

**PAGES  
MISSING**

PUBLISHED  
EVERY  
FRIDAY

CIRCULATES  
IN EVERY  
PROVINCE

# THE CANADIAN GROCER AND GENERAL STOREKEEPER

## COLMAN'S MUSTARD



**BEST ON EARTH**

BY  
SPECIAL  
APPOINTMENT

### PEEK, FREAN & CO.

HAVE RECEIVED

Twenty-One Royal Appointments

and their Biscuits, Cakes, etc., have been awarded

THIRTY MEDALS.....



TO  
H.R.H., THE PRINCE OF WALES.

Out of hundreds of varieties of Biscuits we would direct  
your special attention to

**CHAS. GYDE, Agent,  
MONTREAL.**

**CHERRY  
VENICE  
FLORENCE**

**WAFERS**

**CHERRY  
VENICE  
FLORENCE**

<p><b>Corn Brooms</b></p>	<p><b>BROOMS</b></p>	<p>"Rose" "Pansy" "Thistle" "Maple Leaf" "Shamrock" "Daisy" "Tulip" and "Good Luck" ... Always reliable and as represented.</p>
<p><b>STANDARD BRANDS</b></p>		
<p>"GEM" "WIRE" "SNOW" "CORKER" "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>Corn Whisks</b></p>	
<p><b>The H. A. Nelson &amp; Sons Co., Limited</b> 59 to 63 St. Peter Street <b>MONTREAL</b> Toronto Sample Room: 54 and 56 Front St. West.</p>		

# EXTENDED INSURANCE.

One of the many liberal features included in the **CONFEDERATION ACCUMULATIVE POLICY** issued by the

## Confederation Life Association.

HEAD OFFICE—TORONTO.

In the provision for Extended Insurance. After three full annual premiums have been paid, the insured is entitled to Extended Insurance for the full amount of the policy for a term of years definitely stated therein. Paid-up and Cash Values also guaranteed.

Rates and full information sent on application to the Head Office, Toronto, or to any of the association's agents.

**W. C. Macdonald,**  
Actuary

**J. K. Macdonald,**  
Managing Director



# Millar's Paragon Cheese

is manufactured to give perfect satisfaction to the consumer and yield a good profit to the dealer. Our claim that it has been a success is best proven by its wonderful popularity in both Canada and the United States.

**The T. D. Millar Paragon Cheese Co., Ingersoll, Ont.**

Agents—W. H. Dunn & Co., Montreal; A. E. Dickson & Co., Quebec; Joseph Gagnon, Winnipeg; North & Southern, Vancouver and Victoria, B.C.

A popular name — **"ROBERTS"**

especially when connected with

**KHAKI BUTTER SCOTCH,** a first-class, old-fashioned butter in new form and package. Sells well with fair profit.

**CANADIAN BUTTER NUTS** are made especially for the Canadian market. Are pure and wholesome. Made from best materials. Attractive package.

Your customers who want **PURE, RELIABLE** confectionery will appreciate these goods.

**EBENEZER ROBERTS, Limited, LONDON, ENG.**

Canadian Agents: **G. E. COLSON & SON,** Montreal.



# Lever's

## for more Business!

*"Thistle" Brand  
Canned Haddies,  
Kippered Herring,  
Digby Chicken.*

The very best fish, put up in the cleanest way. The brand that knows no competitor from Quality's standpoint. Selected fish, packed with absolute cleanliness, without regard to cost. The "Thistle" Canning Co's factory at Little River is without exception the most perfectly equipped and cleanest one of its kind on the Atlantic Coast. Captain Austin, the Manager, has devoted a lifetime to his chosen work. The "Thistle" Brand is a safe, sure, strong "lever for more business."

The very best fish, put up in the cleanest way. The brand that knows no competitor from Quality's standpoint. Selected fish, packed with absolute cleanliness, without regard to cost. The "Thistle" Canning Co's factory at Little River is without exception the most perfectly equipped and cleanest one of its kind on the Atlantic Coast. Captain Austin, the Manager, has devoted a lifetime to his chosen work. The "Thistle" Brand is a safe, sure, strong "lever for more business."

*"Griffin" Brand  
Dried  
Fruits.*

Prunes, Seeded Raisins, Apricots, Peaches and Pears. "Second to none," because no other brand can equal their high quality. Grown, cured and packed right at the Vineyards on the Pacific Coast. They reach you at first hands—there is no tampering with the contents of the package en route. "Lever's for more business!"

Prunes, Seeded Raisins, Apricots, Peaches and Pears. "Second to none," because no other brand can equal their high quality. Grown, cured and packed right at the Vineyards on the Pacific Coast. They reach you at first hands—there is no tampering with the contents of the package en route. "Lever's for more business!"

ARTHUR P. TIPPET & CO., Agents,

8 Place Royale, Montreal.

23 Scott Street, Toronto.

CHOICEST

AND

BEST

GOODS

FOR

ALL

LIVE

GROCERS

# In Stock

From the celebrated firm of **JAS. VIOLETT & CO.**,  
Bordeaux, France.

(This firm is known from Atlantic to Pacific.)

**IMPERIAL** Choice Plums in 2-lb. glass bottles.

“	<b>Superior</b>	“	in 2-lb.	“
“	“	“	in 1 lb.	“
“	<b>Extra</b>	“	in 2-lb.	“
“	<b>Excelsior</b>	“	in 2 lb.	“
“	“	“	in 1-lb.	“
“	<b>Plums</b>	—50's in 28-lb. boxes; also in 2 lb, 4-lb., 7-lb. and 28 lb. tins.		

We have received from the firm of  
**R. AGUILAR**, of Seville, Spain, a consign-  
ment of

## Queen Olives

In half-pint and pint bottles.  
Also in 1 gallon kegs, 8-gallon kegs,  
16 gallon kegs, 48 gallon kegs, barrels  
and 164 gallon casks, which we offer  
to the trade in lots at

**SPECIAL PRICES.**

We have also received from Lout Freres, Bordeaux, France, *French Capers*, in half-gallons and five-gallons; also in bottles. Special quotations to large buyers.

*Our new crop of Italian Oil has arrived*, which we have in gallon and half-gallon tins.

If you are in want of *Marrons* (chestnuts) preserved in syrup, send us your orders.

*Prompt attention given to all orders. Satisfaction guaranteed.*

**Henri Jonas & Co. - Montreal.**



## Welcome!

A long farewell to Cigars of doubtful quality—a glad welcome to the leaders — Payne's "Pharaoh" 10c. and his "Pebble" 5c. Cigar. Up go the sales of the grocer who buys them. **He will have money in the bank!**

### Payne's Cigars

will build up the sales of **any** grocer's Cigar Department. What they have done for others they will do for you. You can have a trial order of an assortment of a thousand or more, and if they don't do exactly what I claim they will **you can have your money back!** Send in your orders, gentlemen.

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

A pleased customer is a regular customer. Many pleased customers mean a steady dependable business. This is only secured by selling reliable goods. Grocers who keep on hand a good assortment of



## "Sterling" Brand

pickles, relishes, jellies and marmalades secure a steady business. No more dependable goods of the class are manufactured.

### T. A. LYTLE & CO.

124-128 Richmond St. West,

TORONTO



## On A Safe Foundation!

"In times of peace prepare for war." Don't forget the storm when the sun shines. Look out for the foundation stones of business when hard times arrive. Let "Quality" be your watchword—**highest** quality first, last and always.

Tillson's Pan Dried Rolled Oats have won their way to the front rank on high quality rigidly maintained. There has been no deviation in the determination to out-class and out-rank all other brands—**there shall be none in the future!** Let their rich, nut like flavor, their cleanliness, their freedom from hulls prove the wisdom of the thousand-and-one grocers who sell them and who build business "on a safe foundation," using **quality** as the corner stone.

### Tillson's Pan-Dried Rolled Oats

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



# PRUNES 2 Carloads

"Californian," 25 and 50-lb. bxs.  
 "Oregon," 25 " 50-lb. "  
 "French," 56-lb. bxs.

These goods show exceptional value at the prices we are asking.

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



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

The most popular in Canada.



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

**AYE READY!**  
**SATERSONS'**  
**"CAMP" COFFEE**  
**IS THE BEST.**

PRODUCING A CUP OF DELICIOUS COFFEE AT A MOMENTS NOTICE.

ASK YOUR WHOLESALE GROCER FOR IT.



## Batty & Co.

ESTABLISHED 1894.

LONDON.



OLIVES AND PURE OLIVE OILS.



INDIAN CURRIES AND CHUTNIES.

Makers of High-class

PICKLES OF ALL KINDS.



SAUCES OF ALL KINDS.

T  
sive  
New  
Brit

vol

A  
Domi  
few y  
introd  
ensuir  
is by  
gathe  
some

Mr  
the M  
oppos  
afford  
equit  
credit  
merc  
they  
prese  
the l  
Cana  
in se  
tion  
that  
estat  
TWO

Th  
whic  
two  
Mr. l  
busi  
good  
conc  
cons  
We

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

PUBLISHED  
EVERY  
FRIDAY

THE  
**CANADIAN GROCER**  
AND  
GENERAL  
STOREKEEPER

CIRCULATES  
IN EVERY  
PROVINCE

VOL. XV.

TORONTO AND MONTREAL, JANUARY 25, 1901

NO. 4

## DOMINION INSOLVENCY LEGISLATION.

THE VIEWS OF BUSINESS MEN REGARDING ITS NECESSITY.

**A**LTHOUGH Mr. Fortin, M.P., who has been the particular champion in the House of Commons of a Dominion bankruptcy law during the last few years, has declared that he will not introduce a bill for that purpose at the ensuing session of Parliament, the question is by no means a dead one, as will be gathered from the following interviews with some of the leading merchants in Montreal:

### ATTITUDE OF THE BANKS.

Mr. James Elliott, general-manager of the Molsons Bank, says the banks are not opposed to an insolvency law that would afford a means of giving a just, speedy and equitable division of estates among the creditors and that would prevent dishonest merchants from obtaining a clearance which they find no difficulty in getting at the present moment. He believed, too, that the law should be made general all over Canada, and thus remove the deficiencies in several of the Provincial Acts in operation now. But he is opposed to any measure that would disallow the banks having the estates of

### TWO PERSONS AS SECURITY FOR THEIR PAPER.

This is one of the understandings upon which banks discount notes—they must have two names upon them. "Banks," said Mr. Elliott, "do not do business on ordinary business principles; they do not turn over goods at high profits like ordinary business concerns; their rates of interest are low, consequently their returns must be sure. We cannot afford to incur any losses, so we

must have two names on the paper we hold or we shall have to refuse to put money out on interest. So, you see, that any insolvency bill introduced into Parliament containing a provision to the effect that the banks cannot come upon two estates to recover the full value of the paper they hold will not meet with our approval so far as that part of the measure is concerned. Otherwise, I cannot see why the banks should be opposed to improved insolvency legislation. In fact, they ought to favor it."

A commercial man of the highest standing in Montreal, who does not wish his name disclosed, gives his opinion on insolvency matters as follows:

### INSOLVENCY LAW BADLY NEEDED

"We need a Dominion insolvency law very badly. Each of the Provinces has grievances that are decidedly vexatious, particularly to the wholesale merchants of Montreal. In Ontario, Manitoba and the Territories we have to meet chattel mortgages, which pop up here and there and everywhere, giving undue preference to certain creditors. We have a case on hand just now in Ontario where

### A BANK'S CHATTEL MORTGAGE TAKES EVERYTHING.

"In the Maritime Provinces we meet with the same preferences."

"But are these not registered?"

"Yes, they are. But what good is that to us when merchants can give chattel

mortgages after they have bought goods from us."

"Is the Quebec law satisfactory?"

### THE QUEBEC LAW.

"The law as we have it in Quebec is the most satisfactory in the Dominion, but it is not an ideal law. It is too elastic. We can make a demand of assignment here, but it can be contested, and while it is being forced the debtor can dispose of all his goods. The law is not quick and practical enough."

### EXCESSIVE CHARGES.

"What about excessive charges?"

"To-day they are certainly outrageous and should be regulated as suggested by Mr. Fortin in his draft of a bill. My opinion coincides with Police Magistrate Denison, of Toronto, who says that the lawyers are virtually robbing the community in the slick way they have of doing things. We have just had to deal with a case where an estate should easily have paid 75c. on the dollar, but after the lawyers had preyed to their full satisfaction it paid only 2/3c. on the dollar. These official notices of assignment, notices of meetings and all the rest of the tomfoolery form useless and needless expense. As Mr. Fortin suggests the assets of an insolvent should be put into the hands of the creditors who own it, not into the possession of any official receiving."

### THE PRIVILEGES OF THE BANKS.

"Have the banks too much privilege?"

"Most decidedly they have. Why should they have a preferred claim over any other creditor? A bank can register its claim with the other creditors, but while the estate is being settled it goes on collecting on the paper it holds, and, then, when the time of



**RISING SUN**  
STOVE POLISH and **SUN PASTE**  
STOVE POLISH

IN  
**CAKES**  
WELL KNOWN AND RELIABLE.

**DURABLE**  
3000 TONS SOLD EVERY YEAR

**STOVE POLISH.**  
DUSTLESS, LABOR SAVING,  
BEST IN THE WORLD.

IN **TINS**  
GUARANTEED TO THE TRADE

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.

giving dividends comes, it registers the balance of the claim which it has not collected. Thus it gets 100c. on the dollar for part of its debt which generally amounts to the whole. That is not right. The banks should hand over the paper they hold when an insolvent assigns."

"Do you think Mr. Fortin should introduce his measure this session?"

"Considering the needs of the country he should. Times are good now, and the present is the best time to put such a measure into operation. However, as there are so many lawyers in Parliament, who make their livelihood out of the existing state of affairs, I suppose Mr. Fortin runs a slim chance of having his bill passed if he should introduce it, and I don't blame him for not undertaking a task foredestined to bear no fruit."

VIEWS OF THE PRESIDENT OF THE CHAMBRE DE COMMERCE.

Mr. L. E. Geoffrion, manager of L. Chaput, Fils & Cie, Montreal, is an earnest advocate of a Dominion insolvency measure. He is president of the Chambre de Commerce, and he is striving to have a powerful deputation go to Ottawa to represent the commercial organizations of Montreal and urge the Government to remedy the existing evils. He is much opposed to the present methods of allowing preferences, and considers the privileges legislated to the banks extremely unjust.

"Why should the banks not be classed as ordinary creditors?" said he. "They make 6 per cent. on their money, while we make no more than 7 per cent. and have to handle goods. Why should these powerful corporations be allowed a preference? It is the height of injustice. In Ontario, the banks are allowed to seize the goods we ship our customers and hold them on their account, and then we have to whistle for the payment of the goods. The banks have no right to get a chattel mortgage on goods that are not paid for, and the sooner

we have legislation to make such seizures criminal the better it will be for the commercial prosperity of this country.

"We want an insolvency law to cover the whole Dominion, and I want to see the Government take hold of the matter."

#### TRADE WITH THE WEST INDIES.

MR. L. GOLDIE of The James Goldie Co., Limited, Guelph, Ont., was one of the passengers by the ss. Erna of the Pickford & Black line on her last trip to the West Indies. Mr. Goldie expects to be away several months, and will visit St. Kitts, Antigua, Dominica, St. Lucia, Barbados, Grenada, St. Vincent, Trinidad and Demerara, with the hope of increasing the flour trade which his firm now enjoys among the British colonies in the tropics. It is now three years since Mr. Goldie first attempted to persuade our friends to the south that Canada can supply flour suitable to their particular requirements; and while at times he has met discouragement, yet, on the whole, he feels satisfied that the business can be done. To a representative of The Maritime Merchant who saw him while in Halifax he said:

"The only way to get that market is to keep pounding away at it. More than half the objections that have been raised against Canadian flour are silly prejudices that will disappear as the people come to know more about the article. The first time I was in Demerara I was told that it was useless to send anything but a round-hooped barrel to that market. I could not see the force of the argument myself, but to meet our customers' demands we imported round hoops from Michigan and put up the flour as ordered. It added 10c. to the cost of every barrel, and we told them so. But still they thought they must have the round hoops. To-day there is scarcely a New York exporter who sends a round-hooped barrel to the West Indies, and lately I have

heard of flour being shipped in sacks. "There are a great many difficulties in the way of developing trade with the West Indies, but the package is not a very serious one. So far as quality goes, our Manitoba wheat makes more flour and better flour than any American flour sold on that market, and it shows a woeful lack of knowledge regarding values when people will pay 25 to 50c. more for a barrel of a highly-advertised Minneapolis flour in preference to 'Five Roses' or Ogilvie's 'Hungarian.' There are certain grades of flour which Canada cannot successfully compete with, because we do not produce the exact kinds of wheat from which they are made, but I believe that if we were to keep pounding away every day of the year at one or all of these markets we should eventually get a trade that we could hold. Naturally, the New York exporters are most averse to giving up the grip which they have had on the flour trade of all the West Indian Islands for the best part of the century, and it is to their interest that their travelling representatives should decry the quality of Canadian foodstuffs wherever they may find them.

"Another difficulty is the distance of the Canadian miller from tide water. It takes him too long to get his products to the seaboard. And so, he often loses his connection by not being able to fill orders as quickly as they are wanted. However, I am going down to have another talk with our friends, and I hope the result will be permanently satisfactory. I would like to see more interest taken in British West Indian trade among exporters of other goods which Canada produces, and of which there is such an immense consumption in the West Indies. While flour is one of the principal items, it is not the only one which deserves immediate and continuous attention."

Mr. Goldie is accompanied on this trip by Mr. C. S. Pickford, of Pickford & Black. —Maritime Merchant, Halifax.

**"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.**

**= FISH =**

**MONEY  
LOST.  
LENT,**

invested in Fish at this season of the year is not  
In a few weeks it will be . . . . .  
so send in your orders before our nice stock becomes  
exhausted.

*Finest Labradors in barrels and 1/2-barrels.*

*Choice No. 1 Split in 1/2-barrels.*

*Finest No. 1 Fat Mackerel in 1/2-barrels.*

*Fine No. 2 Fat Mackerel in 20-lb. pails.*

*Salt Water Salmon in 1/2-barrels.*

ALL AT QUICK-SELLING PRICES.

**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 de-  
clared them Pure and Free from any Deleterious Ingredients.

WM. ROSS, Manager.



**Imperial  
Goods**

**ALWAYS  
THE BEST.**

**IMPERIAL SOAP** *Snow, Imperial,  
Cameo, Klondike.*  
**IMPERIAL VINEGAR**  
**IMPERIAL COCOANUT**

Our Travellers always carry samples.

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

**QUEBEC BOARD OF TRADE.**

THE sixtieth annual meeting of the Quebec Board of Trade, which was held on Tuesday afternoon, January 15, was attended by a large proportion of the prominent business men of the city, and proved to be one of the most successful meetings held for some time.

The report of the treasurer, James Brodie, showed the finances of the board to be in a healthful, satisfactory condition.

A communication was received from J. G. Scott, general manager of the Canada Atlantic Railway, agreeing to place at the disposal of the Quebec Board of Trade a special train with sleepers, to leave Quebec and run through to Parry Sound at any date that may be convenient to the board after the opening of navigation in the spring.

On motion of J. B. Garneau, seconded by W. H. Wiggs, a resolution was passed condemning the rule recently inaugurated in Her Majesty's Customs in Quebec, viz.: That of insisting that all invoices (without exception) have to be checked before the entry can be passed. It was pointed out that other cities, including Montreal, were not "saddled" with this new rule. A motion was, therefore, passed requesting the Customs authorities of this port to rescind this rule, and that invoices be checked

as heretofore, and refund entries be made in event of any errors, the collector to reserve the right to check the invoices of strangers.

