades met with more attention. There is very little inquiry for Ceylon green teas, and the few that are selling are principally to the package-tea men. The supply, at any rate, is very light. A few small parcels of China green teas have been moving, but they are still scarce.

### FOREIGN DRIED FRUITS.

CURRENTS—The demand for currants is keeping up fairly well, and prices rule as before. We quote: Filiatras, 5¾ to 6c.; Patras, 6½ to 7c.; Vostizzas, 8 to 8½c.

VALENCIA RAISINS—These are the most interesting line in foreign dried fruits. Spot stocks have become almost exhausted, and the wholesalers are this week asking higher prices. They quote selected 6¾ to 7c. and

layers at  $7\frac{1}{4}$  to  $7\frac{1}{2}$ c. A shipment is on the way to this market, but, it is thought, will only temporarily relieve the situation.

**PRUNES**—The demand is still good with price steady and unchanged. We quote as follows: Californian prunes, 100-110's., 5c.; 90-100's,  $5\frac{1}{2}$  to  $6\frac{1}{4}$ c.; 80-90's,  $6\frac{1}{2}$  to 7c.; 70-80's,  $6\frac{3}{4}$  to  $7\frac{1}{4}$ c.; 60-70's,  $7\frac{1}{2}$  to 8c.; 50-60's, 8 to  $8\frac{1}{2}$ c.; 40-50's,  $8\frac{3}{4}$  to 10c.

**CALIFORNIAN EVAPORATED FRUITS**—The demand for peaches and apricots continues good. We quote peaches, 11 to 14c.; apricots, 13 to 17c.

**DATES**—Business is quiet and prices rule at about  $4\frac{1}{2}$ c.

**FIGS**—There is still a little being done in tapanet figs at  $3\frac{1}{2}$ c.

#### GREEN FRUITS.

The market for oranges is strong and the receipts are light. Large shipments of lemons from ports on the Mediterranean Sea are arriving and there will be a quantity of cheap lemons on the market for a few weeks. The prices of the better grades will remain firm. The demand for bananas is brisk and the prices are steady. Tomatoes are moving freely and strawberries are more plentiful. Apples are quiet and scarce. Pineapples have gone down \$1 per crate, a shipment being received. We quote as follows: Oranges, Mexicans, \$2.75 to \$3.25 per box; Californian navels, \$4.25 to \$4.75 per box; Mediterranean sweets, \$4.00 to \$4.50; Valencias, \$5 to \$5.50 per small case, \$6 to \$6.50 per large case; apples, \$3.50 to \$5.50 per bbl.; grape fruit, \$4 to \$5.50 per box; Malaga grapes, \$5.50 to \$7 per bbl.; bananas, \$1.20 to \$2 for firsts, and \$1.25 for eight hands; pineapples, \$4.50 per case; Southern cucumbers, \$2 to \$2.25 per doz.; Egyptian onions, \$3.00 per sack; Messina lemons, \$2.50 to \$3.50; Californian celery, \$4.50 to \$5 per case of 8 doz.; Southern tomatoes, \$3.50 to \$4 for fancy and \$3 for choice per case of 6 baskets; strawberries, 15 to 20c. per pint, and 30 to 40c. per quart.

#### VEGETABLES.

Trade is quiet, the bulk of the movement being in rhubarb and other green stuffs. Some outdoor-grown rhubarb is being placed on the market, and so the prices are expected to come down. We quote as follows: Green onions, 10c. per doz.; rhubarb, 80c. to \$1.00 per doz.; carrots, parsnips and beets, 40 to 50c. per bag; turnips, 25 to 35c. per bag; lettuce, 20 to 30c. per doz.; radishes, 35 to 40c.; mint and parsley, 20 to 25c.; red cabbage, 40 to 50c. per doz.; cabbage, 40 to 60c. per doz.; dry onions, \$1.25 per bush; potatoes, 85c. per bag.

#### COUNTRY PRODUCE.

**EGGS**—The prices of eggs still remain high, and 11 to  $11\frac{1}{2}$ c. is paid f.o.b. at outside points. The prices in the city are 12 to  $12\frac{1}{2}$ c. per dozen.

**BEANS**—Trade is dull. We quote: Choice hand-picked, \$1.20 to \$1.40; prime, \$1.10 to \$1.20 per bush.

**HONEY**—There is a quiet demand. We quote as follows: Clover, in 60-lb. tins,  $9\frac{1}{2}$  to 10c.; less quantities, 10 to 11c. per lb.; in combs, \$2 to \$3 per doz.; dark honey,  $5\frac{1}{2}$  to  $5\frac{3}{4}$ c. per lb.

**MAPLE SYRUP AND SUGAR**—There is a little trade doing. We quote: Maple syrup, in 10-lb. tins 90c., and 90c. to \$1.10 per imperial gallon. Maple sugar is quoted at 9 to  $10\frac{1}{2}$ c. per lb.

**DRIED AND EVAPORATED APPLES**—There is not much trade doing. We quote: Evaporated apples,  $9\frac{3}{4}$  to 10c. in carlots and  $10\frac{3}{4}$ c. per lb. in less quantities. Dried apples, 5 to 6c. per lb.

**POTATOES**—There is a big demand for potatoes from the United States, and the prices have advanced 8 to 10c. per bag in carlots. Higher prices from this out are expected. We quote potatoes at 70 to 73c. per bag on the track.

#### BUTTER AND CHEESE.

**BUTTER**—There have been fewer receipts of dairy butter, and the market is weaker. The stocks of the poorer grades are low on account of a big demand for them from the United States. We quote as follows: Choice 1-lb. prints, 18 to 20c.; large rolls,  $16\frac{1}{2}$ c.; tubs, best quality, 15 to 16c.; tubs, medium grade, 13 to 14c. per lb.; bakers' lots, 10 to 12c. Creamery prints are worth from 21 to 23c., and creamery solids,  $20\frac{1}{2}$  to 22c. per lb.

**CHEESE**—The market for cheese continues firm, and the local cheese men are well cleaned out of last season's make. But fodder cheese is now on the market and is selling freely. We quote cheese at  $11\frac{1}{2}$  to 12c. locally, and  $11\frac{1}{2}$  to  $11\frac{3}{4}$  in export lots.

#### FISH.

There is a brisk demand for all kinds of fish owing to the high prices of meats. The prices of fish are lower than they have been for years. Some large bluefish are being offered at 15c. per lb. We quote: Fresh fish—Lake Erie herring, 4 to 5c.; Lake Erie perch, 4 to 5c.; trout, 7c.; mullet, 3c.; pike, 4c.; British Columbian salmon, 20c.; whitefish,  $7\frac{1}{2}$  to 8c., and catfish, 10c. per doz.

#### GRAIN, FLOUR AND BREAKFAST FOODS.

**GRAIN**—The prices of Manitoba and Northern wheat are easier this week, and

not much buying is being done. The bulk of the grain that is being moved has already been sold. We quote: Manitoba hard wheat, 86c.; No. 1 Northern,  $82\frac{1}{2}$ c. and No. 2 Northern, 80c. per bushel. Locally, there have been light receipts of red and white Ontario wheat, which is worth 71 to 79c. per bushel, according to quality; 74c. is being paid on cars for fall wheat at outside stations. Oats are worth 46 to 47c.

**FLOUR**—During the boom in wheat the buying was brisk, but it is now slackening off. One firm is asking 15c. more for Hungarian patents and Manitoba bakers'. We quote as follows: Ontario patents, in bags, \$3.60 to \$3.75; Hungarian patents, \$4.00 to \$4.15; Manitoba bakers', \$3.70 to \$3.85; straight roller, \$3.30 to \$3.40 per bbl. in Toronto.

**BREAKFAST FOODS**—The demand for spring is improving and the prices are steady. We quote as follows: Oatmeal, standard and granulated, in carlots on track here, \$4.75; standard rolled oats in carlots on track here, \$4.50; in bbl., 20c. more; broken lots are 20c. per bbl. extra; rolled wheat, \$2.40 in 100 lb. bbl.; cornmeal, \$3.60; split peas, \$4.75; pot barley, \$4.25, in 196-lb. bbls.

#### HIDES, SKINS AND WOOL.

**HIDES**—Hides are scarce and the price has been advanced  $\frac{1}{2}$ c. all around in sympathy with the high prices on the United States markets. We quote: No. 1 green, 7c.; No. 2 green, 8c.; No. 1 green, steers, 8c.; No. 2 green, steers, 7c.; cured, 8c.

**SKINS**—Calfskins are scarce and sheep and lambskins have been advanced 5c. We quote: No. 1 calfskins, 10c.; and No. 2, 8c.; deacons (dairies) 60 to 70c. each; sheepskins, 80c. to \$1; lambskins, 20c.

**WOOL**—The demand is slack and the market is weak. We quote: Fleece wool,  $12\frac{1}{2}$ c., and unwashed, 7c. per lb.

#### SEEDS.

Trade is quieter and the prices are steady. We quote out of store at Toronto: Red

## FIREWORKS AND FLAGS

for 24th May and  
Coronation Day.

Write us for prices.  
Order early.

**James Wilkins,**  
Cor. Colborne and West Market Streets  
TORONTO.

**Ostrom, McBride & Stronach**

Wholesale  
Fruit and Commission Merchants.

BUTTER AND EGGS. POULTRY AND GAME.  
FRUITS OF ALL KINDS IN SEASON.  
EARLY VEGETABLES.  
POTATOES IN CAR LOTS. Consignments Solicited.  
33 Church Street, TORONTO.

**We Want  
Eggs and Butter**

We give you f.o.b. quotations.

Send your BUTTER along at once, we can get you quick Sale. We name weekly f.o.b. prices for EGGS.

**SMITH & CARMICHAEL**  
70 COLBORNE ST., TORONTO.

Butter Cheese  
Eggs Poultry

Consignments Solicited.  
Highest Prices. Prompt Returns.

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

**EGGS—BUTTER**

WE ARE BUYERS—F.O.B. your station. Phone, write or wire us, stating quantity you can sell for delivery next week.

**Rutherford, Marshall & Co.**  
Wholesale Produce Merchants,  
68 Front Street East, Toronto.

The **DAWSON** Commission Co., Limited

FRUIT, PRODUCE AND  
COMMISSION MERCHANTS.

Cor. Market and Colborne Streets, TORONTO

**New Goods**

**New Lemons**

**New Egyptian Onions**

**New Strawberries**

WE WANT **New Business**

WRITE US

**CLEMES BROS., TORONTO**

clover, \$6.50 to \$9; alsike, \$10 to \$16, and timothy, \$7.80 to \$8.25.

MARKET NOTES.

Valencia raisins are higher.  
Potatoes have gone up 8 to 10c. per bag.  
Pineapples have declined 50c. to \$1 per case.

All grades of refined sugar are 10c. per 100 lb. lower.

Hides have advanced 1/2c. per lb. all around and lamb and sheepskins are 5c. higher.

PRESENTATION TO MR. LOCK.

Mr. Tom. H. Lock, who has severed his connection with Campbell Bros. & Wilson, Winnipeg, for whom he has been manager for many years, to enter the produce business of Lock Bros., in which he has been interested since its organization last year, was presented with a beautiful silver tea service by the house and employes. The following address accompanied the gift:

Winnipeg, April 23, 1902.

THOS. H. LOCK, ESQ.:

Dear Sir,—We, the employes of Campbell Bros. & Wilson, wholesale grocers, who for many years have been associated with yourself as manager, cannot allow this, the present time, when you are severing your connection with the said firm, after many years' faithful attention to your numerous duties, to pass by without conveying to you in a small way a token of high esteem and sincere respect in which you have been, and are held by us, after years of harmonious work together, which enables us to recognize in you a store of successful, discerning tact and ability. We speak our feelings when we state that we will miss you in our midst, yet at the same time, in your new sphere of business, we predict a bright and prosperous future for you, one who is so widely known and popular, possessing a spirit of affability noticeable under all circumstances, a trait that others might with an advantage to themselves wisely emulate. We ask you to accept from us, as a testimony of our good-will and wishes for your future welfare, this silver tea set and tray, and we sincerely hope and trust that both yourself and Mrs. Lock may long be blessed with health to enjoy, and that the happy remembrances of our associations may ever remain perennial.

Signed by W. J. Campbell, D. M. Horne, John Horne, A. D. Campbell, H. Rankin, H. McLaughlin, H. Harvey, P. Johnston, C. Vivian, W. Duff, F. Scott, R. Jack, C. Coates, T. Wilson, C. Duncan, A. C. Campbell, J. Nesbitt, Geo. Duncan, G. Whittin, Miss Johnston, Miss Lane, Miss Jamieson, Miss Sheppard.

A NEW JOBBER.

Mr. James Wilkins, a former well-known commercial traveller, has opened up a wholesale and jobbing business for himself in the building formerly occupied by Taylor Bros., at the corner of Colborne and West Market streets, Toronto. Mr. Wilkins carries all kinds of supplies for the grocer, such as wrapping paper, bags, twine, "Crown" fruit jars, etc., and is going to sell to the trade at very close prices. Just now, he is offering some assorted lines of fireworks for the 24th of May trade, very cheap.

