

**PAGES  
MISSING**

PUBLISHED  
EVERY  
FRIDAY

CIRCULATES  
IN EVERY  
PROVINCE

# THE CANADIAN GROCER AND GENERAL STOREKEEPER

**QUALITY..**

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

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



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

Twenty-One Prize Medals.  
Twenty-One Royal Appointments.

**Something Fine**

**PEEK FREAN'S  
Celebrated**

**Zellar Wafers**

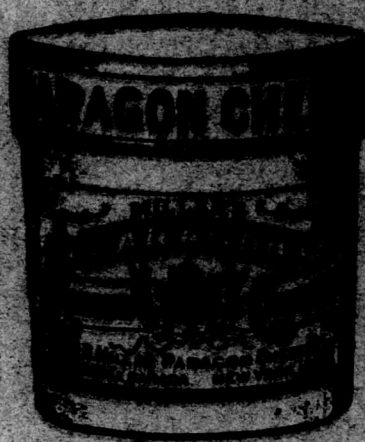
THE CHOICEST DELICACY MADE.

Also a full line of their biscuits in tins and 40-lb. casks.  
(Casks free.)

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

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

**No Inducement**



being needed to sell  
**Millar's Paragon Cheese**  
after it has been given

a trial  
is the best argument we can advance to prove its superior quality. It is the most valuable asset the grocer can get — it sells so readily.

It is the favorite with the Canadian and American people.

Manufactured by  
**The T. D. Millar Paragon Cheese Co.**  
Ingersoll, Ont.  
Agents—W. H. Dunn & Co., Montreal.  
A. E. Richards & Co., Hamilton.  
Joseph Corbett, Windsor.  
Baird & Robertson, Vancouver and Victoria, B.C.

**COLEMAN'S**

Established 1868.

**SALT**

"Educate your customers in regard to quality."

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

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

**RICE'S**

Address:

**R. & J. RANSFORD**  
Clinton, Ont.

**SALT**

# Honesty

## Quality Tells!

The pathways of the past are strewn with the wrecks of grocers who looked more to the price they paid for their goods than to the quality. There is no mystery about quality, but there is a deep and a dark one about price. Hidden meanings are attached to low and elastic prices—standard goods command a fair price always. "Quality tells"—it counts for good or ill as you choose to value it. Look into the by-ways and hedges along the pathways of the past for convincing proof that "quality tells."



## MacUrquhart's Worcester Sauce.

The table Sauce of high quality at a price that is fair. The Sauce that has "body" to it. A rich, piquant, appetizing Sauce, a very little of which goes twice and thrice as far as the same amount of the thin, watery table sauces of commerce. Economical because of its great strength. "Quality tells."

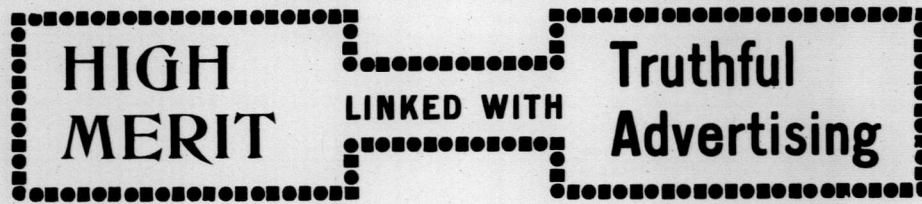
## Stephens' Pickles.

Packed in the Malt Vinegar that is absolutely pure Malt Vinegar, which is brewed by the packers in one of the largest Breweries in England. Pickles that are sound, crisp and perfectly preserved when the bottle is opened—crisp, piquant Pickles. First-class goods at a low price. Sold only in two styles of bottles, one plain corked and the other lever top.

**ARTHUR P. TIPPET & CO.,**

8 Place Royale,  
MONTREAL.

23 Scott St.,  
TORONTO.



has won for

## *Jonas' Flavoring Extracts*

the enviable position of "leaders." Their superiority in every respect has forced other brands to "mark time," as it were, and allow these favorites to march on to the glorious victory they have achieved.

IF YOU ARE ON THE OUTLOOK for a staying and permanent trade—you'll find that, by recommending articles that "have been tried and not found wanting," and which can be relied upon to give satisfaction, you will have no difficulty in encouraging new business and retaining the old.

### **The High Quality of Jonas' Flavoring Extracts**

is the best reason we can give for their popularity. Their great richness, purity, strength, and because they are the concentrated extracts of the fruits, flowers and spices they represent are good arguments why you should sell and recommend them.

#### **HOW'S YOUR STOCK OF ...**

### *Olives---French Capers---Salad Oils ?*

We have the very finest quality of Olives from Spain in pint and quart bottles—also in ½-gallon and 1-gallon kegs.

We also have French Capers in bottles—½-gallon and 1-gallon kegs. They're the best to be had. Let us have your order.

Then our PURE VIRGIN SALAD OILS from France, in pint and quart bottles, are just the right kind for your best trade.

JONAS' MILITARY DRESSINGS are guaranteed to be perfectly waterproof, and to make boots, shoes, rubbers, harness, etc., look like new. They're certain to please every purchaser.

## **HENRI JONAS & CO.**

St. Paul Street,

— MONTREAL.

## Good Cigars!

So many Cigars are claimed to be "best" that I hesitate to use the word for my own Cigars, because the word has grown commonplace and meaningless.

I will say this, however, that if the quality and workmanship of any of my Cigars are not found to be exactly as represented you can return them and have your money back.



### Payne's "Pharaoh" and "Pebble"

—these two brands of mine absolutely cannot be bettered for quality and workmanship in a ten and five-cent Cigar—perhaps that makes them "best." I leave that to you, but I want to say right here that a thousand grocers to-day in Canada sell them year in year out. I believe that this is so because my Cigars are found to be **Standard Goods** Send for my price list.

J. Bruce Payne, Mfr.  
Granby, Que.

It means loss of good business if you do not keep up your stocks in

## "Sterling" Brand Pickles.



There is a flavor and relish about these pickles that is common to no others, and you can afford to unreservedly recommend them to your best customers.

- Made in Canada's largest
- pickle factory of best-grown
- Canadian vegetables.

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

124-128 Richmond St. West,

TORONTO

## Dollars and Cents!



Clink, clink, clink—  
**money talks!** Here and there you will find a grocer whom money does not fascinate, but just let his fingers come in contact with a pile of silver and gold or of crisp new bills, and note the sparkle in his eye—again we say, **money talks!**

### Tillson's Pan-Dried Rolled Oats

will bring dollars and cents to **any** grocer. Their high, distinctive quality, rich, nutty flavor and cleanliness count with a vengeance in "dollars and cents."

Clink, clink, clink goes the money into the cash drawer—"dollars and cents!"

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

W. H. GILLARD & CO.

Hamilton.

beg to direct the attention of the retail trade who are looking for extra values in . . .

**FINE TEAS**

that their assortment in all grades is very complete, all well bought, and will be sold close. *Their travellers have full range of samples.*



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

The most popular in Canada.



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

**DOLLARS**

are made by

selling . . .

**PATERSON'S SAUCE.**



**Rose & Laflamme**

Agents MONTREAL



**Batty & Co.**

ESTABLISHED 1824

LONDON.



OLIVES AND PURE OLIVE OILS.



INDIAN CURRIES AND CHUTNIES.

Makers of High-class

PICKLES OF ALL KINDS.



SAUCES OF ALL KINDS.

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

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VOL. XV.

TORONTO AND MONTREAL, JANUARY 18, 1901

NO. 3

**AMONG THE TORONTO RETAILERS.**

*Holding Eggs  
for Winter  
Trade.*

The difficulty of getting satisfactory eggs for winter trade is so great, and the importance of having them so manifest, that the majority of city grocers will be interested in the outcome of an experiment made this season by W. J. Sykes, College street. Owing to the trouble he had been put to in past winters in regard to eggs, he decided last September to make an experiment in holding his own eggs. So he made arrangements with the dealer from whom he gets his eggs to have delivered to him 45 cases of choice new-laid eggs. These he candled thoroughly, then put them in cold storage down town. The cost, including first price, storage, etc., was 14c. per doz. Now, during the winter months, when the scarcity of good eggs is so pronounced, Mr. Sykes takes his eggs out of storage in lots of five cases at a time. They are again carefully candled and sold at 23c. a dozen.

The losses through stock going bad have been extremely light, totalling so far, less than three dozen in 30 cases. It can thus be seen that Mr. Sykes has reason to be satisfied with the result of his experiment.

"Do you think every grocer could count on as good fortune in storing eggs?" I asked him.

"Yes," he answered, "if they secured the right kind of eggs to start with. I put away no eggs but what I considered strictly fresh. Not only did I get them from a reliable dealer, but I carefully candled them before putting them away. Then, of course, the storage facilities have to be satisfactory. There would not be much use trying to keep the eggs myself as I have not proper

facilities. But the cold storage warehouses in the city can be used by any grocer."

*Holding  
Customers.*

Is not too much attention paid to schemes for attracting customers and too little to the holding of old ones? The point was raised a few days ago by a successful grocer. His own experience had been such that it amused him "to read articles which declared that progressive advertising and up-to-date window-trimming were essential to success in the grocery trade." He believed rather in having everything in the store clean, of good quality and at the most reasonable price possible. The matter is well worth considering. There is no question but that one regular customer who buys supplies for a family is better than half a dozen transient customers, for the latter may be "here to day and away to morrow" to stay away. True, a transient trade is good in that it generally pays cash. But the question is, can such a trade be built up. Naturally, if a customer is attracted to a store by the price of the goods advertised or shown in the window, that customer is on the lookout for "bargains" and is as easily induced to go elsewhere if convinced that cheaper goods could be had there. On the other hand, the regular customer is, as a rule, one who is satisfied with the service she secures, and is not easily induced to "change her grocer." But are there enough persons of the class who become regular customers of one grocer or another to cater especially for their trade? I think the majority of grocers not only in Toronto, but all over Canada, would agree that there are. The question

then arises "Are they easily kept without special advertising and window dressing?"

The grocer I have referred to answers "Yes," and devotes his energies to keeping them by other means. His great "holding power" consists in the fact that he is thoroughly reliable. He is not only honest, but knows his business so well that he can be depended on when he gives an opinion regarding quality. Moreover, he is the acme of courteousness, and makes personal friends of his customers. Thus, as his acquaintance is wide, his trade is large.

But it strikes me that, though there is much truth in the opinion expressed by my friend, there is, nevertheless, much value in advertising, either by circular, newspaper or by means of window display, when it is properly directed. If it be directed towards attracting trade because of the cheapness of certain lines offered there can be no permanent results from it, but if it be directed to instil into the public mind that a grocer's stock is fresh and clean, that he is thoroughly reliable and that his prices are reasonable, permanent good will result.

Under no conditions, however, do I believe that as much attention should be given to attracting new customers as to holding present ones. A satisfied customer is a merchant's best advertiser.

THE RAMBLER.

**JAPANESE RICE CROP.**

Japan's rice crop for 1900 is expected to yield 44,543,446 koku, or 221,046,668 bushels, 1 koku being equal to 49629 bushels. As the average crop is about 39,000,000 bushels, the yield of 1900, if expectations be realized, will be 14 per cent. above the average.



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

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

**DORABLE**  
3000 TONS SOLD YEARLY

**SUN PASTE**  
STOVE POLISH  
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.**

**C**HARLES THOMSON, grocer and provision merchant, Montreal, has consented to assign on demand of Galbraith & Co. His creditors meet on Tuesday, January 22.

N. E. Veilleux, grocer, etc., St. Francois, Que., has assigned.

Wm. Rand, grocer, Canning, N.S., is asking an extension.

John A. MacKasey, grocer, Halifax, has assigned to Dillon Bros.

A. R. McLeod, grocer, Stellarton, N.S., is offering 50c. on the dollar.

The Thorkelson Grocer, Winnipeg, has assigned to C. H. Newton.

H. Parent & Fils, confectioners, Three Rivers, Que., have assigned.

Angelo Roncari, confectioner, Montreal, is offering 20c. on the dollar, cash.

Thos. E. Robinson, grocer, Ingersoll, Ont., has assigned to E. G. Morris.

M. Forget, general merchant, St. Jerome, Que., has assigned to Gagnon & Caron.

Alfred Gibault, general merchant, St. Lucie de Doncaster, Que., has assigned.

J. G. Terryberry, general merchant, Burford, Ont., has assigned to Arthur G. Olive.

James H. Wilson and wife, flour millers, Hamilton, Ont., have assigned to F. D. Suter.

Vipond, Peterson & Co., wholesale fruit dealers, etc., Montreal, are offering 35c. on the dollar.

R. Bourcier, general merchant, Lefavre, Ont., has compromised at 35c. on the dollar, cash.

Eugene Guay, general merchant, St. Jerome (Chicoutimi) Que., is offering 40c. on the dollar.

Assignment has been demanded of Alf. Mercier, general merchant, St. Angele (Rimouski), Que.

S. Renaud, general merchant, etc., St. Tite des Caps, Que., has compromised at 25c. on the dollar.

Gustave Trudeau, grocer, Montreal, has assigned, and a meeting of his creditors has been called for January 18.

Labossiere Freres, grocers, Montreal, have assigned at the demand of Geo. Vandelac, with liabilities of about \$1,800.

Ashley & Ebbitt, cigar and tobacco dealers, Tweed, Ont., have assigned to Charles W. Craig, and a meeting of their creditors will be held on January 21.

**SALES MADE AND PENDING.**

The business of C. W. Ford, grocer, Vancouver, is advertised for sale.

The assets of T. Ross, general merchant, Aurque, Que., are advertised for sale.

The assets of E. Huared, general merchant, Bonfield, Ont., have been sold.

The stock of Irwin Harris, wholesale fruiterer, Montreal, is to be sold January 17.

The assets of C. Pearson & Co., general merchants, Cedar Hill, Que., are advertised for sale.

The stock of A. Harrington, grocer, Liverpool, Ont., has been sold under execution.

The assets of J. Lamontagne, grocer, Montmorency Falls, Que., were sold on January 15.

The stock of John L. Anderson, grocer, Dartmouth, N.S., is advertised for sale by the sheriff.

The assets of B. S. Chaiffer, general merchants, Magog, Que., are to be sold on January 21.

The assets of G. A. Pyke & Son, wholesale grocers, Halifax, are advertised for sale by tender.

Munro & McKenzie, lobster packers, Cariboo Island, N.S., are offering their factory for sale.

Edgar Scott, general merchant, Halifax, is advertising his stock for sale under warrant of distraint.

The business of the estate of Thos. McNeely, general merchant, Ladner, B.C., is advertised for sale.

The stock of Rotz & Co., grocers, etc., Blenheim, Ont., has been sold to H. A. Snyder at 61c. on the dollar.

F. I. Labrance, general merchant, Thetford Mines, Que., has sold out his business and is applying for a hotel license.

Schofield & Co., general merchants, Pincher Creek and McLeod, N.W.T., are advertising their McLeod business for sale.

**PARTNERSHIPS FORMED AND DISSOLVED.**

Partnership has been registered by Girard & Roy, general merchants, Ste. Flore, Que.

Kersey & Kersey have succeeded Isaac Kersey as general merchant, Edy's Mills, Ont.

Partnership has been registered by Alpaugh & Monette, poultry dealers, St. Johns, Que.

L. E. & J. Labelle, bakers, Iberville, Que., have dissolved, and Labelle & Gregoir have registered partnership.

New copartnership has been registered by Joseph and W. J. Hunt under the style of Joseph Hunt & Son, general merchants, Mahon, Que.

Chisholm & Copeland, general merchants, Grenfell, Man., have dissolved, and R. A. Copeland continues under the style of R. A. Copeland & Co.

Batterbury & Jackson, commission merchants, Montreal, have dissolved, and F. R. Batterbury has registered as proprietor under the style of F. R. Batterbury & Co.

**CHANGES.**

W. Allan, baker, Cartwright, Man., is retiring from business.

Thomas Meyers, cigar dealer, Winnipeg, has sold out to Mose Carroll.

Decker & Tietze, bakers, Vancouver, have been succeeded by W. D. Muir.

McCallum & Co., grocers, etc., Sydney, N.S., have sold out to McLellan & Dana.

The stock of McClenaghan & Co., grocers, Minnedosa, Man., has been sold to W.A.B. Hassett.

John Roulson, general merchant, Garnet, Ont., has been succeeded by Chas. A. Walker.

Wong Ugo et al have registered as proprietors of Kwong On Lung Kee, grocers, Victoria, B.C.

R. H. Lamont has registered as sole proprietor of DeWolf & Lamont, grocers, Kentville, N.S.

James Hay, dealer in butter and eggs, Shelburne, Ont., has been succeeded by Smith & Russell.

**FIRES.**

G. A. Weaver, grocer, Elora, Ont., has been burned out.

J. C. Kennedy, tea merchant, Granby, Que., has been burned out; insured.

The stock of A. T. Bigaonette, grocer, Montreal, has been damaged by fire; insured.

**DEATHS.**

Wm. Fortune, grocer, etc., Huntingdon, Ont., is dead.

Mrs. Susan Ward, fruiterer, Montreal, is dead.

# "No Good--No Pay"

This has been FOR YEARS  
our guarantee to  
buyers of our . . .

## L.S. & B. No. 1 and Empire COFFEES

THE "TEST OF TIME" PERMITS US TO MAKE SUCH AN OFFER.

*Lucas, Steele & Bristol, Wholesale Grocers, Hamilton.*

# IMPERIAL SOAPS

ARE THE BEST.

Profitable  
Pure . . .  
Popular Prices

Snow, Imperial,  
Cameo,

in 12-oz. cakes.

Klondyke . . .

in 2½ and 7 lb. bars.

ELEGANT GOODS FOR TOILET USE.

Oatmeal, White Castile, Mottled Castile.

## JAMES TURNER & CO.

Wholesale Grocers.

HAMILTON, ONT.



THE DOMINION BREWERY CO., LIMITED

Brewers and Maltsters

TORONTO

Manufacturers of the Celebrated

# WHITE LABEL ALE

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

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

WM. ROSS, Manager.



## Start the Century Right

AND KEEP

# Crown Blend Ceylon Tea

ALWAYS IN STOCK.

SOLE AGENTS

**T. KINNEAR & CO., Wholesale Grocers, 49 Front St. E., TORONTO.**

### IS HE AN IMPOSTOR?

A COUPLE of days ago a young Englishman called at a local grocery store and asked to see a member of the firm.

"Young Mr. Crosse, of Crosse & Blackwell, was the name he vouchsafed. He explained that he had just an hour to spend between trains and took advantage of the time to call on some of the patrons of the firm. And for a time it looked as if he was the real thing.

The firm of Crosse & Blackwell is, perhaps, the best known of all the pickle and jam concerns that cater to the tastes of the world. He talked of the English manufactory, of the Montreal agency, of their products, and of their stock dividends as if he was one of the family. He was dressed too, just as young Mr. Crosse might dress—faultless, but not gaudy. The furlined coat, with Persian lamb collar, that he wore, could not have been bought for less than \$75. The rest of his apparel was also of the best.

He was a young man, 30 years or over, medium height and weight, his upper lip adorned with a moustache—light both in color and quantity, and his teeth were somewhat irregular. He was a fluent talker,

and his accent was of orthodox London style.

Picking up a glass of jam with a patent tin top, he remarked, "That's my idea." Continuing, he dilated on the different American firms they dealt with, and casually mentioned a couple he was going to dine with.

For a man who had but a few minutes to stay, he seemed to linger superfluously. As he neared the door an idea seemed to strike him, and he interrupted the flow of conversation with the remark, "By the way, I had an unfortunate accident. Lost my pocketbook with \$76." The grocer was now thoroughly suspicious, and firmly informed his caller that as the senior member was out he could do nothing to help him.

As none of the large wholesalers were called on, it looks as if "Young Mr. Crosse" was an impostor.—Post, Hamilton.

### STRIKING INDEED.

Window-letter advertising is a very good thing in its way, but those who adopt it should exercise discretion in the choice of the adhesive matter, for, if the cement used has a strong affinity to glass, there will be painful trouble when it is desired to alter the advertisement. Talking of advertising, an attractive catch-line of a distinctly warm

nature has been brought to the writer's notice. It reads: "Hell is full of misery, and so are our competitors—We undersell them, and therefore outsell them, because we keep a better class of goods. Come in and we'll prove it."—Grocers' Journal.

### FOOD VALUE OF THE PRUNE.

As reported in The San Jose Mercury, the Farmers' Club recently held a meeting in the Santa Clara county metropolis, at which some expert testimony was offered on the subject expressed in the heading of this article. Referring to the prune, Dr. McDougall said this fruit had long been known as the most nutritious and wholesome of all cured fruits, and that when properly prepared for the table it is the most delicious and dainty. Prunes contain a large quantity of sugar which produces fat and heat in the animal system. They also contain a small percentage of proteids, or muscle-producing properties. In other words, prunes have the food properties of starch fats and lean meats, and are capable of sustaining life for a long time. The prune gives heat, strength and energy to the system. A laboring man would find that a meal consisting of a cup of coffee, an egg and a liberal dish of prunes, with bread and butter, will sustain him in full vigor during four to six hours of moderate work.—California Fruit Grower.



## Distinctly Good to Eat.

We do not mean merely pleasing to the taste, but that Imperial Cheese is essentially a wholesome food—so wholesome that one jar contains as much nourishing power as twice the amount of ordinary cheese.

A delicious food such as Imperial Cheese is sure to be a favorite with your customers, but they appreciate still more a food that **nourishes** as well as **pleases**.

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

We can sell you

# PRUNES

California and French—Full Range. Prices Right.

## THE DAVIDSON & HAY, LIMITED

WHOLESALE GROCERS, TORONTO.

### INDUSTRIAL GOSSIP.

Those having any items of news suitable for this column will confer a favor by forwarding them to this office addressed to the Editor.

The Yarmouth Canning Co., Hebron, N.S., are applying for incorporation.

The Crystal Sugar Co., Limited, Sombra, Ont., have been incorporated with \$40,000 capital to grow sugar beet and to manufacture sugar and salt.

The Skidegate Oil Works (Oliver & Woods), Victoria, B.C., have started preparing and canning clams for the Canadian market. The clams were consigned from the Queen Charlotte Islands.

Pugsley, Dingman & Co., Limited, Toronto, have been incorporated with \$500,000 capital to take over the business of Pugsley, Dingman & Co., Toronto. The provisional directors are: Wm. K. Snider, N. E. Stockes, Edwin Tomlin, R. A. Stockes and Wm. W. Stover.

### CEYLON GREEN TEA.

Green tea has made a fair start in Ceylon. The local Times says that the manufacturers of green tea have already begun to draw upon the bonus under the modified scheme, which began last month. Rs. 20,000 are available as a start, and, if the progress shown at present continues, that sum

will soon shrink, although 7c. per lb. is being paid instead of 10c. We trust that the green teas manufactured will increase in quantity and that all will pass the test. The money will be well laid out; but if inferior teas which fail to obtain the bonus are shipped, say to New York, the Thirty Committee will be forced to endeavour to cope with the problem of "the break that failed."—Indian Gardening and Planting, Calcutta.

### CATALOGUES, BOOKLETS, ETC.

E. W. GILLETT'S CALENDAR.

The calendar which E. W. Gillett is sending out this year is one of the striking productions of the season. The design is of a laughing negro boy, straddled over some packages of Gillett's goods, on one of which in large letters is the notice: "Gillett's Lye Eats Dirt." The calendar pad is big enough to be useful in any office or room.

A PRETTY CARD.

We are in receipt of a pretty little card, bearing the much appreciated New Year wishes of E. J. Franklin & Co., London, Eng. It is a folded card of embossed design, giving a neat effect. We trust that the New Year is full of as much prosperity for this firm as its enterprise deserves.

### FULL WEIGHTS IN CANNED GOODS.

It does not redound to the credit of packers and importers that the question of guaranteeing the full weight of canned goods should still be unsettled. The present condition of affairs, which has been caused by the cutter in his endeavor to rob the public and his fellow retailers alike, places the grocer in a very awkward quandary. In view of the possibility of a call from the Inspector of Weights and Measures, he dare not sell his canned goods as being a definite weight, and when his customer asks for a 1-lb. tin he has to explain to him that the weight is only nominal. This, of course, gives the trader who is disposed to be dishonest a pull over the fair trader, and the position is one upon which the strongest pressure should be brought with a view to its alteration.—Grocery, London, Eng.