A. B. Van Felson reported to the meeting that while freight from Montreal was delivered free in Three Rivers, that from Quebec was delivered at the expense of the receiver, notwithstanding the fact that the rate is the same and Montreal is five miles farther away than is Quebec.

The report of the council dealt with freight and passenger service to Quebec; the establishment of a Canadian Lloyds, with \$5,000,000 capital, which will probably have the affect of prolonging navigation on the St. Lawrence; the establishment of abattoirs throughout the Province; the establishment of technical education in the Province; the laying of the corner stone of the Quebec bridge; the opening of the Great Northern Railway and its elevator, and the shipment of its first cargo of grain. Regarding bankruptcy, the council favors the enactment of a severe Act, uniform throughout the country, and has appointed a sub-committee which is now studying the matter in detail.

With respect to winter navigation the report says: "The most important question of the winter navigation of the St. Lawrence is now more than ever on the

tapis, owing to the requirements of the Western grain trade, and it is evident that we are nearing a favorable solution of the problem. The principal requirement is the replacing of the lightships and gas buoys by permanent lights, an improvement which, we understand, has already been carried out on the lakes."

The following officers were elected for the ensuing year:

President—George Tanguay, M.P.P.  
First Vice-President—John Ritchie.  
Second Vice-President—P. J. Bazin.  
Treasurer—D. J. Rattray.  
Council—V. Chateauvert, J. G. Garneau, Joseph Winfield, G. E. Amyot, V. Lemieux, R. H. Smith, Napoleon Drouin, M. Joseph, D. Arcand, Nazaire Lavoie, P. B. Dumoulin and O. Poitras.

A vote of thanks was passed on motion of Messrs. Tanguay and Van Felson to the retiring president for his active interest in, and adequate efforts towards, the success of the Quebec Board of Trade during his term of office.

**A WORD OF APPRECIATION.**

Mr. James McCulla, grocer, Kingston, Ont., in sending in his subscription to THE CANADIAN GROCER, writes: "We like your paper very much and find many useful hints in it. We look for it about as regularly as we look for our customers."



**Are You Getting  
Your Share**

of the large trade that is being done by grocers all over Canada in **Imperial** and Goat Brand **Roquefort** Cheese?

If not, it cannot be because your customers do not want them—it must be because you do not handle them. **Do you?**



Choice Bright

# Evaporated Apples

Get our quotation.

## THE DAVIDSON & HAY, LIMITED

WHOLESALE GROCERS, TORONTO.

### ENGLAND'S DAILY BREAD.

THE Home Magazine, of New York, has an interesting article on the wheat production of the United States, which accounts for a quarter of the world's supply.

How dependent Great Britain is for its daily bread upon outside grain growing countries is best shown by the statement that in one quarter we consume our entire wheat crop, and for the remaining three-fourths of the year every loaf has practically to come to us over the sea.

"The magnitude of the wheat industry can, perhaps, be understood when it is stated that there are in the world 517,000,000 bread eaters.

"These require more than 2,300,000,000 bushels of wheat every 12 months.

"The statistician of the United States Department of Agriculture, at Washington, estimates that the world's total production of wheat in 1897 was 2,226,745,000 bushels; in 1898, 2,870,924,000 bushels; in 1899, 2,725,407,000 bushels.

"American farmers in 1898 produced over 758,000,000 bushels of wheat, more than one-fourth of the world's total production. Asia raised 421,000,000 bushels, making these three continents the great wheat producers.

"South America's wheat crop averages in the neighborhood of 72,000,000 bushels per year, which is less than the average crop of the single State of Minnesota.

"Each year, about 44,000,000 bushels of wheat are grown in Africa. Australia stands at the foot of the great wheat-producing countries, being credited with a product of about 35,000,000 bushels each year.

#### GREAT BRITAIN'S DEPENDENCE.

"This is 7,000,000 bushels less than South Dakota alone produced in 1898, and nearly 3,000,000 bushels less than the same State produced in 1899.

"The wheat yield of Kansas in 1900, estimated at 100,000,000 bushels—the greatest of any single State in the Union—is, therefore, nearly three times greater than the average wheat product of Australia.

"The average annual wheat surplus of the United States is in the neighborhood of 200,000,000 bushels.

"A total of 345,000,000 bushels is required to feed the people of the United States, with an additional 70,500,000 bushels required by the farmers for seeding the 47,000,000 acres devoted to wheat raising throughout the country, or a total of 415,500,000 bushels, which are necessary to

supply the needs of the people of the United States.

"Great Britain is one of the heaviest purchasers, as it consumes its entire wheat crop in about 13 weeks, and for the remainder of each year is compelled to depend for its supply upon countries which have surpluses."—Daily Mail.

### THE LATE L. J. DICKIE.

Mr. L. J. Dickie, grocer, died at his home Simcoe street, Oshawa, on Sunday Jan. 13, after an illness extending over nine months. His trouble was tuberculosis of the bowels, and it was only by constant care that he survived as long as he did. He leaves a wife but no children.

Mr. Dickie was connected with the grocery trade for over 30 years, and had been in business for himself over 20 years, at the same stand occupied at the time of his death.

Mr. Dickie was successful in business, having never made an assignment.

Mrs. Fannie Dickie will continue the grocery business carried on by her late husband Mr. L. J. Dickie.

George G. Johnston is opening a general store in Little Glace Bay, N.S.



## UPTON'S

the Name that  
has the Fame.

Would you sell your customers an article that is an unknown quantity, in preference to one that is backed by a reputation such as UPTON'S MARMALADE has won by its sterling merit?

Remember that *your* reputation depends largely on the quality of the goods you sell.

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

## TRADE COMMISSIONER FOR ENGLAND.

AT the last regular meeting of the Executive Committee of the Canadian Manufacturers' Association, Mr. Geo. H. Hees, of the large firm of Geo. H. Hees, Son & Co., Toronto, and chairman of the Tariff Committee of the Association, introduced for discussion a subject of great importance to the manufacturers of Canada; namely, the advisability of urging upon the Government the appointment of a Trade Commissioner for England.

In discussing this matter Mr. Hees spoke as follows:

"I desire to draw the attention of the Manufacturers' Association to a matter of great importance to every manufacturer and shipper in Canada; namely, the advisability of suggesting to the Government the appointment of a Trade Commissioner in England on the same lines as has been already done in Australia.

"Every exporter who has ever tried to find a market for his goods in England has felt the need of some such office as would be connected with a Trade Commissioner in order that he might be supplied with the information that is so necessary. At present he has to go single-handed and alone, groping for customers, and, after he has covered the ground as well as he can, is compelled to leave, feeling that he has left undone much that he might have done had proper facilities been at his disposal, such as would be afforded by a Trade Commissioner acting under the Dominion Government.

"We all know the splendid trade that has developed between Australia and Canada, and we can safely say that 75 per cent. of the business now being done between that country and Canada is due to the zeal and energy of our Trade Commissioner, Mr. Larke.

"An office fitted up in London, to be the headquarters of Canadian exporters, with all the information that is necessary to assist manufacturers and others in securing prospective customers, would undoubtedly meet with success greater in proportion to the much vaster population of the Mother Country."

Mr. Hees then outlined his proposition as follows:

"The appointment of a Trade Commissioner to Britain, with headquarters at London, would be a forward step in the direction of largely increasing the export trade of Canada, and would prove very popular with the manufacturers and producers of this country.

"The appointee should be a Canadian conversant with all sections from the Atlantic to the Pacific.

"To equip and furnish him for his work he should visit all the leading trade centres in the Dominion and meet the various boards of trade and merchants interested in the advancement of Canadian trade.

"An office should be opened in London, furnished entirely with Canadian furniture, carpets, etc., with a sufficient staff to answer all inquiries in regard to Canadian trade matters.

"London being the centre of the world's business, the Commissioner could easily ascertain the possibilities and probabilities of trade between other foreign countries and Canada.

"It would be the duty of the Commissioner to visit trade centres in Britain, such as Liverpool, Manchester, Birmingham, Leeds, Glasgow, Dundee, Aberdeen, Cardiff, Belfast, Dublin, etc., and to come into touch with the various Chambers of Commerce in these cities.

"It should be the object of the Commissioner to assist in bringing merchants in Britain and other foreign countries into close relations with the manufacturers and shippers of Canada, and for this purpose a well-equipped bureau of information should be maintained, the function of which would be to supply any needed information concerning foreign markets, the goods sold therein, the requirements of the markets and the names of the principal buyers in Britain and various parts of the world. Foreign merchants should be furnished with any desired information about goods that are manufactured or produced in Canada. A comprehensive directory of merchants in every part of the world should be kept, with full particulars about the lines of goods they handle, and with information as to whether they are interested in Canadian merchandise or not. These merchants would be brought in direct contact with the manufacturers and producers of Canada. Those who deal in Canadian goods and desire to increase the range of their business in this line, and who wish to be informed concerning Canadian goods which they could sell to advantage, should be invited to make their wants known to the Commissioner, with the assurance that their inquiries would receive prompt and careful attention.

"Samples of any merchandise wanted might be sent to the Commissioner. These samples could be placed in the hands of Canadian manufacturers who supply such goods, and would enable them to know exactly what is wanted by the buyer, and to submit prices and terms more intelligently.

"The Commissioner would be able to answer inquiries relative to shipping to any foreign countries either via Britain or direct from Canada.

"A trade index of those who manufacture goods suitable for export should be kept as follows:

"1st.—An alphabetical list of manufacturers and merchants, with a brief enumeration of the articles they manufacture and deal in, and other information helpful to the buyer.

"2nd.—The names of manufacturers and merchants grouped according to the articles manufactured and dealt in, an arrangement that will be of much assistance to the buyers who wish to find manufacturers and merchants in any particular line.

"3rd.—The registered cable addresses of those whose names are contained in the index."

GEO. H. HEES.

Mr. Hees drew attention to another important matter, of which he spoke as follows:

"I would also suggest that the Association ask the Government to recall Mr. Larke from Australia and post him on present conditions in Canada, as it is six years since he went out to Australia, and he has not since returned to Canada to take note of the great changes that have taken place in that period.

"Notwithstanding that Mr. Larke has been handicapped by his lack of intercourse with the manufacturers and exporters of Canada, he has succeeded in building up an enormous business. But how much more could he do if he returned and met the different exporters and manufacturers in all the various parts of Canada, and obtained from them up-to-date information as to the products which they are prepared to offer for sale. Could he then return to Australia, armed with this up-to-date information, he would have something new and original to present to prospective customers there, and the influence of such personal contact would at once be seen in the large trade which would result.

"We all know that great changes in the business world have taken place during the last six years, especially among manufacturers, and, unless a Commissioner meets with the manufacturers every year, or year and a half, and learns what is going on, he soon becomes obsolete, and from necessity talks ancient history.

"I would further recommend, if we succeed in inducing the Government to appoint a Trade Commissioner in England, that we should have him first become thoroughly posted as to the ability of Canadian firms at present to compete for foreign trade, and that once he has established his office he should return annually to confer with manufacturers and shippers in the various parts of Canada."

This important subject will be discussed by the Commercial Intelligence Committee, and finally dealt with at the next regular meeting of the Executive Committee, on Tuesday, February 12.

### TORONTO BOARD OF TRADE.

The following officers have been elected by acclamation by the members of the Toronto Board of Trade:

President—A. E. Ames.  
1st Vice-President—W. E. H. Massey.  
Treasurer—J. L. Spink.  
Harbor Board—W. A. Geddes and J. T. Matthews.

The election of the Council, the Board of Arbitration and the representatives to the Industrial Exhibition will take place on Tuesday week.

**Here and There** — A grocer may be found who does not believe in package teas--who thinks he can do better by buying his teas in bulk. THE PUBLIC, however, think otherwise, and have become fully aware of the superiority of a package tea carefully selected and blended by experts from growths possessing different characteristics, with just the right proportion of each. Then the compact, handy package with its air-tight wrapper is an attractive addition to the grocer's counter or shelf stock, its contents retain their natural freshness and aroma to the last, and **CONSTANT, INSTEAD OF OCCASIONAL, TEA SALES** is the result. In addition to our widely-known "**KOLONA**" Pure Ceylon Tea, which has won its way by intrinsic value as a standard, we make a specialty in supplying the trade with Ceylon, Indian, Black and Green mixed, or Japan teas at popular selling prices, under buyer's own brand, which can be selected and reserved from a fine range of handsomely lithographed labels always in stock; and we guarantee perfect satisfaction with the values we offer.

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

WHOLESALE GROCERS  
TEA IMPORTERS, BLENDEES AND PACKERS

 **TORONTO.**

#### THE WEST INDIAN FRUIT TRADE.

THE United States Consul at Copenhagen writes as follows under date of December 20:

"Seven new steamers have just been ordered for the fruit trade between the West India Islands and the United States. The contract for one of them—the Taunton—with the option of two others, was signed today between the United Fruit Co. and Messrs. Burmeister & Hains, extensive shipbuilders of Copenhagen. Three of the seven will be built in England, three in Norway and one in Denmark, with a possi-

bility of two more at Copenhagen. The United Fruit Co. has already over 20 steamers in the banana trade from the West Indies to American ports. These vessels are registered as Norwegian, but it is understood that the bulk of the capital invested is American. This company is also adding to its fleet two steamers for use in carrying fruit on the Great Lakes.

The Taunton, which may be taken as a typical steamer of the banana fleet, will be a spar-deck vessel 227 feet long, 32 feet beam, with a depth of 23 feet. She will have a registry of 2,000 tons net, although

her usual load will be about 1,000 tons. With this load she will draw 14 feet of water, and her engines will give her a speed of 13 knots an hour. Besides her cargo, she will have accommodations for 30 passengers. Burmeister & Hains have contracted to deliver the vessel complete for 400,000 kroner (\$107,200)."

M. N. McRae is starting as grocer in Nyanza, N.S.

Letteney & Co., Limited, general merchants, Digby, Ont., are applying for incorporation.

## THE RED LABEL

WAS FIRST USED BY

# LEA & PERRINS

for Worcester Sauce, now there are scores of imitations on the market. To protect themselves and the public "**Lea & Perrins**" have adopted one with their signature written in **White** across it. Look out for it.

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

# Keep on the Right Side

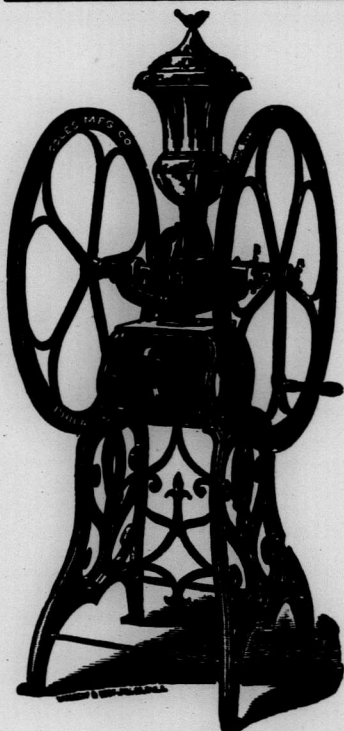
of a woman and that woman will continue to trade with you, *naturally*. Do you try your level best to keep a woman interested in you and your store? The grocer who sells Windsor Salt (especially to a woman who has never used it before) surprises that woman with its purity, whiteness and freedom in the package—*it never cakes*.

And, too, Windsor Salt saves a woman time and patience, because it never varies from the one high standard that has made it famous—it is "the Salt of quality"—pure, white, crystalline.

The Windsor Salt Co., Limited,  
Windsor, Ont.

## Windsor Salt.

Leading Wholesalers Sell It.



## The Canadian Grocers Know

a good mill when it is presented to them.

They have taken up the . . .

## COLES COFFEE MILL

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

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

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

## VINEGAR

is an article upon which the grocer has a fair margin. Then why risk your customers' pickles, and your own trade, by selling goods other than the best? Every dealer acknowledges that **The Wilson, Lytle, Badgerow Co., Limited**, of Toronto, turn out the very best and purest vinegar made in Canada. So handle only their goods.

THE I

Publi  
culat  
North  
Queb  
Islan

MONTR

TORON

LONDO

MANCH

WINNI

ST. JOE

NEW Y

T.

Subsc  
Great

WHE  
PLEA  
THEIR

A TU

TH

Ti

patent

excite

whethe

questio

For

foot to

medici

was a

retail

signed

further

backec

gists'

Associ

covena

refused

The

agreed

retail c

full pri



President,  
JOHN BAYNE MacLEAN,  
Montreal.

**THE MacLEAN PUBLISHING CO.**  
Limited.

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

OFFICES

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

Travelling Subscription Agents:

T. Donaghy. F. S. Millard.

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

Published every Friday.

Cable Address { Adscript, London.  
Adscript, Canada.

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

**A TUSSELE OVER FIXED PRICES.**

**T**HERE promises to be a lively tussle in Greater New York over the question of a minimum fixed price for patent medicines, which will, no doubt, excite the interest of all business men, whether or not they deal in the articles in question.

For some time a movement has been on foot to secure minimum prices on proprietary medicines, and within the last few days it was announced that 98 per cent. of the retail druggists of Greater New York had signed an agreement to that effect. It was further announced that this agreement was backed by the National Wholesale Druggists' Association and the Proprietary Association of America, both of which had covenanted not to supply retail dealers who refused to subscribe to the agreement.

The following is the schedule of prices as agreed upon by the 98 per cent. of the retail druggists: All 5, 10 and 15c. articles, full price; all 25c. articles, not less than

20c.; all 35c. articles, not less than 25c.; all 50c. articles, not less than 45c.; all 60c. articles, not less than 55c.; all 75c. articles, not less than 65c.; all \$1 articles, not less than 85c.; all \$1.25 articles, not less than \$1.10; all \$1.50 articles, not less than \$1.25; all \$2 articles, not less than \$1.75. Infant food and beef extracts are not included in the list. It was decided that the agreement should be operative on January 24.

A similar agreement is in operation in several cities of the United States and, it is claimed, with success.

But an obstacle to the success of the plan has arisen in Greater New York during the last few days. It is none other than the department stores which, through the Retail Dry Goods Association, have notified the promoters of the agreement that they do not propose to subscribe to it.

Nothing daunted, however, a joint committee, representing the manufacturers, the wholesalers and the retailers who are at the back of the agreement, decided on Friday last to put it in operation on January 24, as originally intended. A letter to that effect was sent to all retail druggists, grocers, dry goods, department stores and all handling patent medicines.

Our readers will possibly remember that a few months ago the courts in the United States held that manufacturers or wholesalers could refuse to supply goods to dealers who neglected to comply, in selling them, with the conditions stipulated by said manufacturers or wholesalers. If our memory serves us right it was in regard to the very matter of a fixed price on patent medicines.

Prices have for a long time been slaughtered on proprietary medicines and it is a pity that, through the perverseness of a few, the success of a scheme should be endangered which has for its object the discontinuance of a reprehensible practice. Agreements are distasteful to most people, but it is often necessary to do that which is distasteful in order that something which is more so may be circumvented.

He is a man to be envied who leaves many friends behind him although of dollars he leaves but few.

**SERIOUS CHARGE AGAINST OUR CANNED GOODS.**

**T**HE KINGSTON WHIG, of January 19, is the medium of a serious charge against Canadian canned goods.

"Canadian officers," it says, "returned from the South-African War, state that the Canadian canned goods gave them a national shock and the troops an ever-present hunger. The cans were half filled, and, as each can was allotted to two men, one man had to go without or both had to take half fare."