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.

IF YOU HAVE ANY  
**POTATOES or GRAIN**

TO OFFER IN CAR LOTS,

—Correspond with—

**R. W. HANNAH**  
Board of Trade, TORONTO

**FISH!**

Fresh, Frozen, Salt and Smoked.  
OYSTERS and SHELL FISH.  
Orders promptly attended to.

**THE F. T. JAMES CO., Limited**  
76 Colborne St., TORONTO, ONT.

Winnipeg Brokers.

**M. B. STEELE**

Wholesale Commission Merchant  
and Broker.

Correspondence and Agencies Solicited

Stovel Building - WINNIPEG, CANADA.  
P.O. Box 731.

**JOSEPH CARMAN . . .**

WHOLESALE MERCHANDISE BROKER  
AND MANUFACTURERS' AGENT.

Winnipeg, Manitoba, Canada.

Secretary Winnipeg Fruit and Produce Exchange  
Correspondence and Agencies Solicited.  
Storage, Truck Facilities.

**EASTERN SHIPPERS**

DISTRIBUTE CARS FROM  
WINNIPEG.

TRADERS' RATES OF FREIGHT TO  
ALL POINTS WEST.

Write . . . .

**E. NICHOLSON**

Wholesale Commission Merchant  
and Broker,

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.

# A MAGNIFICENT MAIL ORDER SYSTEM

WE HEREWITH present a snap-shot of our postman as he appeared one month in an advertisement in *THE GROCER*.

THE GENUINENESS of our big offer in CIGARS, TOBACCOS and PIPES seems in all parts of the Dominion, as never before has our mail order business been as large and everything running on a perfect system. Mail orders are attended to the same day that they are received and we guarantee that every order gets our very lowest prices and most careful selection.

Write and we will mail you samples at our expense. Don't write if you are only looking for a mean business and WE DEFY COMPETITION. We will mail or express you a sample of our pipes in their original packages, so that you may examine them and keep or select your favorite with a satisfactory return at our expense.

## Some New Offers

THIS MONTH WE HAVE SOME NEW AND ESPECIALLY GOOD

### Cigars.

In our cigar department everything has undergone a "housecleaning" since our last advertisement. We never let anything get stale on our hands; it must go, no matter what the sacrifice, hence our large stock is completely turned over several times in the year, and our goods are perfectly fresh. We can quote you prices on Havana, Manila and Mexican cigars of our own importation, while our large factory in Montreal is busy turning out thousands of cigars, as good, if not a little better than any Canadian made cigars, and for the reasons above stated we can quote lower prices and better value than any other house in Canada.

Do you believe this? Write us for samples and prices and see for yourselves.

THE FOLLOWING LINES ARE OUR LEADERS:

10c. Lines:

Avondale, Clear Havana.  
Manhattan.  
Lord Tennyson.  
Britannia.  
Flora De Verna.

5c. Lines:

Bombay.  
W. B. R.  
Colonel Otter.  
Mi Perla.  
Something Good.  
Rob Roy.

And hosts of others from \$15.00 a thousand up to \$120.00.

N.B.—Rob Roy is everywhere recognized as the leading Grocer Cigar.

Our pipe most interesting we have received for an extraordinary and, as we rather than these are no them at all prices the humble cost posed of the retailed at a price that will retail

Price word them

"Never put off till to-morrow what you can do to-day"

Pipe Importers, Cigar Manufacturers,  
Wholesale Tobacconists.

# W. B. RED

# R SYSTEM

appeared one morning shortly after our last

and PIPES seems to have impressed the trade  
ness been as large as it is to day. We have  
the same day that they are received, and we  
selection.

if you are only looking for a free smoke. We  
offer you a sample assortment of either cigars or  
keep or select your order for same. If not

Offers —

ALLY GOOD OFFERS FOR YOU:



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o-day

ED & CO.,

Let us include you in our Mail Order System.

58 Yonge Street,  
TORONTO, ONT.

## Pipes.

Our pipe department this month will be found the most interesting on record. The large demand which we have received for pipes has led to our placing orders for an extraordinary large number for the season's trade, and, as we said before, they must be kept moving. Rather than be overstocked we will give them away. These are not cheap goods either. Of course, we have them at all prices, from the proud meerschaum down to the humble corn-cob, but the greater number are composed of the middle class, that is—a good briar, to be retailed at a reasonable price. We have them at prices that will retail at 25c. and give you a handsome profit.

Prices speak louder than words. A Post Card will bring them to you.

### THREE lines of pipes which you can retail at 25c.:

**STYLE A** — Large bent vulcanite, push stem, regular 40c. value, gives a handsome profit at 25c.

**STYLE B** — Six-inch straight briar, flat stem, amber tip, egg-shape bowl, stem W. B. R. Good value at 50c. retail. You can handle it and make good money at 25c.

**STYLE C** — Vulcanite mouthpiece, egg-shape bowl, silver ferrule, exact B.B.B., bent stumpy shape. Extra good value, with large margin at 25c.

All we want at first is a trial order—the rest will take care of itself.

## QUEBEC MARKETS.

Montreal, May 1, 1902.

## GROCERIES.

THE feature of the grocery markets during the past week has been the further decline in sugar. Apart from this, though, some other changes have occurred, the week has been comparatively uneventful. Trade is active in most lines, and few, if any, have any cause for complaint with the way things are moving. On all lines of foreign dried fruits the jobbing houses report a good demand at firm prices. Canned goods are also moving well. In evaporated apples there is a great scarcity, and although they are being sold by some jobbing houses at present at a price less than 10c. per lb., yet these holders, to replenish their stocks, would have to pay 19½c. at the least. Peanuts have advanced ½ to ¾c. per lb., and are now quoted, according to the grade from 6½ and 7½c., and according to the quality, to 7½ and 8½c. Some new small cheese have appeared on the market and were sold at 12 to 12½c.

## SUGAR.

A further decline in sugar of 10c. took place on Saturday, and brings the price down to \$3.80 for granulated, and \$3.95 to \$3.70 for yellows. Business goes along at about the same pace. Some increase has been noticed in the demand from points east of Montreal, in Quebec Province, but it is not as great as would be under other market conditions. With the opening of the St. Lawrence canals, however, trade will take a turn for the better. The market for raw cane sugar shows a firmer feeling. Raw beet sugar, on the other hand, is weaker.

## TEAS.

The tea market is in general quiet, though business is better than a week ago. There is a good demand for gun powders, which have, however, become quite scarce, and the price has been advanced by some houses about 5c. There is also a good inquiry for low grade Japans, and the market is firmer. China blacks are dull. Other teas are about stationary. Though several reports have been sent in concerning the crop of new Japan tea, yet no certain knowledge is held of it. A very good authority does not believe the reports that the market will open higher. On the contrary, he expects it to open lower, as the market is well supplied with high grade teas, and these are what will come from the first pickings.

## SYRUPS.

The market is featureless. The demand, though steady, is a very light one. We quote corn syrups as follows: 3½c. in bbls.; 3½c. in ½ bbls.; 3½c. in ¼ bbls.; \$1.60 in 38½lb. and \$1.20 in 25 lb. pails.

## MOLASSES.

The primary market for Barbados molasses is not all that growers could wish for as the weather goes. As we stated some time ago everything pointed to a dry season. At present, though a few light showers have fallen much rain is needed to fill out the stalks. A good deal of the crop has already been cut. The price in Barbados is 8c. On the local market there has been no change. Dealers are still selling at 23 and 24c., according to the quality. Some old molas-

ses was disposed of at 22c. Antigua is still quoted at 24c., and Porto Rico, 38c. per gallon.

## CANNED GOODS.

The demand for canned tomatoes is very good, and the market is in a rising condition. Though one very good authority states that he is selling a considerable quantity to New York buyers at 90c. f.o.b. Montreal, and that when he tried to raise his price to \$1 here it was a failure, yet other houses quoted the price from 90c. to \$1, and state that under the latter figure a fair amount of business has been transacted. That the dollar mark will be reached shortly by all seems to be the prevailing opinion. The demand from New York for canned tomatoes is on the increase, and will tend to accentuate the scarcity here. Owing to the high price of tomatoes, one or two jobbing houses report an increased demand for other canned goods, such as corn, peas, etc. Our quotations are as follows: Peas, 8½c. to \$1.15; corn (ordinary), 80c.; tomatoes, 90c. to \$1.00; gallon apples, \$2.70 to \$2.80; 3 lb. apples, \$1.00; salmon, \$1.00 to \$1.05 for pink; \$1.30 for spring; \$1.32 for Rivers Inlet red sockeye; \$1.45 for Fraser River red sockeye, and \$1.42½ to \$1.45 for "Clover Leaf" talls.

## SPICES.

Business is fairly active this week in all lines. White peppers have become very scarce and are correspondingly dearer. Importers report that a great deal of very poor stuff is being turned out. We quote: Nutmegs, 30 to 55c. 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 22c., according to grade; white, 25 to 27c.; ginger, whole, Cochin, 15 to 17c.; Japan, 13 to 14c.; Jamaica, 16 to 20c.; Afghan, 12 to 13c.; ground, Japan, 15c.; Cochin, 16 to 17c.; Jamaica, 20 to 22c., and Afghan, 13 to 14c.

## RICE AND TAPIOCA.

As was anticipated the price of Patna rice has been advanced by the English mills on that market, and, notwithstanding that advance, the market is still so strong that another may shortly take place. The advance is represented by 1s. 6d. per 112 lb. On that basis Patna rice here should sell at 12 to 5¼c. per lb., according to the size of the package. On May 12 The Mount Royal Milling and Manufacturing Co. will operate on new prices, which we understand are to be lower than their former quotations. We quote in combine district as follows: B rice, in bags, \$3.10; in ½ bags, \$3.15; in ¼ bags, \$3.20; in pockets, \$3.25. In 10 bag lots an allowance of 10c. is made. CC rice, \$3 in bags; \$3.05 in ½ bags; \$3.10 in ¼ bags, and \$3.15 in pockets. In the open territory prices are about 10c. less. Patna rice is worth 4½ to 5c. per lb., and tapioca, 3½ to 4c.

## FOREIGN DRIED FRUITS.

CURRENTS. Business in currants is fairly good at steady prices. Fine Filictras are quoted at 52c. in ½ cases; cleaned, 6c.; 1 lb. cartons, 8c.; finest Vostizas, 7½c. to 8c. per lb.

VALENCIA RAISINS. These are even scarcer than last week, and the market is very firm. It is difficult to find any stock of first class brands. Second brands are all that can be obtained, and even these are in light supply. They sell at

5½ to 6c. We quote: Finest off-stalk, 5½c.; selected, 6½c.; layers, 6½c. per lb.

SULTANA RAISINS.—The local market is not well supplied. The price is 9c. per lb., with an active inquiry. Reports from Smyrna state that the vines are beginning to blossom, and such blossom is vigorous. The prospects are that there will be a good crop, and prices consequently reasonable.

CANDIED PEELS.—These are in the usual demand, and no quotable change has been made. Orange peel sells for 11½c.; lemon peel, 10c., and citron, 16½c.

MALAGA RAISINS.—Stocks are rapidly becoming low in this line. The demand keeps up, though the market is steady and prices unchanged. Quotations follow: London layers, \$1.50 to \$1.60; "Connoisseur Clusters," \$2.15 to \$2.25; ¼'s, 65 to 70c.; "Royal Buckingham Clusters," \$3.30 to \$3.35; ¼'s, \$1.05 to \$1.10; "Excelsior Windsor Clusters," \$1.50 to \$1.60; ¼'s, \$1.30 to \$1.40.

DATES.—There has been no change in the market here. Prices are firm. On the London market there was an advance of 2s. made, and dates selling formerly at 11s. are now quoted at 13s. Holloweeds on this market sell for 4½c.

FIGS.—The market for figs is still quiet and has undergone no change in prices. Tapnets are worth \$1.20, and layers sell for \$1.15.

CALIFORNIAN RAISINS.—The conditions on the primary market have not materially altered. Locally, there is a fair inquiry. Seeded raisins are quoted at 9½ to 9½c. per lb.

PRUNES.—The demand for prunes has been good this week. We quote: 8½c. for 40-50's; 8c. for 50-60's; 7½c. for 60-70's; 7½c. for 70-80's; 6½c. for 80-90's; 6½c. for 90-100's.

CALIFORNIAN EVAPORATED FRUITS.—There is a fairly active market for these, and the prices have not changed. Apricots sell for 14½c.; peaches, 10½c., and pears, 10c.

## NUTS.

There is not much doing now in any line except peanuts. They are going well and have advanced ¼ to ¾c. per lb. In the primary market filberts and Tarragona almonds have advanced about 1s., which is equivalent to about ¼c. per lb. here. We quote as follows: Walnuts, 9½ to 11c.; Tarragona almonds, 12 to 13c.; shelled walnuts, 16½ to 17½c.; shelled almonds, 26 to 27c.; Jordan shelled almonds, 42c.; filberts, 8½ to 9½c.; pecans, 15 to 16c.