### BAD FIRE AT BRIGDEN, ONT.

On Thursday, last week, the business portion of Brigden, Ont., was practically wiped out by fire. The flames were first noticed in A. Harkness & Son's general store, a wooden building, which was speedily consumed, and from which the flames soon spread. Harkness & Son's loss is placed at \$10,000; insurance \$5,000.



## Upton & Co.

### Know a Thing or Two

about making good Marmalade, Jams and Jellies.

They know how to produce pure, delicious goods, equal in quality to anything imported, at a much lower price.

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

Selling Agents,

.... TORONTO.

## TORONTO RETAIL GROCERS' ASSOCIATION.

**T**HE installation of officers for 1901 was one of the features of the business portion of the regular monthly meeting of the Toronto Retail Grocers' Association, which was held on Monday evening. But the feature of the evening was the social hour or two after the business of the evening had been disposed of, when the grocers smoked the pipe of peace with their rivals during the past summer, the baseball team of the Toronto City Travellers' Association.

There was a good attendance of members. The chair was occupied by the retiring president, D. J. Kelly.

Reports were received from the committees in charge of

### THE ANNUAL "AT-HOME"

which is to be held on Wednesday, February 6. All reported satisfactory progress, and a general interest was manifested which boded well for the success of the event. The hall, music, catering, etc., will be in all respects the same as last year, which was the most satisfactory and successful in the history of the body.

On motion of W. H. Marmion and Jerry Burns, the sum of \$35 was authorized to be taken from the special fund. Of this, \$10 was devoted to the expenses of the social part of the evening and \$25 was granted to the retiring secretary, Ed. Hawes. The notice of motion to take \$40 more from the special fund for distribution among charitable institutions was left on the table till next meeting, as there was opposition to granting the money before the charities were specified.

### A REPORT ON TELEPHONE SERVICE.

R. Higgins, Yonge street, who had attended a meeting of the Retail Merchants' Association, when the telephone question had been considered, reported that The Bell Telephone Co. proposed to put into effect a new basis of charging. He understood the proposal to be that stores shall have the nickel-in-the-slot attachment to their 'phones; that the minimum charge be \$36 per year; that the company take all revenue up to \$60 per year and 50 per cent. over that amount. He was opposed to the proposal. After a short discussion a motion was passed condemning the proposal and favoring a municipal telephone.

### PRESIDENT KELLY'S VALEDICTORY.

Before installing his successor as president, D. J. Kelly expressed his appreciation of the manner in which the members had assisted him, and reviewed the events of the year as follows:

In accordance with past custom in our association, it falls to my lot to say a few words to you

before leaving the president's chair, now that my term of office has expired and my successor has been chosen and is ready and anxious to assume the duties I have had the pleasure of performing for you during the past year.

I desire to express my sincere thanks to each and every one of you for your loyal support, advice and your confidence, all of which I have enjoyed as fully as my predecessors, and I hope and feel that you will give the same support to my successor in office, for, without it, our association cannot remain the power that it is to-day for upholding the best interests of the retail grocery trade, for promoting the intelligent discussion and consideration of the evils that are constantly coming up in connection with our business and for united action in meeting them.

The social features of our association have always been popular and successful, and have done good work in bringing the grocers of the city together, making them forget the daily round of store talk and store ideals, and to take time to attend our meetings and give their views on the subjects that are under consideration and which are, after all, our main cause for organization.

The past year has been a particularly busy one from our association's standpoint, and has called for, perhaps, more attention from your officers than any previous one in the history of the association.

### THE EARLY-CLOSING CAMPAIGN

to which we committed ourselves last year has been constantly before us, and has called for many meetings, much thought and attention on the part of the officers and members, and the end is not in sight yet, although we have accomplished a great deal. I feel sorry to lay down the reins of office before being able to say that early closing is an accomplished fact. But I have no doubt that the work will be carried on just as vigorously as ever until that desirable end has been attained.

### THE ANTI-TRADING-STAMP FIGHT

has also had a good share of our attention the past year and we are glad to report that they have received such a shock as will make it hardly possible for them ever to recover, and we are still keeping up the fight with every prospect of putting this fraud on legitimate trade where it belongs—in oblivion.

The Retail Butchers' Association have done great service to the retail trade in their organization against gift enterprises. Out of over 300 butchers in the city all but four on Emancipation Day, August 1 last, ceased to give any premiums of any kind, over 400 grocers followed suit on August 15. The butchers very nicely paid us the debt they owed us for obtaining early closing for them by this stroke of theirs.

Our annual "At-Home" and annual picnic have both been well patronized by the trade and were socially successful. Financially, our picnic this year was the best we ever had.

Our attendance during the year has been ahead of any predecessors, which goes to show the interest taken in the various subjects that have been before us.

### THE PATRIOTIC FUND CONTRIBUTION.

We have received the congratulation of the public for our generosity. When our soldiers were called to the front to help defend the Empire, and funds were required to look after the "Absent-minded Beggar" folks at home, your executive asked you to give \$50 to the Patriotic Fund, you responded at the next meeting by making it \$100.

I am glad to report that our association is growing in numbers as well as in influence, and I feel

confident that we will continue to do so. The possibilities for the association are unlimited. We are only beginning to find out what can be done by united action.

When we have disposed of the early-closing and trading-stamp questions, we can profitably turn our attention to the question of store system and the uniform treatment of customers as regards service and credit.

I have been of the opinion that we should have a committee appointed to whom we would refer all

### DRUMMERS INTRODUCING NEW GOODS

to investigate and report before any association grocer takes hold of them. In this way we might save many piles of unsalable goods on our shelves each year. I am convinced that buying as an association is not feasible, but we have groups of dealers in localities who are making a success of

### COMBINED BUYING AND IMPORTING.

Our association is the medium to bring these together and place them in possession of the information to carry it out.

Our agitation for the regulation of the hours of selling fruit wholesale is gradually coming into shape, and will save much time for both retailer and wholesaler when fully carried out.

Finally, I would urge on you the importance of attending our meetings regularly. It is not enough to elect a good set of officers and leave it to them to carry out the work. They need your presence, your advice, your criticism and your enthusiasm to spur them on to do good work and bring out bright ideas that will make the retail grocery business a delight, our help happy and satisfied, our stores attractive and pleasant. When we have accomplished this we will have nothing to fear from departmental stores or gift enterprises. Honest goods, fair prices, up-to-date service pleasantly rendered, will keep the retail grocer a necessity to the community. Again returning thanks for the honor you have done me, I wish you a happy and prosperous New Year.

After the applause to Mr. Kelly's speech had subsided he arose to call Benjamin Panter, the incoming president, for installation, but Mr. Panter was too quick for him. He moved that President Kelly vacate the chair, and that W. H. Marmion occupy it temporarily. He then moved a vote of thanks to Mr. Kelly, accompanying his motion with a brief but neatly put speech. The motion was seconded by R. B. Snow and unanimously carried. Mr. Marmion conveyed the vote to Mr. Kelly who responded warmly.

In installing Mr. Panter as president for 1901 Mr. Kelly expressed the opinion that he considered the choice of the association had been a wise one, and hoped for good results this year. Mr. Panter in reply thanked the members for the honor they had bestowed upon him, an honor which he valued most highly. He would promise that anything he should do would be in the best interests of the association. He was cautious in making up his mind, but they would find that he would hold to his views firmly. He would consider the vote of one member as important as that of any other. There were many things which he had hoped might be looked into during the year.

## Enterprising Grocers

Will keep busy "between seasons" by supplying their customers with this popular combination:

**IMPERIAL  
MAPLE SYRUP.**

From the best sugar producing districts in Quebec.  
Clear, rich in flavor, handy and attractive.  
CASES—6 / 1-gallon, or 12 1/2-gallon, or 24 quart tins.

**RALSTON HEALTH AND  
PANCAKE FLOUR.**

From grain grown in the great Kansas wheat belt under special scientific process. Full directions for use.

SELLING AGENTS—

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

WHOLESALE IMPORTING AND  
MANUFACTURING GROCERS

**TORONTO.**

One of these was a representative on the Industrial Exhibition Board. Another was an improvement in the manner in which certain fish and fruit are sold. He believed that grocers should have definite knowledge of the quantity in all packages they buy, and would work to have every package marked.

In introducing W. J. Sykes as the incoming vice-president, Mr. Panter referred to him as the next president, according to precedent, and expressed the opinion that Mr. Sykes would make a strong, capable chairman of the executive. In reply, Mr. Sykes stated his conviction that the year would prove a satisfactory one. The members were all enthusiastic; almost all of them were orators, and out of the multitude of wise opinions the truth would generally be adduced.

The new treasurer, D. Bell, and the new secretary, D. O. McKinnon, responded briefly to the call for a speech.

The other officers elected were: Executive committee—F. W. Johnston, J. Nolan, T. Clark and J. A. Johnston; trustees—President Panter and Treasurer Bell; auditors—Jerry Burns and R. Van Loon.

Before the meeting adjourned, Mr. Higgins moved that the secretary be instructed to write to the family of the late Mr. Jardine

expressing the sympathy of the members in its bereavement through his sudden death.

It was also decided that the secretary write to the mayor asking for an appointment when he will be willing to receive a deputation to put the early-closing matter carefully before him.

The meeting then adjourned. Tables were soon arranged and cigars distributed, and soon grocers and travellers were intermingled in a friendly game of progressive euchre. Three prizes, dainty neckties, were offered. The Johnstons got them all. J. A. Johnston won the head prize, F. W. Johnston the medium and A. W. Johnston the low prize. After the cards, light refreshments were served. Needless to say, all present thoroughly enjoyed the evening.

### THE BRITISH DUTY ON TEA.

**A**MID the hopes, and fears expressed in the Indian and Ceylon papers, and also at home, about the problems which beset the tea industry, some sanguine people are looking forward to a move in the direction of a reduction of the tea duty. We have never been able to see the point of view of those, now a small minority, who think that the increased duty plays but an unimportant part in restricting

consumption, believing that the imposition of any duty is a deterrent, and that every addition to that duty had a direct restrictive effect on the demand. We publish, by the way, letters on this subject, and the importance of restricting supplies. But as we have frequently pointed out in regard to the duty, the Chancellor of the Exchequer will need a great deal of pressure brought to bear on him before he abandons so easy a way of raising money as that offered by tea.

So long as those immediately concerned in the question, viz., tea producers and tea distributors, are not absolutely unanimous on the duty question the Chancellor of the Exchequer, even if other circumstances were favourable, which they certainly are not at present, would be sure to take advantage of the divided opinion on the subject of the tea duty. Before any effective movement could be made, therefore, it is necessary that something like unanimity should prevail in the tea industry. The agitation for reduction of duty is but a forlorn hope at best. It is, we should say, practically useless unless the Chancellor of the Exchequer could be definitely informed that all branches of the important tea industry are in deadly opposition to the present rate of duty. By the way, tea taxation finds favor with the United States Government, as well as our own. It is certain that the United States Congress will not remove the duty of 5d. per lb. on tea, notwithstanding, the abolition of the tax is urged by a large part of the tea trade.—Home and Colonial Mail, London.

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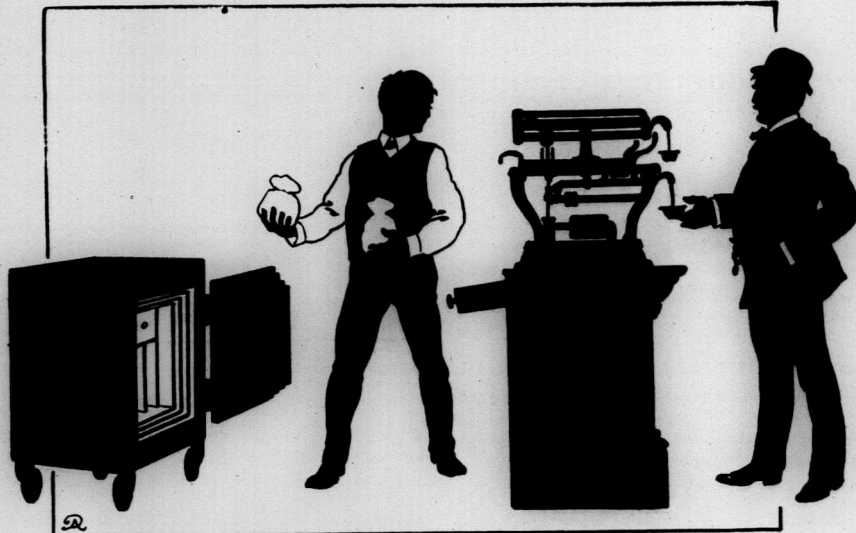
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# THAT RICH FEELING.



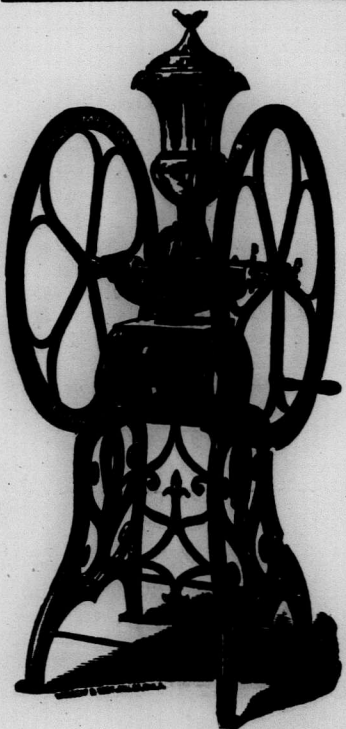
Every one of us might have it if we could only save our money, but how in the world is a man going to save money if he gives it away, for if he loses his profits in business, he loses all, doesn't he? Now, if you could only give it all in a lump sum to some hospital or other eleemosynary institution, someone might perchance in after years speak of such institution as your monument, but you lose all this by giving it away unconsciously, and you'll never get the credit for it.

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They have taken up  
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## COLES COFFEE MILL

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

Agents { **TODHUNTER, MITCHELL & CO., Toronto.**  
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**Coles Manufacturing Co.**  
PHILADELPHIA, PENN'A

Canadian Grocers will find in

# Rowntree's

## ELECT Cocoa

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

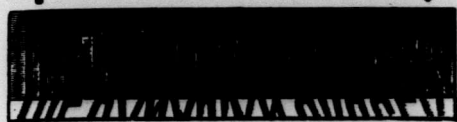
Its great economy (requiring about one-half the  
quantity of other Cocos to produce a beverage of  
equal strength), its easy digestibility making it  
readily assimilable to the most delicate constitution,  
its fragrant aroma and its delicate flavor all com-  
bine to make it one of the most popular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

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

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**DANGEROUS OUTSIDE VENTURES.**

EVERY business man should think not only once or twice, but several times, before he branches out in some venture other than that in which he is immediately engaged. Even merchants with liberal capital cannot afford to ignore this principle, for, while their business may not be directly affected thereby, the old maxim in regard to too many irons being in the fire still holds good.

But, when merchants with but a moderate amount of capital take a part of the same to invest in something altogether aside from their regular business they are simply courting suicide. And then, this is a practice that is all too common. Not satisfied with the volume of business they are doing, or the profits they earn, they are induced to lend their time and money to some scheme or schemes which usually promise well but turn out bad.

If the business in which a man is engaged is not, for one or more reasons, to his liking,

it is better that he should go out of it altogether than he should, while trying to retain it, devote a part of his time to another concern.

We have in mind at the moment a retail merchant who was doing a nice business and seemed prosperous. Being fond of horses he gradually drifted into speculation in them. Now his business is gone and he is in financial difficulties. This is only one of many similar instances that might be cited.

The successful man to-day is he who gives his undivided attention to the business in which he is engaged. There is no other alternative, for divided attention is like trying to travel simultaneously on two roads in order to reach a given point.

**PACKERS AND WHOLESALERS.**

THE members of the Canadian Packers' Association are to be congratulated upon the success of their first annual banquet, and more especially for their wisdom in inviting the wholesale grocers to partake of their hospitality.

It is to the interest of both packers and wholesalers that harmony should obtain, for where there is discord the interests of both suffer. There is no question about that.

The more intimate those engaged in the two branches of trade become the less likely is there to be friction. Even agreements signed and sealed, and surrounded by penalties, are not as efficacious in themselves alone. And to induce the desired intimacy there is nothing more potent than such gatherings as that of the recent banquet.

We believe it has already borne fruit, and we hope it will bear much fruit.

**A STRONGER CURRANT MARKET.**

Currants are stronger, prices having advanced 1s. 6d. to 2s. per cwt. in Greece, according to cables received this week.

The advance, it appears, is largely, if not altogether, due to inquiries for currants which have been received in Greece from Germany, which country has so far only taken insignificant quantities of the present crop. As a result of this inquiry, holders in Greece are inclined to resist the efforts of the bears.

**SITUATION IN SUGAR.**

AMONG the experts it is the general opinion that 1901 will witness a steadier range of prices in sugar than was the experience of 1900.

The chief disturbing element during the past year was, of course, what was commonly called the war between the Trust and the independent refineries in the United States. While there is no guarantee that this war will not break out again, it is not likely to do so, at any rate, for a protracted period. The little brush of a few weeks ago rather sustains that opinion, for, when one of the independent refineries, by making a cut in its prices, threw down the gauntlet, the Trust, it will be remembered, refused to pick it up. The result was that in a short time prices again became uniform.

It is true that the increase in the world's production of sugar for the present year is estimated at 1,047,170 tons, or a little over 12 per cent., but it must be remembered that the consumption of sugar is increasing year by year.

In its last issue, Willett & Gray's Statistical Sugar Trade Journal said: "As already stated in our dailies during the week, the first advance of 10c. per 100 lb. came with an increased demand from buyers and with a firmer raw sugar market in connection with the liberal guarantees against decline to date given by refiners. This protection against reactions is likely to be continued through the season, so that we may say that a new system of purchasing refined will be introduced for the year which shall do away with the hand-to-mouth business from which so many complaints arise when prompt shipments of delayed purchases cannot be obtained. Hereafter buyers can, with perfect safety, make their purchases 30 days ahead of requirements, and thereby avoid all disagreeable complaints about shipments, and have on hand sugar at all times to meet their trade requirements."

These remarks of The Sugar Trade Journal apply directly to the United States, but we all know from experience that the condition of the market in Canada is, as a rule, a reflection of that across the border.

He who does not try to do his best will never occupy the best position in business or in anything else.



### NO INSOLVENCY LAW THIS SESSION.

**M**R. FORTIN, M.P. for Laval, will not introduce his insolvency bill in Parliament during the coming session. This is the report that comes from Ottawa, and it has been confirmed by the gentleman in question to a representative of this paper.

We learn that Mr. Fortin considers it useless to press his measure upon the House, thinking it foredestined to defeat. He says the banks are strongly opposed to it, the Maritime Provinces are giving it the cold shoulder, and the commercial organizations are only lukewarm in their support.

If these be the true considerations that weighed with Mr. Fortin when he was making his decision, it is truly unfortunate that he should not have been given more encouragement, for our business men and manufacturers are laboring under a veritable curse in being ill-provided with insolvency legislation. What with slow settlements, exorbitant legal charges, the custom of giving preferences and numerous subterfuges, a debt against an insolvent's estate is worth very little. And, in Ontario, a man cannot be compelled to assign. Nor would it be allowable in the other Provinces, if the law were tested, for the Federal Government is the only body constitutionally provided with the power to pass legislation for such a purpose. That is why we want a Dominion measure, and the boards of trade and other bodies interested should immediately agitate to have the matter discussed in the House during the coming session. It is a disgrace to Canada, to say nothing of the loss of trade, to have our insolvency laws advertised in the columns of English papers as they have been during the past few years. If we are so desirous of encouraging English trade as to adopt a preferential tariff, we should not be unmindful of the fact that we can mightily improve our business reputation in England by improved insolvency legislation.

The Montreal Chambre de Commerce is hitting the nail on the head when it approaches the Government on the matter, for it would appear that Mr. Fortin's ardor has received a severe dampening in Ottawa. The Government organs say that times

have improved, that there is not the need for legislation now that there was two or three years ago, and that "eminent legal authorities are unable to see how the position of creditors in insolvency cases could be improved by a Dominion Insolvency Law." These are purely makeshift excuses.

In reply to the latter argument, all we have to say is that Mr. Fortin, M.P., a learned and practical Canadian jurist, has, in his insolvency bill, offered a remedy and it is idle talk to say a remedy cannot be found.

The argument that we stand in less need of such legislation than we did some years ago, carries as little weight. Happily, times have improved and failures are fewer, but insolvency legislation is not to prevent failures. Men still get into difficulties and will so long as business lasts. When they do, we want that creditors should get what they should out of the estate and that as speedily as possible. A case just came to our notice recently in which the settlement sheet of insolvent shows all the proceeds to have been gobbled up in winding-up expenses. Not even one cent was saved to pay on the rent account, and, of course, the ordinary claimants got nothing. And this occurs frequently.

Our business men are crying out for insolvency legislation and they must have it to save themselves and our national reputation.

### A BUSINESS MAN'S ELECTION.

The election of Mr. George H. Gooderham as Public School Trustee in Ward 3, Toronto, is a matter for congratulation.

He is not only a young man of means and energy, but he is a business man and the descendant of a family which for more than half a century has exerted a great deal of influence upon the commercial career of the "Queen City."

It is to be hoped that more men of his stamp and ability will follow his example and allow themselves to be elected to positions of honor and trust in our various municipal institutions.

The ward-heeler and the professional

politician have had their day. It is now time that practical business men like Mr. George H. Gooderham superseded them.

### FRUIT TRADE AND THE WEATHER.

**I**T'S astonishing how weather affects the fruit trade!" said a Toronto jobber, one day this week. "When there is sleighing and it is dry under foot, and the weather is not too cold, there is a continual round of sleigh drives, surprise parties, skating parties, etc., and an unusual amount of family visiting done. Most of these call for an expenditure on fruits. Each order may be moderate, but in the aggregate from all districts means much to the wholesale as well as to the retail trade.

"The weather of the past few weeks has not been satisfactory, for, though we have had snow part of the time, the air has been too damp for sleighing parties and ice too soft for skating.

"On the other hand, there does not seem to be the call for lemons that is customary when grippe is so prevalent. The Canadian people do not use nearly enough lemons or onions. The grocer should push the sale of them now, otherwise money will be spent in drug stores on all sorts of remedies not nearly so efficacious.

"When I was in the retail business in B—, I had a large stock of Verdilli lemons on hand which had gone rusty; also a good stock of onions when grippe (or as it was known then, cold) became prevalent. I advertised as follows: 'Lemons and onions, sure cure for colds.' The result was astonishing. I sold out my entire stock, and many of my customers gave the credit of their speedy recovery to an intelligent use of lemons and onions."

### PRICE-CUTTING IN DAWSON CITY.

A despatch from Ottawa states that, according to recent reports received there, the large mercantile houses of Dawson City are engaged in a price-cutting war on the smaller merchants. The despatch needlessly adds that the miners are making the most of their opportunity and are laying in large supplies of provisions at prices only a little higher than those charged in Seattle and Victoria.

### THE LATE MR. F. S. FOSTER.

**T**HE death of Mr. Francis Stuart Foster, of the firm of The Watson, Foster Co., wall paper manufacturers, Montreal, which occurred at his late residence, 904 Dorchester street, Montreal, on Sunday, January 6, 1901, deprived Canada's business community of one of its most respected members and cut short one of the most promising business careers that could be prophesied for a young man.

Although he had acquired a leadership in his line of business, Mr. Foster had not had an exceedingly long experience, being born only somewhat over 41 years ago in Kingston. He received his education in the "Limestone City," attending the High School there, previous to the family's removal to Montreal.

It was in 1880 that Mr. Foster first became connected with the wall paper business, entering the firm of Watson & McArthur, which had just been formed, as bookkeeper. Four years later Mr. McArthur withdrew and the business was carried on by John C. Watson & Co. In 1891 Mr. Foster really entered into partnership in the firm, but not till 1894 did his name appear in the firm's style. In 1897 the business was formed into a joint stock company and the trading title has since been The Watson, Foster Co., Limited.

Mr. Foster's special duties belonged to the manufacturing part of the establishment, and he had acquired a thorough knowledge of the practical side of the business. In fact, to his ingenuity and enterprise is largely due the excellence which Canadian wall paper manufactories have learned to give to their products since they started to learn their business in 1880, on the adoption of the National Policy. Canadian merchants long found difficulty in selling the domestic-made wall decoration, but, thanks to the zeal and perseverance of such pioneers in the industry as Mr. Foster, we are now not only supplying our own trade, but entering into the export business as well.