THE CANADIAN GROCER has no hesitation in saying that the statement is a gross exaggeration of what may possibly be a truth. One would infer from it that all the canned goods that went from Canada to South Africa were of the character described. Now, this we know is not true, and not of one, but of at least two or three lines of canned goods.

For instance, we are assured, from letters which we have personally seen from the soldiers in South Africa, that certain brands of Canadian canned beef and jam are giving excellent satisfaction, while some of the recently returned Canadian troops spoke highly of the canned chicken that had been a part of their rations.

Where there is smoke, fire there certainly must be. We are quite prepared to believe, therefore, that there was some ground for the complaint referred to by The Whig. What we object to is its exaggerated and, therefore, unjust character.

It seems to us, however, that this is a matter which the Government should investigate.

**BEGAN AT THE WRONG END.**

While the reaction against low-priced goods is gathering momentum, there are merchants who do not yet appear to be influenced by it. An instance of this came under our observation a few days ago.

A gentleman entered a retail store and asked for a certain article. He was a man in comfortable circumstances and well known by the clerk, yet, he was first shown the lowest-priced article of the kind in the store, and he had to ask no less than three times for the quality he wanted before it was produced.

The clerk began at the wrong end, and he is not the only one who is daily doing the same thing.



## AID FOR BEET SUGAR IN ONTARIO.

**A** FEW weeks ago THE CANADIAN GROCER stated that it was believed the Ontario Government contemplated giving financial aid for the encouragement of a beet sugar industry in Ontario. This prediction is likely to be realized, for no less an authority than the Premier of the Province, during an address delivered in Barrie one day last week, distinctly stated that it was the intention of the Ontario Government so to do, although he did not say what form the aid would take. A day or two before the Premier made his statement, The Toronto Globe, which is the organ of the Ontario Government, said a Bill to provide for the encouragement of the beet sugar industry was almost a certainty. "It is rumored," continued that journal, "that the encouragement may be directed more to the farmer than to the manufacturer, thus varying the practice in several States of the Union."

Should the Ontario Government carry out its intention it will be the first time any Provincial government in Canada has undertaken to give financial aid to the beet sugar industry. It will not, however, be the first time that aid of this kind has been given in Canada.

During the session of 1891 the Dominion Parliament passed an Act which stipulated that "the Governor-in-Council may authorize the payment out of the Consolidated Revenue Fund of Canada, under such regulations and restrictions as are made by Order-in-Council, to the producers of any raw beet-root sugar produced in Canada wholly from beets grown therein, between July 1, 1891, and July 1, 1893, a bounty of \$1 per 100 lb., and in addition thereto, 3 $\frac{1}{2}$ c. per 100 lb. for each degree or fraction of a degree over 70 degrees shown by the polariscopic test."

Subsequently the period was extended to 1895, and again, in the latter year, to July 1, 1897. By the last amendment to the Act, the amount of the bounty was fixed at 75c. per 100 lb. and an additional 1c. per 100 lb. for each fraction or degree over 70 degrees.

At the time the bounty was fixed a beet sugar factory was in operation at Farnham, in the Province of Quebec, but it was never

very prosperous, and succumbed in spite of the bounty long before the term of the bounty expired. There is now no beet sugar factory in Quebec or in any other Province of the Dominion.

The amount paid out in bounties while there was an industry to which they could be paid was as follows: 1892, \$23,767; 1893, \$20,668; 1894, \$7,766; 1895, \$29,449.

As far as adaptability of Ontario for producing sugar beet is concerned, that has been settled beyond all question by a series of experiments. Only a week or two ago Professor Shuttleworth, the analyst of the Ontario Agricultural College, Guelph,

### THE DEATH OF THE QUEEN

The death of Her Majesty Queen Victoria and the accession of King Edward VII., are events that the commercial world cannot regard with indifference. The Queen's personality inspired much of the vigor and enthusiasm by means of which British trade and dominion have been extended since 1837. Her pure life and character are bright examples for all engaged in commercial pursuits. Her death is sincerely mourned by all her subjects, and the expressions of sympathy from Boards of Trade, Chambers of Commerce, etc., prove that the illustrious name of Victoria was a reality and a power in business life.

The new King we greet loyally and cordially. He has been a good son, attentive to all his public duties, a man of wide information, travel and knowledge of life. No better King could be found to preside over a great commercial Empire.

issued a report in regard to sugar beets in that Province, and in that report it was pointed out that the percentage of sugar in juice from beets grown in three different parts of the Province was as follows: Newmarket, 14.9; Welland, 14.8; Aylmer, 14.3. The purity ranged from 83.5 to 85.6 per cent.

In his report, Professor Shuttleworth also said: "If farmers would give a guarantee that they would follow the right method and that they would cultivate at least 4,000 acres in the vicinity of a proposed factory, capitalists would quickly erect factories in our Province. Farmers about Newmarket report the average cost of production to be about \$25.80 per acre; those about Aylmer, \$28.35, and those about Welland, \$30.40;

while the same farmers produce this year an average of 16 tons 1,845 lb., 18 tons 772 lb., and 14 tons 415 lb. per acre respectively."

### A CHANCE FOR BUSINESS MEN.

**O**NE of the members of the Conservative party is out with a proposition to the effect that the policy of the Opposition during the session of Parliament should be mapped out and controlled by a committee of the party, rather than, as hitherto, the details being left to the leader.

The idea is a good one. Not that we are concerned in the welfare of the Conservative, any more than in the welfare of the Liberal, party. But we see in it an opportunity for the business men of one of the political parties to exercise a greater influence in Parliament than under the present system.

The leader of each of the political parties is usually, at one and the same time, a professional man and a professional politician. Consequently, he is not as well seized of the business requirements of the country as he who is a unit in the commercial world. Now then, with the programme or policy of one or both of the parties controlled by a committee, there is an opportunity for business men being placed on that committee. And the influence of a business man would obviously be greater on such a committee than could be possible under the conditions as they obtain to-day.

### RETAIL GROCERS' ASSOCIATIONS.

One of the healthy signs of the times is the widespread increase in the number of retail grocers' associations throughout the country.

In no year have there been so many new associations formed as during last year. This year, the movement seems to be continuing with unabated force. This week, THE CANADIAN GROCER has received letters from subscribers in Owen Sound, Ont., and Hagersville, Ont., stating that a movement is on foot among the grocers of these places to unite for the common good.

An organization of this nature, especially in the smaller places, is bound to strengthen the bond of sympathy that naturally draws together men engaged in the same business and facing the same difficulties.

## GEM JAR PACKAGES.

"THERE were more complaints about broken gem jars last year than in any previous year in our history," said Mr. Fred M. Watt, of the Toronto Glass Co., Limited, to THE CANADIAN GROCER one day this week. "It is, therefore, easy to believe that there was more breakage."

"How do you account for the increase?" he was asked.

"I think it was largely, if not altogether due to a new regulation made by the railways at the beginning of the new shipping season last year. They then for the first time insisted that all glass should be sent over their lines 'at owner's risk.' We objected, but to no avail. They insisted on double freight charges unless the owner took the risk of shipment. Our customers, of course, did not want to pay double freight charges and took the risk."

"Why should this clause increase liability to damage?"

"For the simple reason that freight handlers are too human to take as much care with packages their company is not responsible for safe delivery of as if they were responsible. Every freight handler soon knew gem jars were shipped 'owner's risk' and treated them accordingly."

"Is this the only reason you assign for a large breakage?"

"No; not altogether. In sending out shipments we fill a car, when it is attached to a way freight. The jars for the nearest stations are placed in the centre of the car so that they can be easily reached. When half or more of the car has been emptied, there are at each end of the car two piles of boxes. If the car were to get an unusually bad jolt when being shunted about the whole front tier might give way. This may have led to some of the most severe breakages reported. We will try to overcome that this year by having the cases so arranged that they will not rise from the floor in one abrupt tier at any time, but have them packed so that after every unloading the tiers will be graded in height from front to back."

"Do you not think you could improve the package?"

"I cannot conceive of any means of so doing. You can depend on it that we have spent much time and thought in trying to devise the most satisfactory package. It has been suggested that we increase the height and thickness of the cardboard. But that would be useless—come out to the works and I will show you."

We went out. Mr. Watt picked up the first case he came to in a great pile in the storeroom; then continued: "You see this

cardboard comes slightly above where the jar begins to diminish in size. To bring it much above that point would be a sheer waste. There is enough there to keep each jar separate from all the others, and to keep them all from moving in the package. Thicker cardboard than we use would be practically no safer, but would add considerably to the cost of the jars to the merchant. We have tried everything we can conceive of to effect an improvement in our cases, and the present package is, in our opinion, the most practical that has been suggested."

"Do you anticipate as big a loss this year as was the case last season?"

"No. We have gone into the matter with the railways, and they have promised to do everything possible to prevent a recurrence of the troubles of last year. The most important change will be in the packing of goods in the car. If the railway companies give satisfactory service, there should be very little loss through breakage. The 'owner's risk' regulation will remain in force, however."

"Do many customers ask you to assume the risk?"

"A fair number do. But they forget that if we did that we would have to raise prices to meet the loss. If the losses amounted to 5 per cent., then prices would have to be advanced a like proportion. There are a number of customers who think we are, as sellers, bound to deliver our goods in sound condition. These must learn that this is not customary in any line of trade, unless delivery is specifically agreed to. When we deliver our goods to the railway and get our receipt, our responsibility ends. It is then a matter between the railway and the customer. We do our best to send out our goods in the best case to stand a trip in a freight train. We want to find a better package, but have failed, so far, and no suggestion that has been made has proven practicable."

Mr. James Kent, of Gowans, Kent & Co. was also seen by the representative of THE CANADIAN GROCER. "While there may be objection to the proportion of gem jars that get broken," he said, "there is no reason for attributing this to the fault of the package. Many kinds have been tried. Up to a few years ago the jars were packed in straw. These packages caused such a storm of criticism because of the muss and dirt made in opening them that the glass-makers set about to construct a more satisfactory case. The present package is certainly the most practical that has yet been used. There is just enough cardboard

between the jars for protection without adding any unnecessary cost to the jars.

"You can depend on it that, owing to the number of companies competing for business, if one of them could conceive of a more practical case, they would speedily use it—and the others would speedily follow suit."

"The real cause of the heavy breakage reported has undoubtedly been careless handling by trainmen. The package is small and light and could easily be tossed by one man to another. As some would be dropped, breakage would be the natural result."

"We always find it the case that where a package is small and light, the breakage is heavier than when a larger, heavier package is used, as trainmen are able to use it more carelessly."

## BUSINESS MEN IN THE SENATE.

BUSINESS men are beginning to multiply. Four men were appointed to the Upper House during the past week, and all are business men, three of whom, by their connection with large and important industries, are widely known in the commercial world.

The four gentlemen are Mr. A. T. Wood, of the wholesale hardware firm of Wood, Vallance & Co., Hamilton, and one of the founders of the Dominion Board of Trade, and one of the originators of the Ontario Cotton Co. Mr. Robert McKay, for many years a member of the firm of Joseph McKay & Bros., and a shareholder in the Montreal Rolling Mills Company, and in the Edwardsburg Starch Co., not to mention other commercial enterprises with which he was connected; Hon. Lyman Jones, general manager of the Massey-Harris Manufacturing Co., Toronto; Mr. George McHugh, an auctioneer in Lindsay, Ont. Messrs. Wood and McHugh have both sat in the House of Commons. Hon. Lyman Jones has been mayor of Winnipeg, and from 1888 to 1889 was Treasurer in the Greenway Administration, Manitoba. Mr. McKay was an unsuccessful aspirant for Parliamentary honors in 1896.

The appointment of business men like these to the Senate raises the ability and morale of that branch of Parliament, and makes less potent opposition to its existence.

The late Sir John A. Macdonald set the example in regard to business men for the Senate, when he appointed the late John Macdonald thereto. Neither Sir John nor his successors strictly adhered to the principle, but the principle is gradually asserting itself with more force, and for that let us be truly thankful.

**BUSINESS CHANGES.**

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

**N**OE PAGE, general merchant, Crysler, Ont., has assigned to Daniel Davis, Cornwall, Ont.

C. Primeau, general merchant, St. Urbain, Que., has compromised.

N. Holmes, grocer, etc., MacGregor, Man., is asking an extension.

J. A. Plamondon, general merchant, St. Raymond, Que., has assigned.

Hain & Co., general merchants, Midway, B.C., are asking an extension.

J. E. Beauregard, grocer, Montreal, is offering 30c. on the dollar, cash.

The stock of Waldon F. Fenwick, grocer, Fairville, is held under seizure.

John Roos, tobacconist, Ottawa, has compromised at 15c. on the dollar.

U. Carigneau, grocer, Three Rivers, Que., is offering 25c. on the dollar.

The stock of G. E. Titus, grocer, St. John, N.B., is held under distraint.

Alf. Mercier, general merchant, St. Andele (Rimouski), Que., has assigned.

L. B. Cormier, general merchant, Notre Dame, N.B., is offering to compromise.

E. A. Athinson, general merchant, L'Avenir, Que., has consented to assign.

Edgar Scott, grocer and creameryman, Halifax, has assigned to George E. Faulkner.

H. Le Vasseur, general merchant, Fannystelle, Man., has been granted an extension.

J. L. Desilets, general merchant, St. Gertrude, Que., has assigned to Gagnon & Caron.

A meeting of the creditors of Edgar Scott, general merchant, Halifax, has been called.

Rosaire Bourbeau, general merchant, Victoriaville, Que., has assigned to J. McD. Hains.

Lalonde & Frere, general merchants, St. Benoit, Que., have assigned to Lamarche & Benoit.

J. B. Allard & Fils, wholesale and retail confectioners, Quebec, are offering 50c. on the dollar.

M. R. Campbell, grocer and crockery dealer, Brussels, Ont., has assigned to C. B. Armstrong.

Assignment has been demanded of F. A. Cantwell, general merchant, Franklin Centre, Que.

D. Licker & Co., general merchants, St. Cyrille de Wendover, Que., are offering 40c. on the dollar.

Masterson & Griffin, general merchants, Trout Lake, B.C., are reported to be asking an extension.

A. Agus has been appointed curator of Vipond, Paterson & Co., wholesale fruiterers, etc., Montreal.

P. J. Stinson & Co., general merchants,

Singhampton, Ont., have assigned to Thomas Brown.

Bilodeau & Chalifoux have been appointed curators of Labossiere & Frere, grocers, Montreal.

Bilodeau & Chalifoux, Montreal, have been appointed curators of Gustave Trudeau, grocer, Montreal.

M. R. Campbell, grocer and crockery dealer, Brussels, Ont., has assigned, and a meeting of his creditors has been called.

A meeting to appoint a curator for Fortunat Veilleur, grocer, etc., St. Francois, N. E. Que., has been called for January 28.

Esdras Paradis, grocer, etc., Plessisville, Ont., has assigned. V. E. Paradis has been appointed provisional guardian and a meeting to appoint a curator has been called for January 31.

Stanislas Racicot, grocer, Montreal, has assigned and a meeting of creditors has been called. The principal creditors are: Joseph Bastien, \$500; Hudon & Orsali, \$347; Boivin & Wilson, \$300, and Omer Racicot, \$200.

PARTNERSHIPS FORMED AND DISSOLVED.

The Baldwin Condensed Milk Co., Baldwin Mills, Que., have dissolved.

W. H. Branton, grocer, London, is advertising his business for sale.

R. G. Wellington, grocer, Toronto, is selling out with intention of retiring.

T. E. Butters, grocer, Trail, B.C., has admitted S. G. Pond into partnership.

Partnership has been registered by Jones Bros., general merchants, Sweetsburg, Que.

Bernier & Co., grain and flour dealers, etc., St. Hyacinthe, Que., have dissolved.

Joseph Arthur, general merchant, Shanty Bay, Ont., is advertising his business for sale.

McGowan & Abraham, general merchants, Delhi, Ont., have dissolved. J. D. Abraham retires.

A. Brunet & Cie., grocers, etc., St. Louis de Mile End, Que., have registered partnership.

Capsey & Frary, general merchants, Frelighsburg, Que., have dissolved and Wells & Frary continue.

D. W. Anderson & Co., general merchants, Harrow, Ont., have dissolved. D. W. Anderson continues alone.

SALES MADE AND PENDING.

J. W. Spence, saw and grist miller, Newbridge, Ont., is advertising his business for sale.

Albert Lowe, crockery, etc., Carleton Place, Ont., is advertising his business for sale.

Charles Pearson & Co., general merchants, Cedarhall, Que., have sold their stock at 75 1/4c. on the dollar to J. B. E. Bergevin, Matane, Que., and their book

debts at 52c. on the dollar to P. Z. Dube, Amqui.

The assets of Mrs. Garipey, general merchant, Lachine, Que., are to be sold on January 26.

Joseph Lamontagne, grocer, Montmorency Falls, Que., has sold his stock at 57 1/2c. on the dollar.

CHANGES.

Z. Bourdeau, grocer, Montreal, is starting a hotel.

Thomas Sheridan, grocer, Halifax, is giving up business.

J. W. Carson, fruiterer, Winnipeg, has sold out to W. J. Boyd.

M. H. Ritchie, Marquette, Man., has sold out to A. Brazier.

L. G. Munn, fish dealer, Sydney, N.S., has opened a restaurant.

Alex. Girvan, grocer, Moncton, N.B., has removed to Sydney.

S. Rutter, grocer, Victoria, has been succeeded by T. G. Pell.

W. T. Ladd, grocer, Port Dover, Ont., has sold out to Fred Warren.

Bonner & Haley have started as provision dealers in North Sydney, N. S.

Barkley & Maley, grocers, Barrie, Ont., have sold out to John A. Fraser.

Catherine Mowat, grocer, etc., Vancouver, has sold out to P. H. Alder.

John Graham, general merchant, Valetta, Ont., has sold out to Robertson Bros.

Louis Goldstein, general merchant, Rosenfeldt, Man., has retired from business.

Agnes M. Tanner, grocer, Lakefield, Ont., has sold out to Charles H. Roberts.

C. W. Watson, general merchant, Ridgetown, Ont., has sold out to Joseph Baker.

Egan Bros., grocers, St. Thomas, Ont., have sold their branch store to Tedford & Price.

Carmichael & Dixie, grocers, Vancouver, B.C., have been succeeded by James A. Dickie.

Wm. Beattie & Co., general merchants, Ethel, Ont., have sold out to John McDonald.

Joseph Gagnon, crockery dealer, etc., Etchemin, Que., is removing to Levis and starting as a grocer.

S. C. Cochrane, general merchant, Medicine Hat, N.W.T., has been succeeded by Cochrane & Sons.

The business of F. A. & F. M. Smith, manufacturers of confectionery, London, Ont., is being wound up.

The Gallagher Hull Meat and Packing Co., Limited, Edmonton, N.W.T., have opened a branch at Wetaskiwin, N.W.T.

FIRES.

J. Corbett, general merchant, Brownsville, Ont., has been burned out; partially insured.

D. Kennedy, flour and feed dealer, etc., Arthur, Ont., has been burned out; partially insured.

DEATHS.

L. J. Dickie, grocer, Oshawa, is dead.

## A CORNER FOR CLERKS.

By W. T. Robson.

This department being for clerks contributions from them are solicited.