## BUTTER AND CHEESE.

BUTTER.—There was rather an unexpected change in the butter market a few days ago. Toward the close of last week the feeling was easier, though dealers were not looking for a decline. But with the commencement of this week, the market opened up very weak, and dealers would not purchase their supplies except at a reduction. At present 19 to 19½c. is the ruling price for finest goods, a decline of 1½ to 2c. It is hard to say whether this is the bottom price or not, but it is expected that the export demand will commence earlier than usual and keep the local market from going any lower. In large rolls there is not much doing now. The price is the same, 18c. Buyers, however, are inclined to force the price down, and it looks as though lower prices will prevail.

CHEESE.—The cheese market is quiet. The price is 11 to 11½c. for finest colored,

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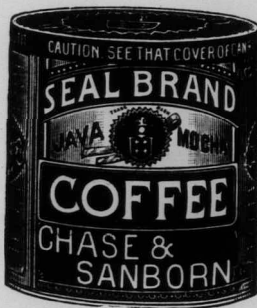
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to be Sold Under Seal,*



**Seal Brand**  
In 1 and 2-lb. Cans  
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(AIR-TIGHT.)

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tors of high-grade coffee in the world)  
voluntarily place a seal on their best coffee  
and guarantee every pound. This seal has  
become famous, and it guarantees three  
things to you — full weight, extra strength,  
and rich aromatic flavor. It is of great  
importance to you to be thus protected by  
seal.*

**CHASE & SANBORN,** Importers,  
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Subscribers wanting goods or special  
quotations on anything anywhere in Canada  
at any time, can get them by mail or wire  
by corresponding with THE CANADIAN  
GROCER, Toronto or Montreal.

Toronto Fruit Merchants.

**ORANGES!**

FANCY CAMELLIA NAVELS,  
VALENCIA ORANGES,  
MEXICAN ORANGES.

These lines are fancy and at lowest market price.

**HUSBAND** Bros. &  
Co.

82 Colborne St., TORONTO.

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Commission  
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Fruit Importers  
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Canadian Apples  
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CORRESPONDENCE SOLICITED

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Equal to best American Oil.

GROGERS ALL SELL IT.

THE QUEEN CITY OIL COMPANY, Limited, - TORONTO, ONT.

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**When the Agent Calls**



and offers you other  
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Soda, before buying,  
compare them with

**Dwight's Cow Brand  
Baking Soda.**

NONE ARE AS PURE, AS STRONG OR AS GOOD.

**For Sale by all Wholesale Grocers.**



# Coffees

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Now is the time to place your order with us for Coffees and Spices. Goods that sell quickly are the only kind we have to offer. Quality combined with right prices accelerate the sale of our goods. Mail orders receive prompt attention.

**S. H. EWING & SONS,**

96 King Street, MONTREAL.

Telephone Bell Main 65.  
Merchants 522.

Telephone orders have prompt attention.

87 York Street, TORONTO.

Telephone Main 204.

still be irregular direct shipments. In Canadian salt there is a good demand. We quote: Liverpool coarse, 50 to 60c.; 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, 11c. each; cartons, \$2 per case of 2 dozen; English bottled salt, \$1.25 to \$1.30 per dozen; mineral rock salt, 60c. per 100 lb. (Selected lumps.)

**CANNED GOODS.** Tomatoes are getting scarce and few of the factories have any to offer. Prices will be higher. In corn and peas there is still a fair supply. In fruits, two pound peaches are rather short, but this is not a large market. There are few changes. One New Brunswick canner has lately placed quite a little corn here at the association price. Salmon have a fair demand at even figures. In meats the market is very firm, and higher prices are likely to rule. Domestic fish are unchanged. A few old sardines are offered. Herring and haddies are scarce. The demand for these lines shows an improvement.

**GREEN FRUITS.** The variety is limited. Valencia oranges, which largely supply the market, are rather higher, and the quality is good. Jamaicas have been scarce, but the direct boat arriving this week landed quite a few. Bananas are cheap, and the sale is very large. The direct Jamaica boat has brought competition, but for best stock there is little change. Lemons are still very low and there is a fair sale. Strawberries, which were getting more reasonable, advanced

again quite quickly. Shipments will soon be getting larger. Cranberries are out of the market.

**DRIED FRUITS.** Prunes are disappointing holders. New York is quoting lower prices than ever. It is surprising where some of the shippers there get the fruit. The large quantity of old fruit has hurt the business. In quality it seems to give good satisfaction. Raisins are dull. Currants continue low with a fair sale. Apricots and peaches are in light demand. Evaporated apples have been so high buyers have bought from hand to mouth. Stocks are very short and now are difficult to get. Prices here must go higher. Onions keep firm and prices are higher than last season.

**DAIRY PRODUCE.** While the St. John market was well cleaned up of old butter for export, there is still considerable in the country. Dealers are shy of it as new butter is coming in. For the best new butter a good price is obtained. Eggs are quite easy and there is a fair demand. Stocks are not large. In cheese, supplies are light. All old cheese will be well cleaned up. New cheese is daily expected, and prices are high. Twins have the demand.

**SUGAR.** Prices are again lower this week. Granulated was never as low considering the present duty. There is quite a large sale. Dealers have been inclined to keep stocks light.

**MOLASSES.** There is a steady sale. The present West India steamer brought no Barbados, owing to smallpox on the Island, and it is doubtful if any shipments will be made for some time. Spot

stocks are light and firmly held. In Porto Rico the prices are unchanged. There are two or three cargoes daily expected. In syrups, our market is a small one. Quite a little maple is handled at this season. It is largely New Brunswick product.

**FISH.** Business is rather quiet. In fresh cod and haddock supplies are good. Gaspereaux has been scarce and prices are quite well maintained. The pack of alewives is likely to be small. In dry cod the market continues easy, with sales light. Pollock are unchanged and dull. In pickled herring business is light and prices easy. Finnan haddies are confined to local business, and are lower. Herring is very low. The market is overstocked. We quote: Large and medium dry cod, \$3.50 to \$3.60; small, \$2.50 to \$2.60; haddies, 4½ to 5c.; smoked herring, 5½ to 6c.; fresh cod and haddock, 2 to 2½c.; boneless fish, pollock, \$1.50 to \$1.60 per 100 lb.; pickled herring, \$1.75 to \$1.80 per ½ bbl.; Canso herring, \$5.50 per bbl.; Gaspereaux, 60c. per 100.

**FLOUR, FEED, MEAL AND SEED.** In flour, while prices are unchanged the market is quite firm and business is fair. Feed is still scarce and high. Oatmeal is still high, though there has been some range in price. Oats are still bringing full figures. Hay is rather less active. The supplies for Africa have come forward faster than shipments have been made. Five more steamers are chartered. Barley is hardly as firm. Split and blue peas are scarce. Beans are firmer as is also cornmeal. Timothy seed and alsike clover are high. Our quotations are as follows: Manitoba flour, \$1.60 to \$1.75; best Ontario flour, \$1.00 to \$1.15;

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Blue Ribbon Ceylon Tea  
address orders to 12 Front St. East - Toronto  
and they will receive prompt attention*

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medium, \$3.65 to \$3.90; oatmeal, \$5.20 to \$5.25; cornmeal, \$2.90 to \$3.00; middlings, \$22 to \$23; oats, 50 to 55c.; handpicked beans, \$1.40 to \$1.45; prime, \$1.30 to \$1.35; yellow eye beans, \$2.80 to \$3.00; split peas, \$1.95 to \$5.00; barley, \$1.50 to \$1.65; hay, \$12 to \$14; American timothy, \$3.75 to \$4.00; Canadian timothy, \$1.00 to \$1.50; red clover, \$9 to \$11; mammoth, \$12 to \$13; alsike, \$14 to \$17.

ST JOHN NOTES.

Baird & Peters have a cargo of Porto Rico molasses due.

James Paterson receives regular receipts of fresh gaspereaux.

The Sun Oil Co. have very much improved their offices this spring.

Bowman & Angevine have a shipment of "Gold Dust" just received.

It is a matter of deep regret that Mr. Jones, manager of the Bank of Montreal here, has had to retire, owing to trouble with his eyes. The customers of the bank presented him with a very handsome solid silver service and a substantial purse. He was, perhaps, the most popular bank manager here. Those doing business with him felt he had not an equal.

MANITOBA MARKETS.

Winnipeg, April 28.

**B**USINESS has been good all week in every line; prices are firm, and there are advances in a few lines.

**SUGAR**—Sugar is a noticeable exception to the general rule. The drop of 25c. per hundred announced to come in on April 21 has been in force since that day, and on Friday was followed by a further decline of 5c. per 100 lb. This makes granulated \$4.50, and bright yellows \$3.55. The B.C. refiners have, however, only dropped 20c., which looks as if they did not greatly covet Winnipeg trade. This last drop is probably due to the presence of Austrian and American sugar in considerable quantities. Present prices are extremely low, and there is little doubt there can be little or no money in them to the manufacturer.

**COFFEE**—Market is fairly firm and prices unchanged.

**EVAPORATED AND DRIED FRUITS**—Dried fruits show no changes for the week and the demand is only nominal. Evaporated fruit is firm in tone in nearly all lines. Evaporated apples have advanced slightly and are now quoted at 11 to 11½c.; dried, 7¾ to 8c.; apricots, 13 to 13½c.; peaches, 10 to 10½c.; pears, 9½ to 10c.; nectarines, 10½ to 11c. Evaporated plums, dark, 9½c.; red, 10 to 10½c.; yellow, 11½c.; silver prunes, 9 to 10c. Ordinary prunes, 5 to 8½c., according to sizes.

**SYRUPS** — Glucose syrups are stiffer although there can scarcely be said to be a change in price, quotations still being 3½ to 3¾c. Maple syrup is in good demand

**Grocers** who are looking for **MORE BUSINESS** and a reputation would do well to serve their customers with

# Clark's Meats

Our Specialties:—Ready Lunch Beef, Sliced Smoked Beef, Vienna Sausage, Ox Tongue, Lunch Tongues, Pork and Beans in Chili Sauce, Potted and Devilled Meats.

Every Tin Guaranteed.

# 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

ESTABLISHED 1861.

HEADQUARTERS FOR FANCY FRUITS.

Send your orders for the very best quality of

ORANGES, LEMONS, BANANAS and PINEAPPLES.

HUGH WALKER & SON

P.S.—Prompt and special attention given to mail orders. GUELPH, ONT.

CAPSTAN  
BRAND



English  
Worcestershire  
Sauce

For Fish, Soups, Meats and Game. Equal to any  
Manufactured.

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THE CAPSTAN MFG. CO., Toronto

**GRIMBLE'S** English Malt  
Six GOLD Medals **VINEGAR**

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

NOTICE TO SHOW-CARD WRITERS.

Owing to my advertising in the The Canadian Grocer a Book of Instruction at \$1.00 teaching the Art of Sign, Show Card and Ticket Lettering, I have had several requests from readers asking me to furnish them with the proper Paints, Brushes, etc. I have therefore decided to put up and express to any address a complete outfit, consisting of

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| 1 jar prepared Black Lettershine. | 2 best, Red Sable Brushes.       |
| 1 " " Red " "                     | 1 Border or Striping Brush.      |
| 1 " " White " "                   | 1 set Skeleton Pattern Alphabets |
| 1 " " Green " "                   | 2 " " " Figures, 1 and 2 inch.   |
| 1 " " Yellow " "                  | 1 pkg. Assorted Flitters.        |
| 1 " " Blue " "                    | <b>ENTIRE OUTFIT \$2.00.</b>     |

Please, in writing, state "Send Canadian Grocer Special Offer."  
W. EDWARDS, CARLETON PLACE, ONT. BOX 315.

although the figures are high. The State of Vermont and the Eastern Townships are looked upon by the knowing ones as the garden of sugar bushes, and the place from which to obtain the real thing in maple syrup. Winnipeg is to be congratulated on having some of the "pure quill," even if it runs from \$1.00 to \$1.25 per gallon. The "Maple Leaf" and "Imperial" are two popular brands here, and the latter has just published a reward of \$2,000 to anyone who can prove manipulation in their syrup. The packages coming here are quart, half-gallon, gallon and five gallon tins.

**HONEY**—There is a good demand, and supplies in the city are rather short. Pure white clover strained is worth 11½c.; comb honey, in 12-oz. sections, 17c. per lb.

**CANNED GOODS**—The vegetable and fruit situation remains without change for the week. Canned meats of all kinds are stiffer, and it looks as if some lines would advance in sympathy with pork products.

**FLOUR**—The Ogilvie Milling Co. have announced a 10c. advance upon all grades of their flour, but this has not been met by any of the other companies, all of which are selling on last week's prices.

**CEREALS**—Rolled oats are in fair demand both for local consumption and export, but have not changed in price. Cornmeal is again 5c. higher, and is quoted at \$1.80. White beans continue low and dull at \$1.60 for prime mediums. Split peas are firm at \$2.85.

**BUTTER**—The situation shows little change. Supplies have increased slightly, but not enough to meet the demand, which continues heavy. Commission houses are paying from 16 to 18c. for fresh rolls and bricks. A few thousand pounds of creamery have come in this week. The price paid is 21 to 22c. Winnipeg.