Mr. Foster's influence extended into the office also, where his grasp of financial questions and his business ability of no mean order were valued very highly. Honesty and integrity were equally predominant with enterprise in his make-up.

An example of his high principle, which he never would allow to be published, was shown one time, when, about eight months after he had made a settlement with an insurance company upon some losses the firm had sustained through fire, he found a mistake had been made in the valuation of some factory apparatus, and his firm sent the insurance company a cheque for \$800. Acting upon such principles as actuated them in this case, he and his partners builded even better than they knew, and their business expanded to enormous proportions.

As a man, few business figures were held in respect equal to that enjoyed by Mr. Foster. Although he was very attentive to his private business, he had for some years been a member of the Montreal Board of Trade. He was a governor of the Montreal General Hospital and a warden of Christ Church Cathedral. His personality was affable, yet always impressive.

Mr. Foster had been away from business two years and eight months, seeking a recovery of health in different climes, but it was only during the last two months of his life he was seriously ill. He leaves a family of a widow and three children who, needless to say, have the warmest sympathy of his hosts of business friends.

The funeral service, rendered in the Cathedral in full chorus, was very impressive. The chief mourners were the two young sons of the deceased; Mr. W. Foster, brother; Mr. W. I. Gear, brother-in-law; Messrs. Hugh Watson and D. S. Boxer, partners of the deceased, and Wm. Cooper. Among the others present were: Sir M. W. Tait, Messrs. Alfred Griffin, George Creak, Capt. Riley, H. Adams, E. A. Barton, J. H. Hutchison, M. Fitzgibbon, David Smith, R. J. Notan, Lieut. Col. Butler, C. Richards, H. Ryan, George Howard, J. Fraser, C. P. Greaves, R. K. Howland, C. C. Howland, H. H. Howland. There was a large number of floral tributes sent by the immediate relatives of the deceased, and from Mr. and Mrs. W. B. Foster, Mr. and Mrs. Hugh Watson, G. Howland, Son & Co., Madame M. J. A. Prendergast, Cadieux & Derome, Colin McArthur, and Miss McArthur, the office and travelling staff.

### "FOOD FOR MAN AND BEAST."

The British War Office is buying in Canada 1,100 tons of hay, 7 tons of jam and 125 tons of corned beef. Canada should put a new motto on her coat of arms: "Food for Man and Beast."—Buffalo Express.

**T**HE above is worth preserving as a specimen of American humor. Our Buffalo contemporary attempts to be funny over the placing of orders for jam, corned beef, etc., in Canada by the British War Office, seemingly forgetful of the fact that it is only a short time since the United States was aroused by an "embalmed beef" scandal because of the quality of the corned beef supplied by the United States contractors to the United States army, and seemingly unaware that the quality of United States cheese, bacon, hams and eggs is so much inferior to that of Canadian production that the latter brings fully "a penny a pound" more than the United States stuff.

Our Buffalo contemporary should become better acquainted with the reputation of Canadian and United States foods before making fun at the expense of the former.

### DEATH OF AN OLD-TIME GROCER.

By the death of Mr. Wm. Howard another gentleman, who, a quarter of a century ago, was a familiar figure in the wholesale grocery trade of Toronto, has been removed.

Mr. Howard, who was 76 years of age, was the son of the late Richard Howard, of Niagara-on-the-Lake, came to Toronto in 1840, and entered the employ of Ross Mitchell & Co., grocers. After this he went into business for himself, and subsequently formed the firm of Howard, Smith & Co., tea brokers, Montreal and Toronto. He leaves a widow, three sons, William W. S., Frederick B., Maurice B., and two daughters, Matilda Diana and Mrs. Oliver McMullen.

Pneumonia, superinduced by la grippe, was the cause of death.

### TIME FOR STOCK-TAKING.

Now is a good time for careful stock-taking. Every merchant should take advantage of the comparative quiet which prevails at this season to find out just what stock he has on hand, in order that he may know just what is his financial standing. Laxity in this regard is a mistake.

## BANQUET OF THE CANADIAN PACKERS' ASSOCIATION.

THE FIRST ANNUAL EVENT OF THE KIND A DECIDED SUCCESS—PACKERS, WHOLESALERS AND RAILWAYMEN FEAST AND FRATERNIZE.



NE hundred men, each with a miniature tin can hanging from the lapel of his coat, sat down to a banquet at the Walker House, Toronto, on Thursday night, January 10. It was the occasion of the first annual banquet of the Canadian Packers' Association, a concern which for nearly two decades has been the jealous guardian of the canned goods industry of this country. All the guests were not canners, for the association invited many others to partake of its hospitality. Among the others were wholesale grocers, railway officials, metal merchants who supplied the tin, the solder and other materials entering into the making of the cans into which the packer puts his products. The manufacturers who make the tin cans were also there, one of whom, the Acme Can Co., Montreal, had supplied tin cans which hung from the lapels of guests.

There was an air of "I'm going to have a good time" about each guest. Mr. W. C. Breckenridge, secretary of the association and chairman of the banquet committee, was a little concerned before the feast began. All careful men are under such conditions. But there was no need for concern, however, for the arrangements were excellent in all particulars. The result was that everyone was satisfied. And everyone, of course, had a good time.

The menu card was an exceedingly fine specimen of the lithographer's art. The first page, which we herewith reproduce, unfortunately without the original and natural colors, contains, as will be seen, the photographs of President Matthews and his two predecessors in office, Messrs. Wellington Boulter and W. A. Ferguson, draped with the Union Jack and the Stars and Stripes, while surrounding all was a border giving fac similes of the brands of canned goods packed by the different members of the association. A border of the same also graced the back cover. The effect was striking, and the menu card, which consisted of eight pages, will long be preserved as a memento of the occasion.

The menu itself was not what might be termed elaborate, but it was good. It was as follows:

### MENU.

Salted Almonds.	Spanish Olives.
Oysters.	
Boiled Salmon, Hollandaise Sauce.	
Croquettes of Chicken, a la Bechamel.	
Ragout of English Hare, a la Chasseur.	
Prime Ribs of Beef, Horseradish.	
Lamb, with Mint Sauce.	
Spring Turkey, Cranberry Sauce.	
Haunch of Venison, with Jelly.	
English Plum Pudding, Brandy Sauce.	
Apple Pie.	Mince Pie.
Rock Punch.	Peach Tart.
Malaga Grapes.	Assorted Cakes.
Oranges.	Apples.
Bananas.	Layer Raisins.
Filberts.	Walnuts.
MacLaren's "Imperial."	Roquefort.
Canadian.	
Coffee.	Celery.
Crackers.	
Vegetables.	(Nothing but canned goods used.
Make selection from front cover.)	

### WHO WERE PRESENT.

Mr. H. I. Matthews, president of the Packers' Association, presided. Seated at his right were: W. R. Brock, M.P., Hon. F. R. Latchford, W. S. Willison, R. W. Ellis, president of the Canadian Manufacturers' Association. At his left were: W. C. Breckenridge, W. A. Ferguson, W. H. Gillard, John I. Davidson and Hon. Dr. Montague. The complete list of those present is as follows: W. H. Matthews and W. N. McDougall, Lakeport Preserving Co.; James B. Dolan, St. Catharines; T. A. Russell, secretary Canadian Manufacturers' Association, and W. G. Francis, Toronto; W. S. Leslie, Montreal; W. J. Flynn, St. Catharines; C. L. C. Lampe, New York; W. Somerville, Hamilton; J. A. Henderson, Grimsby; L. Howard and L. M. Schenck, St. Catharines; R. Bowlby, Waterford; F. J. Howell and W. B. Croy, Hamilton; Sam. Nesbitt, Brighton Canning Co.; P. D. Carse, Hamilton; J. H. Macabe and T. H. Hamilton, Toronto; D. C. Irwin, Sault Ste. Marie; Geo. T. Pattee and R. Southam, London; Darius Wigh, Kingsville; S. P. Hagerman, Belleville; Dr. W. Drock and C. Cahill, West Lorne; T. de Guuchy, Laprairie, Que.; D. McAuley and W. R. Wright, Picton; W. B. Bellingham, Montreal; Coleman Miller, Toronto; R. B. Morden, Belleville; J. A. Taylor, Montreal; W. B. Bayley, Frank Everest, Harry C. Scully, Frank M. Sloan, George Wolfe, George McQuillan, Thomas Kinnear, H. P. Eckardt, John Alexander, W. Ince, jr., and F. W. Humphrey, Toronto; Thos. J. Doak, Hamilton; W. P. Innes, Simcoe; W. H. Whiteside, Delhi; James B. Campbell, Acme Lead Works, Montreal; Fred T. Miller, Trenton; R. A. S. Harrison,

Dunnville; Wellington Boulter, Picton; F. R. Lalor, Dunnville; P. W. Ellis, president of the Canadian Manufacturers' Association, Toronto; Hon. F. R. Latchford, Ottawa; W. R. Brock, M.P., Toronto; H. I. Matthews, Lakeport; W. C. Breckenridge, Hamilton; W. A. Ferguson, Delhi; W. H. Gillard, Hamilton; John I. Davidson, Toronto; Hon. Dr. Montague, Hamilton; W. M. Miller, Port Hope; A. W. Hepburn, Picton; H. W. Southam, London; John W. Daly, London; Edwin Nesbit, Brighton; W. Phillips, Toronto; Budd Lalor, Dunnville, Ont.; B. L. Edgecombe, Dunnville; J. J. Nairn, Aylmer, Ont.; John Edgecome, Belleville; F. E. H. Boulter, Picton.

### THE TOAST LIST.

It was about 10 o'clock when Mr. W. C. Breckenridge, the toastmaster, arose to propose the first toast. "I am," he explained, as he placed one hand under his coat-tails, "filling the position of toastmaster because of the native modesty of our president. But, while he is modest, let me tell you he is a hard taskmaster, and to obey him I was compelled." (Laughter.) And then he told this story:

"A doctor had been called in to see a certain woman. After he had examined her, he pronounced the case to be tuberculosis, and told the husband he must send her to a warmer climate. The husband immediately left the room and returned in a few minutes with an axe. "Doctor," he said in a trembling voice, "you do the job, I'm afraid."

Everyone laughed, while Mr. Breckenridge added: "Mr. Matthews was afraid to do the job, and he compels me to do it."

The first toast, of course, was that of "The Queen." After it had been honored in the usual hearty manner, the toastmaster remarked: "We have just drunk a toast to the greatest Monarch on the earth. We will now drink the health of the President of the greatest republic, 'The President of the United States.'"

Mr. Wellington Boulter: "We'll drink the toast for your sake." (Laughter.) Mr. Breckenridge is a citizen of the United States, hence Mr. Boulter's sally.

### MR. BROCK'S EXCELLENT SPEECH.

"The House of Commons" was the next toast, and, coupled with it, was the name of Mr. W. R. Brock, the recently elected

member of the House of Commons for Centre Toronto. Mr. Brock's speech was vigorous, to the point, touched a sympathetic cord in the hearts of those present, and was, consequently, frequently punctuated with applause.

"I am sorry," he began, "to learn from your president that the canners of Canada are practically solely dependent upon the Canadian market for the sale of their products. I regret this for, if, Canada is to be great, she must find a market for her resources." (Hear, hear.) He felt sure, however, judging from the excellency of the canned goods produced in this country, that a market for them would eventually be found in Great Britain. (Applause.)

In modest manner Mr. Brock declared he was only a green member of Parliament, and consequently was not supposed to know a great deal about that body. He knew, however, that the Governments of this country, no matter of which shade of politics they might be, were desirous of advancing the industrial interests of the Dominion. This was exemplified when, in 1879, the National Policy was adopted and had been reiterated time and again since. "You may, therefore," he added, "now safely call upon the Government of this country to look after your interests. I remember when it was said that it was simply impossible to send cheese to England from this country.

But the actual fact today is that Canada sends more cheese to the English market than all the other countries put together." (Loud applause.)

The question of transportation was then taken up by Mr. Brock. He acknowledged that the Province of Ontario was a long distance from the seaboard, and that the canners had to compete with those in Illinois and other states of the American Union. "If, however," he declared,

"freights from Central Ontario were as low as from Cincinnati and other inland centres in the United States, we would be in a much better position to compete with them in the English market than we are now." (Hear, hear.)

Proceeding, he referred to the system of cold storage that was being developed at different points throughout the country and on the railways. This would be particularly beneficial to the green fruit industry. "We have," he declared, "fruits to supply the British market if we could get them there

to her. "With preferential trade we could compete in England with the canned fruits, canned vegetables and canned meats of foreign countries. But, gentlemen, we want to be united." (Applause.)

Combinations like that of the Packers' Association he expressed his approval of. "In our own business we have endeavored to form such a combination, but found ourselves defeated by the action of two or three houses which could only do business by cutting under their competitors.

#### LAWYERS IN PARLIAMENT.

Referring to a remark made at the recent dinner of the Bar Association to the effect that more lawyers were needed in Parliament, Mr. Brock declared, amid applause: "I entirely disagree with the remark. We have too few business men in Parliament. This country would be much benefitted by having a larger representation of manufacturers and merchants in Parliament. We want more business done and less talk. The first few months of each session of Parliament have been lost in the delivery of long speeches and ventilating scandals, while at the close large subsidies and other important legislation have been rushed through at a rapid rate."

The toast, "The Ontario Legislature," brought Hon. F. R. Latchford, Commissioner of Crown Lands, to his feet. He said it might be unfortunate that there were so many lawyers



FIRST PAGE OF THE MENU CARD.

in good condition. Instead of trying to arrange for a fast passenger service on the Atlantic we should advocate a fast Atlantic freight service." (Hear, hear.)

He declared that at present we were fighting under a disadvantage in the English market, and urged that we were asking nothing unfair when we asked the Mother Country to give our products preference over those from countries who were hostile

in the Ontario Legislature. He thought, however, it would be wise to send good lawyers there, as good lawyers did not talk too long. (Laughter.) The members on both sides of the House were, he believed, desirous of furthering the best interests of the Province. He confessed that the canned goods industry was one in regard to which the public knew very little about. "An industry," he declared, "that is using up

products of the farm that might otherwise go to waste, and placing them on the market in a fresh condition. By this means they were supplying not a luxury, but a necessity. I hope the association will go on and prosper, and that it will get the support of the Government of the Province. I do not know that we are at the moment doing anything particular for the canned goods industry, but we are doing what we can to promote cold storage." He said that the matter of cold storage reminded him of an incident at a public meeting. One of the speakers was declaiming on cold, when someone in the audience called out, "We will never have cold storage till the judgment day." This led someone at his (Mr. Latchford's) side to remark: "Perhaps it would not be a bad thing to have cold storage at the judgment day."

## CANNED ORATORY.

Hon. Dr. Montague replied to the toast of "Canada and the South-African Contingents" in an eloquent speech, in which wit and anecdote mingled with practical references and fine patriotic sentiment. He referred jocularly to his position as a consumer and not a producer of canned goods. Consumers were sometimes a little afraid of combinations, but he was assured that the Packers' Association did not exist for the raising of prices. In fact, he had never yet heard of any combination that existed for that purpose at all. (Laughter.) However, he believed, like Mr. Brock, in a fair price being paid for a fair product. When he was preparing some facts for the debate on the trade question in the House of Commons he marvelled at the progress which had been made by the great canning industry in the country. He remembered when Californian peaches were the only ones to be found on the Canadian market, but the Canadian industry has now driven all competitors from the field. (Applause.) The expansion of foreign trade would help to remove the impression abroad, so long injurious to this country, that Canadians were half barbarians, hibernating in winter, or, by the light of camp fires, dancing around the north pole. A wonderful field had yet been untouched by the canning trade. He referred to the canning of political oratory. (Laughter.) In the first place, the crop was abundant. Again, some of it, but this did not refer to his party, was already cooked—he meant the figures. (Laughter.) There was no fear of it becoming stale, as it was past the age at which decomposition set in. If the canners intended going into the business there were several gentlemen, now free from political cares, who might be engaged for the purpose. (Laughter.)

## MR. INNIS' REMINISCENCES.

The duty of proposing the next toast, "The Wholesale Trade," devolved upon Mr. W. P. Innis. In doing so, he said that in looking around them and seeing with them Mr. W. H. Gillard, president of the Dominion Wholesale Grocers' Guild, and Lieut. Col. John I. Davidson, president of the Toronto Wholesale Grocers' Guild, they must, indeed, feel honored. Referring briefly to the history of the canning industry, he said that when he began operations, 25 years ago, he congratulated himself that he put up the largest pack in the country. (Laughter.) His first pack amounted to about 2,000 cases. "When I looked at it," he said, "I wondered whether the whole Dominion could consume such a large quantity. (Laughter.) However, I went to the house of which Mr. Gillard is the head, W. H. Gillard & Co. Mr. Gillard said he would take the whole pack. I looked at him. I thought I had misunderstood him. (Laughter.) The news seemed too good to be true." Mr. Innis said that, while since then the production of canned goods had increased, prices had unfortunately decreased. Twenty-five years ago, as far as his memory served him, the packers obtained \$1.75 to \$1.80 per dozen for tomatoes and \$1.85 for peas. What they were now they all knew too well. "We console ourselves, Mr. Chairman, that if we cannot make money we are doing good to our fellow citizens." (Laughter.)

"As canners we are delighted to see our friends the wholesale grocers with us tonight. The wholesale grocers are the medium through which we dispose of our goods. I hope the good relations that have existed in the past will continue in the future. We used to approach the wholesale grocers with our hats in our hands, and look upon them as superior beings. I believe, however, that a number of our wholesale friends are now becoming canners themselves, and I hope they will help elevate us to a higher position, and benefit us indirectly, if not directly." (Hear, hear, and laughter.) Before taking his seat Mr. Innis called upon Messrs. Gillard and Davidson to respond to the toast.

## ENTERPRISING MEN.

Mr. W. H. Gillard on rising was received with loud applause. "I was not aware," he began, "until a few days ago, that we had purchased the whole of Mr. Innis' first pack. At that time we bought canned goods with fear and trembling." (Laughter.) As far as he could remember the canned goods business began about 1878. The growth since then had been wonderful. "The canners of this country," he declared, "are the most enterprising in it. I know

of no industry that has grown more rapidly."

## COL. DAVIDSON'S FELICITOUS REMARKS

Col. Davidson was warmly received, while Mr. Boulter exclaimed, "Hurrah for the Kilties." Col. Davidson spoke briefly. "The duty devolving upon me," he said, "is a pleasant one. I can only thank you in all sincerity for the kind way in which you have received this toast, and for the invitation you so kindly sent us. Union is strength, and by union of the canners and wholesalers we ought to be able to give the consumers good goods and at low prices."

Coupled with the toast of "Transportation and Commerce" were the names of Messrs. J. S. Willison, editor of *The Globe*, and Mr. W. B. Lanigan, of the Canadian Pacific Railway.

Mr. Willison was the first speaker. He said that when he was asked to attend the banquet he felt that he knew but little about the canned goods industry. When, however, he looked over the names of the members of the association he found there were some there who were well known, and he was reminded of the verse: "By their fruits he shall know them." (Laughter.) "I know you, gentlemen," he said, "by your canned fruits." (Renewed laughter.)

Some remarks had been made in regard to trusts, but in asking for trust one was politely invited to pay cash. (Laughter.)

## NEED OF A RAILWAY COMMISSION.

Coming to the question of transportation he said: "Beyond all this we in Canada must take measures to prevent discriminations by our great carrying corporations in favor of foreign shippers and foreign communities. I know that it is unreasonable to ask that the local rate should be absolutely proportioned to the through rate, or that any steps should be taken to prevent the carriage of foreign products by Canadian railways. The more traffic our roads secure, the cheaper their rates can be made, but it does seem to me to be unfair that products from Chicago and other western centres should be carried to Montreal and to the seaboard for lower rates than are charged upon similar products from western and even central Ontario, and that the methods of Canadian railways should heavily handicap Canadian industries. If you impose tariff duties in the interests of Canadian industries, and then allow your railways to bring in American products at lower freight rates than you are required to pay, you are necessarily robbed of your tariff advantage, and the policy of the national Government is reversed by the action of the railway corporations. I recognize that it is of consequence to Canada that her great carrying corporations should

stand well in the world's money markets. I recognize also that no railway commission will introduce ideal conditions, remedy all the grievances of individual shippers, or satisfy all the demands of rival communities. But if I have studied this question to any purpose I do believe that under an efficient railway commission many of the graver abuses which now exist will be abolished, many of the grosser discriminations will be abandoned. Many industries in Canada that are now struggling will flourish and expand, aggrieved shippers will not be dragged from court to court until their means are exhausted, investigation will be made on the spot, and individuals and municipalities will not be called before the Railway Committee of the Privy Council and subjected to summary hearings before a tribunal, which, perhaps, has little time and no special qualifications for determining the points at issue, and the proper and necessary sovereignty of Parliament over the carrying corporations will be reasserted and reestablished."

Mr. W. B. Lanigan, of the C.P.R., said he was proud to be associated with a subject which he had frequently discussed with more or less warmth with members of the association individually. The art of transportation was of great importance to the people of this century. He learned from history that the decay of piracy upon the high seas was simultaneous with the rise of the railways upon earth. The transportation question was not of modern date, as he learned, upon the best authority, that Moses entered into an enterprise that would have required all the energy and equipment of the modern railwayman, and organized and carried to a successful issue the greatest personally conducted travelling party in the history of the world. Moses, too, was also recognized as the law-giver, but to-day a number of people sought to deprive his successors of their legitimate privilege. (Laughter.)

Before taking his seat, Mr. Lanigan proposed the health of "The Canadian Packers' Association," coupling with the toast the names of Wellington Boulter, president from 1883 to 1896 and W. A. Ferguson, president from 1896 to 1900.

Mr. Boulter said it was with pleasure that he viewed the presence of the wholesale grocers at the first annual banquet of the association. He said that when he started 20 years ago in the canned goods business, he thought he was the largest packer in the country. Compared with to-day, the methods then in vogue were crude and sometimes the tops of the fingers of the work-people got into the cans to help fill up. (Laughter.)

"When we wanted machinery," he said, "I had to go to Buffalo. Now, I am glad to say, we can get in Canada all the machinery we require, and as good machinery as is manufactured anywhere in the United States."

He expressed the hope that the good feeling which existed between the packers and wholesalers would be more closely cemented as a result of the banquet.

Mr. Ferguson said that he believed the company he represented, The Delhi Canning Co., was the oldest canning factory of its kind in Canada. "We started," he continued, "in 1878, through the influence of a persuasive Yankee. We had to go to Baltimore to get machinery, and we started in a building 18 x 28 ft. We also had to go to Baltimore for our labels. We made our own boxes, but they were not planed. Our first sale was made to Alex. Harvey, Hamilton, my partner making the sale. The sale was not very satisfactory, and I was asked to arrange matters. Mr. Harvey took me into his warehouse where the goods were, and asked me what they were. As I did not then wear glasses, I was not able to tell him what they were. He procured the invoice and said he guessed it was corn. (Laughter.) He then told me there was a firm in Montreal that made stencils, and he advised me to send for some, so that our customers would know whether the cases contained tomatoes, peas or corn." (Renewed laughter.)

Mr. Ferguson, referring to the development of the canned goods industry, stated that in 1878 about 90,000 cans were put up. This year there were put up by the members of the Association about 22,270,000 cases. The industry had had its ups and downs, some 29 factories which had started up having failed since 1878.

#### THE FREIGHT RATES.

Touching upon the question of freight rates, he spoke in part as follows: "The rate on canned goods from Central Ontario to the seaboard is about 22c., while from central New York it is from 12 to 15c. The goods we principally export are gallon apples, which weigh about 90 lb. to the dozen. The price we get is low, and the apples are put up at a season when it is often a question whether it is better to close down or go on and keep our people employed. The difference in the rates in the two countries makes it difficult for us to compete with the United States shipper. We feel that all things being equal we can meet our competitors in Great Britain and ask no favors. We can put up as good goods as packers anywhere in the world. If some means could be devised to improve the matter of inland freight rates it would be a good thing not

only for the canners of Canada, but for the grocers as well.