"GROCERY clerks," says one, "mistrust each other," they do not work together for their common good." This is true. The most vital need of every trade as conditions now exist is federation. More and more are we getting to recognize the law of combination. Were there more of the spirit of brotherhood among us we would realize how much we have in common and how much we can do for each other when we work in common. All who take part in such work cannot help but receive and confer benefits. If the standard and intelligence of grocery clerks are to be raised much can be accomplished by mutual help. No one of us can do everything, but each one of us can do something, and if we work together the aggregate of these somethings will be very considerable. We need, too, a higher sense of the dignity of our calling. There is no reason why any young man should be ashamed of being a grocery clerk. This vocation is quite as important and as necessary as that of any other calling. One cannot help feeling contempt for the clerks who are continually speaking disparagingly of their work and regard it as beneath them. Worth a hundred of such clerks is the man who has a pride in his work. He helps his fellow-worker whenever he can, and is interested in finding out the many things pertaining to his business. Such a clerk does much to elevate his calling. The merchant or clerk who thinks anybody is good enough to serve behind a grocery counter is making a very serious mistake. The public and employers, generally speaking, are demanding more intelligence behind the counter to-day than ever before.

My opportunities have been exceptional for meeting grocery clerks. It has always been to me a source of pleasure to meet them. Men engaged in the same line of work are always interested in the discussion of their work. Yet, I am convinced that we do certainly lack pride in our calling. There is absolutely no cohesion among us. Other trades the world over can combine and have conventions to advance their work and better their conditions. Mr. Grocery Clerk, however, does not see the use of such things. Poor fellow, he lives in the past. "He is happy in his slavery," as was said of the negro down South before the war. There is a leaven at work, judging by the letters from readers of this department. There is going to be an awakening among grocery clerks in this twentieth

century. We are going to look back and wonder how we have been so foolish in the past, we are going to find out what others have learned long ago, "unity is strength." Then and only then will they take the place and occupy the position they should in this country of ours.

"F. McC." asks: How many grocery clerks are there in the Dominion of Canada? One can only arrive at an approximate number. I should judge about 20,000.

"Fred."—I agree with you; no dogs should be allowed inside a grocery store. This is a difficult matter to deal with; customers are very easily offended when their pets are put out of the store. Tact is essential in dealing with the case you mention.

"Pte. S., 'A' Co., R.C.R.I.," remarks: "I don't think much of South-African grocery stores. I did not see a good grocery over there. They are nearly all general stores, dirty and ill-kept, and we had to pay war prices with a vengeance. I paid 3s. per dozen for eggs. Our regiment seemed to be well supplied with money. Wherever we went the people over there did their best to relieve us of our surplus cash by asking extortionate prices for their foodstuffs."

"C. B.," re acetylene lighting.—It is said the carbide can be made for \$40 per ton; the present ruling price is \$80, which is too much. Attempts have been made to use it for cooking purposes, but it has a deleterious action on flesh meats, and is unfavorably received for this purpose by medical men. It is invaluable in photographic work. In country districts and remote places possessing no system of lighting, it has a wider field, for the small size and cost of the apparatus render it especially valuable in such districts. The odor of the carbide is offensive. Care and attention are necessary in handling this light.

"A.M.L." sends me a very nice fish circular. It is well worded and attractively printed. There should be an increased trade resulting from such an advertisement.

"Geo. F."—The way to keep posted is to read. There are always some people who know a few things that others do not. Often we find them giving their views to others through the press. Therefore, the way

## 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.

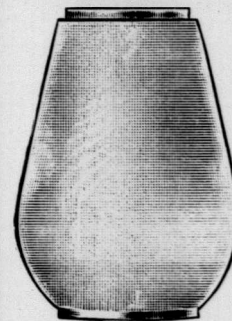
Send for a trial order to

A. Waddell &amp; Co., 6½ Front St. East, TORONTO

Wm. H. Dunn, St. Paul Street, Montreal

Selling Agents 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

## "They Follow the Leader."

Our competitors follow in single file, **slowly but surely** they follow us in handling the **Green Teas of Ceylon.**

Slowly but surely they recognize their superiority to any Japan tea.

# "SALADA"

**GREEN CEYLON** is the most delicious Green Tea grown in the world.

Two Qualities, **25<sup>c.</sup>** and **40<sup>c.</sup>**

Send us a small order—we guarantee its sale.

"SALADA," TORONTO AND MONTREAL.

to keep posted on your trade is to read carefully your trade papers. There never was a clerk yet who knew too much about the business he is following.

"F.W."—The quick method of stock-taking you speak of cannot be accurate. There is no use of stock-taking unless you do it right. Take time, clean up and replace your goods. There is a good deal of satisfaction when you are through in knowing your stock has been taken correctly. I am a firm believer in the necessity of stock-taking. No business should run longer than a year without taking stock. Every man wants to know just how he stands and how much he has made or what he has lost. The only way to find out is by stock-taking. It is a hard job, and this is the usual season for getting through with it. I hope the past year will prove very profitable to you.

"M.L."—Keeping a "push list" tacked up behind the counter of goods the sale of which you want pushed is a good idea. Some stores pay a premium for the sale of certain lines of goods. I do not advocate the paying of premiums to clerks. Pay them a good fair wage for efficient services rendered. If they don't take interest enough to push the sale of goods when you

put up a card as you suggest, my idea would be to dispense with their services and get those who will.

"O.R."—In some stores tea is always folded and wrapped in white "tea" paper. My own idea is that a special tea bag is better. Not the ordinary manila bag, but something especially for your tea trade. It is one of the little things which may make customers think you pay especial attention to that part of your trade. Have a tea mixer and brass scoops for tea only.

### BLUE RIBBON TEA IN VANCOUVER

The Vancouver World of a recent issue has the following: "J. D. Roberts, manager in British Columbia for Messrs. G. F. and J. Galt, announces that they are now packing their own "Blue Ribbon" tea in this city, from which western customers of the firm are hereafter to be supplied. This is another industry which will greatly help Vancouver. As the Messrs. Galt control the output of a number of the best gardens in India and Ceylon they enjoy exceptional facilities for doing a tea business. Their headquarters are in Toronto, but they have branches in Vancouver, Calgary, Edmonton, Prince Albert, Brandon, London, Hamilton, Ottawa, Montreal, Quebec and St. John."



### THE PUTTING UP OF EVAPORATED APPLES.

Editor CANADIAN GROCER.—I would like to call the attention of the trade, through the medium of your journal, to what I consider a mistake in putting up evaporated apples, by lining the box with blue paper.

I notice the apples that come in contact with the paper, being damp, have absorbed the color from the paper and are not fit to send out, and have got to be wasted. I don't know whether others have found the same fault or not, but I consider it a blunder which can easily be avoided, by using common manila paper, and not use any colored, for the inside of the box.

A VICTIM.

Petrolea, Ont., January 17.

H. Delisle is opening a grocery store in Montreal.

Theodore Ross, general merchant, Amqui and Causapscal, Que., has sold his stock at Amqui at 67c. on the dollar to P. Langlois, and his stock at Causapscal at 64c. on the dollar to A. C. Landry, Grand Metis, Que.

S  
sec  
tion  
catti  
tele  
cos

S  
sugar  
and th  
anoth  
has at  
on ac  
Outsid  
grocer  
featur  
and p  
things  
during  
canne  
ment  
gener  
moult  
quiet,  
prove  
with  
quiet.

A s  
the de  
and h  
In car  
as it l  
is bei  
But fe  
uncha  
75 to  
prove  
menti  
are st  
a littl  
larly  
selling  
for 3'

Wh  
its tor  
been  
this v  
appea  
reple

# 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 24, 1901.  
GROCERIES.

**S**UGAR is the feature of the market. On Friday, in sympathy with the New York market, the price of refined sugar declined 10c. per 100 lb. in Canada, and this was followed on Tuesday by still another decline of 10c. Another line which has attracted a little more attention is tea, on account of a firmer market in Colombo. Outside these particular lines the wholesale grocery trade is without any particular feature. Generally speaking, trade is quiet and payments rather slow. Both of these things, however, are characteristic of trade during the first month of the new year. In canned goods, there is a slight improvement in the demand for canned fish, but, generally speaking, only a small hand-to-mouth business is being done. Coffees are quiet, but the tone of the market has improved. Foreign dried fruits are quiet, with prices much as before. Spices are quiet.

### CANNED GOODS.

A slight improvement is to be noted in the demand for canned fish, such as salmon and herring, but it is by no means active. In canned vegetables the situation is much as it has been for several weeks past. What is being done is only in a sorting-up way. But for good standard brands prices remain unchanged at 80 to 85c. for tomatoes, and 75 to 80c. for peas and corn. The improvement in the demand, it might be mentioned, is chiefly for corn. While fruits are still only selling slowly, the demand is a little better than it was. This is particularly true in regard to peaches, which are selling at \$1.80 for 2's, and \$2.50 to \$2.75 for 3's.

### COFFEES.

While the coffee market is still unsettled, its tone is healthier than it was. There have been some transactions on the local market this week on importation account, but it appears to be due more to the necessity of replenishing stocks than of confidence in

the market. Buying on importation account has been light in Toronto for some time, and stocks of green coffee are, in consequence, getting light. The demand from retailers is still light at 9½c. for No. 7 Rio and 10½c. for Santos.

### SUGAR.

The sugar market has gone contrary to the expectations of nearly everyone. A week or 10 days ago, following upon the settlement of the war between the refiners, it was confidently expected that a steady market would be experienced for some time to come. But the experience has been the opposite, for, on Friday last, refined sugars, to the astonishment of everyone, dropped 10c. per 100 lb. in New York. This was immediately followed by a similar decline in Canada. And on Tuesday another fall of 10c. took place in this country, making the net depreciation in prices in Canada 20c. per 100 lb. since we last went to press. The market is now naturally much depressed, and buying is limited, indeed.

See pages 31 and 32 for  
Toronto, Montreal, and St.  
John prices current.

The price of granulated in Toronto is now \$4.78 to \$4.83 for Acadia and Montreal granulated and \$4.13 up for yellow sugars.

### SYRUPS AND MOLASSES.

Syrups are in fairly good demand on retail account, but the wholesalers are not placing many orders. A fair trade is also being done in molasses. At New Orleans receipts of molasses are light and stocks small.

### TEAS.

The tea trade is rather quiet, but the tone of the market, as far as prices are concerned, shows some improvement. Indian and Ceylon teas are firmer in the primary markets. A cable offer sent from here to Colombo on Saturday last for two lines of tea brought the reply that the one could only be obtained at an advance of ½d. per lb., and the other at an advance of 1d. per lb. Mail advices from London, Eng., under date of January 11, stated that useful liquoring Indian teas continued to attract the chief attention and at steady rates, while common descriptions were weak. The markets for Ceylon teas were characterized by much the same condition.

Mail advices from Japan state that the

market there is quiet and steady, and it is expected out there that prices will rule at least as high as they have been during the past year. There has been a little more inquiry during the week from wholesale houses for Japan teas, but the quantities wanted are small. A telegram received in Toronto on Tuesday from New York stated that the Japan tea market there was excited and active on prospect of change in duty.

### SPICES.

The cinnamon market is steady, and the same is to be said of ginger. Cloves are decidedly firm, and some of the advices from the primary points anticipate an advance of as much as 5 to 6c. per lb. Pepper is a little easier.

### NUTS.

Trade is fair. The demand is mostly for almonds at 15c., Marbot walnuts at 11½c., and filberts at 14c.

### FOREIGN DRIED FRUITS.

**CURRENTS**—The demand is still light. Prices are firm in both London and Patras. There is still a wide range in prices. We quote: Filiatras, 11½ to 12c.; Patras, 12 to 12½c.; Vastizzas, 15 to 16c. for 5-crown.

**VALENCIA RAISINS**—The demand has improved a little and is fair for this time of the year. We quote sound standard fruit as follows: Fine off-stalk, 7½ to 8c.; selected, 8 to 8½c.

**PRUNES**—The demand has subsided for the time being, as is usual in January. This year the trade appears to have bought earlier than usual.

**DATES**—Quotations are fractionally lower, Hallowees being 4¾c. per lb.; Sairs 4¼c. The volume of business is small.

**CALIFORNIAN EVAPORATED FRUITS**—Apricots are quoted at 12½ to 14c. per lb. in 25-lb. boxes. Peaches are also quiet. They are selling at 10c. per lb. in sacks for choice and at 11 to 13c. per lb. for choice to fancy in 25-lb. boxes.

### GREEN FRUITS.

There is a good demand for oranges. Navels are the best sellers. The sales of Jamaicas are not as good as might be expected from the quality of this variety now offered. A shipment of unusually fine Valencias has been received, but the goods are not moving very fast, though a reduction of 50c. in the price has been noted. The movement of lemons is improving largely, it is considered, on account of the amount of sickness prevailing. Cranberries are scarce and the demand is large enough to readily absorb all offerings, though prices have risen 50c.

to \$1 per bbl. Bananas are arriving in poor condition, and, as good stock is scarce, it is firmly held at top figures. Both the export and the local trade in apples continue to improve. Prices are gradually stiffening, as it is considered that the stocks in grocers' hands are much smaller than a year ago. Malaga grapes are getting well cleaned up, and the market keeps steady.

#### COUNTRY PRODUCE.

**EGGS**—The number of new-laid eggs arriving is considerably larger than a week ago. Consequently, the market is not so strong. Pickled stock has fallen to from 15 to 16c. Held is steady at 16 to 18c., but stocks are much reduced. New-laid are steady at 22 to 23c. per dozen for case lots.

**BEANS**—The high price has checked the demand, and buyers are holding off for a decline, which is possible. At present, however, quotations are steady. \$1.70 to \$1.75 per bush. is now asked for hand-picked and \$1.50 to \$1.60 for primes. There is a fair demand.

**HONEY**—There is not much doing. Prices are steady. We quote 10 to 11c. for extracted clover, and \$2.25 to \$2.75 for clover comb.

**DRIED APPLES**—The market is quiet with prices steady at 4 to 4½c. for dried and 5 to 5½c. for evaporated.

**POTATOES**—The feeling is easy, but prices are unchanged at 33 to 34c. on track, Toronto, and 40 to 45c. for small lots out of store.

**POULTRY**—There is not much demand except for chickens, which are in demand on account of the prevailing la grippe. Turkeys are the only birds coming in freely. We quote as follows: Turkeys, 9 to 10c. per lb.; geese 7 to 7½c. per lb.; ducks, 50 to 75c. per pair; chickens, 30 to 50c. per pair.

#### BUTTER AND CHEESE.

**BUTTER**—There is a good demand for creamery, but there seems to be an accumulation of all dairy butter except gilt-edge tubs which are wanted. 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 market is rather easier. Late makes are selling quietly at 11c., a decline of ½c. Twins are easy at 11½ to 12c.

#### FISH AND OYSTERS

The postponement of gaieties, consequent on the death of Queen Victoria, has reduced the demand for oysters very noticeably. The unsatisfactory weather conditions have tended towards reduced sales of fish. Codfish is 1c. lower. Herrings are 23c. per box, a jump of 8c. Ciscoes are \$1 to \$1.25 per 100, an advance of 10 to 25c. Mild-cured bloaters are \$1.15 per box of 50, a decline of 10c. Frozen sea herring are \$2 to \$2.25, an advance of 25c. We quote as follows: Fresh fish—Codfish, 6 to 7c.; 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), \$2 to \$2.25 per 100. Smoked fish—Finnan haddies, 6½ to 7c. per lb.; herrings, 23c. per box; ciscoes, \$1 to \$1.25 per 100; mild cured bloaters, 50 in box,

\$1.15; Labrador herrings, \$3.00 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.

#### PROVISIONS.

Dressed hogs continue stiff, the quotations to day being \$7.75 to \$7.85, yet, as offerings are increasing and packers are holding off for a decline, lower prices are looked for. The continuance of the high figures of the past month or so has gradually strengthened the provision market, and advances of ¼c. are noted in long clear bacon, rolls and backs. Short cut barrel park is ½c. per lb. higher. Lard is stiffening, and some dealers are quoting an advance of ¼c.

#### GRAIN, FLOUR, BREAKFAST FOODS

**GRAIN**—The market keeps steady. Ontario wheat is still 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**—There is a good movement. Prices are steady. 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**—Cornmeal is 25c. and pot barley 10c. lower. Oatmeal is 5c. higher. We quote as follows: Standard oatmeal and rolled oats, \$3.35 in bags, and \$3.45 in bbls.; rolled wheat, \$2.50 in 100-lb. bbls.; cornmeal, \$2.75; split peas, \$4; pot barley, \$3.90.

#### MARKET NOTES.

The Ceylon tea market is firmer.

Dates are lower on the local market.

Lard, short-cut barrel pork, long clear bacon and backs are quoted ¼ to ½c. higher.

Cheese is ½c. lower. New-laid eggs are 3 to 5c. per doz. lower. Pickled eggs are 1 to 2c. lower.

Granulated sugar is 20c. per 100 lb. lower than it was a week ago, there having been two declines of 10c. each.

Jamaica oranges are 25c., Mexican 10 to 25c. and Valencias 25 to 50c. lower than last week. Verdill lemons are 25 to 50c. lower. Cranberries are 50c. to \$1 higher. Apples have advanced 50c.

#### QUEBEC MARKETS.

Montreal, January 24, 1901.

#### GROCERIES.

THE grocery trade does not show many new features this week. The most important change to notice is two declines each of 10c. per 100 lb. in the price of sugar. This move on the part of the New York refiners does not appear to have been warranted unless it were to encourage trade and stimulate a demand. The decline in the price of refined caused a slight easing in the raw beet market. The trade look for a recovery of values within a week or 10 days. Goods are moving rather slowly this week, the wholesale houses still being busy settling the year's business. Her Majesty's death has cast a gloom over the whole country and materially affected trade. It is expected that the mourning will affect the liquor trade quite considerably. Spices are firm and cloves are reported somewhat higher. Currants are somewhat cheaper in quantity, due to the attempt of an American house to unload supplies on this market. Valencia raisins are in fair demand, as are dates and figs. Teas have been in improved inquiry this week.

#### SUGAR.

An unexpected decline of 10c. per 100 lb. occurred in refined sugar on January 18, and this was followed on Tuesday by another decline of the same amount, and granulated is selling at \$4.65 per 100 lb., and yellows at \$3.95 to \$4.55. The New York refiners dropped the price 10c. to encourage the demand and the Canadian refiners followed immediately. Whether the knowledge that a reduction would weaken the raw sugar market entered into the thoughts of the refiners when they took this step is not given out, but at any rate such has been the consequence, the cable advices quoting raw sugar some 3d. lower. The trade here look upon this decline as a manipulation for some concealed purpose and confidently expect an advance in a week or 10 days. The price of refined sugar is certainly high, but it would appear as if the present range of values must continue throughout the season.

#### SYRUPS.

Business has not altered much during the week. Some few lots have been shipped. Corn syrup is worth 2¾c. in barrels, 2½c. in ½-bbls., and 3c. in ¼-bbls. "Imperial" maple syrup is selling fairly well at \$4.80 per case of 6 gallon tins, \$5.30 per case of 12 halves, and \$5.80 per case of 24 quarts.

#### MOLASSES.

The demand continues about the same volume as last week. A better trade is looked for in a few weeks. The price is

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.

Office Phone 645. Warehouse Phone 8394

Butter Cheese  
Eggs Poultry

Consignments Solicited.  
Highest Prices. Prompt Returns.

The Wm. Ryan Co.,

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

SMOKED MEATS  
PURE LARD

Our "MAPLE LEAF" brand is unexcelled.

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

D. GUNN, BROTHERS & CO.

Pork Packers and Commission Merchants

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

BUTTER, EGGS

Consignments Solicited.