**CHEESE**—Slow market. Price, 13½ to 14c.

**EGGS**—The supplies for the week have not been heavy, and the prices paid are 10 to 11c., Winnipeg, for the best cases of freshly candled stock. Large shipments of eggs are going to British Columbia. Dealers here declare themselves open to buy from four to five cars of eggs at the present time.

**GREEN FRUITS**—The market is active and has assumed a more summer character. Supplies of strawberries are coming in regularly and pines have arrived this week. The banana situation is still unsatisfactory. Large quantities of Messina lemons have been purchased and are now on their way to this market. The supplies of oranges now on the market are St. Michaels, Med. sweets and seedlings. Prices are as follows: Oranges, St. Michaels, 150 to 250s, \$5.25; 288 to 324s, \$4.75; Med. sweets, 150 to 250s, \$4.75; 288 to 324s, \$4.25;

navels, \$4.50 to \$5.25, according to quality. Lemons—Fancy Messinas 300 to 360s, \$4.50; Cal. lemons, 300 to 360s, \$4.50. Strawberries, \$6.50 per case of 24 quarts; pineapples, \$5.50 per doz.; bananas, \$3.00 to \$3.50 per bunch; apples, American Ben Davis, \$6.50 per bbl.; rhubarb, 9c. per lb.

**VEGETABLES**—Potatoes are still moving slowly at 25 to 30c. per bush. in car lots; celery (Cal.), 90c. per doz.; lettuce, radishes and onions, 30c. per doz.; tomatoes (Florida), 6 basket crates \$5; Californian cabbage, 5c. per lb.; Egyptian onions, 4¾c. per lb.

#### NOTES.

Mr. Whitesides, who used formerly to represent The Delhi Canning Co., visited Winnipeg this week in the interests of The Simcoe Canning Co. It is not known that any business resulted, as jobbers here are still shy of canned goods at present prices.

The representative of Libby, McNeil & Libby was in the city during the week, and, if his advice is correct, jobbers would do well to stock up a little more freely with canned meats. The situation certainly points to an advance in canned meats in the near future, in sympathy with the advance in pork products.

#### NOVA SCOTIA MARKETS.

HALIFAX, April 28, 1902.

**W**EATHER conditions and good roads in the country districts have combined to make the last week an unusually active one in the grocery trade, and all the wholesale houses report an extensive business. Payments continue unusually prompt for this season of the year, and travellers on the road still report most favorable conditions from all sections of the country for a large spring and summer business.

The prices of nearly all the staple lines remain unchanged, but there have been some fluctuations here and there. Flour, cornmeal, oatmeal and rolled oats show an upward tendency, and have advanced somewhat, flour being 10 to 15c. higher for the finer grades, while the cheaper flours remain practically unchanged. Dried fruits also show an advance, especially prunes and evaporated apples. Canned tomatoes have advanced 5 to 10c. per dozen, and present stocks are low.

Hay is somewhat firmer than a week or two ago, when a slump in prices was imminent. There is not a very considerable quantity held by the growers, but these are firm in their demands, and there will probably be no further reduction. The last steamer to the West Indies took over 2,000

bales, on which dealers claim they can make a good profit. The wholesale price, carload lots, is still \$12 to \$12.50. Good hay in the Halifax market, by the load, brought \$14.

The season when there is usually a lessened demand has had a tendency to make middlings and other feeds easier, though, with the grass-feeding season a month further off, prices would be higher. Oats are still high, and the tendency to decline, a week or two ago, has cleared up. Prices abroad are high, and considerable quantities are being exported. Ontario oats are now quoted here at 51 to 53c., and Nova Scotian and P. E. Island at 3c. higher. There is usually a considerable decline in oats at this season, but stocks are small and this is now unlooked for.

Dairy and creamery butter is now coming in a little more plentifully, and the local market is well supplied. Price, however, is unchanged, and 23 to 24c. is being realized. Farmers from various districts in the Province are now sending in considerable quantities in 5-lb. wooden boxes, which is an excellent article, and brings 20 to 21c., according to quality. Dairy rolls of lower grade bring 18 to 19c. Much imported butter of a still cheaper grade is used. Cheese is in light supply, and 11½ to 12c. is being asked.

There is considerable difficulty this spring in securing sufficient first class beef for the local market. This is no doubt due to the high price of feeds, which caused farmers to fatten less for the market. Though good beefsteak retails at 15c., the local dealers claim that there is no profit in beef for them, as the live cattle cost more than in former years. There is now an agitation among them to combine and raise prices, as the Toronto victuallers did a short time ago. Spring lamb is now in the market, but carcasses are very light and prices high. Veal is very plentiful.

The presence of some 1,500 volunteers for the fourth contingent makes a very heavy call on the provision market, and prices of provisions, which ought to be on the decline, have rather the opposite tendency, and prices will be firm if not higher for the next three or four weeks.

There is not much activity at present in the fish markets. There are still a few cargoes of old fish to dispose of, and these are being held for better prices. The usual shipments are being made to the West Indies. The lobster business is now much better than a few weeks ago. Some 750 crates of live lobsters were shipped from Halifax to United States markets. These were procured along the shores near this port east and west. Very large shipments have also been made from the South Shore districts, via Yarmouth. The price in Boston, which a few weeks ago was \$25.00 a crate, has gone down more than one half.

R. C. HAMILTON.

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# Graham's Jams, Jellies and Marmalade

are well known all over the Dominion as a **standard of quality.** When ordering try them.

AGENTS:

GEO. J. CLANCY &amp; CO.,

59-61 Front St. E., TORONTO.

## Canada Preserving Company,

HAMILTON.

A GOOD PURCHASE JUST NOW

## FINE CEYLON TEAS

Never better values offered than samples our travellers can show you.

**Good Cup.**

**Good Style.**

**Good Value.**

We can sell you Ceylons at 20c. less 10 per cent., good enough for 40c. Tea. Ceylons at 28c. less 10 per cent., or, what is better, our Golden blend, equal to teas sold at 50 and 60c. Send for sample chest, we will pay freight.

### LUMSDEN BROS.,

TORONTO—9 Front St. East.

HAMILTON—82, 84, 86 McNab St. North.

**We cannot all go to South Africa, if we would.**

But we that stay at home may show our patriotism by giving the products of Canada preference.

## Delhi Epicure Pork and Beans IN TOMATO SAUCE

## Delhi Tomato Catsup IS A HOME PRODUCT

AND GUARANTEED EQUAL TO THE BEST IMPORTED BRAND.

You can buy our goods cheaper and stand a chance of seeing your money again. Think the matter over and send your wholesale house a sample order. Specify Delhi. If your house don't keep the goods in stock write us direct.

**Delhi Canning Co.,**

**- Delhi, Ont.**

**You are not in business for a  
day, nor for a month, nor a year.**

By carrying reliable goods you will hold the trade of your customers as long as you desire it, "Kent" Canned goods please the consumer.

Have you stocked "Kent" Corn?



**The Kent Canning Co., LIMITED**

**Chatham, Ont.**

## THE BEET - SUGAR INDUSTRY.

### BRANTFORD WANTS BEET SUGAR FACTORY.

**B**RANTFORD, Ont., is working for a sugar factory, and a letter from a representative of a large United States firm has been received by Joseph Stratford, and is in the hands of the Mayor. It states that if \$100,000 is subscribed locally the firm will furnish \$500,000 to put up a \$600,000 beet-sugar plant. A guarantee of 5,000 acres of land for sugar-beet growing will also be required.

### TRYING TO INTEREST CAPITALISTS.

F. Howard Annis, of Whitby, was in New York a short time ago seeking to interest United States capitalists in the beet-sugar industry of Ontario, and he reports that a number of Wall Street magnates have become interested, and have guaranteed an expenditure of \$750,000 towards the erection of a sugar refinery at Whitby. Mr. Annis has been empowered to make contracts with the farmers for the supply of sugar beets.

### THE PROPOSED GALT FACTORY.

Galt, Ont., failed to secure the erection of a sugar factory there for 1902, but efforts are now being made to secure a refinery for 1903. The beet-sugar factory committee appointed by the Galt Board of Trade have reported to that body that they are at present in negotiation with two United States firms for the erection of a 500-ton factory in 1903 and the securing of it is now practically assured. A free site and tax exemption for a number of years will be given by the town, \$100,000 will be subscribed by local capitalists and \$500,000 by the American concern.

In connection with this factory a company has been formed by a number of Galt citizens to grow sugar beets. Ten members constitute this concern and 100 acres of land have been rented from various farmers around that town. Men will be hired to work this land.

### STEAMER FROM P.E.I. TO MANCHESTER.

Commencing next July, the steamer Manchester Trader will make four trips from Charlottetown, P.E.I., to Manchester, Eng., direct. She will sail from Manchester to St. John and take on a cargo there, reserving enough space to accommodate what load there is waiting for her at Charlottetown. The Manchester Trader is a steamer of 3,218 tons, has three chambers for cold storage under different systems, and accommodation for 388 cattle. She is a fast sailer, and will be able to make the trip between Manchester and Charlottetown in

about 10 days. She is a good, steady vessel, and has successfully landed several cargoes of cattle from St. John, N.B., without much loss, only one bullock being lost in three voyages.

### GETTING READY FOR TOURISTS.

The Nova Scotia Tourist Association will make vigorous efforts this summer to develop summer travel in that Province. A handsome booklet of the Association will be distributed in the large centres of population, and another smaller booklet is being prepared for sending out to supply information regarding the attractions of the city of Halifax and the country in general.

A complete set of colored slides of Nova Scotian views is being supplied to Rev. Dr. Rose, of Newark, N.J., who visited Halifax and other parts of Nova Scotia last

year, and has since been delivering illustrated lectures on the "Land of Evangeline" before large audiences.

The Business Men's League, of Montreal, are establishing a bureau in that city to supply information to tourists and visitors. They are desirous of cooperating with the Associations of St. John and Halifax, and propose sending their secretary to those two cities.

### CANNED MEATS IN AFRICA.

When asked a question in the House of Commons a few days ago regarding the paucity of the canned meat contracts for South Africa given to Canada, and as to whether Americans had obtained the bulk of the contracts because their tenders were lower or their provisions of better quality, the Financial Secretary to the War Office, Lord Stanley, refused to make a reply. He said the whole question of the comparative merits of various tinned meats was now under consideration.

## OUR BIG FREE OFFER

of 1,000 cases of GRANO

our **NEW CEREAL COFFEE** to be given away free, seems to have caught on. Only 400 of the 1,000 are left. Send for particulars before it is too late.

ENTERPRISE SPECIALTY CO.,  
Limited.

28-30 Wellington St., W., TORONTO.

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

## LABELS

STOCK LABELS for Maple Syrup, Preserves, Liquor, etc.

LEVY & CO., 19 Leader Lane. TORONTO.

## THE BELLEVILLE BUSINESS COLLEGE, LIMITED

BELLEVILLE, ONTARIO.

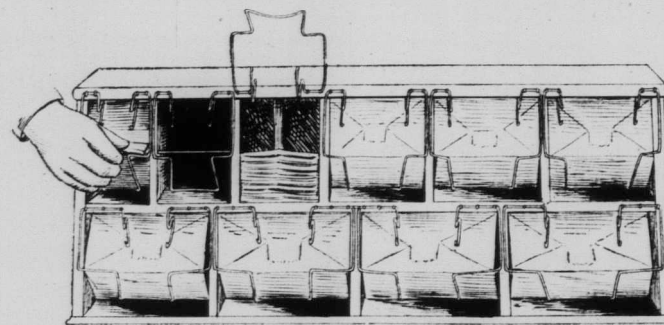
Send for handsome Catalogue fully describing all Courses taught.

J. Frith Jeffers, M.A., Principal.

## California Mission Olives.

We have a sample shipment (in 1 Gallon Kits) of this delicious fruit—specially selected.

ARTHUR P. TIPPET & CO.,  
Montreal and Toronto.



## H. N. BATE & SONS, OTTAWA, CANADA,

Agents for

Strictly  
Uncolored

## Anglo-Saxon Ceylon Green

Same  
Drawing  
Qualities  
as Japan

PUT UP IN 1-LB. LEAD PACKAGES. 24 PACKAGES IN CASE.

Wholesale, 19 cents per lb.

Retail, 25 cents per lb.

Sale Guaranteed or can be returned at our expense.

With four cases of above we give one of our handsome polished oak paper bag holders. Best in the market.

# The Williams Bros. Company

DETROIT, MICH., U.S.A.,

ARE RENOWNED FOR PACKING THE FINEST GOODS.

*We have now in stock*

*1,335 cases of all kinds, including:*

SWEET AND SOUR PICKLES,

MUSTARD, Plain and with Horseradish,

CATSUPS, SAUCES, JAMS, JELLIES,

WALDORF BAKED BEANS,

In glass, bottles, stone jars.

*Fancy and Stylish  
Packages.*

These goods are known as the best throughout the States and Canada. Prices are lower than others, and quality is still better. Ask our travellers for prices; write or telephone (we have a full equipment of Long Distance). We still give free a large fancy bottle with each 5-case lot.