#### THE MANUFACTURERS' ASSOCIATION.

"Our Sister Associations," brought Mr. P. W. Ellis, president of the Canadian Manufacturers' Association, to his feet. Although it was nearly 10 o'clock when he was called upon to speak, his remarks were listened to with wrapt attention, and were frequently and loudly applauded. As manufacturers, he held they had strong competition to meet. It was, therefore, necessary that the policy of protection to home industries should be maintained. In closing, he strongly urged the members of the Packers' Association to become members of the association of which he was president. "For," he exclaimed, "we represent no one interest."

Mr. T. A. Russell, secretary of the Manufacturers' Association, also spoke, pointing out that his association had a membership of nearly 500, representing an aggregate invested capital of about \$200,000,000.

THE CANADIAN GROCER replied to the toast of "The Press" and Mr. F. R. Lalor for "The Ladies."

#### A TOAST TO MONTREALERS.

Mr. Campbell, of the Acme Can Co., Montreal, was called upon to reply to the toast, "The Montreal Gentlemen Present." He said he was proud of being an honorary member of the association and had induced Mr. de Gruchy to attend the present convention with him. When he returned to Montreal he proposed to call the packers of the Province of Quebec together and get Mr. de Gruchy to tell them of his experience here. (Applause.)

Mr. de Gruchy was called upon for a speech, but modestly declined.

It was 2 a.m. when, with the singing of the National Anthem, the interesting and successful first banquet of the Canadian Packers' Association was concluded.

#### CRUMBS FROM THE BANQUET.

President Matthews may be modest, but he is good.

There is no canned oratory as yet, but the canners are not deficient in that quality nevertheless.

The programme of instrumental and vocal music, like everything else connected with the banquet, was of a high order.

All the vegetables served were canned goods, and many were the pleasant thrusts as to whose brand this and that line was.

No one was happier than Mr. Wellington Boulter, and no one appeared more reluctant to leave the banqueting hall than the same gentleman.

Mr. W. H. Gillard, president of the Dominion Wholesale Grocers' Guild, was the last of the wholesale grocers to retire. He said he never had a better time in his life.

The Acme Can Company has still a number of the miniature tin cans left which were distributed as a souvenir at the recent banquet of the Canadian Packers' Association, and will forward one on application being made. The address of the company is 177 St. Antoine street, Montreal.

# We Throw Down the Gauntlet Pick it up who will !!

"Value Extraordinary—Irreproachable and Incomparable."

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Uncolored Ceylon Green Tea  
As a Rival to Japans.

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A Tea that will easily out-draw and out-class the best Japan Grown.

A Tea that is ALL Tea, and Healthful in use.

Feed your trade on the best goods possible and your trade will feed you in return.

"SEND AT ONCE" for a Sample Case, and if it doesn't sell well and please well—  
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# MARKETS AND MARKET NOTES

## GROCERY QUOTATIONS BY WIRE.

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

## ONTARIO MARKETS.

Toronto, January 17, 1901.

### GROCERIES.

TRADE is this week in a somewhat lethargic condition, and quite in keeping with the condition of the weather, which is extremely mild and unpleasant for this time of the year. Canned vegetables and fruits are almost at a standstill. The packers at their meeting last week decided to make no change in prices until June 15, when the new pack begins to come upon the market. Coffees are quiet, with the outside markets a little firmer. Sugar is in fairly good demand at the recent advance, and the market holds firm. Syrups and molasses are in fair demand. Very little is being done in foreign dried fruits. The feature of the dried fruit trade is the higher prices that are ruling in the primary market on currants. Teas are, on the whole, quiet, although not as much complaint is heard from the wholesalers as from the brokers. Payments are not first-class.

### CANNED GOODS.

The members of the Canadian Packers' Association, before they closed their convention, confirmed present prices, and decided to make no change till June 15, when the new pack will begin to come in. Business in canned vegetables continues almost nil, and quotations are nominally unchanged. Very little is being done in canned fruits, and in canned meats practically nothing is being done. In canned salmon, just a small sorting-up trade is being done.

### COFFEES.

Trade, locally, continues quiet. Practically nothing is being done on importation account, because of the uncertainty in regard to the outside markets. At the moment the green Rio market is a little firmer both in Europe and America. The same can be said of mild coffees.

### SUGAR.

There has been no further change in prices since those noted last week. The

market has ruled firm, although beet sugars are a trifle easier in Europe at the moment. Since the advance the representatives of the refineries have not experienced as active a demand as just previously thereto, the wholesalers having placed large orders in anticipation of the rise, but the demand from the retailers is fairly good. Granulated sells in Toronto at \$5.03 per 100-lb. for Montreal granulated and at \$4.98 for Acadia.

The world's visible supply of raw sugar at the end of last week was 67,063 tons less than the same time last year. As pointed out elsewhere, the outlook is for a fairly steady market for refined sugar.

### SYRUPS AND MOLASSES.

Some good medium syrups have been offered during the week from first hands, and a few transactions are reported. The demand on retail account is fairly good, and a further improvement from this out is looked for. There is a fair demand from the retail trade for New Orleans molasses at 25c.

See pages 35 and 36 for  
Toronto, Montreal, and St.  
John prices current.

in barrels and at 27c. in half-barrels. Advices from New Orleans say that the supply of open kettle molasses is in a few hands, and that the market is firm.

### TEAS.

Locally, the market is without interest. The demand on retail account is fair, although not active. A cable from Colombo reports that the tendency of the market there is upwards. From Calcutta came advices to the effect that black leaf teas suitable for the Canadian market are getting scarce. Mail advices from Japan, under date of December 15, state that there are no teas arriving, and that the market there is practically closed. Prices remain much as before.

### SPICES.

Spices generally are quiet and steady as to price. Red pepper, according to cable reports, is firmer in the East.

### FOREIGN DRIED FRUITS.

CURRANTS—The market in Greece is from 1s. 6d. to 2s. higher, according to cable advices. Locally, the situation is without change. The demand is confined to small sorting-up lots. Quotations for fine Filiatras

range from 10½ to 11c. for uncleaned fruit. Patras, 12 to 13c. and Vostizzas, 13 to 15c.

VALENCIA RAISINS—Very little business is being done. Good brands are quoted at 7½c. for fine off-stalk and 8 to 8½c. for selected fruit.

CALIFORNIAN RAISINS—Trade is light. We still quote: 2 crown, 8¾c. per lb.; 3-crown, 9¼c. per lb.; 4-crown, 10c. per lb.

PRUNES—Business is rather quiet.

DATES—Not much doing. The ruling prices are 4¾ to 5c. for Hallowees and 4½ to 4¾c. for Sairs.

CALIFORNIAN DRIED FRUITS—The movement is small. We quote: Apricots, 12½c. per lb. in 25-lb. boxes, and peaches, 8½c. in bags.

### GREEN FRUITS.

Up till Wednesday this week the weather during January has proven so mild that the demand for almost all fruits has been much restricted. Lemons, which generally move well when colds or grippe are prevalent, have not been selling as fast as might be expected just now. The best movement is in oranges, the trade being divided between Navels, Jamaicas and Valencias. Bananas are not too plentiful, and are not much wanted. The export movement in apples is better than last year, and prices are ruling somewhat higher. The local consumption, however, is light. There are lots of Malaga grapes, but the demand is moderate. Cranberries are practically done. Pears and Spanish onions are out of the market.

### COUNTRY PRODUCE.

EGGS—The market is not steady, as on some days both held fresh and new-laid arrive in such quantities that prices cannot be maintained. The general quotations are, however, about the same as a week ago, 16 to 17c. for pickled; 15 to 18c. for held and 22 to 25c. for new-laid.

BEANS—The market continues to stiffen. As high as \$1.70 to \$1.75 per bush. is now asked for hand-picked and \$1.50 to \$1.60 for prime. There is a fair demand.

HONEY—A fair trade continues, with prices steady. We quote 10 to 11c. for extracted clover, and \$2.25 to \$2.75 for clover comb.

DRIED APPLES—There is not much doing. The market keeps strong. We quote 5 to 5½c. for evaporated and 4 to 4½c. for dried.

POTATOES—A quiet, steady movement continues. Prices are unaltered. Cars on



track, Toronto, are worth 33 to 34c. per bag, and small lots out of store are selling at 40 to 45c.

**POULTRY**—There has been an increase in the receipts of turkeys and geese and prices are consequently easier. We quote as follows: Turkeys, 8½ to 9½c. per lb.; geese, 6½ to 7c. per lb.; ducks, 50 to 75c. per pair; chickens, 25 to 30c. per pair.

#### BUTTER AND CHEESE.

**BUTTER**—There is an accumulation of large rolls and medium tubs. Creamery butters of all kinds are also in full supply, and are 1c. lower. We quote: Dairy prints and rolls, 18 to 19c.; best tubs, 18½ to 19½c.; second-grade tubs, 15 to 17c.; lower-grade tubs, 13 to 15c.; creamery prints, 22 to 23c.; boxes, 20 to 21½c.

**CHEESE**—The demand is moderate. Prices are unchanged. We quote 11c. for early and 11½c. for late makes. Twin cheese are steady at 12c.

#### FISH AND OYSTERS

The demand has been affected by the mild weather. Frozen sea herrings are rather scarce and are firm at \$1.75 to \$2. Large arrivals of mild-cured bloaters and salted trout in half-bbls. are noted. There is a decline of 15 to 25c. in the price of bloaters. We quote: Fresh fish—Codfish, 7 to 8c.; haddock, 5 to 6c.; red snappers, 11c.; British Columbian salmon, 12 to 15c. Frozen fish—Trout, 8c.; whitefish, 7½ to 8c.; perch, 4c.; pike, 6c.; sea herring (large), \$1.75 to \$2 per 100. Smoked fish—Finnan haddies, 6½ to 7c. per lb.; herrings, 15c. per box; ciscoes, 90c. to \$1 per 100; mild cured bloaters, 50 in box, \$1.25; Labrador herrings, \$3.25 per half-bbl. and \$5.50 per bbl. Salted fish—British Columbian salmon, No. 1, \$14 per bbl.; Labrador salmon, \$14 per bbl.; whitefish No. 1, half-bbls., \$6.50; trout, half-bbls., \$5.50; green cod, No. 1, \$4.75 to \$5 per 200 lb.; small, \$3.75 per 200 lb. Prepared fish—Dried cod, in 112 lb. bundles, \$4.75 per cwt.; flitched cod, \$5 to \$5.25; boneless cod, in bricks, 5 to 5½c. per lb.; steak cod, 6½c. per lb.; shredded cod (2 doz. in box), \$1.80 per box; boneless fish, loose, in 25-lb. boxes, 4c., and 5-lb. boxes, 5c. per lb. Oysters—Southern mediums, \$1.10 per gal.; Baltimore standards, \$1.25 per gal.; Baltimore selects, \$1.50 per gal.; New York mediums, 80c. per 100; New York selects, 90c. per 100.

#### GRAIN, FLOUR, BREAKFAST FOODS

**GRAIN**—There is not much doing. Ontario wheat is steady at 63½ to 64c. on track outside for both red and white. Manitoba No. 2 hard is quoted at 91½c. Toronto, grinding in transit. There is a good delivery of all grains on the local street market. Prices were as follows: Wheat, white and red, 70 to 70½c.; goose, 62½c.; oats,

30½ to 31½c.; peas, 62 to 63c.; barley, 42 to 46½c.; rye, 51½ to 52½c.

**FLOUR**—The demand is improving. Prices are easy. We quote on track, Toronto (bags included), as follows: Manitoba patents, \$4.40; Manitoba strong bakers', \$4.15; Ontario patents, \$3.70 to \$3.85; straight roller, \$3.40 to \$3.60.

**BREAKFAST FOODS**—The demand keeps good. We quote as follows: Standard oatmeal and rolled oats, \$3.30 in bags, and \$3.40 in bbls.; rolled wheat, \$2.50 in 100-lb. bbls.; cornmeal, \$3; split peas, \$4; pot barley, \$4; cornmeal, \$2.75.

#### PROVISIONS.

Owing to the high prices ruling in Great Britain, the price of dressed hogs has increased here to from \$7.75 to \$8. This, in turn, has effected a general advance in the price of provisions. Long clear bacon and lard have advanced ¼c. and rolls, shoulder hams, backs and barrel pork, ½c. per lb. There is not much doing.

#### HIDES, SKINS AND WOOL.

**HIDES**—Cured hides are ½c. higher. We quote: Cowhides, No. 1, 7¼c.; No. 2, 6¼c.; No. 3, 5¼c. Steer hides are worth 1c. more. Cured hides are quoted at 8¼c.

**SKINS**—There is little doing. Prices are steady. We quote: No. 1 veal, 8-lb. and up, 8c. per lb.; No. 2, 7c.; dekins, from 40 to 60c.; culls, 20 to 25c. Sheep are selling at 90 to 95c.

**WOOL**—The market is firm since last week's decline. There is not much doing. We quote: Combing fleece, 15 to 16c., and unwashed, ½ to 10c.

#### MARKET NOTES.

Provisions are ¼ to ½c. per lb. higher.

Currants are 1s. 6d. to 2s. higher in Greece.

All butter, except pound blocks, is 1c. per lb. lower.

Red pepper is firmer in the East, according to cable reports.

Californian navels and Valencia oranges are 25c. lower. Lemons are 50c. to \$1 per box lower.

Cleophas Giguere, Mayor of Contrecoeur, Que., and a grower and manufacturer of tobacco, who has, in order to perfect his knowledge of the business, spent six months of each year for the past three years on tobacco plantations of Cuba, and has thus mastered the art of growing and curing, has had signal success with the cultivation of tobacco in Quebec from imported Cuban seed, and predicts that by the general adoption of intelligent, up to date methods Canada will in 10 years be producing the \$18,000,000 worth of tobacco which is now imported into this country from abroad.

#### QUEBEC MARKETS.

Montreal, January 17, 1901.

#### GROCERIES.

**A** SMALL trade is passing this week in the general grocery trade, most dealers still devoting most of their time to settling the year's business. The market is somewhat stronger than last week, although it presents some unfortunate features. Sugar is strong at the recent rise. Currants are cabled 2s. higher from Patras, being now quoted at 32s. and strong and advancing; supplies both there and on other markets are reported short. Valencia raisins are also stronger in primary markets, although the sacrifice of spoiled fruit continues in Canada. Our prediction that sound fruit will be good property appears to be coming true. Dates have been disappointing this year, the quality being poor; we hear that one house in Montreal refused 700 boxes this week. Japan teas are moving rather actively, and all signs point to higher values. Peppers are also higher. Nuts are a little lower since the close of the holiday trade. Payments from the country are first class, but from the city are only fair.

#### SUGAR.

The weakness that developed on the raw sugar market some weeks ago, and carried raw beet down quite a few points, seems to have spent itself, and a recovery and settlement is now in progress. Cables quote an advance of 4d. within the last 10 days, and no reaction from the rise is looked for. Indeed, it is expected that we shall hardly see lower quotations on beet for some time to come. English reports indicate that both Canadian and American refiners entered the raw sugar market at the low ebb, so it must have been considered a good time to buy. In spite of some pessimistic forecasts, cane has held its own and is now strong. American refiners are oversold and an advance is talked of. A good trade is doing locally at \$4.85 per 100 lb. for granulated, and \$4.15 to \$4.75 for yellows; city 5c. higher.

#### SYRUPS.

Small movements are going on in syrup, but the total aggregate of trade is not large. Corn syrup is worth 2¾c. in barrels, 2½c. in ½-bbls., and 3c. in ¼-bbls. Cane syrup sells at 1½ to 2c. per lb. "Imperial" maple syrup is quoted at \$4.80 per case of 6 gallon tins, and \$5.30 per case of 12 halves.

#### MOLASSES.

A fair inquiry has been experienced for molasses during the past week at 41c. in single puncheons and 40c. in carlots.

#### CANNED GOODS.

The tone of the canned vegetable market is not strong and we understand that there are houses willing to unload stocks at cost

Toronto Commission Houses.

"Sunflower" and "Trophy"  
Brands

California Navel Oranges.

The very finest goods packed. We have also some extra fancy Messina Lemons, New Stock of Dates, Nuts, Etc. All lines complete and ready for your orders, which will receive prompt attention.

McWilliam & Everist,

Wholesale Fruit, Produce and Commission Merchants  
25 and 27 Church St., TORONTO, Can.

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Butter Cheese  
Eggs Poultry

Consignments Solicited.  
Highest Prices. Prompt Returns.

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... Limited.  
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SMOKED MEATS  
PURE LARD

Our "MAPLE LEAF" brand is unexcelled.

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

D. GUNN, BROTHERS & CO.

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

BUTTER EGGS POULTRY  
CHEESE LARD Dried Apples

We are extensive dealers  
in all kinds of produce.

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The  
DAWSON Commission  
Co., Limited

FRUIT, PRODUCE AND  
COMMISSION MERCHANTS.

Cor. Market and  
Colborne Streets, TORONTO

...EVERY...

COMMISSION MERCHANT

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

prices. Such a procedure does not seem consonant with their best interests, for it is impossible to work up a good trade in these goods now when dealers have not exhausted their supply; it seems to be only a needless demoralizing of the market. Tomatoes are selling from 80 to 90c.; corn from 75 to 80c., and peas from 75 to 95c. Salmon is firm and holding its own. Some firms quote Fraser River red sockeye as low as \$1.50, but a fair quotation appears to be \$1.60 to \$1.75; flats are worth \$1.75 to \$1.85, although \$1.65 is also spoken of. Cohoes are worth \$1.30 to \$1.40 and spring \$1.15. Fruits are unchanged in their position. Mackerel is still worth \$1 to \$1.10.

SPICES.

All spices are firm, with pepper particularly strong. A fair trade only is passing. We quote as follows: Nutmegs, 40 to 75c. per lb., as to size; Penang mace, 45 to 50c. per lb., as to quality; pimento, 15c.; cloves, 15 to 25c.; pepper, black, 17 to 20c., according to grade; white, 25 to 27c.

FOREIGN DRIED FRUITS.

CURRENTS—The latest report from Patras says that the market there is much stronger, and quotes an advance of 2s., bringing the quotation to 32s.; supplies are scarce. This has strengthened the market to some extent here, but there are goods still offering at 9c., although some houses have not come down below 10 or 10½c. Some of the finest goods are not that low. The houses with the lower values are doing a fair trade.

VALENCIA RAISINS—Valencia raisins are reported 2s. higher in London this week, and the ideas of holders in Canada have been improved. Standard brands are selling at 7½ to 8c., with soured goods going at 7c. A small inquiry is noticed this week.

DATES—We hear complaints to the effect that the dates coming to hand this week are hollow and light in color. In fact, one lot of 700 boxes that came for one local firm this week did not pass inspection, and were returned. Good Halloween dates are worth 4½ to 5c., with cheaper grades selling at 3½ to 4c.

FIGS—Figs have been rather dull since the holidays, and tapnets are selling as low as 95c. in 33-lb. tapnets, nominal weight. In boxes, they are worth 6 to 8c., 7½c. being the quotation in 8 lb. boxes.

NUTS.

Since the holiday trade was completed, nuts have been selling at rather lower quotations. A rather good inquiry is still met with. Peanuts are strong and advancing. Shelled walnuts here are worth 21 to 23c.; unshelled, 8½ to 12c.; Sicily filberts, 10 to 11c.; Jordan almonds, 35c.; Valencia

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Are sold by all the Leading Wholesale Houses

JUT TOBACCO

OLD OHUM.

SEAL OF NORTH CAROLINA  
OLD GOLD

CIGARETTES

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ENGLISH AND CANADIAN MANUFACTURERS

desiring to place their goods on the Market of Western Canada, should communicate with

STEELE & TOMS,

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

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Broker.

115 Bannatyne Street East, Winnipeg, Man.

Winnipeg Fruit Merchants.

THE RUBLEE FRUIT CO.

LIMITED.

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

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almonds, 33c.; Tarragona almonds, 13c. in bags; peanuts, 6 to 8c.

## TEAS.

Advices from Yokohama, dated December 27, report teas grading medium to good, medium as being in the best demand, but at the close rates show no quotable change.

The feeling here is, however, strong. This is to be expected when it is taken into consideration that to date our importations this season have been only 5,479,552 lb. as compared with 9,495,732 lb. last year. So far, Japan has exported 36,210,931 lb. of tea, or almost the entire crop of the country. We can only deduce that merchants here will find difficulty in having their wants filled, even at high prices. That there is a squeeze coming is evident from the scurrying around for Japan teas going on this week. There are some poor old teas offering to the trade at 14c., but new teas cannot be obtained under 15 and 16c. The inquiry from the country is still better this week. New Japans, early grown and drawing a pale liquor, are quoted at 17c.

Indian and Ceylon teas are quiet, the full force of the low prices not being felt here yet as the low-priced have not had time to arrive. Some sales of very low-priced teas have been made within the last few weeks. Common teas are still selling at 13 to 14c. Black China teas are quiet, Saryunes being on sale at 10½c. Young Hysons are worth 11 to 11½c. and good value at the price; they are reported very firm and some houses have raised their quotations.

## GREEN FRUITS.

There has been no distinctive feature to mark out this week's trade. Business is quiet. Oranges are rather easy. We quote: Jamaica oranges, bbls., \$5; Californian navels, first grade, \$3.50; second grade, \$2.50 to \$3; Valencia oranges, 420's, \$4 to \$4.25; Jumbos, \$6.25 to \$6.50; 714's, \$5.00 to \$5.50; Florida, bright and russet, \$4; Messina lemons, 300's, \$2.25 to \$2.75; 360's, \$2 per box; bananas, firsts, \$2 to \$3.50 per bunch; winter apples, \$2.50 to \$3.50 per bbl.; cranberries, \$12 to \$13 per bbl.; Spanish onions, \$2.25 per case and 90c. per small crate; chestnuts, 10c. per lb.; sweet potatoes, Vinelands, \$4.50 per bbl.; new figs, fancy, 15c.; choice, 10 to 12c. per lb. in 10-lb. boxes; Malaga grapes, \$5.50 to \$7 per keg; Californian pears, \$4.50 to \$5; Catawba grapes, 19 to 20c. per basket; pineapples, 15 to 25c.; Californian celery, \$5 per case.

## PROVISIONS.

Owing to the sharp advance in the price of hogs, packers have put the price of Canada short cut mess pork to \$20, which is \$5 to \$5.50 above last year's quotations

at this time. Lard is 5c. per pail higher, and compound and Cottolene have been advanced ¼c. We quote as follows: Canadian short cut mess pork, \$20; short cut clear, \$19 to \$19.50; extra plate beef, per bbl., \$13.00 to \$14.00; hams, 12 to 14c.; lard, pure Canadian, \$2.15 per pail; refined lard compound, \$1.72½ per pail; Snow White and Globe compound, \$1.62½ per pail; Cottolene, 8¾c. per lb. in tierces and 9¾c. in pails.

## FISH AND GAME.

The feature this week is the scarcity in both green and preserved fish. Frozen and fresh fish are also arriving in short supply. Fresh herring are higher and further advances are looked for. We quote as follows: Fresh fish—British Columbian salmon, 10 to 11c. per lb.; haddock, 3¾ to 4c.; halibut, 10 to 11c.; whitefish, 7½c.; pike, 4½ to 5c.; dore, 6 to 6½c.; mackerel, 10c. per lb.; fresh frozen herring, \$1.90 per 100 fish; smelts, 6c.; steak cod, 4½c.; tommy cods, \$1.15 to \$1.20 per bbl. Salt fish—British Columbian salmon, No. 1, \$13.50 per bbl.; Labrador salmon, \$12.50 to \$13 per bbl.; green cod, No. 1, \$5.50 per 200 lb.; small, \$4 per 200 lb.; Loch Fyne herrings, \$1.05 per keg; Dutch herrings, 75 to 80c. per keg; No. 2 mackerel, \$10 per bbl.; ½'s, \$5.50 to \$6. Smoked fish—Finnan haddies, 6½ to 7c. per lb.; smoked herrings, 14c. per box. Prepared fish—Skinless cod, in 100-lb. cases, \$4 to \$4.25; dried cod, in 112-lb. bundles, \$4.75 to \$5.00 per cwt.; boneless cod, in bricks, 5 to 5½c. per lb.; boneless fish, loose, in 25-lb. boxes, 4c., and 5-lb. boxes, 5c. per lb.