BUTTER TUBS—

Get our prices now, it will pay you.

Rutherford, Marshall & Co.

Commission Merchants,  
68 Front Street East, Toronto.  
Telephones 2669 and 2641.

The

DAWSON Commission  
Co., Limited

FRUIT, PRODUCE AND  
COMMISSION MERCHANTS.

Cor. Market and  
Colborne Streets.

TORONTO

...EVERY...

COMMISSION MERCHANT

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

unchanged at 41c. in single puncheons and 40c. in carlots.

CANNED GOODS.

The market is in about the same condition as last week. Trade is quiet in nearly all lines, only a few sorting shipments being made. The outlook is bright for a good trade during the approach to Lent as well as during the fasting season. Tomatoes are selling from 80 to 90c.; corn from 75 to 80c., and peas from 75 to 95c. Salmon is quite firm. Fraser River red sockeye is worth \$1.60 to \$1.75; flats, \$1.75 to \$1.85 in case lots; cohoes are selling at \$1.30 to \$1.40 and spring salmon at \$1.15. Fruits are in small demand. Mackerel is going at \$1 to \$1.10.

SPICES.

The advancing prices have stimulated a fair trade, and some good shipments have been made from stock this week. Cloves are reported higher in the primary markets. 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 — Advices from Liverpool say that most of the bulk of the stocks held in England now are confined to hands who refuse to make concession. The market here has been somewhat weakened by the action of an American firm who are trying to unload stocks in Canada. In case lots prices are still firm at 10c. for fine Filiatras, but for larger shipments lower prices prevail.

VALENCIA RAISINS — Raisins are in fair demand, particularly good fruit. Finest off-stalk is worth 7½ to 8c., and common fruit 6½ to 7c.

SULTANA RAISINS — Although the consumption has been small this year, Sultana raisins are still worth 11 to 12c.

CALIFORNIAN RAISINS—The demand is limited. Loose muscatels, 3-crown, are quoted at 9¾c.

DATES — Inquiry is not brisk. Good Hallowee dates are worth 4¼ to 5c., and cheaper grades 3½ to 4c.

FIGS — A fair demand continues. In boxes they are worth 6 to 8c. Tapnets are quoted at 95c. to \$1.

NUTS.

The ordinary winter trade is fully up to the average. Shelled walnuts are worth 21 to 23c.; unshelled, 8½ to 12c.; Sicily filberts, 10 to 11c.; Jordan almonds, 35c.; Valencia almonds, 33c.; Tarragona almonds, 13c. in bags; peanuts, 6 to 8c.

TEAS.

Both jobber and broker report a better trade in all kinds of teas, particularly in

The following Brands manufactured by

The AMERICAN TOBACCO CO.

OF CANADA, Limited.

Are sold by all the Leading Wholesale Houses

CUT TOBACCO . . .

OLD OHUM.

SEAL OF NORTH CAROLINA

OLD GOLD

CIGARETTES —

RIOHMOND STRAIGHT OUT.

SWEET OAPORAL.

ATHLETE.

DERBY

Winnipeg Brokers.

M. B. STEELE

Wholesale Commission Merchant  
and Broker.

Correspondence and Agencies Solicited.

Sanford Block,

WINNIPEG, CANADA.

P.O. Box 731.

JOSEPH CARMAN . . .

WHOLESALE MERCHANDISE BROKER  
AND MANUFACTURERS' AGENT.

Winnipeg, Manitoba, Canada.

Secretary Winnipeg Fruit and Produce Exchange.  
Correspondence and Agencies Solicited.

W. R. ROWAN

Manufacturers' Agent and Com-  
mission Merchant.

Correspondence Solicited.

OFFICE:

132 Princess St., Winnipeg, Man.

STORAGE

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

E. NICHOLSON

Wholesale Commission Merchant and  
Broker.

115 Bannatyne Street East, Winnipeg, Man.

Winnipeg Fruit Merchants.

THE RUBLEE FRUIT CO.

LIMITED.

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

151 Bannatyne St.,

12th St.,

WINNIPEG, MAN.

BRANDON, MAN.

Winnipeg Advertising Agents.

ADVERTISING in WESTERN CANADA

will be Carefully, Efficiently, and Promptly  
attended to by

The Roberts Advertising Agency,  
WINNIPEG, CANADA.



Japans. There is a good demand for new Japans at 15 to 17c., and also for old teas at 14 to 14½c. These latter seem difficult to find, and holders can get full prices for them. The better grades of Japans are in fair request, but the inquiry is not brisk. China blacks at 13½ to 35c., particularly the 15 and 16c. varieties are moving in the distributing trade. Gunpowders at 14 to 14½c. are also considered good stock. Indian and Ceylon teas are experiencing a better inquiry and, perhaps, a better feeling.

## GREEN FRUITS.

Trade continues exceptionally quiet. Some frost-bitten cranberries have been on the market and are selling at \$6 to \$6.50; good berries are scarce. Catawba grapes are a drug on the market. Other lines are kept moving. We quote as follows: 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 \$2.50; 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., soft, \$6 to \$6.50; Spanish onions, \$2.25 per case and 90c. per small crate; chestnuts, 10 to 12c. per lb.; sweet potatoes, Vinelands, \$4.25 to \$4.50 per bbl.; new figs, fancy, 12 to 15c.; choice, 6 to 8c. per lb. in 10-lb. boxes; Malaga grapes, \$5.50 to \$7 per keg; Californian fancy pears, \$4.50 to \$5; choice, \$2.25 to \$2.50; Catawba grapes, 12 to 17c. per basket; pineapples, 15 to 25c.; Californian celery, \$5 to \$5.50 per case; Californian cauli flower, \$4 to \$4.25 per crate; Florida tomatoes, \$4.50 per crate.

## PROVISIONS.

A firm market continues to rule for all hog products. The demand is steady. We quote: 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.

With the exception of green codfish, all lines of preserved and frozen fish are in large supply. The demand is small. We quote as follows: Fresh fish—British Columbian salmon, 10 to 11c. per lb.; haddock, 3½ 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, \$13.00 per bbl.; Labrador salmon, \$12.50 to \$13 per bbl.; green cod, No. 1, \$6.00 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.; bloaters, \$1 per box.

The game market shows no change. The market is moderately active. We quote as follows: Ducks—blue bills, 40c. per pair; red heads, \$1 per pair; black, 90c. per pair. Turkeys, 8 to 9c. per lb.; chickens, 6 to 8c.; fowl, 5 to 6c.; domestic duck, 8 to 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—Stocks are light and receipts are small. We quote: Fresh-laid stock, 27 to 28c.; limed, 16½ to 17½c.; cold storage culls, 12 to 14c.

BEANS—The market for beans is quiet but firm, primes being quoted at \$1.50 to \$1.55 per bag.

HONEY—The demand for honey is limited, and the market is quiet. White clover in comb is worth 13 to 14c., and white extracted, 9 to 10c. Buckwheat honey in comb is 8 to 10c., and extracted, 6 to 8c.

ASHES—The receipts are small and the market featureless. We quote: Firsts, \$5 to \$5.10; seconds, \$4.70 to \$4.75 per 100 lb.

POTATOES—A fair trade is being done at 45 to 47½c. per bag.

EVAPORATED APPLES—The market continues to show a stiff appearance. Good fruit is worth 5¾ to 6c. from jobbers.

## FLOUR AND GRAIN.

FLOUR—The demand is fair, and a moderate business is being done, both on home and export account. We quote as follows: Manitoba spring wheat patents, \$4.50; winter wheat patents, \$3.75 to \$4.00; straight roller, \$3.25 to \$3.50; in bags, \$1.60 to \$1.70, and Manitoba strong bakers', \$4.10 to \$4.20.

GRAIN—We quote: No. 1 spring wheat, 68c. west; peas, 69 to 70c.; rye, 55 to 56c.; No. 2 barley, 49c.; oats, 31½ to 32c.; buckwheat, 51½c.; corn, 47 to 48c.; barley, 48 to 52c.; No. 2, 39c.

OATMEAL—A good jobbing trade has

## 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.

## HUSBAND Bros. & Co.

Telephone 54. 82 Colborne St., Toronto.

## Victoria Fruit Merchants.

From the Atlantic to the Pacific,

### OKELL & MORRIS'

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

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

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

## Victoria B. C. Commission Merchants.

## PATTON & SONS

Wholesale Produce

and

Commission Brokers

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

Consignments Solicited.

Advances Made on Warehouse Receipts.

AGENCIES ACCEPTED.

### New Brunswick Lobster Cannery.

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

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

been  
were  
\$1.60  
FE  
good,  
quote  
\$17;  
Ontar  
short  
HA  
to n  
buye  
No. 1  
and  
track  
Tr  
week

Roderi  
Usher  
Gaelic  
Greer  
Old M  
Sheriff  
Kilma  
Docto  
House  
Bulloc

John I

E.  
James

J. Bro

Mitch

Goode  
Hiram  
J. P. V  
J. E. S  
H. Co  
Goode  
Hiram  
J. P. V  
J. E. S  
H. Co  
Rye, C  
" F  
" J  
" J  
Imper  
Canada

Comte

Cham

Pollen

P. Ho

Draug

been transacted in rolled oats and prices were unchanged at \$3.30 per bbl. and \$1.60 to \$1.65 per bag.

**FEED** — The demand for feed continues good, supplies small and prices firm. We quote as follows: 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**—In baled hay there was no change to note. The demand is good from local buyers for desirable grades. 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.

**LIQUORS.**

Trade has fallen off somewhat during the week, and business is only fair. We quote:

**SCOTCH WHISKIES.**

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

**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 09
J. P. Wiser & Son	4 09
J. E. Seagram	4 09
H. Corby	4 09
Rye, Gooderham & Worts	2 20
Hiram Walker & Sons	2 20
J. P. Wiser & Son	2 19
J. E. Seagram	2 19
H. Corby	2 19
Imperial, Walker & Sons	2 90
Canadian Club, Walker & Sons	3 60
Less than one bbl. per gallon.	
65 O. P.	\$4 55
50 O. P.	4 15
Rye	2 25

**CHAMPAGNE.**

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

**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

# Clark's Meats

are Staple Lines

for all seasons. They keep in any climate.

## 55 Varieties.

### MOLASSES

We have in stock

#### EXTRA CHOICE PORTO RICÒ 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.

## BOECKH'S 80 YORK STREET

The following are some of our lines that it will be worth your while to get our prices on:

<p><b>MATS</b></p> <p>All standard designs and sizes. Special designs, shapes or sizes made to order.</p>	<p><b>BASKETS</b></p> <p>Clothes, Market, Delivery and Root Baskets. Splint or Willow. All sizes. The best made basket on the market.</p>	<p><b>TOILET PAPER</b></p> <p>In packages or rolls. The best assortment on the market. Attractive Wrappers.</p>
<p><b>TWINES</b></p> <p>All sizes of hard and soft finish twines, suitable for all requirements.</p>	<p><b>CLOTHES LINES</b></p> <p>Sisal, Cotton and Jute in 48, 60, 72 and 100 foot lengths. Also Braided lines in 50 foot lengths.</p>	<p><b>MEASURES</b></p> <p>Vinegar or dry measures. All sizes. Government stamped. Made of selected elm.</p>
<p><b>BUTTER DISHES</b></p> <p>Square, Wire End. Made in 1/2, 1, 2, 3 and 5-lb. sizes. Every dish a perfect one.</p>	<p><b>BARREL COVERS</b></p> <p>Flush top, wood joined. One piece bent rims. Made good and strong. Sizes 19 and 21 inch.</p>	<p><b>BROOM STANDS</b></p> <p>A neat, attractive stand, made in 6 and 12 hole sizes. Strongly and securely put together.</p>

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

HEADQUARTERS FOR  
**CEYLON**===== **INDIAN**===== **JAPAN**  
**TEAS**

— FOR THE WHOLESALE TRADE. —

*We guarantee that our prices and the quality of our teas will please you. For the asking, we will send samples and prices—both are certain to prove satisfactory.*

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

**CHEESE AND BUTTER.**

**CHEESE**—The amount of business being done is small. Current trading is confined to second-grade goods at 10½ to 10¾c. Holders are firm in their views in regard to the best cheese.

**BUTTER**—Why butter has not gone higher is somewhat difficult to understand. Finest creamery is worth 23 to 23½c.; less desirable stock, 22 to 22½c.; Western dairy, 20 to 20½c., and Manitoba dairy, 17 to 17½c. Advances are expected.

**MONTREAL NOTES.**

Henri Jonas & Co. have received word that, on account of the drought in August, truffles are a poor crop in France. They are now worth 18 to 20 francs a kilo for mixed goods, and fine goods are bringing high values.

**NEW BRUNSWICK MARKETS.**

OFFICE OF THE CANADIAN GROCER.

St. John, N.B., January 23, 1901.

**W**HILE this is perhaps the most quiet month of the year, the wholesale trade report a satisfactory volume of business. Owing to the rather light movement values show little change. The general tendency is to rather firm figures. This is particularly true of pork products. In dried fruits the tendency is to lower values, except in evaporated apples, which, in the local market, are rather firmer. In spice, little change is to be noted, but values are firm. Cream of tartar crystals to import are rather easier. There is a fair stock of molasses held, and dealers are willing to shade prices for round lots to move.

**OIL**—The change already reported holds firm in burning oils. The trade keeps large, though best season of sale is over. Paint oils begin to occupy general attention. Prices for spring are well below last year's figures. There is considerable competition. Lubricating oils now occupy more attention, and the outlook is for a large business. Sales are in advance of last season. Cod oil is held firm at the high figures.

**SALT**—There have been free arrivals of Liverpool coarse salt during the week. If bought so as to be delivered from steamer's side prices can be shaded. The demand is but fair. In factory-filled English, the sale is light. There is not the usual quantity imported, Canadian salt being more largely used. The sale for box salt begins to show improvement. 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**.—This is still a light selling line. Except in fish, values are held quite low. In corn and peas there is but little sale here for the better grades. Fruits are quite firm, but, as yet, sale is limited. There is a fair stock held. In salmon, prices are still high. Our market would take some good fish, if at a fair price. Sardines are a fair stock. They are firmly held, being the only domestic fish of which there is a good supply. Kippered herring are very scarce, and haddies are in light supply.

**GREEN FRUITS**—In apples, the stock of good fruit is light. This has been an off season both in quality and in quantity, though of poor stock there were too many. Good prices are obtained for right goods. Oranges are free sellers, the demand being for Valencias, which are now coming to hand of good quality. In Jamaicas some nice fruit is offered, and the price is low. The season is getting late. In Californians, while prices are not high, there is little sale. These have never been in demand here. A few native cranberries from Nova Scotia are still seen. Full prices are asked. For lemons there is but a fair sale at even figures. In bananas, while the trade is still

but a retail one, there is rather improved inquiry.

**DRIED FRUITS**—In raisins, the sale has been disappointing. These have not shown the profit the market gave promise of. The rapid advance of Valencias and the fact that Californians were not quoted till late and then at high figures, with the failure of one shipper of Valencias to fill orders, and the uncertainty in other cases, with the light sale owing to high prices, and the general easier feeling at present, being the reasons. In prunes, market is easier. The Californian Association are rather more anxious to sell. They are now allowing a discount of ½ per cent. if drafts are paid on presentation and guarantee to protect dealers against further decline. Currants have a fair sale. Dates are low. New goods are still arriving, and stock here is quite large. Figs are dull. In evaporated apples, the local market is rather higher. Dried show no change. Onions hold at the advance.

**DAIRY PRODUCTS**—In eggs, there is quite a range in price, as there is in quality. All values are still quite high, and stock is light. Buyers begin to be more careful of quality. In butter, the market is somewhat slow, and, though prices are still maintained, some sales have been made at shaded values. Cheese show little change.

**SUGAR**—There is little change. The sale is for granulated. Foreign sugars continue to arrive. It is reported that the local refinery in Nova Scotia is making increased effort against its importation. In the Dutch, some nice sugars are shown.

**MOLASSES**—Porto Rico, which is about the only grade held in any quantity, is rather easier. There is a steady sale, and little, if any, is likely to be carried over. In New Orleans, there is little change, but a fair demand.

**FISH**—The sale is for fresh fish. Some halibut continue to arrive, but cod and haddock are the sellers. Lent is late this year, but the effect in demand will soon be noticed. In pickled fish stock is light.

Shad are out of the market. A few mackerel are offered. In smoked herring supply is limited, and the high prices are firmly held. Haddies, which are large sellers, are firm. There are no bloaters. In cod fish, boneless has a fair sale. Dry fish is in fair supply and price unchanged. We quote: 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**—Business in this line is dull. Barreled pork continues high, prices showing some advance. In beef, there is little change and but light sales. Lard is quite firm at the high figures.

**FLOUR, FEED AND MEAL**—In flour, the market is quite firm, but shows little advance. Manitobas have a large sale, although so much higher than Ontario grades. In oatmeal, while quite firm, prices are but little higher. There is a limited business. Oats are firm. In cornmeal, the sale is large at even figures. Beans are held firm at the advance. Blue peas are scarce, and best stock is difficult to get. Hay is firm at the advanced figures. We quote: 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; middling: \$2.00 to \$2.22; 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.**

T. C. Colwell & Co. landed new Hallowee and Sairs dates this week.

A. L. Goodwin is receiving very large shipments of Valencia oranges each week.

Mr. Greig, representing D. McDougall & Co., Glasgow, Scotland, called on the city trade this week.

There have been two failures among the city retail grocery trade this week: Price & Powers and G. E. Titus.

J. Hunter White, representing J. K. Armsby Co., has been advised of a reduction in the price of Californian prunes by the association of ¼c.; also that they will allow a discount of 1½ per cent. on drafts if paid on presentation, and that buyers will be protected in case of further decline on such stock as they may have on hand.



**SATISFACTION.**

A satisfied customer is your best advertisement, and if you only sell goods equal in their class to COW BRAND SODA, your **TRADE WILL GROW.**

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.**

**BAYLE'S  
"HIGH  
GRADE  
FOODS"**

**Bayle's Horseradish Mustard**

Per doz.  
½-lb. self-sealing jars, 2-doz. in a case, \$1.75  
1-lb. self-sealing jars, 1-doz. in a case, 2.50

**Bayle's Tobasco Pepper Sauce**

Per doz.  
2 oz. bottle, with metal cap and squirt, \$4.75  
1-doz. in a box  
6-doz. in a case 4.25

Agents: **ROBERT GREIG & CO.**  
**TORONTO.**

**Laporte, Martin & 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.**

**MANITOBA MARKETS.**

WINNIPEG, January 21, 1901.

**T**RADE has moved quietly all week and there is little to report that could be considered news. Two items of news that have been discussed with much animation during the week are the proposed depot and freight sheds of the Canadian Northern Railway. It now seems fully decided that the company will build a bridge over the Red River and run their lines into the very heart of the city, on the east side of Main street and just north of the post office. Rumor adds, that in addition to the station, a large hotel is to be built, but of this no confirmation can be obtained. The other is the letting of the contract for the building of the new C.P.R. bridge. Everything points to an extremely active summer in building operations and, as this will mean increased business in every line, merchants are more cheerful over the very quiet business of the present moment.

**FLOUR**—Business has been quite brisk all week as, although no change has taken place in quotations, an advance is anticipated, and buyers seem to be preparing themselves accordingly. We quote: Lake of the Woods, Five Roses, \$2.10; Red Patent, \$1.95; Medora, \$1.60; XXXX, \$1.35; Ogilvie's Hungarian Patent, \$2.10; Glenora Patent, \$1.95; Manitoba, \$1.60; Imperial XXXX, \$1.20.