---

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Selling Agents

Wholesale Importers

MONTREAL.

ICE CASTLE  
and BEAVER

# CANNED LOBSTER

Satisfaction is the only result if you supply your customers with these brands.  
They are always reliable. ½'s Flat, 1's Flat and 1's Tall.

**New Pack will soon be ready.**

**KNOX'S GELATINES.**

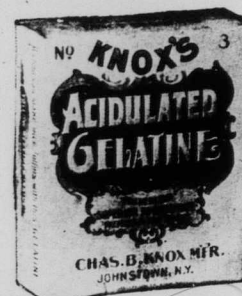
**The Standard for Purity.**



Knox's Gelatine has long been used and endorsed by all the leading teachers of cookery throughout the United States and Canada.

The Knox Gelatine Works are known as the cleanest factories of the kind in the world. The raw material is pure sweet calf stock, which yields a delicate, tender jelly without the least odor or gluey taste.

—Knox's Gelatine Stands Unrivalled.—



**A. E. RICHARDS & CO.,**

Selling Agents  
for Ontario,

**HAMILTON.**

Sell Extracts that Appeal to the Tastes of Your Customers.

## Sell Jonas' Flavoring Extracts

Women are finicky about such things as extracts, and rightly so, because the results of their cooking is to a very marked degree dependent upon the quality of the flavoring extracts used. Cheap, weak extracts are expensive at any price, because more flavoring is required, and good results can never be secured, no matter what quantity is used. **Jonas' Flavoring Extracts** are the only kind that can be depended upon to please your customers. They yield a rich, natural flavor that is true to the fruit, flower or spice represented.

When ordering your next supply of extracts specify

# JONAS'

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**HENRI JONAS & CO., MONTREAL**

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wise men  
We have  
guarantee

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## A GOOD FOUNDATION NECESSARY.

A good builder insures the permanency and strength of his building by laying foundations of the best materials. The wise merchant establishes a reputation, and insures for himself business successes, by handling the best and most reliable goods. We have no room in our establishment for goods of an inferior quality, so that everything we sell goes out with our positive guarantee.

### RE VINEGARS.

Our prices must be right, judging from the quantity of business that is coming our way, as our sales are doubling up each week, and we are booking large orders for this season's supply. Let us have an inquiry from you. We think we can save you money in this line.

## The R. & J. H. Simpson Co.,

Wholesale Grocers and Tea Importers, GUELPH, ONT.  
N.B.—POSITIVELY NO GOODS SOLD OUTSIDE OF THE TRADE.

### CEYLON TEA DIRECT.

I AM prepared to supply my Estate Tea, and despatch same direct to any of the principal towns of Canada, on most reasonable terms, to wholesale dealers, grocers or private individuals, who wish to procure any grade of "Pure Ceylon Tea" direct from the planter. I am also willing to correspond with anyone wishing to take up the agency for my Teas in any part of Canada or the United States. For reference and information apply to G. C. WARREN, Wolseley, Assa., or direct to Dudley E. WARREN, Tea Planter, Avisawella, Ceylon.

Include with first order from wholesale grocer a trial lot of



the unequalled cleaner. Steady growth, reasonable well advertised, and have letters daily from consumers  
34 Yonge Street, Toronto.

## ORANGES PINEAPPLES

We are direct importers of the above, and are quoting close prices.

Try us with your next fruit order. We can please you.

WHITE & CO., Toronto, Ont.

## All Grocers Look Alike

to us, that's why they all get **Silver Dust Soap Powder** at a price to pay a handsome profit.

SILVER DUST MFG. CO., HAMILTON.

## Austrian

QUOTATIONS  
—ON—  
APPLICATION.

Arriving by first direct boat.

## Sugar

ALEX. WILLS, 27 St. Sacrament Street, MONTREAL

## IF YOU WANT TO SELL OR BUY POTATOES

—write—  
C. McILHARGY - STRATFORD.

## TORONTO COLD STORAGE

9-11-13 Church St., - - - TORONTO

Under new management. Chill rooms now being repaired. Service improved. Storage solicited.

W. HARRIS & CO., - PROPRIETORS  
Telephone Main 1831

## "Superior Gluten Flour"

Thousands of Canadians to-day are looking in vain for something that they can eat. From as many causes they are suffering from impaired digestion, dyspepsia, diabetes, etc.

They are among your customers. What are you feeding them on to build them up? We stand behind the statement that our "Superior Gluten Flour" will bring relief and cure (full directions on each package).

## North-Western Cereal Co., London, Canada

Manufacturers of "Superior Gluten Flour" and "Superior Breakfast Cream,"

or Selling Agents: GEO. CARTER,  
Victoria, B.C.

JOSEPH CARMAN,  
Winnipeg, Man.

CHAS. E. MACMICHAEL,  
St. John, N.B.



## Prosperity!

Did you ever know a grocer prosper who showed on his counter the rancid butter he wanted to clear, and hid the fresh butter kept for the "knowing customers"? No, indeed! And the grocer who displays Sunlight Soap is the very man who knows what is "good business."

Did you ever hear anyone question the quality of Sunlight Soap?

LEVER BROTHERS LIMITED, TORONTO

[703]

# HAVE YOU GOT, JAMES' "DOME" BLACK LEAD

in stock? If not, order some. It gives an instant and lasting polish to Stoves, Grates, etc., without labour.

2 sizes, 5 and 15c.



## PURNELL'S MALT VINEGARS

Brewery, Bristol, England.

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

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Montreal—J. M. Kirk, 18 Hospital St.

Toronto—J. Westren & Co., 630 Ontario St.

Hamilton—Imperial Vinegar Co.

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

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



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Goods in la  
All quotati  
who call daily

### BUTTER AND

Dairy, choice  
" tubs,  
" tubs,  
Bakers' lots...  
Creamery, be  
" prin  
Cheese, new,  
Eggs, new la

### CANNE

Apples, 3's...  
" gallo  
Asparagus...  
Beets...  
Blackberries  
Blueberries,  
Beans, 2's...  
Corn, 2's...  
Cherries, red  
" wh  
Peas, 2's...  
" sitted...  
" extra  
Pears, Bartl  
" "  
Pineapple,  
" "  
Peaches, 2's  
" 3's  
Plums, gree  
" Lor  
" Dan  
Pumpkins,  
" "

Raspberries  
Strawberri  
Succotash,  
Tomatoes,  
Lobster, la  
" "  
Mackerel...  
salmon, so  
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Lemon, p  
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Oranges,  
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Paris lu

Extra  
Powder  
Phenl  
Cream,  
Extra l  
Bright  
Bright  
No. 3 y  
No. 2 y  
No. 1 y



It is the little leaks that make the big hole. You will avoid some of these when you use

**Wrapping Papers**

that come from these mills. Good in quality and thus saving waste in use. 480 sheets to the ream always—full weight in every case.

**CANADA PAPER CO., Limited**  
TORONTO, and MONTREAL.



The "Toledo" is the **ONLY**  
**Automatic Springless**  
**Computing Scale Extant**  
and the **ONLY** scale in the world that **Absolutely Stops Giving Down Weight.**

Don't be influenced by interested parties to buy a scale until you see the "Toledo." A postal will procure a practical demonstration without any obligation to buy.

**DEAN & McLEOD,**  
Canadian Agents, HAMILTON, ONT.

# CHRISTIE'S Peach Fingers

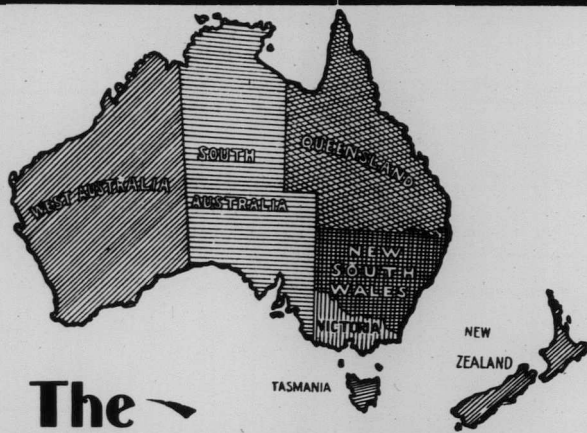
In great demand. Try a tin.

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## CHRISTIE, BROWN & COMPANY, LIMITED

Toronto and Montreal.

	Montreal.		Toronto.		St. John, Halifax.			Montreal.		Toronto.		St. John, Halifax.	
<b>COFFEE</b>													
Green—													
Mocha.....	24		23	28	25	30							
Old Government Java.....	27		22	30	25	30							
Rio.....	10		7½	9½	12	13							
Santos.....			9½	10½									
Plantation Ceylon.....	29		26	30	29	31							
Porto Rico.....			22	25	24	28							
Gautemala.....	18		22	25	24	26							
Jamalca.....	18		15	20	18	22							
Maracaibo.....	18		18	18	12	13							
<b>NUTS</b>													
Brazil.....			15	16		15							
Valencia shelled almonds.....	22	23	30	35	30	35							
Farragona almonds.....	10			11½	12	13							
Formagetta almonds.....				10½									
Jordan shelled almonds.....		30	40	43									
Peanuts (roasted).....	7¾	8¾	8	10	9	10							
" (green).....	6¾	7¾	7	9									
Cocoanuts, per sack.....	8 00		8 75	8 00	8 50	4 00							
" per doz.....				60	60	70							
Grenoble walnuts.....	10	10½		10¾	11	12							
Marbot walnuts.....		10		9½									
Bordeaux walnuts.....		9		8		8½							
Sicily filberts.....	8	8¼	9½	10½		9							
Naples filberts.....					10	11							
Pecans.....	13½	14	13	15	13	14							
Shelled Walnuts.....	16	17	18	23		25							
<b>SODA</b>													
Bl-carb, standard, 112-lb. keg	1 65	1 80	2 00	2 25	1 70	1 75							
Sal soda, per bbl.....	70	75	80	90	85	90							
Sal Soda, per keg.....	95	1 00		1 00	95	1 00							
<b>SPICES</b>													
Pepper, black, ground, in kegs													
palls, boxes.....	16	18		18	14	15							
" in 5-lb. cans.....	14	17		19	15	16							
" whole.....	15	17		19	12	13							
Pepper, white, ground, in kegs													
palls, boxes.....	26	27	26	27	24	26							
" 5-lb. cans.....	25	26	25	26	20	22							
" whole.....	23	25	23	25	20	22							
Ginger, Jamaica.....	19	25	22	25	20	25							
Cloves, whole.....	12	30	14	35	18	20							
Pure mixed spice.....	25	30	25	30	25	30							
Cassia.....	18	18	20	40	16	20							
Cream tartar, French.....		25	24	25	20	22							
" best.....		28	25	30	25	30							
Allspice.....	10	15	13	16	16	18							
<b>WOODENWARE</b>													
Palls No. 1, 2-hoop.....	1 65		1 55		1 90								
" 3-hoop.....	1 80		1 70		2 05								
" half, and covers.....	1 65		1 60		1 75								
" quarter, jam and covers	1 15		1 10		1 45								
" candy, and covers.....	2 50	2 90		2 40		8 20							
Tubs No. 0.....	10 00	10 15		8 50		11 00							
" 1.....	8 00	8 15		7 00		9 00							
" 2.....	7 00	7 15		6 00		8 00							
" 8.....		6 15		5 25		7 00							
<b>PETROLEUM</b>													
Photogene.....													
Canadian water white.....	14½	15½											
Sarnia water white.....	16	17											
Sarnia prime white.....		18											
American water white.....		19											
Pratt's Astral (barrels extra)	18½	19											
<b>Black— TEAS</b>													
Congou—Half-chests Kaisow													
Morning, Peking.....	13	60	12	60									
Caddies Peking, Kaisow.....	17	40	18	60									
Indian—Darjeelings.....	35	55	35	55									
Assam Pekoes.....	20	40	20	40									
Pekoe Souchong.....	18	25	18	25									
Ceylon—Broken Pekoes.....	35	42	35	42									
Pekoes.....	20	30	20	30									
Pekoe Souchong.....	17½	40	17	35									
China Greens—													
Gunpowder—Cases, extra first	42	50	42	50									
Half-chests, ordinary firsts	22	28	22	28									
Young Hyson—Cases, sifted													
extra firsts.....	42	50	42	50									
Cases, small leaf, firsts.....	35	40	35	40									
Half-chests, ordinary firsts	22	35	28	38									
Half-chests, seconds.....	17	19		23									
" thirds.....	15	17		16									
" common.....	13	14		14									
Pingsueys—													
Young Hyson, ½-chests, firsts	28	32	38	32	30	40							
" " seconds.....	16	19		19									
" Half-boxes, firsts.....	28	32	28	32									
" " seconds.....	16	19		19									
Japans—													
½-chests, finest Maypickings	38	40	38	40									
Choice.....	32	36	33	37									
Finest.....	28	30	30	32									
Fine.....	25	27	27	30									
Good medium.....	22	24	25	28									
Medium.....	19	20	21	23									
Good common.....	16	18	18	20									
Common.....	13	15	15	17									
Nagasaki, ½-chests, Pekoe.....	16	22											
" Oolong.....	14	15											
" Gunpowder.....	16	19											
" Siftings.....	7½	11											
<b>RICE, MACARONI, SAGO, TAPIOCA.</b>													
Rice—Standard B.....	8 00	8 10											
Patna, per lb.....	4 25	4 50		4¾	5	6							
Japan.....	4 40	4 90		5½	6	6							
Imperial Seta.....	4 60	4 90		4¾	5½	6							
Extra Burmah.....				4¾	5½	6							
Java extra.....				6	6¾	7							
Macaroni, dom'ic, per lb., bulk	3¾	4¼											
" Imp'd, 1-lb. pkg., French..	8	12		9	10								
" " Italian.....	8	10		11	12½								
Sago.....		4		3¾	4								
" 4.....				3¾	4								
" 5.....				3¾	4								



## The Australasian Grocer

The Organ of the Grocery, Provision and kindred Trades of the Antipodes.