The trade in game has not been very brisk this week. We quote as follows: Ducks—blue bills, 40c. per pair; red heads, \$1 per pair; black, 90c. per pair. Turkeys, 9 to 10c. per lb.; chickens, 7 to 8c.; fowl, 6 to 7c.; domestic duck, 9c.; pigeons, \$1.50 dozen; snipe, \$2.10 dozen; plovers, \$3.60 dozen; hares, 20c. per pair; wild geese, \$1.00. Shell oysters—Choice malpecques, \$5 to \$6 per bbl., second grade, \$4 to \$4.50; Miramichi, \$3.50 per bbl. Bulk oysters, \$1.30 for Standard, and \$1.50 for selects.

## COUNTRY PRODUCE.

EGGS—Receipts continue light and stocks in store are short. Fresh-gathered Western stock is quoted at 21 to 22c. Sales of cold storage eggs are reported at 15 to 17c. Pickled stock are worth 15 to 17½c.

BEANS—The market is firm, but we hear that prices have been shaded, some bargains passing at \$1.45 to \$1.50 for primes.

HONEY—The market remains quiet. White clover in comb is worth 13 to 14c., and white extracted, 9 to 10c. Buck-

## Toronto Fruit Merchants.

## FIRST ARRIVALS "SYRIAN" BITTER ORANGES

The finest variety for Marmalade.  
Only a limited quantity offered.  
Order at once if you want.

## CLEMES BROS., 51 Front East, TORONTO.

## NAVEL ORANGES

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

LEMONS—Car fancy Messinas.

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

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Telephone 54. 82 Colborne St., Toronto.

## Victoria Fruit Merchants.

From the Atlantic to the Pacific,  
**OKELL & MORRIS'**  
(Gold Medal Brands) of **Whole Fruit Preserves**

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

are acknowledged the purest and best. Trade-Builders,  
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Diplomas for purity and excellence. Write for prices to  
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Operating B. C. Cold Storage and Ice  
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## New Brunswick Lobster Cannery.

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

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

wheat honey in comb is 8 to 10c., and extracted, 6 to 8c.

Potatoes — The condition of the market is unsatisfactory, the ruling figures being 45 to 47½c. Farmers are loath to accept these figures.

EVAPORATED APPLES — The firmness in the market continues. Goods are worth 5¾ to 6c.

**LIQUORS.**

Business shows a falling off in volume during the last few weeks, since the holiday season has passed its way. We quote :

**SCOTCH WHISKIES.**

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

**CANADIAN WHISKIES.**

	In barrels per gal.
Gooderham & Worts, 65 O. P.	\$4 50
Hiram Walker & Sons	4 50
J. P. Wiser & Son	4 49
J. E. Seagram	4 49
H. Corby	4 49
Gooderham & Worts, 50 O. P.	4 10
Hiram Walker & Sons	4 10
J. P. Wiser & Son	4 09
J. E. Seagram	4 09
H. Corby	4 09
Rye, Gooderham & Worts	2 20
" Hiram Walker & Sons	2 20
" J. P. Wiser & Son	2 19
" J. E. Seagram	2 19
" H. Corby	2 19
Imperial, Walker & Sons	2 00
Canadian Club, Walker & Sons	3 60

	Less than one bbl. per gallon.
65 O. P.	\$4 55
50 O. P.	4 15
Rye	2 25

**CHAMPAGNE.**

	Per Case.
Comte de Castellane—	
Cuvee Reservee	\$12 50
Carte d'Or	13 50
Carte d'Or	15 00
Champagne Ve Amiot—	
Carte d'Or	16 00
Blanche	13 00
d'Argent	10 50

**GIN.**

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

**FLOUR AND GRAIN.**

FLOUR—Millers have advanced prices about 15c. per bbl. on Manitoba flour and 10c. per bbl. on Ontario productions. We

# Clark's Meats and Specialties

will bring to every Grocer  
**Reputation**  
**Increasing Trade**  
**and Living Profits**

## MOLASSES

We have in stock

### EXTRA CHOICE PORTO RICO EARLY CROP BARBADOS

in Puncheons, Tierces and Barrels. Low prices on carload lots delivered at any point in Ontario and Quebec. Prices and samples furnished on application.

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

Largest direct importers of Molasses in New Brunswick.

## WOODEN PACKAGES

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

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

Manufactured by  
**The Wm. Cane & Sons Mfg. Co., Limited,  
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Sole Agents  
**Boeckh Bros. & Company,  
 TORONTO, ONT.**

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"IMPERIAL" and  
 "SNOW"

Twin Cakes.

NOW IN STORE.

Perkins, Ince & Co., - Toronto.

## Most Excellent Coffee



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

Trial Order Solicited,

**SAY!** We are headquarters for **CEYLON, INDIAN** and **JAPAN TEAS**. Send for our samples and prices now, as we have some splendid values in these brands.

(Wholesale Only.)

# S. H. EWING & SONS

— 96 King Street, MONTREAL

quote: Manitoba spring wheat patents, \$4.25 to \$4.50; winter wheat patents, \$3.75 to \$4.00; straight roller, \$3.25 to \$3.50; in bags, \$1.57½ to \$1.70, and Manitoba strong bakers', \$4.00 to \$4.20.

GRAIN—We quote: No. 1 spring wheat, 77 to 79c. afloat; peas, 69 to 70c.; rye, 55 to 56c.; No. 2 barley, 49c.; oats, 31 to 32c.; buckwheat, 51½c.; corn, 47 to 48c.; barley, 48 to 52c.; No. 2, 39c.

OATMEAL—The market is moderately active at \$3.30 per bbl. and \$1.60 to \$1.65 per bag.

FEED—Supplies are small and the demand brisk. We quote: Manitoba bran, in bags, \$17; shorts, \$18; mouille, \$20 to \$24; Ontario bran in bulk, \$16.50 to 17, and shorts, \$17.50 to \$18 per ton.

HAY—The tone of the market for baled hay is firm. We quote: No. 1, \$10.50 to \$11; No. 2, \$9.50 to \$10, and clover \$8 to \$8.50 per ton in carlots on track.

#### CHEESE AND BUTTER.

CHEESE—The situation in cheese is improving from the holders' point of view, some business done during the week at 10½c. and some further transactions taking place over the cable at the equivalent of 11c. There is a relative scarcity of fine fall cheese.

BUTTER—The butter market is firm in tone. Supplies are light. Creamery is worth 23c. and Western roll dairy, 20 to 20½c.

#### NEW BRUNSWICK MARKETS.

OFFICE OF THE CANADIAN GROCER.

St. John, N.B., January 17, 1901.

**B**USINESS during the week has been quite good for the season. All grains are firmly held. In winter port business, while there is a fair movement, the volume is not, apparently, equal to last year, which leads to disappointment. Our manufacturers seem to be having a hard time just at present. One of our large rolling mills has been lately burned; also a large lumber mill. The two large cotton

factories of the Parks Cotton Co. are closed owing to financial trouble. It is hoped this will be but temporary. At this season of the year these things are the more unfortunate. In cream of tartar, there is rather a lower tendency.

OIL—The firmer market in burning oil referred to last week has resulted in an advance of ½c. per gallon, and the market continues firm. In paint oils there is no change in spot goods for future delivery, and orders are being now quite largely taken; the prices are below present values. Lubricating oils are having a fair demand, largely future business. The market is firm. Cod oil is high.

SALT—In Liverpool coarse salt business is not as large as usual at this season. Prices are high. In fine, little is being done, except in Canadian. The high prices which have ruled for box goods are causing some dealers to think of American goods. Some few years ago American box salt was very largely imported, it being the first box salt to come here. We quote as follows: Liverpool coarse, 50 to 55c.; English factory-filled, 95c. to \$1; Canadian fine, \$1 per bag; cheese and butter salt, bulk, \$2.40 per bbl.; 5-lb. bags \$2.85 to \$2.90 per bbl.; 10-lb. bags, \$2.70 to \$2.75 per bbl.; 20-lb. wood boxes, 22c. each; 10-lb. wood boxes, 14c. each; cartons, \$2 per case of 2 doz.; English bottled salt, \$1.25 to \$1.30 per doz.; mineral rock salt 60c. per 100 lb.

CANNED GOODS—It is somewhat difficult at this season to say much in regard to this line. Quite full stocks are held. In vegetables, jobbers cut prices close to cost. In one line, there is a much improved sale from year to year. I refer to baked beans. In this market, one brand has a great hold upon the trade. In salmon, quite a few were disappointed in not getting all they bought. There is some complaint about quality, but it is largely the fault of our trade. They want to buy at too close figures. In peaches and strawberries, full

figures rule. Blueberries have little sale. Except in sardines, stock of domestic fish is light. Meats are dull.

GREEN FRUITS—While there is steady business, it is largely city trade. The cold weather largely prevents outside business. In apples, there is quite a range in values. Good stock is scarce and high, some few Western Spies being the best fruit in the market. In oranges, market is again well supplied with Valencias. Prices are rather lower. Some fine Jamacias are still offered. In Californias, trade is light. Lemons are low, but only a limited business. In grapes, a few Malagas are still selling. Cranberries are out of the market.

DRIED FRUITS—Business is quiet. In Californian raisins, some standard fruit was lately offered here at low prices, but found no buyers. Sales, even before Christmas, were disappointing. In Valencias quite a few are held, and holders are anxious to sell. In currants there is a fairly steady sale for cleaned stock. Package raisins are fair sellers. There is a growing demand. New dates continue to arrive. There is a good stock held and prices are low. Figs have a light sale. In prunes there is a steady demand, but prices are kept low. The 5-lb. tin is a light seller. In onions, prices are higher. Stock is light. Evaporated apples are somewhat firmer. In dried, prices are still low. In nuts, while there is rather easier feeling in most lines, peanuts are higher, particularly best grades.

DAIRY PRODUCE—In eggs, the supply is still light and prices keep high. There is good demand. Butter seems rather easier, and in not quite as active demand, market being quite well supplied. Cheese are quiet and not so firm in price.

SUGAR—The market is slightly higher, and seems firm. It would seem there was no good reason for the decline of last week, except that some foreign goods were being offered low. There is a good steady sale.

MOLASSES—Market is easy. The chief grade offering is Porto Rico. There have

been some nice goods here from American points. In New Orleans, there is little change, but prices seem rather easier.

**FISH**—There is a good business in fresh fish, chiefly cod and haddock. A few pollock are received, but sell at low figures. No frozen herring are received. A small lot of Newfoundland herring are here. They are being chiefly used to make bloaters. In smoked herring the supply is light, the high prices affecting the demand. Pickled fish are still high and scarce, but there is little inquiry. In finnan haddies, large quantities are going west. Prices keep high. These are fine goods. Boneless fish is in fair demand at easy figures. We quote as follows: Large and medium dry cod \$3.25 to \$3.50; small, \$2.00 to \$2.25; haddies, 4½ to 5c.; smoked herring, 11½ to 13c.; fresh haddock and cod, 2½c.; boneless fish, 4 to 5c.; pollock, \$1.50 to \$1.65 per 100 lb.; pickled herring, \$2.25 to \$2.35 per half bbl., Canso herring, \$5.25 bbls., \$2.75 halves; Shelburne, bbls., \$4.50, halves, \$2.50.

**PROVISIONS**—In domestic mess pork rather higher prices rule. Beef is quiet. Of late large quantities of fresh beef have been sent to the woods. In lard, the high prices hold. Fair stocks are held. Two Western packers largely supply the market here.

**FLOUR, FEED AND MEAL**—In flour, the market is quite firm at the rather higher prices. There is an improved sale. In oats, and particularly in oatmeal, prices are higher and firm. Cornmeal is firm and selling freely. Feed has steady sale at good figures. Hay is high and is in good demand. Large quantities are being shipped to Nova Scotia. Beans are still moving up, with hand-picked scarce. Blue peas are in light supply. We quote as follows: Manitoba flour, \$5.00 to \$5.15; best Ontario, \$3.90 to \$4.00; medium, \$3.75 to \$3.85; oatmeal, \$3.70 to \$3.75; cornmeal, \$2.20 to \$2.25; middlings \$2.0 to \$2.2; oats, 36 to 38c.; hand-picked beans, \$1.85 to \$1.90; prime, \$1.70 to \$1.75; yellow-eye beans, \$2.40 to \$2.60; split peas, \$4.10 to \$4.15; round peas, \$3.25 to \$3.40; pot barley, \$3.85 to \$4; hay, \$9.50 to \$10; yellow huckwheat meal, \$1.30 to \$1.40 per 100 lb.

**ST. JOHN NOTES.**

Bowman & Angevine are having a pure boneless cod packed expressly for their best retail trade.

It is with deep regret THE GROCER reports the sudden death of C. B. Keirstead, of Ganong Bros., St. Stephen.

THE GROCER extends a hearty welcome to D. A. Morrison, of the second contingent, who arrived home this week. Mr. Morrison



**Should a Customer...**

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

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

**IN STOCK, EXCELLENT QUALITY.**

*Fancy Malaga Grapes,  
Fancy New Messina Lemons,  
Fancy Sweet Senora and Jamaica Oranges.*

Do not forget us with your orders, we have full lines, Nuts, Dates, Figs, Fancy Navel and Valencia Oranges arriving shortly.

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

**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**

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

**W. A. McCLEAN & CO.**  
OWEN SOUND.

**Pork Packers and Grain Dealers.**  
Write for quotations on all cuts of Bacon,  
Hams and Breakfast Bacon.

**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.

The estate of John Verral, general merchant, Becancour, Que., has compromised at 50c. on the dollar, cash.

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

**BUSINESS NEWS**

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

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

"Clippings from any Canadian paper on any subject."

**CANADIAN PRESS CLIPPING BUREAU,**

506 Board of Trade Bldg., MONTREAL, QUE.  
Telephone Main 1255.  
10 Front St. East, Toronto. Telephone 2148.

will again be on the road for his old house, Baird & Peters having kept his position for him.

Strong efforts are being made to increase the membership of the board of trade. The board has done good work, and the effort is meeting with success. At its last meeting, among those elected members were: Geo. S. de Forest & Sons, McCavour & Co. and J. Hunter White.

### MANITOBA MARKETS.

WINNIPEG, January 14, 1901.

**T**HE heavy snow Monday afternoon last has greatly improved sleighing, and the weather since has been mild with bright sunshine. This has made trade somewhat brisker at country points, and the volume of wholesale trade for the week has been fair. Collections are about the same as last week. The only change of any moment is the advance of 10c. per cwt. on sugar, which came as a surprise after the drop on granulated of last week. Quotations now are: Paris lump, \$6.40; granulated, \$5.75; No. 1 Yellow, \$2.20; No. 2, \$5.10; No. 3, \$5.05; powdered, 5c.

**CEREALS**—The difficulty existing between the Customs and the jobbers with regard to duty on cereals, particularly rolled oats, is not yet adjusted. Prices are firm at \$1.65 to \$1.70 for rolled oats, and \$2.25 for granulated and standard. Beans have again advanced, and are now quoted at \$2 straight, and within the next few days are liable to advance to \$2.05 and possibly \$2.10. Pearl barely has, up to date, been scarce for some months on this market, but a fresh shipment will arrive on Wednesday. No. 1. pearl will be quoted at \$4. and pot barley at \$2.25, split peas, \$2.40.

**FLOUR**—Trade has been good all week in this article, and there is talk of an advance which, although not quotable yet, will be in force before this is in print.

**DRIED FRUITS**—There is nothing new to quote in this market, and practically little is being done. The whole tone of the market may be said to be slightly easier, although no difference is made in quotations. Evaporated fruits are fairly active in regard to apples. Evaporated apples are firm and in good demand at 6½c., with indications of further advance. Dried also are firm at 5¾ to 6c. Californian evaporated are without any change and moving very slowly.

**FISH**—This market is bare of news and also rather bare of fish, and consequently the high prices of last week prevail unchanged.

**GREEN FRUITS**—Market very quiet after the holidays; in fact, houses report practically nothing doing. Quite large shipments of

Californian celery are coming, for which the price quoted is 75c. per doz. Oranges are quoted at \$3.75 to \$5.00, according to number in box; lemons, \$4.75 to \$5.25; bananas, \$3.25; Californian white clover honey 17c. per lb. in comb.

**BUTTER**—Great complaint is made that the quality of dairy butter received is poor. The held goods in many cases are mouldy and strong, while fresh-made is not up to the required standard. Prices range from 15c. for the best, to 12 and 13c. for low-grades.

**CHEESE**—Nominally 8½ to 9c. at factories and jobbing at 10 to 11c., but little is moving.

**EGGS**—There are really none on the market, and commission houses are offering 25c. per doz. for fresh case eggs delivered here, while new-laid retail at 45 to 50c. per doz.

### NOTES.

The Government Dairy School opened for the season on Monday, January 7, with a fair attendance of pupils.

Geo. F. Galt and Kenneth McKenzie have been attending the meeting of the Cannery Association in the East as delegates from the jobbers' union here.

### TRADE CHAT.

**T**HE Montreal Fruit Auction Co. has selected the following officers: President, George Vipond; vice-president, Joseph Brown; secretary, J. T. McBride; treasurer, J. McNally; directors, J. Caldwell, C. M. Hart, R. C. Barry, J. M. Gallagher.

N. Vickery has opened a grocery store in Ohio, N.S.

C. Ead has started as grocer in St. Thomas, Ont.

E. Siderski has started a general store in Little Glace Bay, N.S.

J. Corbett, general merchant, Brownsville, Ont., has been burned out. His loss is placed at \$15,000; insurance \$8,000.

Lewis M. Jones, traveller for Andrew Wilson & Co., tobacconists, Toronto, died at his home, 16 Camden street, Toronto, on Wednesday last week.

J. R. Carmichael has been elected president, and A. G. Snelling, secretary, of a company which proposes to establish a creamery in the vicinity of Victoria.

G. W. Scott, grecer, etc., and other merchants of Hamiota, Man., have been burned out. Mr. Scott's loss is placed at \$3,000; insurance \$1,000.

G. B. Elliott's grocery store, Galt, Ont., was entered by thieves one night last week.

Half a box of sweet biscuits, 10 pounds of Macdonald's chewing tobacco and \$2.50 in small change were taken.

## COWAN'S

Hygienic Cocoa

Royal Navy Chocolate

AND

Famous Blend Coffee

are the favorites with all grocers

THE COWAN CO., LIMITED, TORONTO

**"Chief Keokuk"**

Pickles and Condiments.

**"Montrose"**

Tomatoes, Peas and Vegetables.

SOLD ON THEIR MERITS.

**KEOKUK PICKLE CO.**

KEOKUK, IOWA, U.S.A.

## PRUNES

French, California, Oregon, all sizes.

PRICES RIGHT.

**WARREN BROS. & CO.**

TORONTO.

## MALLAWALLA TEA

"The" 50 cent

First introduced to Canada 1890. Packed in 1-lb. and ½-lb. lead packets in 50-lb. cases.

Wholesale price, 35 cents—30 days.

**F. R. PAGET & CO.,**

3 Rangoon Street, LONDON, ENGLAND. who would be pleased to negotiate with one or two wholesale firms as buying agents.

## Shredded Whole Wheat Biscuit

For sale by all Wholesale Grocers.

**J. HEWITT, Agent**

61 Front St. E., TORONTO.



Blue Ribbon and Monsoon Teas—Tea Packing Machines at Work.



Blue Ribbon and Monsoon Teas—Labelling Machine and Printing Press in Operation.



# ROYAL YEAST CAKES

MOST PERFECT MADE.



CHICAGO-ILL.  
1893

## ONCE MORE EDDY.

“THE hum of industry” is again humming in earnest about the Eddy works at Hull. In less than six days after the great Hull-Ottawa fire, on April 26 last, which completely destroyed the Eddy Co.'s plant at Hull, these people had a new office built and occupied on the ruins and were at work clearing away the debris. In less than six weeks their machine shop was built and busy day and night in preparing shafting and machinery. In less than six months the match factory was rebuilt and equipped with new machinery and was turning out the favorite old brands of “Telegraph,” “Telephone” and “Eagle” parlor matches and wax vestas.

In a few days these brands will be supplemented by “Victoria” parlors, “Little Comets,” and their well-known safeties. So great has been the demand over Canada for Eddy's matches that the factory is still booked months ahead with orders.

All this goes to show that the people of Canada appreciate a good article and will have it whenever they can get it.

The company boasts that the “Telegraph” box contains the most matches for the least money obtainable anywhere at any price.

Other branches of industry are being

rushed to completion. One of the large paper mills has been running for some time past. Probably before this journal is in the hands of its readers, Eddy's second large two machine paper mill will be in full operation, when the works will be turning out at least 40 tons of paper per day.

Before the trees are budding again, it is expected that four more paper machines, now well under way, will be in full operation, when the daily output will come up to the round figure of between 85 and 90 tons.

The flour sack and paper bag factory is also well under way. New machinery is being made on the spot, and additional machinery is coming in from the United States.

Woodenware will be the next line to be put on the market. Staves are already sawn and being dried. The machinery is already in place.

Indurated fibre ware of which the Eddy Company has all along been able to supply the trade, will be the next line taken up.

Then washboards and brushes. So that within a very short time the grocery and jobbing trade will be able to get as in the past a full supply of all the lines of manufacture in which this old-established firm has been for so long so favorably known and celebrated.

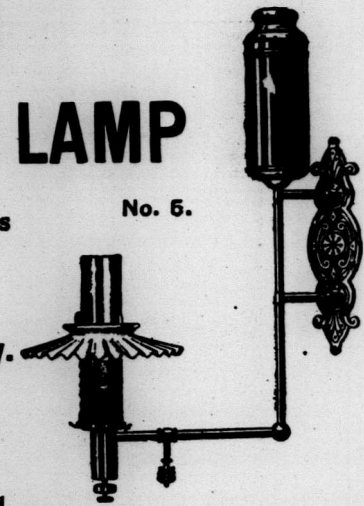
## THE AUER GASOLINE LAMP

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

Safe,  
Strong, Satisfactory.

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

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



Write for Catalogue.

## AUER LIGHT CO.

E. Simpson & Co.,  
Moose Jaw, Agents for the Territories.

1682 Notre Dame St.,

MONTREAL.

## A TORONTO MAN FOR CEYLON.

Mr. J. M. Lobb, who for the last few years has been with W. G. A. Lambe & Co., Toronto, sails on Wednesday next for Colombo, Ceylon, via New York and England, where he has secured a position with Rodewald & Heath, tea shippers. He will be away for at least three years, and part of his time will be spent in China.

Mr. Lobb leaves to-day for Virginia to say farewell to his mother, who is visiting there, before he starts on his long journey.

THE CANADIAN GROCER wishes Mr. Lobb success in his new sphere.

## CHOICE PICKLES AND SAUCES.

Taylor & Pringle, manufacturers of sauces, pickles, etc., Owen Sound, Ont., are to be congratulated on the success that has attended their enterprise. They have been in the pickle business only five years, yet have already won a reputation which is a credit, not only to their products, but to the management of their works. Their “Queen Quality” chow-chow and mixed bottled pickles have won especial commendation on account of their quality. Their tomato catsup, Worcester sauce, French mustard and other table delicacies are also steadily gaining ground in public favor.

Our Hobby:



**PAPER.**

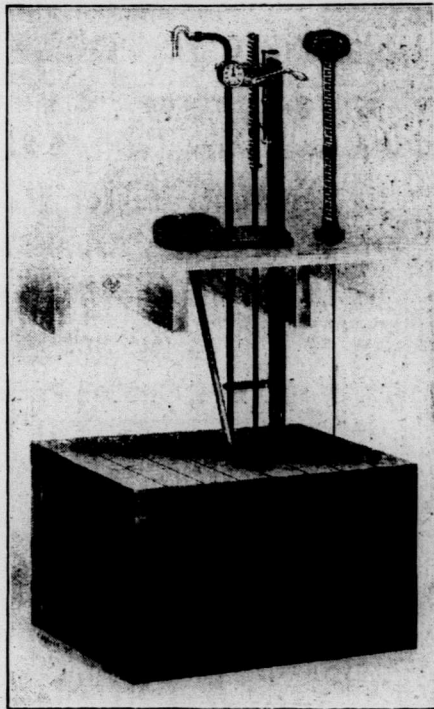
**DOUGLAS AND RATCLIFF,**

**PAPER DEALERS**

... Telephone 1773.

34 Church Street, TORONTO

**Now, This Grocer Laughs.**



BOWSER OIL TANK.

...When he sees a customer enter the door with an oil can.

The reason for his merriment is obvious. His store is equipped with the

**BOWSER**  
Measure  
**3** Self  
Measuring  
OIL TANK

He simply hangs the can upon the pump and turns the crank. This not measures and delivers the oil into the can without labor or trouble on his part. Neither is there any waste, dirt or slop.