**CEREALS**—Without change of any kind, and business quiet. The difficulty between the Customs and the importers has not yet been definitely settled. We quote: Split peas, \$2.25; pearl barley, \$4 pot, \$2.40; rolled oats, \$1.75, standard and granulated, \$2.30; beans, \$2 to \$2.05; cornmeal, \$1.30.

**DRIED FRUITS**—There is little movement at present in either currants or raisins, although prices at present look in favor of the buyer for both lines. Currants are slightly easier on this market, although why they should be so no one appears to know. In evaporated fruits there is no change. Prunes offer very freely, but do not find many buyers. Prices are ranging, according to sizes, from 4¼ to 11c. Evaporated and dried apples are firm and scarce. Evaporated remain firm at 6½c., with anticipations of a further advance; dried, 5¼ to 6c.

**SUGAR**—The market on this product seems topsy-turvy. Last week's advance was maintained until Friday, when there was a drop of 10c. per 100 lb., bringing the market back to where it was two weeks ago. Granulated is quoted to-day at \$5.65, and bright yellows, \$4.95.

**CANNED GOODS**—Market is quiet and price has been without change for weeks.

**RICE**—The grades of Patna and B rice

have dropped ¼ of a cent per lb. The market is quiet.

**GREEN FRUITS**—Market is very quiet and few changes to report. Baldwin apples have advanced to \$4 per bbl. and cranberries have dropped from \$12 to \$10.50 to \$11. All other lines of green fruits are without change.

**HONEY**—Continues scarce and dear, being still quoted at 27c. per comb.

**FISH**—Salt water fish from the Atlantic continues very scarce, but in spite of this the price of haddies has fallen. The only way to account for this is some one firm getting in a rather large stock and beginning to cut prices. Just who the culprit is cannot be ascertained. But, in spite of the fact that haddies cost close on to 8c. laid down here, they have been jobbed during the week at 7½c.

**BUTTER**—The supply of really first-class dairy continues limited, notwithstanding the fact that really first-class dairy would bring almost what the maker chose to ask. The best grades coming in in tubs are worth from 16 to 18c. on commission, but by far the larger portion of the butter received would not bring over 14c.

**CURED MEATS**—Business has been fair in value and very steady all week. Last week there was some talk of a new price list, but it has not yet materialized.

**NOTES.**

Winnipeg has a new club, to be known as the Commercial Club, and for which a charter has been sought. The capital stock is \$25,000, and among the list of applicants are such well-known names as Mayor Arbutnot, E. F. Hutchings, James Porter, Ed. Nicholson, D. R. Dingwall, F. G. Walsh and Arthur Stewart.

**GENERAL ROBERTS.**

General Roberts says, in speaking of the part taken by the Canadians at the battle of Paardeberg, that it was their forward position which was the final move that compelled Commandant Cronje to lay down his arms on the anniversary of Majuba Day. The Weekly Globe is enabling its yearly subscribers to hand down to their children an excellent memento of that important event by presenting them with a cleverly executed picture which conveys a very correct idea of the Boer laager and the position of the Canadian troops at that time.

Mr. Frederick Hamilton, The Globe's correspondent, and others, who were eyewitnesses, express the greatest satisfaction with the picture, and it certainly is worthy of that journal's enterprise in making it possible to keep the event ever in memory.

The picture can be secured by becoming a subscriber of The Weekly Globe, at the regular price. The picture can be seen at this office.

**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.

**H**ENRI JONAS & CO., Montreal, have some beautiful French plums put up by the firm of James Violette & Co., Bordeaux, in glasses, tins and bottles. New season olives are now also in stock.

New scaled herring are in stock with The Eby, Blain Co., Limited.

McLaren's jelly powder is a good seller, and may be had from H. P. Eckardt & Co.

Aylmer, Clark's and Campbell's concentrated soups are in stock with The Eby, Blain Co., Limited.

Labrador herring, in barrels and half-barrels, are being sold by H. P. Eckardt & Co. at low prices.

A fresh consignment of grape nuts and Postum Cereal coffee is just to hand with W. H. Gillard & Co.

French, Californian, Italian and Sonoma prunes, all sizes, are quoted at low prices by The Eby, Blain Co., Limited.

Henri Jonas & Co. are showing some fine Lucca salad oil in tins, and French capers in 4-gal. kegs, both of which show good quality.

Low prices in Californian evaporated peaches and apricots, in bags and boxes, are quoted by The Eby, Blain Co., Limited.

W. H. Gillard & Co. are offering "Knight" parlor matches, in cases of 40 packages, each package containing 36 boxes.

The Eby, Blain Co., Limited, report a big run on cereals and breakfast foods. Besides a full range of Canadian goods, they handle grape nuts, health breakfast food, Pillsbury's Vitos and oat food, malt breakfast food and Ralston Health Flour and pancake flour.

**WANTED MORE CEYLON GREENS.**

The "Salada" Tea Co. is in receipt of the following from H. Richardson, grocer, under date of Carleton Place, January 22:

SIRS,—I have sold out trial order of "Salada" Ceylon green tea, and all my customers speak well of it. Some of them say they will have no other if they can get "Salada" Ceylon green tea. It is this tea that will please Japan tea drinkers.

Please send me as soon as convenient 60 lb. brown label Ceylon green tea, and oblige.

Mr. Richardson got his first shipment on January 7.

George Armstrong has opened a grocery store in Sydney, N.S.

## THE LATE SIR FRANK SMITH.

**S**IR FRANK SMITH, who up till 1891 was such a well and favorably known figure in the wholesale grocery trade of Canada, died at his home in Toronto on January 17, after a long illness.

### AN INSPIRING CAREER.

The business career of the late Hon. Sir Frank Smith, Senator, was one of those inspiring ones which show the possibilities of advancement that are offered in Canada to the industrious and capable worker, no matter what his circumstances at the start.

Sir Frank was born at Richill, Armagh, Ireland, on March 13, 1822. His mother died when he was but a child. In 1832 his father emigrated to Canada, and took up a small farm near Port Credit, Ont. There were one daughter, Margaret, and two sons, Joseph and Frank. When Frank was 13

### HIS BROTHER JOSEPH WAS MURDERED

and robbed while travelling with a considerable sum of money. This led to the death of the father, thus making Margaret and Frank orphans. A home was secured for his sister with a neighboring family of farmers and in 1836 Frank engaged himself with a miller and general trader, Francis Logan, Dixie, Ont., whose business extended over York, Peel, Halton, Wentworth and Lincoln counties. This progressive system of business which he came into touch with here did much in fixing the ideals which helped to make Sir Frank Smith a successful business man. He began as teamster, but was soon given a clerkship in the store.

### CONCERNED ABOUT HIS EMPLOYER'S INTEREST.

He was ever ready to do any work to advance his employer's interest. The story is told of how he once carried the hod to help a mason build a chimney which his employer wanted to have erected, but for which work no laborer could be secured. From a clerkship, he was promoted to take charge of the store in Dixie, and finally took supervision of Mr. Logan's interests in that vicinity. He was frequently commissioned upon affairs of business to Hamilton, Welland and other places, and became Mr. Logan's most valued assistant, and he gradually worked his way to the head of the firm by which he was employed, and this included 11 branch stores.

### HIS START IN BUSINESS

When 27 years old, he went to London, Ont., where he started as retail grocer under the style of Frank Smith & Co. This business was continued until 1867, when, with Mr. Thomas Wilson, whom he had admitted into partnership a few years previously, he moved to Toronto, where a

wholesale grocery business was started at the corner of Front and Scott streets. In 1873, Mr. Wilson died, and he continued as sole proprietor. In this, as in his other enterprises, he was progressive and successful.

### HIS RETIREMENT FROM BUSINESS.

In 1891, he sold out his business to Eby, Blain & Co., and retired from active mercantile pursuits. He continued, however, to hold his interests in a number of financial corporations with which he was connected. He was president of the Dominion Bank, president of the London and Ontario Loan Company, president of the Home Savings Company and the Niagara Navigation

form a Government. Sir Frank, however, declined the honor, and a Ministry was formed by Sir Mackenzie Bowell. His work in Parliament was characterized by his devotion to the interests of the business community. In connection with this it is interesting to recall that his first remarks on the floor of the Senate after his appointment were in support of a motion by Senator Wark for amendments and improvements to the insolvency Act. The discussion took place on May 21, 1872. Sir Frank said he "was in favor of bankruptcy law if we can obtain one that will not encourage rascality among the commercial community. The law as it now stood, had certainly that tendency. \* \* \* We were now living in a very prosperous state, we had a large amount of money at our disposal, and he believed



Company, vice-president of the Consumers' Gas Company, vice president of the Dominion Telegraph Company, a director of the North American Life Company and a director of the Toronto General Trusts Company.

### HIS PUBLIC CAREER.

Sir Frank always took a warm interest in public affairs. In 1864-65 he served as an alderman of London, becoming mayor in 1866. In 1871 he was appointed Senator; in 1882 was sworn in as member of the Privy Council; in 1894 received the honor of knighthood. On the death of Sir John Thompson in 1894 Sir Frank was sent for as the senior member of the Privy Council of Canada and asked by Lord Aberdeen to

that with the assistance of Providence the Dominion had a long and prosperous career before it."

### A WINNIPEG WAREHOUSE.

When a few weeks ago it was announced that J. Y. Griffin & Co., Winnipeg, had moved into their commodious new premises, a cut of the building was not available. The accompanying cut is a good representation of the city quarters of this up-to-date packing and produce house, which has done business in Winnipeg for the past 16 years, and now has branches at Nelson, Vancouver, Calgary and Rat Portage.

Henry W. Thur is starting as general merchant at Golden Lake, Ont.

**SUGAR IMPORTS INTO ENGLAND.**

THE total value of the sugar and molasses imported into the United Kingdom in 1900 was £19 622,621. Of this the beet countries contributed in refined sugar about £12,000,000, and in unrefined about £5,000,000. This shows how important the British market is to the beet countries, the agricultural industries of which are thus supported by money supplied by the British consumer.

The total quantity of refined sugar imported into the United Kingdom in 1900, practically all from Germany, Holland, Belgium, and France, was 962,673 tons, and of unrefined sugar, principally from the same beet countries, 663,834 tons. A total is made of sugar imports, including molasses, of considerably more than 1,500,000 tons. In both refined and raw sugar there has been a considerable increase in the importation.

So far, therefore, it may be said that the English consumption has increased, and may probably increase still further. Of the 960,000 tons of refined, Germany sent us 593 000, against a similar quantity in 1899; Holland, 113 000 tons, against a similar quantity; Belgium, 30 000 tons, against 22,000; but the larger imports from France have been the feature of the year—namely, 216,000 tons, against 150,000 in 1899. The above is exclusively refined sugar, and beyond very small imports of refined from America and other countries constitutes the whole of refined—namely, 960,000 tons. In round numbers we get 1,000,000 tons of refined sugar from the beet countries, available for immediate consumption or further manipulation in our British refineries, of which, however, there are only two or three in large operation.

The beet unrefined coming into this country is divided as follows: Germany, 160,000 tons, against 250 000 in 1899, a sensible decrease; Holland, 22,000 against 20,000; Belgium, 103,000 against 94,000; France, 230,000 against 104,000, a large increase. Of cane, Cuba sends us nothing; the figures for Peru, Brazil and Mauritius are very small; the British East Indies send us 18,000 tons, and the West Indies only 42,000, or about the same as the previous year. The general situation, therefore, remains much the same, the English market being practically given up to beet.—Home and Colonial Mail.

The Fredericton, N.B., Tourist Association have appointed the following officers: Chairman, C. F. Chestnut; treasurer, F. B. Edgcombe, and secretary, R. P. Allen.

**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.

PURE

**Sugar Syrup**

Extra bright, excellent flavor, half-barrels and pails—a bargain.

**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**

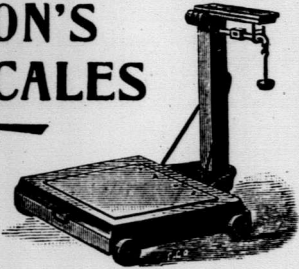
61 Front St. E., TORONTO.

100 STYLES

**WILSON'S**  
HIGH-CLASS  
**SCALES**

FOR  
HIGH-CLASS  
MERCHANTS.

Catalogue  
Free.



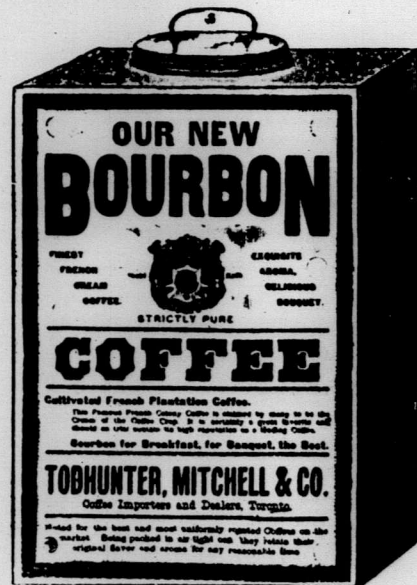
**C. WILSON & SON,** 69 Esplanade St., E  
TORONTO, ONT.

**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

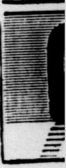
**Walter Woods & Co.**  
HAMILTON.

**Most  
Excellent  
Coffee**



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

Trial Order Solicited.



This the cities  
solicited  
ordered  
report at  
Good  
All q  
who call

**BUT**  
A

Dairy, ch

" "

Creamer,

Cheese, l

Eggs, ne

**CAN**

Apples,

Asparag

Beets...

Blackbe

Blueber

Beans, 2

Corn, 2's

Cherries

" "

Peas, 2's

" alf

" ex

Pears, B

" "

Pineapp

Peaches

Plums, l

" "

Pumpki

Raspher

Strawbe

Succotai

Tomato

Lobster

" "

Macker

Salmon

" "

sardine

" "

" "

" "

" "

" "

Huddle

Kipper

Herrin

**OA**

Lemon

Orange

Citron,

**GF**

Orange

" "

" "

Lemon

" "

Spanis

Banan

Apple

Malag

Sweet

Cranb"

" "

Granu

Granu

Parisl

" "

Extra

Powdr

Phon

Cream

Extra

Brigh

No. 3

No 2

No 1.

# CURRENT MARKET QUOTATIONS

January 24, 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 26.

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.

## BUTTER, CHEESE AND EGGS

	Montreal.		Toronto.		St. John, Halifax.	
Dairy, choice, large rolls, per lb	18	18	18	19	22	23
" " pound blocks	18	19	18	19	21	23
" " tubs, best	22 1/2	23	21	21 1/2	24	25
" " tubs, second grade	24	25	22	23	25	26
Creamery, boxes, prints and squares	11	12	11	11 1/2	11	12
Cheese, per lb.	26	31	22	23	24	25
Eggs, new laid, per doz.						

## CANNED GOODS

	Montreal.		Toronto.		St. John, Halifax.	
Apples, 3's	90	0 90	0 85	0 90	1 00	1 10
" " gallons	2 15	2 25	2 00	2 25	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 30	1 30	1 40	1 70	1 50	1 80
Blueberries, 2's	80	85	75	85	95	1 00
Beans, 2's	90	85	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 65	1 65	1 50	1 60	1 75	1 80
" " 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	1 85
" " 3's	2 25	2 90	2 50	2 75	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 30	1 50
" " Damson, blue					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 80	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
Lobster, tails	3 15	3 20	3 25	3 00	3 00	3 25
" " 1-lb. flats	3 65	3 75		3 50		1 25
" " 1/2-lb. flats	1 75	1 85		1 75		1 75
Mackerel		1 25	1 15	1 25	1 25	1 35
Salmon, sockeye, Fraser	1 50	1 60	1 75	1 85	1 60	1 75
" " Northern			1 60	1 65	1 50	1 60
" " Horseshoe					1 60	1 60
Cohoos		1 30	1 25	1 30	1 40	1 50
Sardines, Albert, 1/2's	12	12 1/2	12 1/2	13	14	15
" " Sportsman, 1/2's	20	21	20	21	20	21
" " key opener, 1/2's	11 1/2	12		12 1/2		12
" " P. & C., 1/2's	19	20		21	20	21
" " Domestic, 1/2's	9	11	10 1/2	11	16	18
" " Mustard, 1/2 size, cases	18	18 1/2	18 1/2	23	10	11
50 tins, per 100	20	22 1/2	23	25	23	25
Haddles	27 1/2	30	33	36	33	36
Kipper Herring	4	4 1/2	4	4 1/2	3 1/2	4
Herring in Tomato Sauce	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 00	1 15	90	1 00
Haddles	1 55	1 85	1 00	1 60	90	1 00
Kipper Herring	1 50	1 55	1 00	1 60		2 00

## CANDIED PEELS

	Montreal.		Toronto.		St. John, Halifax.	
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

## GREEN FRUITS

	Montreal.		Toronto.		St. John, Halifax.	
Oranges, Jamaica, per bbl	5 00	5 50	4 50	5 00	5 00	6 00
" " Mexican, per box		4 00	2 00	2 25		
" " Valencia, ord. 42's	4 00	4 25	4 50	5 00	4 50	5 00
" " large, 42's	6 25	6 50	5 25	5 50	5 50	6 00
" " 71's	5 25	5 75	5 50	6 00		
" " Cal. Navel, per box	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 10
" " Verdill, 36's, per box	1 60	2 00	1 25	1 50		
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	3 00	2 00	3 00
Malaga grape, per keg	5 61	7 10	6 10	7 00	6 00	7 50
Sweet potatoes, per bbl		4 50	4 00	5 00	3 00	4 50
Cranberries, Cape Cod, per bbl	12 10	13 00	9 00	11 00		10 00
" " Canadian, per bbl			7 00	8 00		7 50

## SUGAR

	Montreal.		Toronto.		St. John, Halifax.	
Granulated St. Lawrence and Red	4 65		4 83		4 75	4 80
Granulated, Acadia	4 60		4 78		4 65	4 70
Parilump, bbls, and 100-lb. bx	5 15		5 33		5 15	5 20
" " in 50-lb. boxes	5 25		5 43		5 25	5 30
Extra Ground Icing, bbls	5 15		5 70			
Powdered, bbls	4 91		5 45		5 15	5 20
Phenix	4 55		4 73		4 55	4 60
Cream	4 75		4 73		4 55	4 60
Extra bright coffee	4 45		4 61		4 15	4 20
Bright coffee	4 35		4 43		4 15	4 20
Bright yellow	4 25		4 33		4 15	4 20
No. 3 yellow	4 10		4 23		4 15	4 20
No. 2 yellow	4 05		4 23		4 15	4 20
No. 1 yellow	3 95		4 13		4 15	4 20

## HARDWARE, PAINTS AND OILS

	Montreal.	Toronto.	St. John Halifax.
Wire nails, base	2 85	2 85	3 20
Cut nails, base	2 35	2 35	2 85
Barbed wire, per 100-lb.	3 20	3 00	3 50
Smooth Steel Wire (oiled and annealed, etc.), base	2 80	2 80	
White lead, Pure	6 75	6 87 1/2	6 80
Linseed oil, 1 to 4 bbls, raw	80	75	85
" " boiled	83	81	88
Turpentine, single bbls	59	59	65