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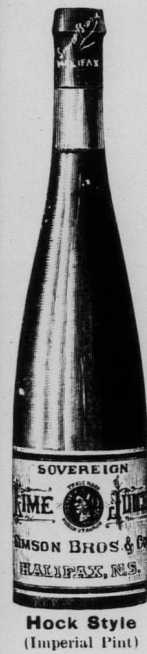
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## If You Are Looking For A Lime Juice

which is bright, with good keeping qualities, and delicate flavor; that is handsomely labelled and capped, and which will cost you much less than imported brands of equal quality, try our

# "Sovereign" Lime Juice

We guarantee every bottle which we send out.

It is stocked by all leading jobbers in Canada.

**SIMSON BROS. CO., Limited, HALIFAX, N.S.**  
 The Largest Refiners of Lime Juice in America.

# PERFECT WOODEN PACKAGES

By the most careful selection of materials, combined with nearly half a century's experience in the manufacture of Lard Pails and Tubs, Candy Pails, Syrup Pails, Pickle Pails, Paint Pails, Butter Tubs, etc.



## CANE'S NEWMARKET FACTORY

has gained a reputation for the most perfect Wooden Packages that have ever been placed upon the Canadian market. Every hoop is carefully rivetted, every joint accurately matched and the goods are finished in the most thorough manner possible. Dealers and consumers know in purchasing these goods that they have an article that will cause them no trouble whatever.

— — 1902 Illustrated Catalogue free to Dealers for the asking.

## UNITED FACTORIES, Limited

Operating:  
 Boeckh's Toronto Factories.  
 Bryan's London Factories.  
 Cane's Newmarket Factories.

Head Office: TORONTO, ONT.

## THE PROVISION TRADE.

The Markets—Miscellaneous Notes.

### THE PROVISION MARKETS.

#### TORONTO.

The market for all kinds of fresh meat continues strong, and the receipts of hogs and beef are not large. The consumption is curtailed by the high prices. The price of live hogs has advanced 25c. per 100 lb., and there is a brisk export demand for them. The other prices are unchanged. We quote as follows: Dressed hogs, \$8.50 to \$8.75; beef carcasses, \$8.00 to \$9.00 per 100 lb.; hind quarters, \$9.00 to \$10.00 per 100 lb.; front quarters, \$6.50 to \$7.00 per 100 lb. Veal, 7 to 9c. per lb.; lambs, 10½ to 11c. Live hogs: Selects, \$6.75, lights, \$6.00 to \$6.50 per 100 lb., and thick fats, \$5.75 to \$6.50; choice export cattle bring \$5.75 to \$6.50 per 100 lb.; lights sell at \$5.00 to \$5.50.

The demand for cured meats is fair and the prices are steady. A brisk demand is expected to set in in a few days. We quote: Long clear bacon, 10 to 10½c.; smoked breakfast bacon, 14 to 15c.; rolls, 10½ to 11½c.; medium hams, 13 to 13½c.; large hams, 12½ to 13c.; shoulder hams, 10½ to 11c., and backs, 13½ to 14c.; Canadian heavy mess pork, \$21; short cut, \$22; lard, in tierces, 11 to 11¼c. per lb.; tubs, 11¼ to 11½c., and pails, 11½ to 11¾c.

#### MONTREAL.

There is a good demand both for local and export account for smoked meats. Pork is still moving slowly. Prices, however, are steady all around. Lard, both pure and compound, is being freely inquired for, at current quotations. The market for dressed hogs has declined somewhat since last week. The demand is still good, most of the business being done in small lots for butchers. The price is now \$8.50 to \$8.75 for fresh country killed, the present quotations being back again to those of two weeks ago. For live hogs the market retains all its firmness, though no advance has been made, and the price per 100 lb. is still \$6.75. We quote: Heavy Canadian short cut mess pork, \$22.00; Chicago clear pork, \$25.75 for heavy and \$25.25 for medium; selected heavy short cut mess pork, boneless, \$22.50 to \$23.00; hams, 13c.; bacon, 15c.; lard, pure Canadian, \$2.30 to \$2.35 per pail; refined lard compound (Fairbank's); \$2.05 for 1 to 24 pails; \$2.03 for 25 to 49 pails; \$2.02 for 50 pails and over. Snow White and Globe compound, \$1.75 per pail; Cottolene, 10¾c. for 20-lb. pails, and 10½c. for 60-lb. tubs, for Quebec and Ontario.

#### ST. JOHN, N. B.

Barrelled beef is out of sight. Advance has been very marked, being over \$3 per bbl. It is difficult to get full advance

here. Sales are light. Pork continues firm. Lard still remains unchanged, and price is yet quite firm. In fresh beef, very high prices rule. Veal is, however, low. Farmers sell their milk to the factories, and so will not keep the calves. They would find that it would pay them much better to have separators, and sell the cream and feed the milk. Lamb and mutton are both quite high. Pork holds at full figures. We quote: American mess pork, \$22 to \$22.50; domestic mess pork, \$21.50; plate beef, Canadian, \$13 to \$14.50; veal, \$4 to \$7; lamb, \$4 to \$5; mutton, \$10 to \$12; clear pork, American, \$24.50; plate beef, American, \$15.00 to \$16.50; fresh beef, 8 to 10½c.; round hogs, 7 to 8½c.; pure lard, tubs, 12c.; pure lard, pails, 12c.; compound lard, tubs, 9½c.; compound lard, pails, 9¼c.; refined lard compound, Fairbank's, tubs, 10½c.; pails, 10¼c.

A car of Fairbank's lard was distributed this week to the trade.

The F. E. Williams Co., one of our largest packers, finding business quiet, have made a contract with The Jamaica Steamship Co. to take such bananas as they supply here, and are doing a large trade.

#### WINNIPEG.

**BEEF**—The market has been well supplied all week, but there is every indication of a coming scarcity of supply. Prices are 8c. for best grade of dressed beef and 7 to 7½c. for inferior grades.

**VEAL**—It would seem that farmers have at last learned the wisdom of raising their calves for stockers, for the market is short of veal of desirable quality. Prices asked are 8½ to 9c. per lb.

**MUTTON**—There have been no offerings this week.

**POULTRY**—Practically no fresh has reached the market this week, and the demand for frozen stock is very slow.

**CURED MEATS**—The market is firm and again advancing, many lines having advanced ¼ to ½c. this week. The advance in prices is stated to be entirely due to increased demand and shortage of hogs during the past season. Hams, smoked, 14 to 15c., according to size; breakfast bellies, 15c.; backs, 14½c.; shoulders, 11c.; spiced rolls, long, 12½c.; short, 12c.; dry salt long clear, 12½c.; backs, 12½c.; shoulders, 10½c.

**LARD**—Lard is firm and has advanced slightly. We quote: 20-lb. pails, \$2.65; 50-lb. pails, \$6.50; 3, 5 and 10 lb. tins, \$8 per crate.

#### PROVISION NOTES.

E. E. Pettit, butcher, Yorkton, N.W.T., has sold out.

Louis Monette & Cie, butchers, Montreal, have registered.

Ovide Moreau, jr., provision merchant, Montreal, has registered.



### 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.

## SLEE, SLEE & CO.

Limited

Tower Bridge Brewery,  
LONDON, ENG.

FOR **English Malt Vinegars.**

Ontario Agents—

John W. Bickle & Greening,  
HAMILTON and TORONTO

From whom Samples and Prices can be obtained.

## BASKETS

We make them in all shapes and sizes. We have

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

In fact, all kinds; besides being very neat in appearance, they are strong and durable. Send your orders to

THE . . .

**Oakville Basket Co.**  
Oakville, Ont.

Established 1873.

**CONSIGN YOUR  
EGGS, BUTTER**  
—and—  
**General Produce**

—to—  
**D. GUNN, BROTHERS & CO.**

76-78-80 Front St. E., TORONTO, ONT.

Goods bought F.O.B. if preferred.

Smoked meats are in demand.  
Satisfy your customers with



.. AND



A POST CARD WILL BRING YOU PRICE LIST.

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

# Eggs and Butter

IN GOOD DEMAND.

Egg Cases Supplied.  
Correspondence and Consignments solicited.

Write us for prices on

**Lard, Cheese,  
Jam, and Cooked  
Prepared Ham**

**The J. A. McLean Produce Co., Limited**  
75-77 Colborne Street  
Telephone Main 2491. **Toronto.**

# SHORT ROLLS

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

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

**F. W. FEARMAN CO., Limited**  
Pork Packers and Lard Refiners,  
HAMILTON, ONT.

# Sugar Cured Hams and Breakfast Bacon.

We produce something superior in this line---mild and full flavored. Meets the requirements of the most exacting trade.

TRY SAMPLE SHIPMENT.

**The Park, Blackwell Co.,**  
LIMITED.  
TORONTO, ONT.

**PORK PACKING.**

The Cincinnati Price-Current says: The offerings of hogs have been moderately increased. Total Western packing 350,000, compared with 310,000, the preceding week, and 335,000 two weeks ago. For corresponding time last year the number was 440,000, and two years ago 445,000. From March 1 the total is 2,745,000 against 2,950,000 a year ago—a decrease of 205,000. Current offerings of hogs are without much change as to quality, the weights running irregularly, and quality generally fair or better. Prices are easier, and lower, the average for prominent markets at the close being \$6.85 per 100 pounds, compared with \$7 a week ago, \$6.75 two weeks ago, \$5.85 a year ago, and \$5.35 two years ago.

The average of the monthly range in cash prices of mess pork, lard, and short rib sides, at Chicago, for the eight summer months of years indicated:

	Mess pork, per bbl.	Lard, 100 lb.	S.R.Sides, 100 lb.
1921.....	\$14 60	\$8 60	\$8 10
1900.....	12 15	6 75	5 95
1899.....	8 45	5 25	4 85
1898.....	9 65	5 35	5 45
1897.....	8 15	4 20	4 75
1896.....	9 40	4 15	3 85
1895.....	10 75	6 35	5 90
1894.....	12 55	8 25	6 65
1893.....	17 85	9 75	9 15
1892.....	10 80	7 05	6 85
1891.....	10 85	6 45	6 25
1890.....	11 25	6 10	5 50

**DAIRY PRICES.**

Dairy prices are likely to continue at a permanently higher level, according to American Agriculturist, unless marked changes speedily take place in the dairy industry. This authority says that the most important factor in the present very high price of butter is the shortage in the number of milch cows in the United States compared with the population. The 1900 Federal census figures show a startling deficiency. While the population has gained nearly 22 per cent. in the decade, the number of milch cows in the same period gained less than 4 per cent. Population has increased several times as fast as the number of cows upon which dependence must be made for the supply of milk. This falling behind in the supply is a little less pronounced in the dairy States of the West than elsewhere, but it is universally marked. In the six leading Western dairy States population increased nearly 21 per cent. in 10 years, while the number of milch cows gained but 5.7 per cent. In New England the gain in number of milch cows was 8.6 per cent., while the population increased 19 per cent., or more than twice as fast. The poorest showing of all is in the group of three great dairy States—New York, Pennsylvania and Ohio—also favored with good markets. There the population increased nearly 19 per cent., while the dairy herds gained a little more than 2 per cent. A modifying influence is the breeding-up of dairy herds, and census figures show some positive advances in this direction.

**THE PURITY AND EXCELLENCE OF****COWAN'S**

Hygienic and Perfection **COCOA**,  
Queen's Dessert, Royal Navy  
and Perfection **CHOCOLATE**,  
Cowan's **CAKE ICINGS**,

**Chocolate Cream Bars**, **Chocolate Ginger, Wafers, etc**,  
and **Cowan's Famous Blend COFFEE**

make them the most popular goods with all Grocers.

**THE COWAN CO., Limited, TORONTO****All Bacon  
and Hams**

cured by this company are done after the Irish process, which has made Irish Bacon famous the world over. We guarantee a cure and quality equal in every respect.

**OUR LARD** is absolutely pure, and we are confident of repeat orders wherever it receives a trial.



Registered Trade Mark Brand  
Found on all our Bacon and Hams.