But let him tell his own story.

OFFICE OF  
**E. A. SCOTT,**  
Cash Grocer.

Cambridge, O.  
Aug. 6, 1900.

S. F. Bowser & Co.  
 Ft. Wayne, Ind.

DEAR SIRS:  
Please find enclosed herewith check in payment in full of my account. The oil tank is Strictly All Right.

I used to feel badly inwardly when I saw an oil can in a customer's hand, but now—it makes me laugh

Yours truly,  
**E. A. SCOTT.**  
Is it any wonder that he laughs?

**--Bowser Oil Tanks--**  
**ARE A POSITIVE ECONOMY.**

They save Oil, Money, Time and Labor. They pump Gallons, Half-Gallons and Quarts at a stroke. They are Neat, Clean, Handy, and enforce Economy, whether you will or no. And will make selling oil such a pleasure that you too will laugh when a customer comes in with an oil can. Let us tell you more. Send your address to-day.

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



**CARR & CO'S**  
**BISCUITS.**

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

We will bring you out assorted cases.

Dominion Agents:

For British Columbia:

**Frank Magor & Co.,**

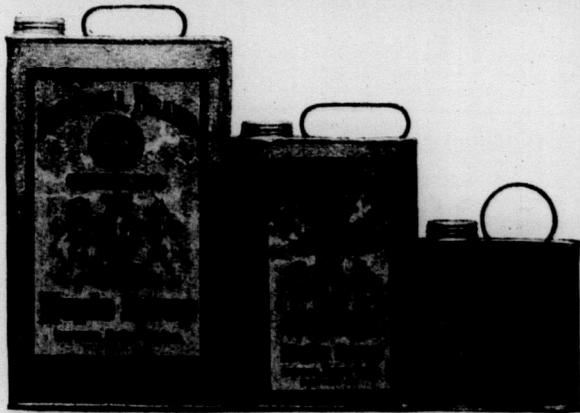
**C. E. JARVIS & CO.,**

16 St. John St., Montreal.

Vancouver, B.C.

Moore, Bradshaw, Clinch & Co., general merchants, etc., Prince Albert, N.W.T., have sold their branch at Saskatoon and Clinch retires from the firm.

E. J. Crawford, general merchant, Souris, Man., has assigned to C. H. Newton, and a meeting of his creditors has been called for to-day (Friday).



**Imperial Brand**  
**MAPLE SYRUP**

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

**Imperial Syrup Co., Limited**

88 Grey Nun St., MONTREAL.

ROSE & LAFLAMME, Selling Agents, MONTREAL.

## TRADE IN COUNTRIES OTHER THAN OUR OWN.

**P**RIVATE mail advices from the Coast state that some holders are not anxious to sell apricots, as the belief exists that the article will be wanted before the season closes.

## CANNED GOODS IN BALTIMORE.

Writing from Baltimore, under date of Saturday, Thos. J. Meehan & Co. report: "Business was very dull in this market during the past week, excepting for tomatoes, which seem to be gaining more friends at the present low prices. The publication of the fact that the trustees of Isaac Robinson hold less than 40,000 cases of 3-lb. tomatoes, not 400,000 cases, seems to have revived the drooping spirits of the other holders, and has checked any further decline in prices. The buying of tomatoes recently has been of a character calculated to inspire more confidence in the future of that article."

## TEAS IN NEW YORK.

No transactions of importance were reported in the market for invoices. Buyers, however, were in the market looking for supplies, and negotiations were reported under way on several lots. Holders of green were reported strong in their views, declining to trade unless they obtained full values. Formosas, Foochow, Japans and better grades of India and Ceylons also were firmly held. Congous and lower grades of India and Ceylons were steady. The volume of line business transacted was reported as reaching fair proportions. No extensive orders were reported received, but in a quiet way the trade was coming into the market and buying to cover the current wants.—N. Y. Journal of Commerce.

## FRENCH PLUMS IN ENGLAND.

An English trade paper of a recent issue says: "The low prices at which French plums have been retailed have increased the demand to an enormous extent, and already the smaller sizes are practically cleared from the country of production. There is a good inquiry on this market as it is generally recognized that two prolific seasons are very unlikely to occur successively."

## CANNED LOBSTER SCARCE IN LONDON.

Although no decided improvement can be noted in the demand, there has been a rather better inquiry for all descriptions, and prices generally are well maintained. As the season advances it becomes more apparent that choice quality lobsters will be extremely scarce; in fact, at the present moment, it is almost impossible to find a

parcel in ½-lb. tins that answers the description; 1-lb. flat and tall tins are in rather better supply, and are certainly worth more attention than the smaller sizes.—Produce Markets' Review.

## PUSHING CANNED CORN.

There has been an inclination during the week in different parts of the country to push corn upon the market, and it has put the buying in favor of purchasers. It would

## FOR SALE.

A NO. 1 CASH REGISTER MADE BY THE Hamilton Co., in first-class order; in use 1 year; cost \$80, will sell for \$60. W. W. Sneath, Midland. (4)

## WANTED.

WANTED—CITY TRAVELLER FOR BISCUITS and Confectionery, a good position for the right man. Apply, Box 927, GROCER, Montreal. (3)

## BRITISH BUSINESS CHANCES.

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

## FREE INSERTION

in "Commercial Intelligence," to the Editor "SELL'S COMMERCIAL INTELLIGENCE," 168 Fleet Street, London, England.

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

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

Get your Bulk Mixed Pickles and Chow Chow from

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

## Laporte, Martin &amp; Cie.

IMPORTERS and  
WHOLESALE GROCERS.

AGENTS IN CANADA FOR

"Princess Louise" Japan Tea

"Victoria" Japan Tea

"P. Richard's" Brandy

"Mitchell's" Whiskeys

St. Peter Street,

**MONTREAL.**

seem as if the amount of corn still held by packers and the low prices at which they are willing to part with it is having a depressing effect on futures.—Trade, Baltimore, January 11.

Cyprien Primeau, general merchant, St. Urbain, Que., has compromised at 25c. on the dollar, cash.

A. E. Lachance, general merchant, Sherbrooke, Que., has assigned, and a meeting of his creditors has been called for January 18.

## ASK US FOR

Brooms, Brushes, Baskets  
Wooden Ware, Willow Ware  
Butter Tubs, Butter Ware  
Wrapping Paper, Paper Bags  
Clothes Pins, Washboards  
Butter Dishes, Butter Paper  
Clothes Lines, Cotton Twines

**Walter Woods & Co.**  
HAMILTON.

Shand, Rogerson & Co. have started as lobster packers in Shag Harbor, N.S.

The cit  
solicit  
ordere  
report  
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BU

Dairy

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Chees

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# CURRENT MARKET QUOTATIONS

January 17, 1901.

This list is corrected every Thursday, and the quotations herein given are for the cities of Montreal, Toronto, St. John, N.B., and Halifax. The prices are solicited for publication, and are of such quantities and qualities as are usually ordered by retail dealers on the usual terms of credit. For Winnipeg market report and prices see page 28.

Goods in large lots and for prompt pay are generally obtainable at lower prices. All quotations for staple products are under the direct control of the Editors who call daily upon all the leading houses in the principal centres.

	Montreal.		Toronto.		St. John, Halifax.	
<b>BUTTER, CHEESE AND EGGS</b>						
Dairy, choice, large rolls, per lb	\$ 18	\$ 18	\$ 18	\$ 19	\$ 22	\$ 23
" " pound blocks	18	19	18	19	20	23
" " tubs, best	23	23	21	21	21	22
" " tubs, second grade	23	23	21	21	21	22
Creamery, boxes	24	25	22	23	25	26
" prints and squares	11	12	11	12	11	12
Cheese, per lb	26	30	25	30	24	25
Eggs, new laid, per doz						
<b>CANNED GOODS</b>						
Apples, 3's	90	0 90	0 85	0 90	1 00	1 10
" gallons	2 15	2 25	2 00	2 40	2 15	2 25
Asparagus	2 20	2 25	2 00	2 40		
Beets	1 00	1 00	95	1 10		
Blackberries, 2's	1 00	1 30	1 40	1 70	1 50	1 80
Blueberries, 2's	80	85	75	85	95	1 00
Beans, 2's	90	95	80	85	90	95
Corn, 2's	85	1 00	75	80	85	90
Cherries, red, pitted, 2's	2 15	2 20	2 00	2 25	2 30	2 40
" white	2 00	2 15	2 00	2 25		
Peas, 2's	80	90	75	80	80	85
" sifted	1 10	1 10	1 00	1 10	1 10	1 15
" extra sifted	1 20	1 20	1 25	1 30	1 20	1 25
Pears, Bartlett, 2's	1 10	1 10	1 10	1 10	1 10	1 15
" 3's	2 10	2 10	2 00	2 40	2 25	2 50
Pineapple, 2's	2 15	2 40	2 25	2 50	2 15	2 25
" 3's	2 40	2 60	2 50	2 60	2 50	2 60
Peaches, 2's	1 50	1 90	1 75	1 90		1 85
" 3's	2 25	2 90	2 50	2 60	2 70	2 85
Plums, green gages, 2's	1 25	1 35	1 10	1 25	1 30	1 60
" Lombard	1 25	1 00	1 00	1 10	1 30	1 50
" Damson, blue			1 00	1 10	1 10	1 30
Pumpkins, 3's	85		80	85	1 00	1 25
" gallon			2 10	2 25	2 10	2 25
Raspberries, 2's	1 45	1 60	1 60	1 80	1 70	1 75
Strawberries, 2's	1 70	1 85	1 60	1 90	1 75	1 80
Succotash, 2's	1 25	1 25		1 15	1 10	1 15
Tomatoes, 3's	90	1 00	80	85	95	1 05
Tomatoes, 2's	3 15	3 20	3 25	3 25	3 00	3 25
Lobster, tails	3 65	3 75		3 60	3 25	3 25
" 1-lb. flats	1 75	1 85		1 75	1 25	1 25
" 1/2-lb. flats	1 25	1 25	1 15	1 25	1 25	1 35
Mackerel	1 50	1 60	1 75	1 85	1 60	1 75
Salmon, sockeye, Fraser			1 60	1 65	1 50	1 60
" Northern					1 60	1 60
" Horseshoe			1 25	1 30	1 40	1 50
" Cohoes	12	12 1/2	12 1/2	13	14	15
Sardines, Albert, 1/2's	20	21	20	21	20	21
" " 3/4's	11 1/4	12		12 1/2		12
" Sportsman, 1/2's	19	20		21	20	21
" " 3/4's	9	11	10 1/2	11	16	18
" key opener, 1/2's	18	18	18 1/2	23	10	11
" " 3/4's	20	22 1/2	23	25	23	25
" P. & C., 1/2's	27 1/2	30	33	36	33	36
" " 3/4's	4	4 1/4	4	4 1/2	3 1/2	4
" Domestic, 1/2's	7	8	9	11		
" Mustard, 1/2 size, cases	7 50	11 00	8 50	9 00	10 00	11 00
" 50 tins, per 100			1 00	1 15	90	1 00
Haddies	1 55	1 85	1 00	1 60	90	1 00
Kipper HERRINGS	1 50	1 55	1 00	1 60		2 00
Herring in Tomato Sauce						
<b>CANDIED PEELS</b>						
Lemon, per lb	10 1/2	11	11	12	12	13
Orange, " "	11	11 1/2	12	13	12	13
Citron, " "	14 1/2	15	15	17	15	17
<b>GREEN FRUITS</b>						
Oranges, Jamaica, per bbl	5 00	5 50	4 75	5 00	5 00	6 00
" Mexican, per box	4 00	4 00	2 25	2 50		
" Valencia, ord. 420's	4 00	4 25	4 75	5 00	4 50	5 00
" large, 420's	6 25	6 50	5 75	6 00	5 50	6 00
" " 714's	5 25	5 75	5 75	6 00		
" Cal. Navel, " "	2 50	3 75	3 00	3 50	3 00	3 50
Lemons, Messina, per box	2 00	2 75	2 50	3 00	2 50	3 00
" Verdill, 360's, per box	1 50	2 00	1 50	2 00		
Spanish Onions, per case		2 25		1 00		
Bananas, per bunch	2 01	3 50	1 25	2 00	2 00	2 25
Apples, per bbl	2 50	3 50	1 50	2 50	2 00	3 00
Malaga grapes, per keg	5 50	7 70	6 70	7 00	6 00	7 50
Sweet potatoes, per bbl		4 50	3 70	4 50	3 00	3 50
Cranberries, Cape Cod, per bbl	12 00	13 00	9 00	9 50		10 00
" Canadian, per bbl			6 50	7 00		7 50
<b>SUGAR</b>						
Granulated St. Law'ce and Red	4 65		5 03		4 75	4 80
Granulated, Acadia	4 80		4 88		4 65	4 70
Paris lump, bbls. and 100-lb. box	5 45		5 53		5 1/2	6
" " in 50-lb. boxes	5 55		5 63			
Extra Ground Icing, bbls.	5 35		5 90			
Powdered, bbls.	5 10		5 65		5 1/2	6
Flour, " "	4 75		4 83			
Cream	4 75		4 83			
Extra bright coffee	4 65		4 83		4 1/2	4 1/2
Bright yellow	4 45		4 63		4 1/2	4 1/2
No. 3 yellow	4 30		4 58		4	4 1/2
No. 2 yellow	4 25		4 43			
No. 1 yellow	4 15		4 33			

## HARDWARE, PAINTS AND OILS

Wire nails, base	2 85			
Cut nails, base	2 35			
Barbed wire, per 100-lb.	3 20			
Smooth Steel Wire (oiled and annealed, etc.), base	2 80			
White lead, Pure	6 75			
Linseed oil, 1 to 4 bbls., raw	80			
" " boiled	83			
Turpentine, single bbls.	59			

## SYRUPS AND MOLASSES

Syrups—				
Dark	1 1/2			
Medium	2 1/2			
Bright	2 1/2			
Corn Syrup, barrel, per lb	2 1/2			
" " 1/2 bbls.	3			
" " kegs	3			
" " 3 gal. pails, each	1 30			
" " 2 gal.	1 00			
Honey				
" 25-lb. pails	90			
" 38-lb. pails	1 20			
Molasses—				
New Orleans	25	35	23	27
Barbadoes, new	40	41		
Porto Rico			38	42
Antigua	35	36		
St. Croix				

## CANNED MEATS

Comp. corn beef, 1-lb. cans	1 45	\$1 85	\$1 60	\$1 85	\$1 60	\$1 70
" " 2-lb. cans	2 65	3 30	2 85	3 60	2 50	2 90
" " 6-lb. cans	8 25	11 00	8 25	8 75	8 75	9 25
" " 14-lb. cans	20 00	24 00	19 50	20 00	20 00	21 00
Minced callops, 2-lb. can	3 00	3 90	2 60	2 80	3 00	2 80
Lunch tongue, 1-lb. can	6 00	7 90	7 00	3 00	3 00	3 25
English brawn, 2-lb. can	2 25	2 75	2 45	2 75	2 75	2 80
Camp sausage, 1-lb. can			2 50	2 50		
" " 2-lb. can			4 00	4 00		
Soups, assorted, 1-lb. can	1 15	1 50	1 50	1 40	1 40	
" " 2-lb. can	2 40	2 45	2 20	2 25	2 25	
Soups and Boull., 2-lb. can	1 75	2 50	1 80	1 75	1 75	
" " 6-lb. can	3 50	5 85	4 50	4 25	4	
Sliced smoked beef, 1/2's	1 65	1 70	1 65	1 70	2 00	
" " 1's	2 75	3 10	2 80	2 95	3 25	

## FRUITS

Foreign—						
Currants, Provincials, bbl.	9	9 1/2			12	12 1/2
" " 1/2-bbls.		9 1/2				
" " Filistras, bbls.		10				
" " 1/2-bbls.		10 1/2				
" " cases.		10 1/2				
" " 1/2-cases.		10 1/2				
" " Patras, bbls.		11			12 1/2	12 1/2
" " 1/2-bbls.		11				
" " cases.		11				
" " 1/2-cases.		11				
Vostizzas, cases	14	15	13	15		
Dates, boxes		4 1/4		5	5 1/2	6 1/2
Figs, 10-lb. boxes	70	90	9 1/2	12	10	12
" Mats, per lb.			3 1/2	4		
" 7 cr., 25-lb. boxes				16		
" 1-lb. glove boxes				12		
Prunes, California, 30's		11		13	10	12
" " 40's		10		10 1/2	8 1/2	9
" " 50's		7 1/2		8	7 1/2	8
" " 60's		7		7 1/2	7	7 1/2
" " 70's		6 1/2		6 1/2	6 1/2	7
" " 80's		6		6	6	6 1/2
" " 90's		5 1/2		5 1/2	5 1/2	6
" " Bosnia, A's				9		
" " B's				7 1/2		
" " U's		5 1/2		6 1/2		
" " French, 50's				4		
" " 110's		3 1/2		4		
Raisins, Fine off stalk		7 1/2		8		8 1/2
" Selected		8		8 1/2		9 1/4
" Selected layers		8 1/2		9		10
" Sultanas		11		13		12
" California, 2-crown		7 1/2		8		9 1/2
" " 3-crown		9		9 1/2		10
" " 4-crown		10 1/2		11		10 1/2
" " seeded, 3-cr		10 1/2		11		12
" Malaga, Lon. layer		1 50		2 25	2 50	2 40
" Blue baskets		2 75		3 00	2 60	2 75
" Blue baskets				2 80	2 80	3 00
" Choice clusters		3 50		4 00	3 25	3 50
" Royal clusters	2 75	3 00		3 00		

## PROVISIONS

Dry Salted Meats—						
Long clear bacon			9 1/4	10		
Smoked meats—						
Breakfast bacon	12 1/2	13		13		
Rolls						

SPECIALY PACKED ON  
THE ESTATE  
**UGALLA ESTATE**  
Ceylon Tea



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**Ceylon Tea**

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**AWARDED GOLD MEDAL**

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WHOLESALE AGENTS

<b>A. M. SMITH &amp; CO.,</b>	-	-	-	-	-	<b>London, Ont.</b>
<b>KENNETH MACKENZIE &amp; CO.,</b>	=	=	=	=	=	<b>Winnipeg.</b>
<b>P. S. DOYLE &amp; CO.,</b>	-	-	-	-	-	<b>Montreal, Que.</b>

	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	10	12½	12	13							
Santos.....		11	14									
Plantation Ceylon.....	29	26	30	29	31							
Porto Rico.....		22	25	24	28							
Gautemala.....		22	25	24	26							
Jamaica.....	18	15	20	18	22							
Maracaibo.....	13	13	18	13	15							
<b>NUTS</b>												
Brazil.....	41	45	15	16	8½	9						
Valencia shelled almonds.....	15½	16		40	22	25						
Tarragona almonds.....				15	13	15						
Formegeta almonds.....				14½								
Jordan shelled almonds.....		50	40	43								
Peanuts (roasted).....	6½	8	9	10	9	10						
" (green).....	5½	7	7	9								
Cocoanuts, per sack.....	3 00		3 75	3 50	4 00							
" per doz.....			60	60	70							
Grenoble walnuts.....	11½	13		12½	9	12						
Marbot walnuts.....	10	11		11½	9	10						
Bordeaux walnuts.....	8	9		9	9	10						
Sicily filberts.....	12	13		12½	9	10						
Naples filberts.....				10	11	11						
Pecans.....	12	15		13	15	12	14					
Shelled Walnuts.....			25	30								
<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	1 00	95	1 00						
Granulated Sal Soda, per lb.....				1								
<b>SPICES</b>												
Pepper, black, ground, in kegs												
pails, 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												
pails, 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.....	13	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>												
Pails, No. 1, 2-hoop.....	1 90		1 60		1 90							
" 3-hoop.....	2 05		1 75		2 05							
" half, and covers.....	1 75		1 70		1 75							
" quarter, jam and covers.....	1 45		1 20		1 45							
" candy, and covers.....	2 70		1 75		3 20							
Tubs, No. 0.....	11 00		8 50		11 00							
" 1.....	9 00		7 00		9 00							
" 2.....	8 00		6 25		8 00							
" 3.....	7 00		5 85		7 00							
<b>PETROLEUM</b>												
Canadian water white.....	17½	18										
Sarnia water white.....		18										
Sarnia prime white.....												
American water white.....		20										
Pratt's Astral (barrels extra)		21										
<b>Black— TEAS</b>												
Congou—Half-chests Kalsow												
Morning, Peking.....	13	60	12	60	11	40						
Caddis Peking, Kalsow.....	17	40	18	50	15	40						
Indian—Darjeelings.....	35	55	35	55	30	50						
Assam Pekoes.....	20	40	20	40	18	40						
Pekoe Souchong.....	18	25	18	25	17	24						
Ceylon—Broken Pekoes.....	35	42	35	42	34	40						
Pekoes.....	20	30	20	30	20	30						
Pekoe Souchong.....	17½	40	17	35	17	35						
China Greens—												
Gunpowder—Cases, extra first	42	50	42	50								
Half-chests, ordinary first	22	28	22	28								
Young Hyson—Cases, after												
extra first.....	42	50	42	50								
Cases, small leaf, first.....	35	40	35	40								
Half-chests, ordinary first	22	28	22	28								
Half-chests, seconds.....	17	19	17	19								
" thirds.....	15	17	15	17								
" common.....	13	14	13	14								
Pingsueys—												
Young Hyson, ½-chests, first	28	32	38	32	30	40						
" " " seconds.....	16	19	16	19								
" Half-boxes, firsts.....	28	32	28	32								
" " " seconds.....	16	19	16	19								
Japans—												
½-chests, finest May pickings	38	40	35	40								
Choice.....	32	36	31	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.....	3 00	3 10		3½	3 25	3 40						
Patna, per lb.....	4 25	4 75		4½	5	6						
Japan.....	4 40	4 90		5½	6	6						
Imperial Seeta.....	4 60	4 90		4½	5½	6						
Extra Burmah.....				4½	4½	5						
Java, extra.....		5½		6	6½	7						
Macaroni, dom'ic, per lb., bulk	5	6		7½								
" imp'd, 1-lb. pkg., French	8	12		9	10							
" " " Italian.....	8	10		11	12½							
Sago.....	8½	4		4	4½	6						
" " " ".....	4½	4½		4½	5	6						



**GROCERS**



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should consider

**CEYLON AND INDIAN**

**BLACK AND GREEN**

**TEAS**

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**LUCAS, STEELE & BRISTOL,**

**SALADA TEA CO.,**

**BLUE RIBBON TEA CO.,**

**AND L. CHAPUT, FILS & CIE.**

## INCIDENTS IN AN EVENTFUL LIFE.

THE usual pages of personal anecdote have filled the newspapers since the death of Mr. Philip D. Armour, the millionaire pork-packer of Chicago, on the first day of this week. Already, however, his name has almost vanished from their columns. And yet, with possibly the single exception of Marshall Field, he was the most powerful capitalist and the richest man in all that vast country stretching from the Pittsburg home of Carnegie to the Montana home of Clark, the copper king.

The leading events of his extraordinary career have been told many times. There was little of the meteoric in the accumulation of the \$30,000,000 to \$70,000,000 with which he was latterly credited, and in the establishment of a business employing 20,000 subordinates. A sharp, even unscrupulous, manipulator of markets to his own advantage, his boast that in his heaviest transactions he dealt in legitimate property and never sold what he had not on sale was at least in the essence true. He was a great "captain of industry," and not a speculator of the Gould type. He was a pork-packer and a dealer in wheat. He knew little of business outside of these departments and was seldom tempted beyond them. He was a man of no culture, and he pretended to none. "I'm a butcher who is trying to go to heaven" was his favorite way of summing up his work and his desires.

To chronicle fully a tithe of the "deals" which he brought to a successful issue would require a volume. One which is characteristic of all the rest may be repeated here in the words of a contemporary.

"At the beginning of the Civil War, the packing trade was mainly in the east, with New York as the centre. Western packers were not supposed to amount to much. As the war went on, pork went kiting along with everything else. In the winter of 1864 and 1865 it was \$40 a barrel, and strong at that. All of the big packers were loading up in anticipation of still higher prices. But one night Philip Armour went to bed and dreamed, as he says, with his eyes open. He saw two armies—one strong, well supported, aggressive, the other weak, though valiant, defending a resourceless country. He saw Grant and Sherman pulling together, and to him the end of the rebellion seemed nigh. 'The Confederacy is coming down,' he said to himself, 'and pork is now coming down with it. Prices are now artificial and inflated, and when Richmond falls they will take a drop.' And then he turned over and went to sleep. But at four next morning he was up, and an

hour before daylight he pulled his partner, Plankinton, out of bed.