## SYRUPS AND MOLASSES

	Montreal.	Toronto.	St. John Halifax.
Syrups--			
Dark	1 1/2		
Medium	2 1/2	30	32
Bright	2 1/2	35	37
Corn Syrup, barrel, per lb	2 1/2		34
" " 1/2 bbls, "	2 1/2		36
" " kegs	3		38
" " 3 gal. pails, each	1 30	1 30	
" " 2 gal. "	1 00	1 00	
Honey		40	
" " 25-lb. pails	90	1 00	
" " 35-lb. pails	1 20	1 40	
Molasses--			
New Orleans	25	35	23
Barbadoes, new	40	41	27
Porto Rico			38
Antigua	35	36	42
St. Croix			

## CANNED MEATS

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

## FRUITS

	Montreal.	Toronto.	St. John Halifax.
Foreign--			
Currents, Provincials, bbl.	9	9 1/2	12
" " Filistras, 1/2-bbls.		9 1/2	12 1/2
" " cases	10 1/2	11	12
" " 1/2-cases	10 1/2	11	12 1/2
" " Patras, bbls.		11	12
" " cases	11	12 1/2	12 1/2
" " 1/2-cases	11	12 1/2	12 1/2
Vostizzas, cases	14	15	16
Dates, boxes	70	90	12
Figs, 10-lb. boxes			10
" " Mats, per lb.			4
" " 7 cr., 28-lb. boxes			16
" " 1-lb. glove boxes			12
Prunes, California, 30's	11		10
" " 50's	10		10 1/2
" " 60's	7 1/2	8	9
" " 70's	6 1/2	7 1/2	7 1/2
" " 80's	6	6 1/2	6 1/2
" " 90's	6	5 1/2	5 1/2
" " Bosnia, A's.			9
" " B's.			8
" " U's.		5 1/2	6 1/2
" " French, 50's.			4
" " 110's.	3 3/4	4	4 1/2
Raisins, Fine off stalk	7 1/2	8 1/2	8
" " Selected layers	8 1/2	9 1/2	9
" " Sultanias	11	13	11
" " California 2-crown	7 1/2	8	8 1/2
" " 3-crown		9	9 1/2
" " 4-crown		10	10 1/2
" " seeded, 3-cr	10 1/2	11	11 1/2
" " Malaga, Lon. layers		1 50	2 25
" " Black baskets			2 75
" " Blue baskets			3 00
" " Debesa clusters			3 50
" " Choice clusters	2 75	3 00	4 00
" " Royal clusters			4 75

## PROVISIONS

	Montreal.	Toronto.	St. John Halifax.
Dry Salted Meats--			
Long clear bacon			10
Smoked meats--			
Breakfast bacon	12 1/2	13	13
Rolls		10 1/2	10 1/2
Hams	11 1/2	13 1/2	12 1/2
Shoulder hams	10	10 1/2	10
Racks			13
Meats out of pickle 1c. less.			
Barrel Pork--			
Canadian heavy mess	17 50	18 50	18 00
" " short cut	18 50	19 00	20 00
" " clear shoulder mess	19 50	20 00	18 00
Plate beef	12 50	18 50	12 50
Lard, tierces, per lb.			10
Tubs		9 1/2	10 1/2
Pails		10 1/2	11 1/2



# BEE BRAND CEYLON TEA.

AWARDED

## Gold Medal



at the Paris Exposition,  
1900, being the highest  
award made for teas.

Wholesale Agents

L. CHAPUT, FILS & CIE., MONTREAL.  
WARREN BROS. & CO., TORONTO.  
THE A. MACDONALD CO., WINNIPEG.  
HALL & FAIRWEATHER, Limited, ST. JOHN.

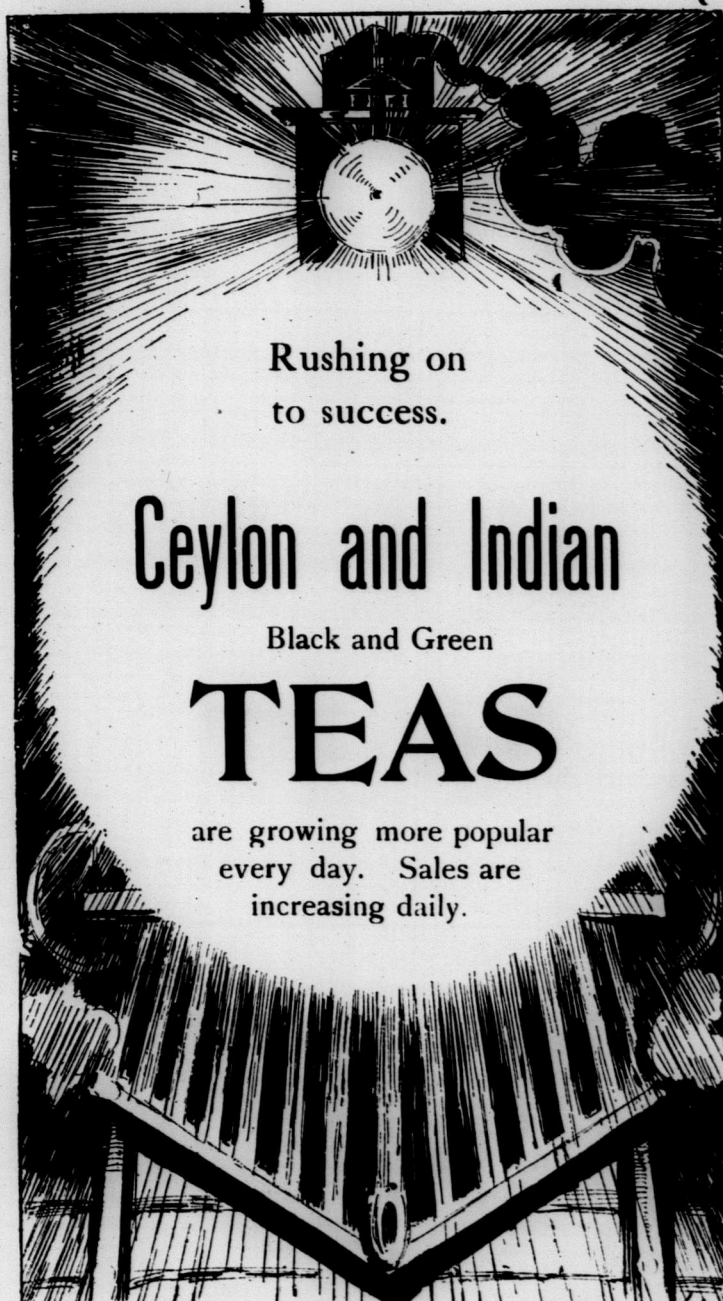
Registered Trade Mark of



COPYRIGHTED IN ALL COUNTRIES, 1896.

The Co-operative Tea Gardens Co., Colombo, Ceylon.

	Montreal.		Toronto.		St. John, Halifax.		Montreal.		Toronto.		St. John, Halifax.	
<b>COFFEE</b>												
Green—												
Mocha		24	23	28	25	30	17½	18	17	17½	18	18
Old Government Java		27	22	30	25	30		18		17½	18	18
Rio		10	10	12½	12	13		20		17	17½	17½
Santos			11	14				21		17	18½	18
Plantation Ceylon		29	26	30	29	31				17	18½	18
Porto Rico			22	25	24	28				17	18½	18
Gautemala			22	25	24	26				17	18½	18
Jamaica		18	15	20	18	22				17	18½	18
Maracabo		13	13	18	13	15				17	18½	18
<b>NUTS</b>												
Brazil			15	16	8½	9						
Valencia shelled almonds	42	45		40	22	25						
Tarragona almonds	15½	16		15	13	15						
Formegetta almonds				14½								
Jordan shelled almonds		50	40	43								
Peanuts (roasted)	6½	8	9	10	9	10						
(green)	5½	7	7									
Cocoanuts, per sack	3 00		3 75		3 50	4 00						
per doz					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		12	12½	9						
Naples filberts				10	11	11						
Pecans	12	15		13	15	14						
Shelled Walnuts				23	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	3 20	1 75	2 70		3 20						
Tubs, No. 0		11 00		8 50		11 00						
" 1		9 00		7 00		9 00						
" 2		8 00		6 25		8 00						
" 3		7 00		5 85		7 00						
<b>PETROLEUM</b>												
Canadian water white		17½	18								17	17½
Sarnia water white			18								17	18
Sarnia prime white											16	17
American water white											17	18½
Pratt's Astral (barrels extra)											17	19½
<b>Black— TEAS</b>												
Congou—Half-chests Kalsow												
Morning Paking	13	60	12	60	11	40						
Caddies Paking, 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 firsts	22	28	22	28								
Young Hyson—Cases, sifted												
extra firsts	42	50	42	50								
Cases, small leaf, firsts	35	40	35	40								
Half-chests, ordinary firsts	22	28	22	28								
Half-chests, seconds	17	19	17	19								
" thirds	15	17	15	17								
" common	13	14	13	14								
Pingsueys—												
Young Hyson, ¼-chests, firsts	28	32	38	32	30	40						
" seconds	16	19	16	19								
" Half-boxes, firsts	28	32	28	32								
" seconds	16	19	16	19								
Japans—												
¼-chests, finest May pickings	38	40	38	40								
Choice	32	36	33	37								
Finest	28	30	30	32								
Fine	25	27	27	30								
Good medium	22	24	25	28								
Medium	19	20	21	23								
Good common	16	18	18	20								
Common	13	15	15	17								
Nagasaki, ¼-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		5	5	6						
Japan	4 40	4 90		5½	5	6						
Imperial Seeta	4 60	4 90		4½	5	6						
Extra Burmah				4½	4	5						
Java, extra		5½		6	6	7						
Macaroni, dom'ic, per lb., bulk	5	6		6	7							
" Imp'd, 1-lb. pkg., French	8	12		9	10							
" Italian	8	10		11	12							
Sago	3½	4		4	4							
Tapioca	4½	4½		4½	5							

A black and white illustration of a clock tower with a large clock face, set against a background of radiating lines that create a sense of motion and energy. The clock tower is positioned at the top center of the advertisement, with lines radiating downwards and outwards, framing the text below. The overall style is reminiscent of early 20th-century graphic design.

Rushing on  
to success.

Ceylon and Indian

Black and Green

**TEAS**

are growing more popular  
every day. Sales are  
increasing daily.

**THE SUBMERGED GROCER.**

**T**HE number of retail grocers who hide or submerge their interests to those of outsiders can be counted by the thousands, says American Grocer. They sacrifice the approach to their store; the outside and inside walls; show windows, and counters for the benefit of others. We even know of many who substitute the gratuitous stationery of an outsider for some of their own design, which might be utilized to advertise profit-paying goods. Is it any wonder, then, that retailers who sink their individuality, and keep their best interests in abeyance, complain that there is no money in the grocery business?

Two grocers who lived far apart, but bought their general line of the same jobbing house, happened to meet in the store of one of them. As the visitor looked around and examined the stock, he remarked: "Why! you buy your goods of —, and so do I; but I don't see any evidence of it in your stock, while everything on my shelves has their name prominent. I can scarcely believe there could be such a difference in appearance."

One retailer kept prominent profit-paying goods and his own specialties; he made it his business to advertise himself and articles in which he had a special interest. The other kept competitive goods prominent—such articles as every retailer must keep in stock, but on which there is little or no profit. He piled his window with sacks of flour that he handled at cost, instead of utilizing the space for a display of goods paying a big margin.

Instead of advertising his own business on wagons, they were used to describe the merits of the soap that makes washing the delight of the housekeeper, and which he sold at 5 per cent. And all the time he had in stock equally as good an article that he controlled, and upon which he could get a profit of 30 per cent.

Thousands of retailers need to devote more time to thinking about their business and less about that of others. They submerge their interests by overzealous devotion to subsidiary interests—important, to be sure, but not enough so to be given the first place in the retailer's economy. The store should be indicative of its owner; should emphasize his individuality, and have something about it which will make consumers talk about its owner, his methods, and his stock.

**PERSONAL MENTION.**

Mr. C. R. Dixon, of Calgary, Lucas, Steele & Bristol's representative in the Territories, has been spending a couple of weeks in the Ambitious City. Mr. Dixon is look-

ing and feeling well and still of opinion the Northwest is the only place for a man to live in. He speaks well of the Royal Hotel, where he has been staying, while in Hamilton. He is, however, only one of the many who do so.

**DISASTROUS FIRE AT MONTREAL.**

**T**HE worst fire that has ever visited Montreal took place Wednesday evening. It started in M. Saxe & Co's clothing warehouse in the heart of the wholesale section of the city, and swiftly spread along St. Peter and St. Paul streets, destroying a score or more of important warehouses and the great Board of Trade building. Among the heavy losers are Laporte, Martin & Cie., wholesale grocers; H. A. Nelson & Sons, fancy goods dealers; Gilmour Bros., corn merchants; Bell, Simpson & Co, produce dealers, and Choillan & Co., brokers.

In the Board of Trade building, offices of the following were destroyed: Lake of the Woods Milling Co.; The Dominion Commercial Travellers' Association; A. McKim & Co., advertising agents; G.T.R. and C.P.R. freight departments.

The office of THE CANADIAN GROCER, situated in the Board of Trade building, was also destroyed. This will not, however, cause any interruption in business. New offices have been secured at 232 McGill street.

**IMPERIAL MAPLE BUTTONS.**

The Imperial Maple Syrup Co., Limited, Montreal, have been so successful with the introduction of their "Imperial" brand of maple syrup in the Eastern market that they have decided to branch out a little more. They are now beginning to manufacture "Imperial" maple buttons, a very delicious confectionery, guaranteed to keep fresh for three months. The goods will be put up in neat half-pound boxes, to retail at 10c. each. Owing to the fact that these are not shoddy goods, they merit a notice to the trade.

Wm. Hill, grocer, Hamilton, Ont., has sold out to W. H. Nichols. H. Trebilcock will continue the business for Mr. Nichols.

**TEA FOR FUTURE DELIVERY.**

The New York Journal of Commerce of Tuesday says: "Trading in tea for future delivery was inaugurated Monday morning. Comparatively few members of the tea trade were in attendance at the opening, and the business transacted was small. On the opening call a sale was made by Mr. Max Meyer to Mr. H. B. Montgomery of 15,000 lb. for February delivery at 13.30c., in bond. Immediately after the opening call a second sale was made by Mr. R. C. Stewart to Mr. Lester, of 15,000 lb., for February delivery at 13.50c., in bond. Shortly before the close a third lot was traded in, Mr. Stewart selling to Mr. Meyer 15,000 lb. for February delivery at 13.40c., in bond. Total sales for the day were 45,000 lb."

**BUSINESS WILL GO ON AS USUAL.**

The fire which destroyed the Montreal premises of H. A. Nelson & Sons is not likely to seriously interfere with the firm in supplying the grocery trade, for the broom factory is in Toronto, and the branch business there also carries in stock such lines as woodenware and cordage.

**CATALOGUES, BOOKLETS, ETC.**

A STRIKING CALENDAR.

Mr. W. P. Downey, of Montreal, has issued a highly colored and striking calendar, advertising Hire's Root Beer. It is a witty representation of "His coming." Readers of THE CANADIAN GROCER can secure a copy on application.

**CONDENSED OR "WANT" ADVERTISEMENTS.**

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

**FOR SALE.**

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)

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

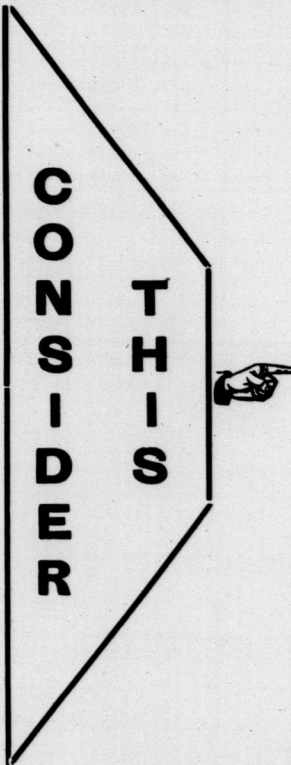
**EPPS'S****GRATEFUL.  
COMFORTING.**

IN ½-LB. LABELLED TINS.

14-LB. BOXES.

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

**THE MOST  
NUTRITIOUS.****COCOA**



If you are after a tea that will not only give your customers entire satisfaction, but yield you a good profit, see that you have

# “OZO” TEA

in stock. On account of its flavor and aroma, strength and purity, invigorating and refreshing qualities, attractiveness, etc., it is meeting with wonderful favor with the public.

IT IS WITHOUT DOUBT THE GREATEST VALUE  
THE GROCER CAN OFFER HIS CUSTOMERS.

THE “OZO” CO., Limited, - - MONTREAL.

## “ENTERPRISE”

### Patented Hardware Specialties

FOR THE

### Grocer and General Store Keeper

COMPRISING —

*Meat and Food Choppers, 35 Sizes and Styles for Hand and Power*  
*Rapid Grinding and Pulverizing Mills, 32 Sizes & Styles for Hand & Power*  
*Raisin Seeders, for Hand and Power; Smoked Beef Shavers*  
*Self-Priming and Measuring Pumps    Self-Measuring Faucets*  
*Self-Gauging Cheese Knives    Bung Hole Borers*  
*Tobacco Cutters, etc.*

Are Universally acknowledged to be

## THE BEST

*Write for Descriptive Catalogue*      *Sold by the Leading Jobbers of the Dominion*

**The Enterprise Mg. Co. of Pa.**  
 Philadelphia, Pa., U. S. A.

**ROTARY SMOKED BEEF SHAVER**



No. 125, - - \$18.00

---

**SELF MEASURING FAUCET**



No. 65, - - \$3.00

---

**BUNG HOLE BORER**



No. 1, - - \$1.25  
 No. 2, - - 1.65  
 No. 3, - - 2.50

## TRADE IN COUNTRIES OTHER THAN OUR OWN.

**R**EFERRING to peaches, Baltimore mail advices state: "In peaches, the market continues to feel the lack of round-lot buying and the presence of off-grade stocks, this being particularly true of seconds and pies. In both of these lines, grading has all along shown so wide a divergence in fill and general quality of the fruit that there is little possibility of the market getting into better shape until relieved of a large share of such holdings."

### CURRENTS IN GREECE.

In connection with the Greek market for currants D. Pasqua writes from Patras: "The absence from our market of the principal buying interests has further developed the discouragement among holders, and a considerable decline in price has ensued. Provincials, in cases, on January 2, were quoted at 25s. per cwt.; Filiatra, 27s.; Gulf, 30s. in quarter-cases, and Vostizza, 35s. in quarter-cases, with hardly anything doing. The export movement of the last month has been very slow, not more than 670 tons of fruit having been registered on the shipping list. This compares as follows with the corresponding period of 1899:

	To Dec. 31		End of season 1899-1900.
	1900. Tons.	1899. Tons.	
England.....	31,194	53,325	61,497
U.S. and Canada.....	4,145	14,820	17,837
Australia.....	2,835	11,147	5,731
France.....	31	1,085	4,041
Holland, Belgium, Ger- many and Austria.....	2,185	18,085	35,520
Total.....	40,390	91,457	124,626

"It is still reported that the stocks held in Greece at this date are about 10,000 tons."

### CANNED SALMON IN THE STATES.

Regarding salmon, The San Francisco Trade Journal has the following to say: "There is nothing doing with no change for the better looked for before next month. There can be no doubt of the markets in second hands being cleaned up both here and at the East before the beginning of another season. The high and advancing prices for meats will turn consumers more to canned salmon, owing to its relative cheapness. On the Sacramento there will be four concerns in the cold storage business. On the Columbia river, it is said, more attention will be given to freezing for a market."