These are some of our varieties: Breakfast Bacon, Short Roll Bacon, Long Roll Bacon, Wiltshire Bacon, Cumberland Bacon, Long Rib Bacon, Long Clear Bacon, Back or Windsor Bacon, Long and Short Cut Hams, etc.

**The Farmers' Co-Operative Packing Co.  
of BRANTFORD, Limited.**

All first-class Grocers and Provision dealers should handle the

**“L. & S.” and  
“Imperial”**

Brands of Smoked Hams, English Breakfast Bacon, Backs, Lard, Etc.

The best and most favorably known brands on the market. They are delicious and appetizing. Once used, always used.

**Fowler's Canadian Company, Limited,**

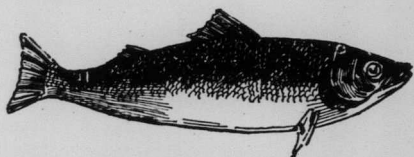
**Pork Packers and Exporters, HAMILTON, CANADA.**

Fowler's Packing Houses: Chicago, Ill., Omaha, Neb., Kansas City, Kan., Hamilton Can.  
New York Office: Produce Exchange Building, N.Y.  
Fowler's English Houses: Fowler Bros., Limited, Liverpool, Eng. Fowler Bros., Limited, London, Eng.

— ALSO —

**The L. & S. Rosemary Company, Limited,**

Manufacturers of Jams, Jellies, Coconut, Extracts, Baking Powder, Vinegars, Pickles, etc.  
**32 McNAB STREET SOUTH, HAMILTON, CAN.**



FRESH EVERY DAY.

All kinds. Prompt shipment. Write or wire orders.

**THE M. DOYLE FISH CO.**

The Market. Established 1852. TORONTO.

SEASON 1902.

**Butter  
Tubs**

Order now—ship when required. Best goods—fair price.

**WALTER WOODS & CO.**  
HAMILTON.

Established 1862.

**E. THOMPSON & CO.**  
LIVERPOOL,

Offices—11 Victoria St. . . . ENG.  
Warehouses—48-52 Thomas St.

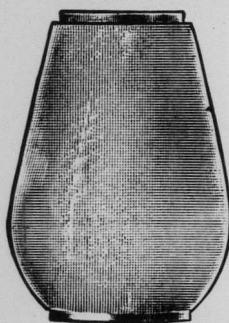
We solicit correspondence and offers of all kinds of **CANNED GOODS** and **DRIED FRUITS**, etc., suitable for the English and Continental markets. Consignments will receive best attention and advances made when required.

REFERENCE—Canadian Bank of Commerce.

American Agent—

**G. H. THOMPSON,**  
107 Hudson St., NEW YORK.

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.

ESTABLISHED 1869

**Geo. Stanway & Co.**

Brokers and  
General Commission Merchants

Teas, Sugars, Molasses, | 46 Front St. East,  
Canned Goods | TORONTO

Correspondence Solicited.

**Wheatine**

Health Breakfast Food.

Made from No. 1 Hard Canadian Wheat.

Retails 8 pounds for 25 cts.

SELLING AGENTS:

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

**COX'S GELATINE** Always  
Trustworthy  
ESTABLISHED 1725.

Agents for Canada:

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

# REMOVAL NOTICE.

**THE PURE GOLD MFG. CO., LIMITED,**  
announce their removal to their new premises, King  
Street West, opposite Government House.

TELEPHONES:

Main 719, office and quotation.

“ 1556, shipping room and orders.

The best and cleanest and most up-to-date grocery  
factory in Canada. Clean goods make for public favor.



## INQUIRIES ABOUT CANADIAN TRADE.

**T**HE following were among the recent inquiries relating to Canadian trade received at the Canadian Government Office in London :

1. A salesman of chilled meats at Manchester desires to get into communication with Canadian shippers.
2. A firm of distillers at Cognac, France, desire an energetic and reliable agent in Canada to whom they might entrust the agency for the sale of their brandies.
3. A Barcelona, Spain, house have requested to be placed in touch with wholesale lumber firms having interests in the Maritime Provinces of Canada who require representation in that city.
4. Inquiry is made by a Staffordshire firm for the names of Canadian buyers of machinery, iron and rails, scrap metal, wire rope, etc.
5. A London firm of hat manufacturers are contemplating doing business with Canada, and ask to be furnished with information to this end.
6. A firm of high-class grocers and provision merchants at Cape Town desire to get into communication with Canadian houses with the view of doing an increased business in Canadian butter, fodder, oats and general provisions.
7. A London agent wishes to hear from Canadian firms exporting plumbers' and engineers' supplies and accessories, cheap furniture, caskets and coffins, marble, etc.
8. Inquiry is made for Canadian producers and shippers of molybdenite and tungsten.
9. An old-established firm of importers, salesmen and agents in London, having every facility for turning over a big stock, desire to be placed in communication with some important Canadian shippers of dairy produce.
10. A Liverpool firm of general merchants and importers have asked to be furnished with names of Canadian exporters of general produce as well as clog soles, india rubber cuttings, etc.
11. A Turkish manufacturer of genuine hand-made oriental embroideries wishes to be placed in communication with Canadian importers of these goods as well as carpets and rugs.

[The names of the firms making the above inquiries can be obtained on application to the editor of THE CANADIAN GROCER.]

## E. W. GILLETT CO., LIMITED.

The first annual meeting of the stockholders of E. W. Gillett Co., Limited, was held at the company's offices, 32 34 Front street west, Toronto, yesterday forenoon. A large number of stockholders were present, including Mr. E. W. Gillett, of Chicago, the founder and organizer of the most extensive yeast business in the world. A large amount of business was transacted, and the new company and its shareholders, who are composed of merchants of Canada, have every reason to be proud of the flattering auspices under which this large business starts out. Under the management of Mr. Wm. Dobie, who, during the past 16 years, has built up, through upright and honorable business methods, one of the largest and

most flourishing industries of our country, the interests of the new company will receive a continued close attention, and success is assured.

## A WORD IN SEASON.

The most careful dealers are anxious to supply their customers with the best article on the market at the most reasonable price, and thus build up their trade upon a sure foundation. Experience has proven that Cane's, Newmarket, wooden packages in lard, candy, syrup pails, butter tubs, etc., are among the most reliable and all round satisfactory goods manufactured. A careful selection of materials and large experience, combined with their great facilities, resulting from the consolidation of the United Factories and reduction of expense in making has put them in a position to produce high-class goods at reasonable figures.

## BACK FROM THE WEST INDIES.

**M**R. ROBT. MUNRO, managing-director of the Canada Paint Co., and president of the Canadian Manufacturers' Association, and Mr. E. F. M. Stuart, also of the Manufacturers' Association, have returned to Montreal after making a tour of the West India Islands on the lookout for openings for Canadian trade with those colonies.

Speaking to a representative of THE CANADIAN GROCER Mr. Munro said that he very much appreciated the prominence that this journal had always given to the doings of the Manufacturers' Association.

Of their trips, he said: "We visited nearly all the Islands and Jamaica, and

none of the important points were passed by. Mr. Stuart is at present engaged in preparing a report, which will be submitted to the Manufacturers' Association in a few days. We met all the Chambers of Commerce or leading merchants and planters of the Islands, and were well received everywhere. There is great room for improvement in the share that Canada enjoys of the trade of these Islands, and, with the existing friendly attitude of the people there toward us, the present time is opportune to foster that trade. As sister colonies, they are proud of Canada's achievements in the trouble in South Africa. I am sure they will give a cordial welcome to representatives of Canadian manufacturers who should wish to show their goods there.

"As to the conditions of the Islands, it must be said that some of them are still suffering from the terrible depreciation of sugar, and there is great anxiety shown as to what the Government of Great Britain will do until the bounties are abolished. But, at any rate, the trade of the West-Indian Colonies is well worth the attention of the manufacturers of Canada."

Mr. Munro did not care at present to go into the subject of what lines of trade could be made most profitable between Canada and the Islands. After the publication of Mr. Stuart's report a more comprehensive grasp of the subject would be afforded.

George C. Smith, trader, Montreal, has consented to assign to C. A. Harwood.

W. N. Andrews and Co. Thornbury, Ont., have sold the Vivian Oatmeal Mill to Harry Parkinson.

POPULARITY

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

"BOBS"

CHEWING TOBACCO

In 5 and 10c. Plugs.

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

BOBS is well advertised.

BOBS is selling well in almost every store from the Atlantic to the Pacific.

BOBS is A BIG PLUG FOR LITTLE MONEY

Made by

THE EMPIRE TOBACCO CO., LIMITED

MONTREAL, QUE.

# HURRAH FOR THE STANDARD !

## CEYLON TEA

Grocers who stand by the standard, CEYLON TEA, have conclusively proven that their customers are far more inclined to stand by them. There is no question as to its superiority over all other teas--this is shown by the increased demand being felt for it in every Province of Canada.

### It Surpasses All Others

in point of

**Flavor, Strength, Aroma.**

This is a strong assertion to make, but a comparison of Ceylon Tea with any other kind will bear out our declaration.

NEVER BEFORE WERE  
CEYLON TEAS  
MORE POPULAR  
THAN TO-DAY.

WITHOUT DOUBT THEY  
ARE THE BEST  
TEAS IMPORTED  
INTO CANADA.

# HURRAH FOR THE STANDARD !

## CEYLON TEA

The best grocers keep the best Imported Biscuits.

Try an assorted case of

# CARR'S



They will bring you additional trade, and mark you as

One of the live grocers of Canada.

FRANK MAGOR & CO.,

Agents for the Dominion. 16 St. John St., MONTREAL

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

WHY ARE

# Southwell's Jams



superior to all other Imported Lines?

Because each Jam has the

individual flavor of its own fruit.

Many imported Jams taste all alike.

## Southwell's Don't.

WRITE FOR PRICE LIST, ETC.

FRANK MAGOR & CO.

16 St. John St., MONTREAL.

DOMINION AGENTS

## Current Market Quotations for Proprietary Articles

May 1, 1902.

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

### BAKING POWDER.

Cook's Friend—		Per doz
Size 1, in 2 and 4 doz. boxes.....		\$ 2 40
" 10, in 4 doz. boxes.....		2 10
" 2, in 6 .....		80
" 12, in 6 .....		70
" 3, in 4 .....		45
Pound tins, 3 doz. in case.....		3 00
12oz. tins, 3 .....		2 40
5-lb. tins, 1/2 .....		14 00

Diamond— W. H. GILLARD & CO.

1 lb. tins, 2 doz. in case.....	per doz.	2 00
1/2 lb. tins, 3 .....	"	1 25
1/4 lb. tins, 4 .....	"	0 75

### IMPERIAL BAKING POWDER.

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

### MAGIC BAKING POWDER.

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

### JERSEY CREAM BAKING POWDER.

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

### BLACKING.

#### SHOE POLISH.

HENRI JONAS & Co.	Per gross
Jonas' .....	\$9 00
Froments .....	7 50
Military dressing.....	24 00

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

### BLACK LEAD.

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

### CORN BROOMS

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

### BISCUITS.

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

### CANNED GOODS.

#### MUSHROOMS.

HENRI JONAS & Co.	
Mushrooms, Rionel .....	\$15 50
" 1st choice Duthell.....	18 50
" 1st choice Lenoir.....	19 50
extra Lenoir.....	22 00
Per case, 100 tins.	

#### FRENCH PEAS—DELOREY'S

HENRI JONAS & Co.	
Moyen's No 2.....	\$9 00
No. 1.....	10 50
1/4 Fins.....	12 50
Fins.....	14 00
Tres fins.....	15 00
Extra fins .....	16 50
Sur extra fins .....	18 00

#### FRENCH SARDINES.

HENRI JONAS & Co.	
1/4 Trefaveunes.....	\$9 50
1/4 Rolland.....	9 50
1/4 Delory.....	10 50
1/4 Club Alpains.....	2 50

### CHOCOLATES & COCOAS.

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

#### CADBURY'S.

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

#### JOHN P. MOTT & Co.'s

R. S. McIndoe, Agent, Toronto.		per lb.
Mott's Broma .....		0 30
Mott's Prepared Cocoa.....		0 28
Mott's Homeopathic Cocoa (1/4's).....		0 32
Mott's Breakfast Cocoa (in tins) .....		0 40
Mott's No. 1 Chocolate.....		0 30
Mott's Breakfast Chocolate.....		0 28
Mott's Caracas Chocolate.....		0 40
Mott's Diamond Chocolate.....		0 28
Mott's French-Can. Chocolate.....		0 18
Mott's Navy or Cooking Chocolate.....		0 28
Mott's Cocoa Nibs.....		0 35
Mott's Cocoa Shells.....		0 65
Vanilla Sticks, per gross.....		0 96
Mott's Confectionery Chocolate 0 21		0 43
Mott's Sweet Chocolate Liquors 0 19		0 30

#### CHOCOLATE-MENIER.



Chocolat-Mentier 1/4 and 1/2 lbs. 38c. per lb. Croquettes and Pastilles 20c. per case of 108 \$20. Mentier Breakfast Cocoa 1/4-lb. tins 38c. 1/2-lb. " 50c.