"The first train for New York that very day bore as passenger a young Milwaukee pork-packer. The bull operators in pork received him with open arms. They snapped up his pork in 1,000-bbl. lots at \$40, wondering who this rash young man was, rushing so fast to his ruin. But soon their eyes began to open. The market sagged off, and then they tried to induce Armour to join the bull pool. They cajoled and flattered him, and offered him big profits if he would close out and take the other side of the market. But the young westerner knew a pig from a poke. He had bet a cool million that his hog was a fat one, and he stuck to his bargain. When prices had dwindled to \$30, Kingan, a big operator of that day, declared that he wanted one more trade.

"Give me 1,000 bbls. at \$30,' he said, 'and you'll want it back when the price touches \$60.'

"I'll sell you 1,000 at \$30,' Armour replied, 'and I'll not deliver you the pork until the quotations are \$18.'

"Armour was right. Soon Petersburg fell, and pork dropped so fast that it made the bulls dizzy, Richmond was evacuated and pork collapsed. Lying in his bed at Milwaukee he had calculated that the nominal end of the rebellion would cut the price of pork in two in the middle, and he had calculated well. Appomattox knocked it down to \$18, and he began to make his deliveries. But the bulls organized to cheat him of his profits. They threatened to repudiate their contracts. Dealing in futures was illegal, anyway, they said, and they didn't propose to sanction illegal trading. Even Armour's brokers turned against him and tried to keep him from the fruits of his victory. Armour, however, stayed right there and made his debtors toe the mark. Most of them paid up. And to the brokers who had so treacherously turned on him he said: 'I'll drive you out of business.' He kept his word. A year later the firm of H. O. Armour & Co. was established next door to the offending brokers, and in less than half a dozen years thereafter the latter took down their sign."

## EDWARDSBURG STARCH CO.

The annual meeting of the Edwardsburg Starch Company was held at the company's offices, on St. James street, Montreal, on Tuesday. The following gentlemen were present: G. F. Benson, Wm. Strachan, Charles R. Hosmer, J. D. Reid, Henry Robertson, George R. Hooper, Lieut.-Col. A. A. Stevenson, R. Cunningham and R.

McD. Paterson, shareholders. Also W. B. Blackader, trustee, and George Hyde, representing the estates of John Redpath and Alex. Buntin. The board of directors was appointed as follows: Wm. Strachan, G. F. Benson, Chas. R. Hosmer, Robert Mackay, Angus Hooper, Robert Cunningham and R. McD. Paterson. The officers are: President and managing director, Wm. Strachan; vice president, G. F. Benson; secretary-treasurer, J. D. Reid. The secretary's report showed that, considering the loss sustained in the Cardinal fire last year, the season's financial results were satisfactory.

## 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.

THE Davidson & Hay, Limited, are large holders of evaporated apples. Customers should write them and get quotations.

The Davidson & Hay, Limited, report a big demand for currants.

Ceylon teas, green and black, may be procured from Lucas, Steele & Bristol.

The Davidson & Hay, Limited, are offering some snaps in French prunes.

A large assortment of prunes, from 30-40's up, is offered by Lucas, Steele & Bristol.

Gallon canned fruits are being sold by H. P. Eckardt & Co. at very attractive prices.

The Davidson & Hay, Limited, are in receipt of a shipment of choice Ceylon teas.

The Davidson & Hay, Limited, have some snaps in evaporated apricots and peaches.

Lucas, Steele & Bristol are the "Diamond Crystal" salt agents. Write them for quotations.

Now is the time for canned pumpkins. H. P. Eckardt & Co. are selling at packers' price.

T. Kinnear & Co. are in receipt of a shipment of "Shell" brand castile soap in tablets and bars.

Lucas, Steele & Bristol are sole sellers of "Indian Empire" Pekoe and "Empire" Golden Tip Ceylon teas.

The finest goods of their kind—Campbell's concentrated soups—are having a large sale by H. P. Eckardt & Co.

The "Salada" Tea Co. report that repeats for Ceylon green teas are coming in daily, and many of those unsolicited.

Fine stocks of Labrador and Shore herring, codfish in quintals and cases, pure cod and boneless fish in boxes are in store with The Eby, Blain Co., Limited.

Although long past the experimental stage, samples of Bendsorp's "Royal Dutch" cocoa will be promptly sent to the trade who desire to test its value by the selling agents in Toronto, The Eby, Blain Co., Limited.

The brands of baking powder of The Eby, Blain Co., Limited—"Gold Medal," in wine pint and quart gem jars; "Red Cross," in 4 oz., 8 oz. and 16 oz. tins, and "Ruby," in bulk—command a heavy sale. This company also makes a specialty of putting up baking powder under buyers' own brand and label.

# VALUE FOR YOUR MONEY

IS WHAT YOU WANT. IS IT NOT ?

Then you can't do anything better than to ask for my samples and consider my prices. Of the result I have no fear.

I have the finest assortment of Teas, Coffees and Spices, and I haven't got it to keep.

- At 20c.** I offer you a line of Japan Tea which I defy you to match anywhere else at the same price.
- At 22½c.** I offer you a **choice** Japan **May** Tea—in style and in liquor it is a beauty.
- At 15c.** I offer you a well made, clean Japan Tea of good liquor.
- At 15c.** I offer you a nicely made, splendid liquoring Ceylon Pekoe Tea.
- At 13c.** I offer you a good, strong, rich liquoring Indian Tea.
- At 27½c.** I offer you the “**CONDOR**” **L X**, 60 1 lb. lead packets in a case, a beautiful May Tea, put up in Japan at about the same cost as in half-chests, to retail at **40c.**
- At 21, 26, 38 and 45c.** per lb., I offer you the “**NECTAR**” Tea, the perfect blend of Ceylon, Indian and China Teas, to retail at **26, 35, 50 and 60c.** It has richness, fragrance, value—by the best judges of tea it is pronounced delicious.
- At 31c.** for 1 lb. tins and at **30c.** per lb. for 2 lb. tins

**I OFFER YOU MAD. HUOT'S COFFEE**

The Ideal Coffee. No use my telling you it is the best. Try it and see for yourself.

## A RARE CUT. THE LAST OF IT:

Keen's Double Superfine Mustard, ¼ lb. tins, 12-lb. boxes	-	40c. net.
Keen's Double Superfine Mustard, ½ lb. tins, 12 lb. boxes	-	36½c. net.
Keen's Double Superfine Mustard, 1 lb. tins, 12 lb boxes	-	36c. net.
Keen's - - - Mustard, 1 lb. jars, - - -	-	22½c. net.
Keen's - - - Mustard, 4 lb. jars, - - -	-	65c. net.
Keen's - - - Mustard, 4 lb. fancy tins - - -	-	75c. net.
Vve. Garres Prepared French Mustard, small size bottles, 2-dozen in a case, per dozen	-	\$1.15 net.
Vve. Garres Prepared French Mustard, large size bottles, 2-dozen in a case, per dozen	-	\$1.55 net.

Specialty of high-grade **TEAS, COFFEES** and **SPICES.**

**E. D. MARCEAU,** 296 ST. PAUL STREET — **Montreal**



### THE PACKERS' CONVENTION.

**T**HE members of the Canadian Packers' Association, whose annual convention was referred to in the last issue of THE CANADIAN GROCER, continued their sessions on Thursday and Friday, concluding their business on the latter day.

#### HISTORY OF THE CANNED GOODS INDUSTRY

During Thursday's convention an interesting address, giving an outline of the history of the canned goods industry of Canada, was given by Mr. W. A. Ferguson, who from 1896 to 1900 was president of the association. The address was as follows:

I am pleased to meet with you and so many fellow canners at the beginning of the new year and the new century. A very pleasant and encouraging feature of this meeting is that nearly every canning factory in Ontario and several factories in the sister Province, Quebec, are represented; consistent proof, I take it, that our persistent efforts to keep up an association are about to bear fruit.

Gentlemen, on behalf of the executive committee, I welcome you, and sincerely hope that we may have the pleasure of adding your names to our list of membership, and that in future we may have your hearty cooperation helping the Canadian Packers' Association to continue its work in the interest of the canning industry. The old members of the association have so far

#### BORNE THE BURDEN

of this work at considerable expense of time and money, and sometimes under very discouraging circumstances; they have watched legislation carefully, and succeeded in getting the duty removed on raw materials, such as tinsplate, block tin, etc., and caused a duty of a protective character to be placed on most goods manufactured by canners; they have

#### WATCHED FACTORY LEGISLATION

and had it amended when detrimental to our interests; they have fought the battles of the canners as a whole before railroad committees, while the non-member was either in his bed sleeping or out selling goods at a cut price; hence I say it is pleasing and encouraging to see so many canners, not members of the association, present with us. Let us hope that the dawn of this new century has

#### BETTER THINGS IN STORE

for us, and that in future canners may be one united body, working harmoniously together in elevating and upbuilding the business until we have reached the high ideal of par excellence. Together we stand, divided we fall.

Let me say, Mr. President and gentlemen, if you will bear with me for a few moments, that to my mind this is a most critical time in the history of the association and the canning business as a whole. I am not considered an alarmist by those who know me, quite the contrary; I think if I know myself at all, I am usually over hopeful; but, sir, there are signs now that any thoughtful man who takes the time to look about, and who knows something of the present canned goods situation, can only look upon with alarm.

#### PROLIFIC CROP OF VEGETABLES.

The past year was noted for its prolific crop of peas, beans, corn and tomatoes, and a glance at our tabulated report shows the ability of the canning institutions now in existence in Ontario to absorb a crop of that kind. The market, as you all know, was bare of goods, owing to the poor and the crop of 1899, anew pack went into consumption almost as soon as it was canned. Now glance at the amount of goods still held by packers and dealers, then consider the number of new canning companies that contemplate starting this year, and you will not require a very vivid imagination to see what is in store for us.

#### INTERESTING HISTORY.

While my mind was on the subject I was led to look back to the time that the company which I

have the honor of representing started, 1878, which, by the way, I think is the oldest concern in the business to-day, and the third one started in this Province, and the strides made by canners since that time are phenomenal. In 1878, the total output of the three small concerns was about 90,000 cans of all kinds. The pioneer in the business was Beverly R. Nelles, of Grimsby, recently deceased; the second was a man named Otwell, of St. Marys, who was noted for his mustard pickles in bulk. This concern is now defunct and Otwell lost sight of.

#### THE OUTPUT FOR 1900.

The output last year by canners reporting to the association was 928,039 cases, or 22,272,936 cans. This shows that canners are progressive. But, if you consider that out of the number of factories that have started since 1878, half of them have failed and are out of business, and those in existence have had a very checkered career, many that I could name having

#### SUNK THEIR FIRST CAPITAL,

and some their second as well, and that none of us at the present time have more capital than we can use, and that most of us, if not all, are depending upon banks for money to carry on the business, and that we are likely to have some 10 or 12 new concerns in the field this coming year, you have food for reflection, and the time is opportune to ask what we are going to do about it. You old packers know that we might as well try to stop Niagara Falls as to try to prevent a new canning factory starting and that the more you try to discourage them, the more determined they become to enter the race, and we may as well realize that now.

#### A DISTURBING ELEMENT.

That those new concerns are a disturbing element all will agree. Not so much from the amount of goods they produce as from the quality, which is usually of such a nature that their goods have to be sold at a considerably reduced price, and let me say that want of experience, want of capital and want of demand for the (new) packer's goods are elements that must necessarily ruin any new concern that launches out into the canning business at the present time. But, while that process is going on with the would-be canner, we are losing capital and growing older.

Gentlemen, the outlook deserves very serious consideration, and if in our deliberation we can devise means to meet the future and protect the interests of factories now in existence, our meeting will not have been in vain.

#### MAINTAIN PRICES.

One thing I would strongly recommend, that is that we maintain prices for goods on hand until the new goods are packed. We owe this duty to ourselves, and particularly do we owe it to the trade who have bought from us in good faith, and last, if not greatest, in importance, the situation justifies it. After June 1 it is a question if it would be in the interest of the association to have any fixed price unless every canning company now in existence, and those about to start, could be induced to join the association and adhere to whatever price is agreed upon.

#### GRIEVANCES OF MANITOBA WHOLESALERS.

A great deal of the time of the association was devoted to the considering of the question of freights on canned goods shipped to Manitoba and the Northwest Territories. A deputation composed of Messrs G. Galt and K. McKenzie was present, representing the wholesalers of Winnipeg, asking certain concessions in regard to freight rates. The Wholesale Grocers' Guild, of Hamilton, was represented by Messrs. George Bristol, W. B. Crow, T. H. McPherson and H. Beckett. Messrs. John I. Davidson and Hugh Blain attended on behalf of the Toronto wholesale grocers, and Mr. J. Taylor represented some Montreal houses. THE CANADIAN GROCER was informed that satisfactory arrangements had been made whereby the views of the wholesalers would be met.

### ROCK SALT FOR HORSES and CATTLE.



TORONTO SALT WORKS, Toronto, Ont.

### "Daisy Fruit"

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

THE HOME CAKE CO  
QUELPH, ONT.

### PUMPKIN FLOUR

WHOLESOME + APPETIZING  
ABSOLUTELY PURE

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

#### TO THE GROCERS

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

FOR SALE BY ALL JOBBERS.

#### THE MORSE PUMPKIN FLOUR MILLS

LEAMINGTON, ONT.

### Cooney's Blue.

in SQUARES or BAGS.

#### Brightest, Bluest and Best.

When you sell this Blue you sell the best there is on the market, but not the highest priced.

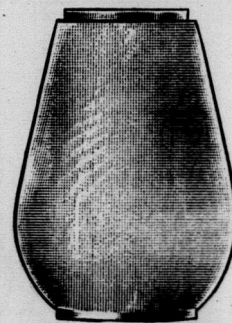
Made in Dublin by

Cooney Manufacturing Co., Limited.

Send a trial order to

WM. H. DUNN, St. Paul Street, Montreal  
Agent for Canada.

#### 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.

# BECAUSE JAPAN TEAS

*Are* the sweetest and most delicate of all Teas.

*Are* celebrated for their purity, strength, and delicate flavor.

*Are* Teas that retain their natural flavor, aroma and color.

*Are* Teas in which no natural bouquet and vital essence of the Tea is changed in process of fermentation.

*Are* the Teas the public demand on account of their purity, cleanliness and healthfulness.

*Are* unadulterated.

*Are* the only Teas that yield the grocer a good profit, and at the same time permit him to sell his customers Teas of the HIGHEST QUALITY.

*Are*--(coupled with the fact that they are well advertised)--good reasons why they should commend themselves to you as being the BEST Teas for your trade.

So—  
always handle

# JAPAN TEAS

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

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

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

Superior Quality  
Always Good

## ST. JOHN FRUIT DEALERS ANGRY.

THE wholesale fruit dealers of St. John are in revolt against the apple-packing firms of Nova Scotia. They claim that this city and other provincial parts are being made a veritable dumping ground for the poorer classes of apples, while the best fruit is shipped to England and Europe. It seems as though this fact has been a thorn in the flesh of trade for a long time, but the imposition has grown to be so flagrant since the last crop of apples that some action is to be taken against it. The dealers claim the very best and highest-priced apples that come to St. John are almost invariably of an inferior grade. The first two or three layers of the barrel will be good, sound fruit, but from there to the bottom "scrubs" are to be found. Complaints have come in from retailers in hundreds of instances, but the wholesalers can only explain how they are being duped and oftentimes lose money by their transactions.

The apple-growers and packers of Nova Scotia are doing very unfairly by the home trade the dealers claim, and the matter will be brought up for consideration at a meeting of the board of trade, and possibly it will be carried to the Maritime Board. An inspector is what the fruitmen want and what they will struggle for in hopes of putting down what

they claim to be a commercial evil.—St. John Sun, January 12.

## INQUIRIES FOR CANADIAN GOODS.

The following was among the recent inquiries relating to Canadian trade received at the High Commissioner's office, in London, England :

1. A London firm ask to be placed in communication with Nova Scotian dealers in, and shippers of salted and dried codfish, packed in drums of 128 lb. each.

[The name of the firm making the above inquiry, can be obtained on application to the editor of THE CANADIAN GROCER. When asking for names, kindly give number of paragraph and date of issue.]

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

1. A London house asks to be placed in correspondence with Canadian producers of lard oil.

2. A manufacturing company wishes to hear from Canadian producers of crude asbestos suitable for spinning purposes.

3. A Scotch cycle manufacturing company desires information as to prospects of securing trade in Canada, and invites correspondence from importers interested.

4. An old-established timber merchant contemplates adding a few lines of wood manufactures to his business, with which they could be advantageously worked. He would be pleased to hear from Canadian manufacturers equipped for export trade.

## AN IMPORTANT LAW DECISION.

On Friday Judge McDougall, of Toronto, gave a decision of importance to business men. Some time ago a Rossland, B.C., dealer named Gilmour sued Greville & Co., of Toronto, for an alleged debt amounting to \$377.84. The case came up before the court of Kootenay county. The Toronto firm entered no defence, and a judgment was given in favour of the plaintiff with costs. Gilmour recently moved before the local County Court to have the judgment enforced.

In his judgment Judge McDougall declares that the judgment of the British Columbia court has no force in Ontario, and points out that it could not have, unless the defendant had gone to Kootenay in answer to the writ.

## THE CANADIANS' PART.

During the past weeks the part which the Canadian soldiers took in the capture of Gen. Cronje at the battle of Paardeberg has been told and retold by the greatest authority on the subject—Gen. Roberts—and several of his leading officers. The picture which is given free by The Weekly Globe to its yearly subscribers is pronounced by those who were there a very accurate description of the scene. A sample of it can be seen at this office. It should be in every home in Canada.

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



# Boston Laundry Starch...

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

SOLD BY

**THE F. F. DALLEY CO.,**  
LIMITED  
HAMILTON.

# PICKLES.

REGISTERED  
*Bow Park*  
BRANDS

**We Grow Our Pickles.**

We prepare and bottle the pickles that we grow, and in the preparation of them we use nothing but the best materials.

Let us quote you, or ask your  
wholesale grocer.

**Shuttleworth & Harris,**  
BOW PARK FARM  
BRANTFORD - - CANADA

Agents for the Maritime Provinces:  
**W. S. CLAWSON & CO., ST. JOHN, N.B.**

# MINCE MEAT

The holidays are past and done with, but the demand for good, wholesome Mince Meat is still going on. That which we are putting up is just as good as any that can be made at home and a great deal cheaper.

Put up in Pails of 70-lb., 27-lb.,  
12-lb. and 5-lb. each.

**F. W. FEARMAN CO.**  
Limited  
HAMILTON.

Carers of . . .

"Star Brand" Hams and Bacon.

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



GUARANTEED CHOICE AND PURE.  
GOLD MEDAL, PARIS 1900.

### A TRAVELLER TO THE RESCUE.

ONCE upon a time—it is always good to begin in this vague sort of way, although the events to which I shall refer occurred quite recently—there was an old-fashioned grocer who had been doing a lower middle-class family trade in a sleepy kind of district about 12 miles from London. Things had gone comfortably enough for a good many years and

THE GROCER WAS GROWING OLD, in fact, had nearly reached the age of 60. He had never saved very much, although he had a comfortable margin in the bank, and had put his children out in the world in positions in which they could look after themselves, but they would not have had much to spare to help their father if he got into difficulties. Then came a railway extension and a new junction about a mile off with a good service of trains, and building estates developing all round it.

TRADE BEGAN TO DESERT the district where the grocer lived, and to flow towards the new junction shops, and he felt that if he did not make a move he should find himself stranded high and dry on the sands of adversity in his old age. It is not many men who, at that advanced period of life, would have sufficient energy to make a radical change, but the subject of this history was possessed of that necessary quality. Accordingly, he bought a plot of land in the new main street, and erected a thoroughly up-to-date shop in a very favorable position. Having got so far the energy which had carried him to this point became used up, and he felt like a colonist landed on some unknown and inhospitable shore. He realized that his

OLD METHODS of carrying on business would not pass muster in his new sphere. Cash tills and counter check books were beyond him, and when he found that the old-fashioned class of goods which he had been in the habit of stocking would not go down at the new shop, he felt almost like giving up in despair.

Then at a critical moment of time someone came to the rescue, and this someone was a traveller, not very young, not very old; a smart, all-round man with a thorough knowledge of what was wanted. The grocer had always been on

GOOD TERMS WITH THE TRAVELLERS who called, and had not looked upon them as mere time-wasters as some retailers do, although, perhaps, he had not made much use of the novelties they brought round to show him. With the particular traveller in question he had always been on good terms, and when he called at the new shop the

traveller soon saw how matters stood, and determined to pull the old boy through in spite of himself. You will say at once there was a woman at the bottom of it. Perhaps there was, at all events later on, but the

TRAVELLER'S LAUDABLE RESOLVE was taken largely out of good nature towards the grocer, and partly, of course, with a desire to help on his own business, and, as I said before, a woman came in later. She was the grocer's niece, and does not come into our story.

The traveller would say to his friend and customer: "Look here, you must have so-and-so; you must stock canned fruits, and table dainties of different kinds," and when the grocer demurred the traveller said: "All right, I'll send you along a case on sale or return; if you don't sell them I will take them back." Of course they sold, and the grocer had another case.

THE WINDOW DRESSING also engaged the traveller's attention. This was a little later, when the niece came on the scene, and the bagman managed to find spare time, once a week or so, to come in and do a bit of window-dressing himself. As I have said before, he was a smart man and knew what he was about. He did not waste space by filling up the window with sugar, or stock lines, but made strong displays of the special goods which he practically forced upon his customer, who found that his business began to grow, so that he soon had to get another assistant. Then

MORE AMBITIOUS SCHEMES were proposed and carried through, much to the alarm of the old grocer, who, under

the double pressure of the traveller and the niece, always acquiesced after a little grumbling. Cleverly worded advertisements were distributed through the neighborhood and these did not state the bald fact that "Mr. Brown, family grocer and tea dealer, has just opened fresh premises in the neighborhood and solicits the kind orders of the nobility and gentry," but boomed some special line or advertised a bargain.

The consequence was that that business continued to grow, and, instead of merely keeping his head above water, the old grocer became quite a prosperous man. Needless to say the traveller married the niece, and they all lived happily ever after.—Grocery, London, England.

### THE GROCERY TRAVELLERS.

The Wholesale Grocers' Commercial Travellers' Association, Montreal, have elected the following office-bearers for the year:

Hon. president, Ald. Laporte.  
President, J. N. Crapeau.  
First vice-president, Henri Bertrand.  
Second vice-president, J. M. Havard.  
Secretary, W. E. Sullivan.  
Treasurer, F. G. Senecal.  
Auditor, Ernest Bouthillier.  
Directors, Ald. V. Raby, P. Daoust, M. de Repentigny, J. I. Mallette, J. B. Vanier, J. O. Deziel, J. B. Brunet, C. Beauchene, J. A. Gervais, N. Seguin, E. Venne, J. A. Fortier, L. I. Deziel, J. Z. Goulet, J. U. Archambault, J. A. Dionne and A. Galarneau.

A banquet will be held at the Place Viger Hotel on January 30.

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

# EMPIRE

## SMOKING TOBACCO

In 5, 10 and 15c. Plugs.

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

EMPIRE is well advertised.

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

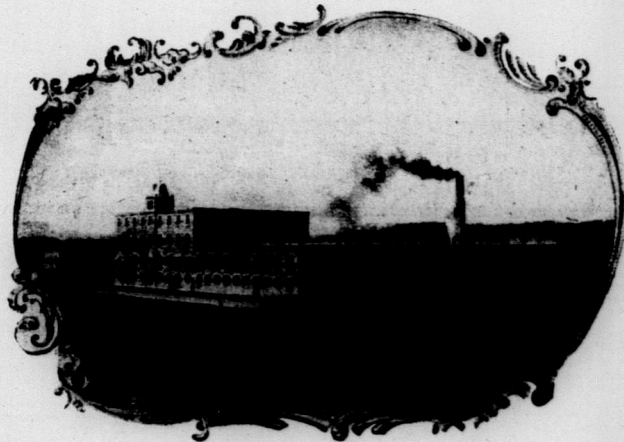
EMPIRE is A BIG PLUG FOR LITTLE MONEY.

Made by

THE EMPIRE TOBACCO CO.  
LIMITED  
MONTREAL, QUE.

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

MANUFACTURERS OF ALL GRADES OF  
\* WALL PAPER \*



WORKS, ONTARIO STREET EAST.  
CAPACITY, 70,000 ROLLS PER DAY.

PREPAID SAMPLES TO  
PROSPECTIVE BUYERS.

ORDER WHILE THE  
LINE IS COMPLETE.



# Mustard and Meat

We eat Mustard (Keen's Mustard) to bring out the full flavor of the Meat, whether it be Roast Beef, Mutton, Ham or Tongue.

But then, it must be always the best MUSTARD, and in Canada, as elsewhere, that means

# KEEN'S

## Current Market Quotations for Proprietary Articles

January 17, 1901.  
Quotations for proprietary articles, brands, etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy. The editors do not supervise them. If a change is made, either an advance or decline, it is referred to in the market reports, as a matter of news, whether manufacturers request it or not.

**BAKING POWDER.**

Cook's Friend—		
Size 1, in 3 and 4 doz. boxes.....	\$ 2 40	
" 10, in 4 doz. boxes.....	3 10	
" 2, in 6 ".....	80	
" 12, in 6 ".....	70	
" 3, in 4 ".....	45	
Pound tins, 3 doz. in case.....	3 00	
oz. tins, 3 ".....	2 40	
oz. tins, 4 ".....	1 10	
lb. tins, 1/2 ".....	4 00	
Diamond—		
1 lb. tins, 3 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.	30 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 41
1/2 and 1 doz.	5-lb.	19 50

**MAGIC BAKING POWDER.**

Cases Contain.	Sizes of Cans.	Per Doz.
4 doz.	4-oz.	30 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.**

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

**BLACKING.**

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

**SHOE POLISH.**

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

**BLUE.**

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

**BLACK LEAD.**

Reckitt's per box.....	1 15
Box contains either 1 gro., 1 oz. size: 1/2 gro., 2 oz. or 1/4 gro., 4 oz.	
Nixey's Refined Id. 2d. and 1a. pkts.	
" Silver Moonlight 5 and 10c. pkts.	
" Nixelene Stove Paste Id. 2 1/2 d. 5d. size.	
Nixey's Jubilee round lead in 1 and 2 oz. blocks.	

**COEN BROOMS**

BORCKH 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
" " F, 3 strings.....	3 35
" " G, 3 strings.....	3 10
" " I, 3 strings.....	2 85

**BISCUITS.**

PEEK, FRENK & Co.	
Metropolitan mixed.....	40 lb. tins 10c.
Florence Wafers.....	8 lb. tins 35c.
Venice Wafers.....	8 lb. tins 35c.
Florence Wafers.....	Small tins \$3.70 per doz

**CARR & CO., LIMITED.**

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

**CANNED GOODS.**

**MUSHROOMS.**

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

**FRENCH PEAS—DELOREY'S**

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

**FRENCH SARDINES.**

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

**CHOCOLATES & COCOAS.**

Epps' 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, 8 oz. packages.....	\$1 65
Mexican chocolate, 1/2 and 1/4 lb. pkgs.	0 45
Rock Chocolate, loose.....	0 45
" 1-lb. tins.....	0 42 1/2
Nibs, 11-lb. tins.....	0 35 1/2

**TODHUNTER, MITCHELL & CO.'S.**

Chocolate—	per lb.
French, 1/4's—6 and 12 lbs.....	0 30 1/2
Caracocas, 1/4's—6 and 12 lbs.....	0 35
Premium, 1/4's—6 and 12 lbs.....	0 30
Sante, 1/4's—6 and 12 lbs.....	0 35
Diamond, 1/4's—6 and 12 lbs.....	0 32
Sticks, gross boxes, each.....	1 00

**Cocoa—**

Homeopathic, 1/4's, 8 and 14 lbs..	0 30
Pearl.....	0 25
London Pearl 12 and 18 ".....	0 22
Rock " " ".....	0 20
Bulk, in boxes.....	0 18
Royal Cocoa Essence, pkgs., per doz. 1 40	

**Chocolate—**

FRY'S.	per lb
Caracocas, 1/4's, 6-lb. boxes.....	0 42
Vanilla, 1/4's.....	0 42
" Gold Medal " Sweet, 1/4's, 6 lb. bxs.	0 39
Pure, unsweetened, 1/4's, 6 lb. bxs.	0 40
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
" " ".....	4 50
" 1 lb. ".....	8 25
Homeopathic, 1/4's, 14 lb. boxes.....	
1/2 lb. 12 lb. boxes.....	

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

R. S. McIndoe Agent, Toronto.

Mott's Brooms.....	per lb. 0 80
Mott's Prepared Cocoa.....	0 25
Mott's Homeopathic Cocoa (1/4's).....	0 25
Mott's Breakfast Cocoa (in tins).....	0 40
Mott's No. 1 Chocolate.....	0 20
Mott's Breakfast Chocolate.....	0 28
Mott's Caracocas 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 25
Mott's Cocoa Shells.....	0 05
Vanilla Sticks, per gross.....	0 90
Mott's Confectionery Chocolate, 0 21	0 45
Mott's Sweet Chocolate Liquors, 0 19	0 30

**COWAN COCOA AND CHOCOLATE CO.**

Hygienic Cocoa, 1/4 lb. tins, per doz..	\$3 75
Cocoa Essence, 1/4 lb. tins, per doz....	3 75
Scoble Cocoa, No. 1 bulk, per lb.....	0 20
Diamond Chocolate, 12 lb. boxes.....	0 25
Royal Navy Chocolate, 12 lb. boxes.....	0 20
Mexican Vanilla Chocolate, 12 lb. bxs	0 25

**CHERRY.**

Imperial—Large size jars, per doz..	\$5 35
Medium size jars.....	4 50
Small size jars.....	2 40
Individual size jars.....	1 00
Imperial Holder—Large size.....	18 00
Medium size.....	15 00
Small size.....	12 00
Paragon—Large size, per doz.....	8 25
Medium size.....	4 50
Small size.....	2 40
Individual size.....	1 00

**RAYLE'S POTTED.**

Robert Greig & Co., Agents, Toronto.	
1/2-lb. 1-lb. 5-lb.	
Jar. Jar. Jar.	
After Dinner.....	\$3 40 \$4 25 \$18 60
Devilled.....	2 65 4 75

# EDWARDSBURG SYRUP.

**New Syrup Plant** now running with more than **double capacity** of old one, therefore, can promise **prompt shipment** of all orders. Being fitted with **latest machinery**, can **guarantee quality** of every package shipped.

EDWARDSBURG STARCH CO'Y, Limited,  
Established 1858.

TORONTO.

CARDINAL.

MONTREAL.

# DUNN'S PURE MUSTARDS

GIVE UNBOUNDED SATISFACTION.

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

**COFFEE.**

<b>JAMES TURNER &amp; CO.</b>	per lb.	4 oz. " glass stop extracts.....	Per doz.	3 50
Mocca .....	0 32	8 oz. " .....	7 00	
Damascus .....	0 33	2 1/2 oz. Round quintessence extracts ..	3 00	
Olivo .....	0 30	4 oz. Jockey decanters .....	3 50	
Sirdas .....	0 17			
Old Dutch Rio.....	0 13 1/2			
<b>TODHUNTER MITCHELL &amp; Co.'s</b>				
Excelsior Blend.....	33			
Jersey .....	0 30			
Rajah .....	0 30			
Old Government Java .....	0 28			
Maraicibo .....	0 18			
West India .....	0 16			
Rio, choice .....	0 13			

**CLOTHES PINS.**

<b>BORCKE BROS. &amp; CO.</b>	
clothes Pins (full count), 5 gross in case, per case .....	0 55
doz. packages (12 to a case) .....	0 70
doz. packages (12 to a case) .....	0 90

**EXTRACTS.**

<b>HENRI JONAS &amp; Co.</b>	Per gross
1 oz. London Extracts .....	\$6 00
1 oz. " " (no corkscrews) .....	5 50
2 oz. " " .....	9 00
1 oz. Spruce essence .....	6 00
2 oz. " " .....	9 00
3 oz. Anchor extracts.....	12 00
4 oz. " " .....	21 00
8 oz. " " .....	36 00
1 lb. " " .....	70 00
1 oz. Flat .....	9 00
2 oz. Flat, Anchor extracts.....	18 00
2 oz. Square .....	21 00
4 oz. " " (corked) .....	26 00
8 oz. " " .....	73 00

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

**FOOD.**

<b>GILLETT'S POWDERED LYE.</b>	
4 doz. in case .....	\$3 60

**JAMS AND JELLIES.**

<b>SOUTHWELL'S GOODS.</b>	per doz.
<b>Frank Magor &amp; Co., Agents.</b>	
Orange Marmalade.....	1 50
Clear Jelly Marmalade.....	1 50
Strawberry W. F. Jam.....	3 00
Raspberry " " .....	3 00
Apricot " " .....	1 75
Black Currant .....	1 85
Other Jams, W. F. .....	1 55
Red Currant Jelly .....	3 75
<b>T. UPTON &amp; CO.</b>	
Jams—	
1-lb. glass jars, 3 doz. in case, per doz	\$1 00
5-lb. tin pails, 8 pails in crate, per lb.	0 07
7-lb. wood pails, 6 " "	0 07
14-lb. wood pails, per lb.	0 07
30-lb. " " .....	0 06 1/2
Jellies—	
1-lb. glass jars, per doz.....	\$1 00
7-lb wood pails, per lb.....	0 06 1/2
14-lb. " " .....	0 06 1/2
30-lb. " " .....	0 06 1/2

**KNIFE POLISH.**

Nixey's "Cervus" 6d. and 1s. tins.	
For price list and sliding scale apply W. G.	
Nixey, 13 Soho Sq. London, Eng.	

**LICORICE.**

<b>YOUNG &amp; SMYTH'S LIST.</b>	
5-lb. boxes, wood or paper, per lb....	\$0 40
Fancy boxes (25 or 50 sticks) per box..	1 25
" Ringed " 5 lb. boxes, per lb.....	0 40
" Acme " Pellets, 5 lb. cans, per can..	2 00
" Acme " Pellets, fancy boxes (40)	
per box .....	1 50
Tar, Licorice and Tolu Wafers, 5 lb.	
cans, per can .....	2 00
Licorice/Losanges, 5 lb. glass jars....	1 75
5 lb. cans .....	1 50
" Purity " Licorice, 200 sticks .....	1 45
" " 100 sticks .....	0 75
Dulce, large centsticks, 100 in box....	0 75

**MUSTARD.**

<b>COLMAN'S OR KEEN'S.</b>	
D. S. F., 1/2 lb. tins, per doz. ....	\$1 40
" " 1 lb. tins, " .....	2 50
" " 1 lb. tins, " .....	5 00
Durham, 4 lb. jars, per jar .....	0 75
" " 1 lb. " .....	0 25
F. D., 1/2 lb. tins, per doz .....	0 85
" " 1 lb. tins .....	1 45
<b>BAYLE'S PREPARED MUSTARDS.</b>	
Robert Greig & Co., Toronto, Agents.	
Horseradish .....	per doz., \$1 75 \$2 50
English Sandwich.....	1 75 2 50
<b>JONAS' FRENCH MUSTARDS.</b>	
<b>HENRI JONAS &amp; Co.</b>	Per gross,
Pony size.....	\$7 50
Imperial, medium .....	9 00
Imperial, large .....	12 00
Tumbler .....	12 00
Mugs .....	12 00
Pint jars .....	12 00
Quart jars .....	24 00

**MINCE MEAT.**

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

**MATCHES.**

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

**ORANGE MARMALADE.**

<b>T. UPTON &amp; CO.</b>	
1-lb. glass 3 doz. case, per doz. ....	\$1 00
7-lb. pails pails in crate, per lb. ....	0 07 1/2

**PICKLES.**

<b>STEPHENS.</b>	
<b>A. P. Tippet &amp; Co., Agents.</b>	
Patent stoppers (pints), per doz.....	2 30
Corked " " .....	1 90
<b>BAYLE'S.</b>	
Robert Greig & Co., Toronto, Agents.	
Pandora, per doz.....	1/2 Pints. \$2 15 \$3 60
Sliced Sweet.....	1 75 2 85
Hot Stuff.....	1 75 2 85
Tobacco Sauce, 2-oz. bottle, per doz.....	\$4 25
Tolasco Pods in vinegar, 1/2 pt. ....	3 25

**SODA.—COW BRAND**

<b>DWIGHT'S</b>	
Case of 1 lbs. (containing 60 pkgs.), per box, \$3.00	
Case of 1/2 lbs. (containing 120 pkgs.) per box, \$3.00.	
Case of 1 lb. and 1/2 lbs. (containing 30 packages) per box, \$3.00.	
Case of 50. pkgs (containing 96 pkgs) per box, \$3.00.	

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



# GILLARD'S PICKLE

IS SOLD BY ALL WHOLESALE GROCERS IN CANADA.

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

## GILLARD'S PICKLE—Cases of 2 Dozen.

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

## GILLARD'S SAUCE

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

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

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

### SOAP



A. P. TIPPET & CO., AGENTS  
Maypole Soap, colors per grs., \$10.20.  
Maypole Soap, black, per grs., \$11.30.  
Orion Soap, per gross, \$10.20

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



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

### STARCH.

EDWARDSBURG STARCH CO., LTD.

Laundry Starches— per lb.  
No. 1 White or Blue, 4-lb. cartons 0 05½  
No. 1 " " 3-lb. " 0 05½  
Canada Laundry ..... 0 04½  
Silver Gloss, 6-lb. draw-lid boxes 0 07  
Silver Gloss, 6-lb. tin canisters... 0 07  
Edwards'g Silver Gloss, 1-lb. pkg. 0 07  
Kegs Silver Gloss, large crystals 0 08  
Benson's Satin, 1-lb. cartons..... 0 07½  
No. 1 White, 6-lb. and kegs..... 0 04½  
Benson's Enamel, per box..... 3 00

Culinary Starch—  
Benson & Co.'s Prep. Corn..... 0 06  
Canada Pure Corn..... 0 04½

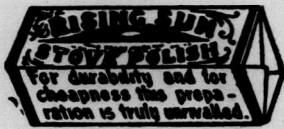
Rice Starch—  
Edwardsburg No. 1 white, 1-lb. cart. 0 09  
Edwardsburg No. 1 White or Blue, 4-lb. lumps..... 0 07½

KINGSFORD'S OSWEGO STARCH.



SILVER { 40-lb. boxes, 1-lb. pkgs., 0 08  
GLOSS { 6-lb. boxes, sliding covers  
(12-lb. boxes each crate) 0 (8½)

### STOVE POLISH.



Rising Sun, 6-oz. cakes, ¼ gross bxs. \$ 8 50  
Rising Sun, 3-oz. cakes, gross bxs .... 4 50  
Sun Paste, 10c. size, ¼ gross boxes... 10 00  
Sun Paste, 5c. size, ¼ gross boxes.... 5 00



PURE—40-lb. boxes 1-lb. pack..... 0 07  
48-lb. " " 16 3-lb. boxes.. 0 07  
For puddings, oustards, etc.  
OSWEGO } 40-lb. boxes, 1-lb. packages..... 07½  
CORN STARCH }  
ONTARIO } 33-lb. to 45-lb. boxes, 6 bundles ..... 0 06  
STARCH } Silver Gloss..... 0 07½  
STARCH IN } Pure ..... 0 06½  
BARRELS }  
BEE STARCH.  
Cases, 64 pkgs. 48's ..... \$5.00  
¼ Cases, 32 pkgs. 24's ..... 2.50  
Packages 10c. each.



Cases, each 60 1-lb. .... 0 35  
" " 60 ¼-lb. .... 0 38  
" " 30 1-lb. .... 0 35  
" " 120 ¼-lb. .... 0 36

### TEAS.



SALADA CEYLON.

Wholesale. Retail

Brown Label, 1's..... 0 20 0 25  
" " ¼'s..... 0 21 0 26  
Green Label, 1's and ¼'s..... 0 22 0 30  
Blue Label, 1's, ¼'s and ⅛'s... 0 20 0 40  
Red Label, 1's and ¼'s..... 0 26 0 50  
Gold Label, ¼'s..... 0 44 0 60



LUDELLA CEYLON, 1's AND ¼'S PKGS.

Blue Label, 1's..... 0 18½ 0 25  
Blue Label, ¼'s..... 0 19 0 25  
Orange Label, 1's and ¼'s.... 0 21 0 30  
Brown Label, 1's and ¼'s.... 0 23 0 40  
Brown Label, ¼'s..... 0 30 0 40  
Green Label, 1's and ¼'s.... 0 35 0 50  
Red Label, ¼'s..... 0 40 0 60



Ceylon Tea, in 1 and ¼ lb. lead packages, black or mixed.  
Black Label, 1-lb., retail at 25c..... 0 19  
" " ¼-lb. .... 0 20  
Blue Label, retail at 30c..... 0 22  
Green Label " 40c..... 0 28  
Red Label " 50c..... 0 35  
Orange Label, retail at 60c. .... 0 42  
Gold Label, " 80c..... 0 55

CROWN BRAND

Wholesale Retail  
Red Label, 1-lb. and ¼'s..... 0 25 0 50  
Blue Label, 1-lb. and ¼'s.... 0 28 0 40  
Green Label, 1-lb. .... 0 19 0 25  
Green Label, ¼'s..... 0 20 0 25  
Japan, 1's..... 0 19 0 25



"SNELLINGS PATENT."  
English Breakfast Hopped Tea, 29c., retail, 40c.  
A. Waddell & Co., agents, Toronto.  
Samples on application.

### TOBACCO.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 3½s, 5s and 10s .. 0 29  
Royal Oak, 2 x 5, Solace, 8s ..... 0 52  
Something Good, 7s..... 0 48  
Chewing—Eobs, 4½s and 9s ..... 0 22  
Currency, 13½oz. bar, spaced 9r. 0 39  
Old Fox, 8s and 10s ..... 0 39  
Old Fox, Narrow 10s ..... 0 40  
Snowshoe, 10½ oz. bars, spaced 8s 0 44  
Snowshoe, pound bars, spaced 6s. 0 44  
Snowshoe, 2¼, 6s ..... 0 44  
Pay roll, 6s ..... 0 44

### WOODENWARE.

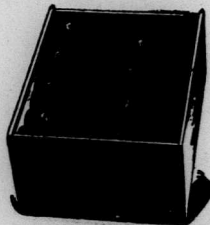
BOECKE BROS. & COMPANY.  
Washboards Leader Globe ..... 1 55  
" Improved Globe ..... 1 65  
" Standard Globe ..... 1 80  
" Solid Back Globe ..... 1 80  
" Jubilee (perforated).... 2 10  
" Crown..... 1 45  
F.o.b. Toronto.

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

### YEAST.

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

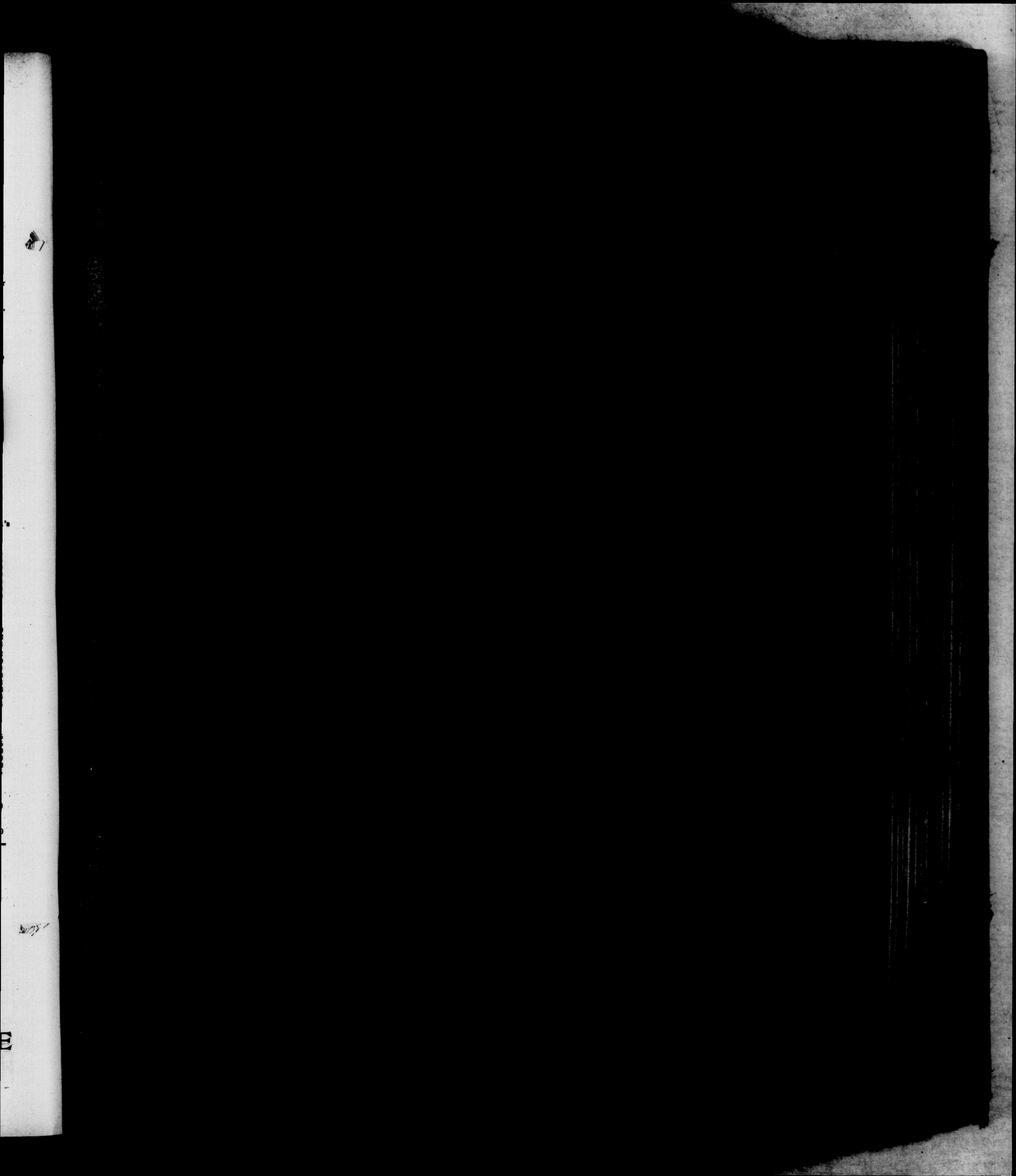
# LICORICE..



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, 2½ lb. boxes. Write for illustrated catalogue.

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

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





**YOU CAN RETAIL THIS DISH FOR 25c.**

Nicely tinted in Blue, Pink, Green and Yellow, with pretty Sprays of Roses, Violets, Forget-me-nots, etc., and the raised or embossed parts gilded.

It is a very large and showy piece, being 7½ inches in diameter, and 3¼ inches deep.

Ask for our catalogue of Decorated Opal to sell at 10, 15, 25 and 50c.

**Gowans, Kent  
& Co.**

**TORONTO and  
WINNIPEG...**

**YOU WILL  
ACT WISELY**

if you aim at selling your customers the best mince meat manufactured in Canada, viz.:

**WETHEY'S CONDENSED  
MINCE MEAT.**

IT IS MADE FROM THE PUREST AND BEST MEATS, FRUITS AND SPOICES OBTAINABLE.

IT IS SEEDLESS.

IT IS NOTED FOR ITS EXCELLENCE AND WHOLE-SOMENESS.

IT HAS THE LARGEST SALE OF ANY IN CANADA —AND IT OWES THIS LARGE DEMAND TO ITS SUPERIORITY.

YOU ARE CONSULTING YOUR OWN INTERESTS BY ALWAYS HAVING IT IN STOCK.

Order from your wholesaler.

J. H. WETHEY,

Sole Manufacturer, ST. CATHARINES.

**Crosse & Blackwell, Limited**  
**JELLY TABLETS and SOUP TABLETS**

LATELY ADDED TO OUR LIST. HAVE YOU ORDERED?

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

**MONTREAL.**

CHAS. F. CLARK, President.

JARED CHITTENDEN, Treasurer.

...ESTABLISHED 1849...

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

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KNIFE POLISH**

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