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

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

#### THE COWAN CO. LIMITED.

Cocoa—		per lb.
Hygienic, 1-lb. tins, per doz.....		\$7 25
" 1/2-lb. tins .....		3 75
" 1/4-lb. tins .....		2 25
" fancy tins .....		0 90
Hygienic, 5-lb. tins, for soda water fountains, restaurants, etc. per lb.....		0 55
Perfection, 1/2-lb. tins, per doz.....		3 00
Cocoa Essence, sweet, 1/2-lb. tins, per doz.....		2 25

Chocolate—		per lb.
Queen's Dessert, 1/4's and 1/2's.....		\$0 40
" 6's.....		0 42
Mexican Vanilla, 1/4's and 1/2's.....		0 35
Royal Navy Rock .....		0 30
Diamond .....		0 25
" 8's.....		0 28

#### WALTER BAKER & Co., LIMITED.

Chocolate—		per lb.
Premium No. 1 chocolate, 12-lb. boxes.....		\$ 38
Vanilla chocolate 6-lb. boxes.....		47
German sweet, 6-lb. boxes.....		27
Breakfast cocoa, 1/2-lb. tins, plain; 6-lb. boxes.....		51
Cracked cocoa, 1/2-lb. pkgs., 12-lb. bxs.		35
Caracas sweet chocolate, 6-lb. boxes		37
Soluble chocolate (hot or cold soda) 1-lb. cans.....		45
Vanilla chocolate wafers, 48 to box, per box.....		1 56

### CHEESE.

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

Mecca ...  
Damasou  
Cairo...  
Sirdar .  
Old Dute  
Old Cro  
Condor  
15-year-old  
band  
1-lb. Fat  
48 tir  
Madam I  
100 lb. de  
U.  
Clothes  
case  
4 doz. pa  
6 doz. pa  
COU  
For sale  
Linn  
Fils  
\$1.  
In lots  
book  
170 to 5  
50 to 1  
\$ 1 00  
2 00  
3 00  
5 00  
10 00  
15 00  
20 00  
25 00  
50 00

"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.**

**COFFEE.**

<b>JAMES TURNER &amp; CO. per lb.</b>	
Mocca .....	0 32
Damascus .....	0 28
Cairo .....	0 20
Sirdar .....	0 17
Old Dutch Rio .....	0 12½
<b>E. D. MARCEAU, Montreal.</b>	
per lb.	
"Old Crow" Java .....	0 25
"Mocha" .....	0 25
"Condor" Java .....	0 30
"Mocha" .....	0 30
15-year-old Mandehing Java and hand-picked Mocha .....	0 50
1-lb. Fancy tins choice pure coffee, 48 tins per case .....	0 20
Madam Huot's Coffee, 1-lb. tins .....	0 31
"Mocha" 2-lb. tins .....	0 30
100 lb. delivered in Ontario and Quebec.	

**CLOTHES PINS.**

<b>UNITED FACTORIES, LIMITED.</b>	
Clothes Pins (full count), 5 gross in case, per case .....	
4 doz. packages 12 to a case .....	0 55
6 doz. packages (12 to a case) .....	0 70
	0 80

**COUPON BOOKS—ALLISON'S.**

For sale in Canada by—The Eby, Blain Co.,  
 Limited, Toronto. C. O. Beauchemin &  
 Fils, Montreal.  
 \$1, \$2, \$3, \$5, \$10 and \$20 books.

	Un- num bered.	Covers and Coupons umbered.
In lots of less than 100 books, 1 kind assorted .....	4c.	4½c.
100 to 500 books .....	3½c.	4c.
500 to 1,000 books .....	3c.	3½c.

**Allison's Coupon Pass Book**

\$ 1 00 books .....	3 cents each
2 00 books .....	3 cents each
3 00 books .....	3 cents each
5 00 books .....	4 cents each
10 00 books .....	5 cents each
15 00 books .....	6 cents each
20 00 books .....	7 cents each
25 00 books .....	8 cents each
50 00 books .....	12 cents each

**EXTRACTS.**

<b>HENRI JONAS &amp; Co. Per gross.</b>	
8 oz. London Extracts .....	\$6 00
2 oz. " (no corkscrews) .....	5 50
2 oz. " " .....	9 00
2 oz. Spruce essence .....	8 00
2 oz. " " .....	9 00
2 oz. Ancho extracts .....	12 00
4 oz. " " .....	21 00
1 oz. " " .....	36 00
1 lb. " " .....	70 00
1 oz. Flat .....	9 00
2 oz. Flat bottle extracts .....	18 00
2 oz. Square .....	21 00
4 oz. " " corked) .....	36 00
8 oz. " " .....	72 00
Per doz.	
8 oz. " glass stop extracts .....	3 50
8 oz. " " .....	7 00
Per doz.	
2½ oz. Round quintessence extracts 200	
4 oz. Jockey decanters " ..	3 50

**FOOD.**

<b>NORTH-WESTERN CEREAL CO., London</b>	
"Superior" Gluten Flour and Breakfast Cream.	
Price—Toronto, Montreal and East.	5 10
" Winnipeg .....	5 40
" Vancouver .....	6 50
Per doz.	
Robinson's Patent Barley ½ lb. tins 1 25	
" " 1 lb. tins 2 25	
" " Groat, ½ lb. tins 1 25	
" " 1 lb. tins 2 25	

**GILLETT'S POWDERED LYE.**

4 doz. in case .....

**JAMS AND JELLIES.**

<b>SOUTHWELL'S GOODS. per doz.</b>	
<b>Frank Magor &amp; Co., Agents.</b>	
Orange Marmalade .....	1 50
Clear Jelly Marmalade .....	1 50
Strawberry W. F. Jam .....	2 00
Raspberry " " .....	2 00
Apricot " " .....	1 75
Black Currant " " .....	1 85
Other Jams, W. F. .....	1 55
Red Currant Jelly .....	2 75

**Jams— T. UPTON & CO.**

1-lb. glass jars 2 doz. in case, per doz	\$1 00
2½-lb. tin pail, 2 doz. in crate, per lb.	0 07
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 06½
<b>Jellies—</b>	
1-lb. glass jars, per doz.	\$1 00
7-lb. wood pails, per lb.	0 07
14-lb. " " "	0 07
30-lb. " " "	0 06½

**LICORICE.**

<b>YOUNG &amp; SMYLIE'S LIST.</b>	
5-lb. boxes, wood or paper, per lb.	\$0 40
Fancy boxes (36 or 50 sticks) per box	1 15
"Ringed" 5 lb. boxes, per lb.	0 40
"Acme" Pellets, 5 lb. cans, per can.	2 00
"Acme" Pellets, fancy box, 40	
per box .....	1 50
Tar, Licorice and Tolu Wafers, 5 lb.	
cans, per can .....	2 00
Licorice Lozenges, 5 lb. glass jars.	1 75
" " 20 5 lb. cans .....	1 50
"Purity" Licorice 10 sticks .....	1 45
" " 100 sticks .....	0 73
Dulce large cent sticks, 100 in box.	

**LIQUORS.**

<b>COGNAC IN CASES.</b>	
<b>Ph. Richard.</b>	
S. O. Quarts, 12's .....	\$22 50
F. C. " " .....	15 00
V. S. O. P. " " .....	12 00
V. S. O. P. pints, 24's .....	13 04
V. S. O. P. ½-pints, 48's .....	14 00
V. S. O. P. 1-15 bottles, 180's .....	20 00
V. S. O. quarts, 12's .....	10 00
V. S. O. 1-15 bottles, 180's .....	18 00
V. O. quarts, 12's .....	8 50
V. O. pints, 24's .....	9 50
V. O. ½-pints, 48's .....	10 50
V. O. 1-15 bottles, 180's .....	14 00
V. O. decanters, 12's .....	10 51
V. O. " " pints, 20's .....	13 00
<b>Chas. Couturier.</b>	
Quarts, 12's .....	7 00
½ bottles, 24's .....	8 00
¼ " 48's .....	9 00
Flasks, 24's .....	8 00
¼ Flasks, 48's .....	9 00
1-15 bottles, 180's .....	13 50

<b>F. Marion &amp; Cie.</b>	
Quarts, 12's .....	6 00
½ bottles, 24's .....	7 00
¼ " 48's .....	8 00
Flasks, 24's .....	7 00
¼ Flasks, 48's .....	8 00
1-15 bottles, 180's .....	12 50

<b>Cognac In Wood.</b>	
<b>Ph. Richard.</b>	
Gals. Oct's.	Oct's. Bbls. Hhds.
Couturier .....	\$4 00 \$3 95 \$3 85 \$3 80
Marion .....	3 75 3 60 3 50 3 40
Richard	
V. S. O. P. .....	5 50 5 35 5 25
Richard	
V. O. proof, 4 25	4 10 4 00 3 90 3 80
Richard Fine	
champagne 6 00	5 90

<b>Gin—Pollen &amp; Zoon, in Cases.</b>	
Red, 15's .....	\$10 00
Green, 12's .....	5 00
Poney, 12's .....	2 50

<b>Gin Pollen &amp; Zoon, in Wood.</b>	
Gals. Oct's.	Oct's. Bbls. Hhds.
Gin. P. & Z. .....	\$3 15 \$3 05 \$3 05 \$3 00 \$2 95

<b>Mitchell Bros. Limited Scotch.</b>	
1 case. 5 cases.	

Heather Dew, ordinary qts.	8 70	\$ 6 75
Heather Dew, stone jars		
Imperial, 12's .....	12 50	12 25
Heather Dew, oval flasks,		
quart, 12's .....	11 25	11 00
Special Reserve, oval, pts. 24's	11 75	11 50
" " ordinary qts.,		
12's .....	9 00	8 75
Special Reserve, ½ bottles,		
pints, 24's .....	10 00	9 75
Extra Special Liqueur, flagon,		
12's .....	9 50	9 25
Extra Special Liqueur, ordin-		
ary bottles, 12's .....	9 50	9 25
Heather Dew, flasks, 48's .....	12 00	
" " ½ flasks, 60's .....	9 00	
Mullmore, Imperial oval quart		
flasks, 12's .....	10 00	9 75
Mullmore, flasks, Imperial		
pints, 24's .....	10 50	
Mullmore, flasks, ordinary		
pints, 24's .....	7 75	
Mullmore, ½ flasks, ordinary,		
48's .....	9 00	8 75
Mullmore, ordinary quarts, 12's	6 50	
Mullmore, ordinary pints, 24's	7 50	7 25



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Money-Back Style.

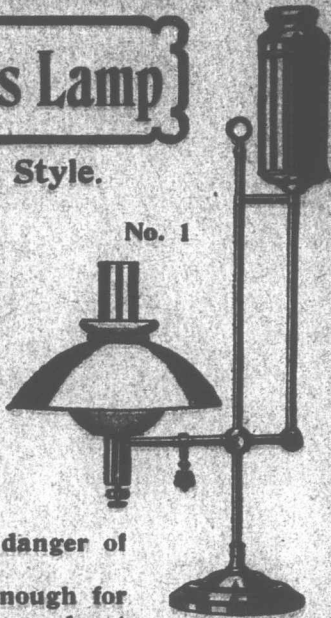
THIS style is particularly suited for a reading light—the shades prevent the light from tiring the eyes and the burner can be raised just the same as any other students lamp.

It can be carried around the house with perfect safety and as the base is heavily weighted there is no danger of its up-setting.

THE light is soft enough for the most sensitive eyes and yet strong enough for the finest print.

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At a Low Price,  
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That pays a Fair Profit,  
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cer's Shelf—

IT IS—

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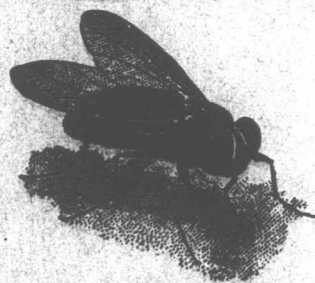
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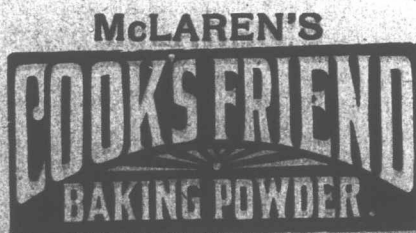
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A particularly good line of newest shapes in Vases, Rose Bowls and Fruit Dishes, of size and quality usually sold for 25c., but which you can retail at a good profit for 15c. each.

## Rosedale Decorated Flower Pots

A large decorated Jardiniere, painted and gilded, about six or seven inches, which you can retail for 15c. each.

Write for particulars of these lines, or if sending us an order for any goods required, ask to have a sample enclosed.

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Crockery and Glassware  
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It is most desirable for those merchants to sell who are after permanent patronage from the public. The deliciousness, wholesomeness and excellence embodied in this brand of Mince Meat is what has made it famous with Canadian people and profitable for Canadian merchants.

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Manufactured by . . .

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ST. CATHARINES, ONT.

## Crosse & Blackwell, Limited

*Pickles, Sauces, Jams and  
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