### CHINESE SILK AND TEA TRADE.

U. S. Consul Hughes, of Coburg, under date of December 12, 1900, writes as follows: "The consequences of the disturbances in China are being seriously felt in the silk and tea trade. The Chinese

production of silk in 1900 is estimated at 4,500,000 kilograms (9,920,700 lb.). While this is by no means a bad result in itself, yet the uncertain conditions of business make it appear rather risky to import Chinese goods. This accounts for the great demand at Lyons this year for Syrian silk goods. Unfortunately, the present silk crop in Turkey is not very good, so that a rise of prices is probable. The tea trade is in a similar position. The large houses that import are well provided, but there is a scarcity of freight steamers to load the cargoes. Insurance companies do not like to run risks, and refuse to insure Chinese goods, while banks have ceased to advance money on this kind of merchandise. The Ceylon tea plantations will benefit by these conditions."

### THE PRICE OF OREGON PRUNES.

A press despatch from Portland, Ore., says: "The reduction in price on prunes announced by the California Cured Association, is regarded as a sort of compromise on the part of the combine with the dissatisfied growers. The action will affect Oregon growers in that those who still hold their prunes will find it difficult to get 7c., the price for which they have been holding. There are about 100 loads of prunes, it is estimated, in the State, of the larger sizes. Oregon growers are pleased that the Californian combine is still in a position to do business. The directors of the temporary organization of the Northwest would not deem it advisable to organize permanently if the Californian association went under, but now the work of securing the desired percentage of new membership for organizing the Northwest association will be pushed with renewed vigor. Some of the progressive growers are in favor of forming an alliance with the Southern combine. Under such a plan, the two associations could corner the world's prune market and fix prices that would not give the growers a living profit."

### THE CALIFORNIAN PRUNE TRADE.

In connection with the Coast prune situation the San Francisco Grocer and Country Merchant says: "The prune combination is on its beam ends, having destroyed the business, for this season at all events. There are no buyers, either for home trade or export, at any price, the tactics of the combination having resulted in completely destroying confidence in all quarters. One of the worst features that has developed is that the association packers have consigned their prunes largely to Eastern markets, the very thing that the association was supposed

to prevent. These gentlemen announced some time back that they had practically bought up all the outside prunes, and they did buy a few, possibly 50 to 100 cars, but there are still plenty to be had on the 2c. basis; and while there are no sales the association, we understand, is borrowing money, presumably to pay salaries to two families aggregating about \$1,500 per month. It is stated that the growers have received two advances of ½c. per lb., but some of those that are met here deny having received more than one advance. They would not listen to sound advice, and now they will be obliged to learn by experience. We are told that the packers never believed in their granger ideas; nevertheless they accepted them in practice and have gotten out of touch with the grocers, who would have kept them straight, ignoring their existence and allying themselves with a hybrid, granger press."

### THE CHINA TEA MARKET.

A China tea firm writing from Shanghai, says: "Black teas—The volume of business reported since our last has been small; we quote a decline of from two taels per picul on lower grades to three to four taels on better kinds; a little is doing at the low rates established. Settlements reported since December 24 amount to 1,749 half-chests; stock, 3,887 half-chests. Green teas—Most of the stock of country tea reported in our last has been sold during the interval at prices which have ruled firm and full rates are asked for the little that remains. A few fair sup. local packs have realized very full prices; others of poor quality are offering, but only low bids are obtainable for same. Pingsueys—Since we last wrote, settlements have amounted to 2,426 half-chests; prices have shown a small but unimportant decline. The small stock of good drawing teas is held for full prices. Supplies of all kinds are almost finished. Settlements reported have been as follows: Moyune, 5,604 half-chests; Teenkai, 2,272 half-chests; Pingsuey, 2,426 half-chests, and local packed, 341 half-chests; total, 10,643 half-chests.

	—Half-chests—	
	1900.	1899.
Country tea and local packed—		
Total arrivals.....	169,995	168,473
Settlements.....	168,602	158,598
Stock.....	1,393	9,875
Pingsuey—		
Total arrivals.....	122,028	110,028
Settlements.....	118,839	111,528
Stock.....	3,189	7,500

### IMPROVED COFFEE MARKET.

Following the turn of the year there has been a decided improvement in trade conditions in the coffee market. The demand from the interior trade, which has been of an unsatisfactory character since the culmina-

# JAPAN TEA

**Sells Best, Is Profitable, Gives Satisfaction**

BECAUSE

It is...

**Sweet  
and  
Delicate**

It is...

**Pure  
Strong  
Clear**

It is...

**Unadulterated  
and  
Uncolored**

**It is Healthy and Invigorating.**

**Its Flavor and Aroma are Unexcelled.**

## GROCERS

should take into consideration the fact that when they buy **Japan Teas** they run no risk whatever of running up against a bad lot, because every pound is officially inspected before shipment.

ALSO—

that Teas **like** Japan cannot be grown in any other country than Japan, as no other country has such rich, loamy soil, which is an essential to the production of good healthy teas.

FURTHERMORE—

that there is absolutely no sediment left in a vessel in which

# JAPAN TEA

... has been drawn.

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 GROCERS handling this Flour exclusively are making money.

Superior Quality  
Always Good

tion of the advance last July, has again started up.

The reports received from travelling salesmen and also direct from the trade have quite generally reported stocks in the interior as small. Prices have been steadily sagging, until they are now about  $3\frac{1}{4}$ c. lower for contracts than those ruling at the high figures touched. The decline in the lower grades of actual coffee, Rio No. 7 and below, owing to their relative scarcity, has not been so great. To-day's market price for Rio No. 7 is  $7\frac{1}{4}$ c. and the highest price reached during the advance last summer was 9 94c.

The fact, however, that prices have steadily sagged until they are on a comparatively low basis has brought the trade into the market as a buyer to replace depleted stocks. The demand has been well distributed, both jobbers of green coffee and the leading roasters of Brazil package coffee experiencing a fairly good trade.

Another factor that has helped to swell the business in green coffee has been a revival of the demand for the medium-sized roasters in the interior. Owing to the sharp competition which existed between the two large coffee roasters and the comparatively low prices at which they have been selling, these smaller roasters, in many instances, have been shut down for the past year or so. Recent developments have been of a character to lead them to believe that there will be at least a small widening of the difference between prices for green and roasted

Brazil coffee; consequently, they are resuming operations and have been coming into the market as a buyer of green coffee.

Reflecting the improvement in the condition of trade, the United States warehouse deliveries of Brazil coffee latterly have been running fairly large, despite the fact that the arrivals from Brazil have been very moderate, thus showing that it has been the transferring of supplies carried by jobbers and roasters at the seaboard to the interior consuming trade and the outcome of actual trade requirements. Thus far in January the deliveries of Brazil coffee amount to 303,000 bags, and the deliveries of milds to January 14 were 28,422 bags.—New York Journal of Commerce, January 19.

#### CURRENTS AND RAISINS IN NEW YORK.

The total stock of currants in bonded warehouse on December 31, 1900, amounted to 4,023,275 lb., against 5,505,233 lb. on December 31, 1899. The total importations so far this season number 22,000 bbls., against 92,000 bbls. last year.

Stocks of imported raisins in bonded warehouse on the first of the year are given as 1,080,973 lb., against 1,164,962 lb. at the same time last year. On almonds the stock in bond on December 31, 1900, was 634,814 lb., compared with 547,974 lb. on the same date in 1899.—New York Journal of Commerce.

A. G. & J. Cunningham, general merchants, etc., Poplar Point, Man., have sold their general stock to J. & E. Brown.

#### SAW HIS FIRST GAME OF HOCKEY.

The Toronto Telegram of January 21 contained the following: "P. C. Larkin, the Canadian tea king, witnessed his first hockey match at the St. George-Parkdale game, Friday night. Mr. Larkin was, in the way-back days, a star handler of the lacrosse stick, and did mighty service for the Montrealers. Afterwards, on account of his goodly size, perhaps, he was a favorite choice for referee, when to be a referee meant that a man had troubles of his own—after the match."

#### MR. MCGUANE TAKES A WIFE.

Mr. James A. McGuane, who has been with the "Salada" Tea Co. for years, during the last four of which he has represented them in Boston, has taken to himself a wife. Mr. McGuane has the heartiest congratulations of hundreds of grocers throughout Canada.

Price & Tedford, who have bought Egan Bros., 255 Talbot street, St. Thomas, held a three days' sale of groceries at special prices in opening out for themselves. Mr. Price had been with Egan Bros. for several years.

The following officers have been elected by the Portage la Prairie, Man., Board of Trade: President, A. H. Dickins; vice-president, W. Bell; secretary-treasurer, H. W. B. Douglas; council—E. Brown, W. J. Cooper, Geo. Davidson, J. A. Marshall, C. R. Garland, C. S. Burley, W. J. May and Horace Ormond.

## With "Blue Ribbon" and "Monsoon"

Packet Teas in stock you can please every customer. "Blue Ribbon" is the richest and strongest Tea packed, while "Monsoon" will, in future, be the most delicate and flavory Tea in Canada.

Do you handle Ceylon Green Tea? The best that grows on the Island will be found in "Blue Ribbon" and "Monsoon" packets.

Packers of—

"BLUE RIBBON" and "MONSOON" Teas.

**BLUE RIBBON TEA COMPANY,**

12 Front Street East, TORONTO.



# 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.

# 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.

Curers of . . .

"Star Brand" Hams and Bacon.

## TO THE RETAILER.

If you want quality in pickles be sure you have

REGISTERED  
*Bow Park*  
BRANDS

# PICKLES

in stock. We ship the same day the order is received. Let us quote you or ask your wholesaler.

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

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

THE CANADIAN PACKING CO.  
LONDON, ONT.



GUARANTEED CHOICE AND PURE.  
GOLD MEDAL, PARIS 1900.



## RELATION OF ADVERTISING TO THE COST OF GOODS.\*

BY WALTER H. COTTINGHAM.

ONE of our representatives a short time ago suggested that perhaps the recent change in price was made necessary by the large expenditure we are making in advertising and he made the suggestion that we give less advertising and a lower price.

Now, good advertising, as I have tried to explain during this session, does not make goods more expensive. Good advertising will lower the cost of doing business, and if it does not do this it is not good advertising. I want everybody to feel perfectly satisfied on this point.

We are often thus accused of making our prices high on account of our advertising.

The fact is, if we did not do so much advertising and do it so well, our prices would have to be higher.

To me, a proposition to increase advertising expenditures, or, let us say, to do better advertising in order to lower prices, would be more practical than a proposition to do less advertising to accomplish the same object.

Our advertising expenditure for the past year, while it was considerably larger in the aggregate, was materially lower in percentage to sales than it has been for many years past. Such results are what we aim to achieve in this department, and they are largely dependent upon the character of the advertising and the care with which it is put into effect.

Take as an illustration a man who is doing a business of \$100,000 per annum, and let us suppose his expenses are \$25,000, which is 25 per cent. to his sales. He wishes to increase this business and he decides to advertise. Let us suppose that he decides on an expenditure for this purpose of \$7,500 per annum. His expenses are then increased to \$32,500. By this expenditure, let us suppose, he is able to increase his sales to \$130,000 and at this rate his expenses with advertising added would amount to same percentage as before, namely, 25 per cent. He has not increased the percentage of his expense and has sold \$30,000 more goods, and if his net profit was 5 per cent. he has increased his net earnings by \$1,500. The amount I have named for advertising such a business should bring even larger results.

What I want to make plain is that advertising well done does not increase expenses, but will lower them. That is the way we figure in our business.

\*Portion of an address delivered by Managing Director Cottingham at the recent convention of the representatives of the Sherwin-Williams Co. at Cleveland.

We watch the results in a very thorough and careful manner. Each division and every department is charged with the amount of the advertising, and the amount spent in this way is constantly compared with the sales. If the sales warrant the expenditure it is all right, but if the results are not forthcoming, then there is something wrong.

An advertising report is furnished by each division quarterly. It shows the cost of each different line of advertising for each line of goods. It shows the amount of advertising used and the amount on hand, and it shows the total amount compared with the total sales. It takes a great deal of time and money to get up this report, but only in this way are we able to watch results and determine what is profitable and what is not.

This company are not going to throw away any money on advertising if they can help it.

Our advertising has been a great help in building up this large business and it has enabled us to increase our output and give us as low a cost as we can expect.

### DEATH OF MRS. J. S. BOND.

Mrs. Bond, wife of Mr. J. S. Bond, grocer, Seaton and Gerrard streets, Toronto, died on Sunday morning. Deceased had been unwell for some months, but a few days previous to her death was in the store. The remains were interred in Bowmanville

on Tuesday. THE CANADIAN GROCER extends its sympathy to Mr. Bond in the loss he has sustained.

### INQUIRIES REGARDING CANADIAN TRADE.

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

1. A German firm desirous of importing from Canada, carriages, sporting goods, boat motors, etc. ; all kinds of wood goods, office, and other furniture, toys, etc., will be glad to hear from Canadian exporters open to do business.

2. Canadian firms desiring a representative in Scotland can be furnished with the name of a gentleman in Glasgow who wishes to take up agencies.

[The names of the firms making the above inquiries, 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 Glasgow house seeks supplies of Canadian oak staves for coopers' purposes and invite quotations.

2. A house possessing a considerable connection in Australia and New Zealand in boots and shoes would like to hear from Canadian manufacturers who are in a position to compete with American goods in the Australasian market.

3. A London timber house is prepared to undertake the agency of a first-class Canadian shipper of hardwoods. Old established connection.

4. A firm of Sheffield cutlery manufacturers would like to hear from a first-class Canadian house which could take up the sale of their goods for Canada.

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.

W. A.

Pork

Writ  
Han

COX'

Agents for  
C.  
D.  
A.F.

REPRESENTATIVE

**W. A. McCLEAN & CO.**

OWEN SOUND.

Pork Packers and Grain Dealers.

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

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

Agents for Canada:

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

**WOODEN  
PACKAGES**

Suitable for Liquids in

PAINTS, SYRUPS,  
PICKLES, OYSTERS, ETC.

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

Manufactured by

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

Sole Agents

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

**Soap**

"IMPERIAL" and  
"SNOW"

Twin Cakes.

NOW IN STORE.

Perkins, Ince & Co., - Toronto.



**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

**MAGIC  
BAKING  
POWDER**



PURE AND WHOLESOME.  
ONE POUND CAN 25¢  
LONDON, ENG. **E.W. GILLET**, CHICAGO, ILL.  
TORONTO, ONT.

THE LONG EVENINGS OF WINTER ARE  
COMING—WHAT SORT OF LIGHT ARE YOU  
GOING TO USE?

Greasy Candles, Smelly Oil Lamps,  
Poor Electricity or Flickering Gas?

Isn't it about time to make  
a change and

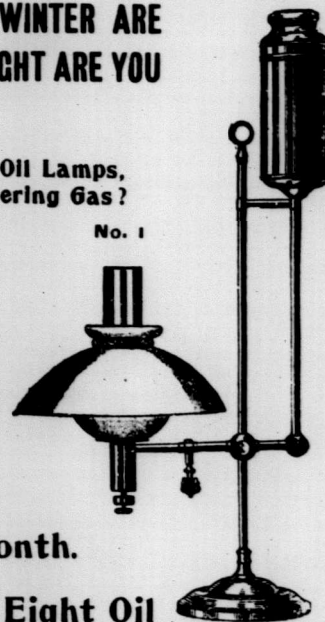
GET more Light  
For . . .  
Less Money?

Get 100 Candle  
Power  
for 50c. a month.

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

GET AN **AUER GASOLINE LAMP.**

Your money back if you don't like it.



Write for Catalogue. . .

**AUER LIGHT CO.**

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



# 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.		LICORICE.		MATCHES.	
<b>JAMES TURNER &amp; CO.</b> per lb		<b>YOUNG &amp; SMYLYE'S LIST.</b>		Eddy's Telegraph, single cases..... \$3 70	
Meca ..... 0 33	4 oz. " glass stop extracts..... 3 50	5-lb. boxes, wood or paper, per lb.... \$0 40		five cases ..... 3 50	
Damasco ..... 0 28	2 1/4 oz. Round quintessence extracts .. 2 00	Fancy boxes (36 or 50 sticks) per box.. 1 25		Tel phone, single cases ..... 3 60	
Cairo ..... 0 20	4 oz. Jockey decanters " .. 3 50	"Ringed" 5 lb. boxes, per lb..... 0 40		five cases ..... 3 40	
Sirdar ..... 0 17		"Aome" Pellets, 5 lb. cans, per can.. 2 00		Eagle Parlor, single cases ..... 1 50	
Old Dutch Rio ..... 0 13 1/2		"Aome" Pellets, fancy boxes (40)		five cases ..... 1 50	
<b>TODHUNTER MITCHELL &amp; CO.'S</b>		<b>FOOD.</b>		<b>ORANGE MARMALADE.</b>	
Excellior Blend..... 32	Robinson's Patent Barley 1/2 lb. tins.. 1 25	per box ..... 1 50	T. UPTON & CO.		
Jersey " ..... 0 25	" " " 1 lb. tins .. 2 25	Tar, Licorice and Tolu Wafers, 5 lb.	2 doz. case, per doz.. \$1 00		
Rajah " ..... 0 30	" " " 1/2 lb. tins .. 1 25	cans, per can ..... 3 00	1-lb. glass pails in crate, per lb..... 0 17 1/2		
Old Government Java..... 0 28	" " " 1 lb. tins .. 2 25	Licorice Lozenges, 5 lb. glass jar..... 1 75	<b>PICKLES.</b>		
Maracalbo ..... 0 18	Gillett's Powdered Lye.	"Purity" Licorice, 300 sticks ..... 1 45	STEPHENS.		
West India ..... 0 18	4 doz. in case ..... \$3 60	" " 100 sticks ..... 0 75	A. P. Tippet & Co., Agents.		
Rio, choice ..... 0 12	<b>JAMS AND JELLIES</b>	Dulce, large cent sticks, 100 in box... 0 75	Patent stoppers (pints), per doz.... 2 30		
<b>CLOTHES PINS</b>		<b>MUSTARD.</b>		Corked " " " " " 1 50	
<b>BOCKH BROS. &amp; CO.</b>		<b>COLMAN'S OR KEEN'S.</b>		<b>BAYLE'S.</b>	
lothes Pins (full count), 5 gross in	<b>SOUTHWELL'S GOODS.</b> per doz.	D. S. F., 1/2 lb. tins, per doz. .... \$1 40	Robert Greig & Co., Toronto, Agents.		
case, per case ..... 0 55	Frank Magor & Co., Agents.	" " 1 lb. tins, " ..... 2 50	1/2 Pint. Pits		
doz. packages (12 to a case) ..... 0 70	Orange Marmalade..... 1 50	" " 1 lb. tins, " ..... 5 00	Patent stoppers (pints), per doz.... 2 30		
doz. packages (12 to a case) ..... 0 90	Clear Jelly Marmalade..... 2 00	Durham, 4 lb. jars, per jar ..... 0 75	Corked " " " " " 1 50		
<b>EXTRACTS.</b>		Strawberry W. F. Jam ..... 2 00	<b>BAYLE'S PREPARED MUSTARDS.</b>		
<b>HENRI JONAS &amp; Co.</b> Per gross		Raspberry " " ..... 1 75	Robert Greig & Co., Toronto, Agents.		
1 oz. London Extracts ..... \$6 00	Jams—	Black Currant " " ..... 1 85	1/2-lb. jars 1-lb. jars		
1 oz. " " (no corkscrews) 5 50	1-lb. glass jars, 3 doz, in case, per doz \$1 00	Other Jams, W. F. ..... 1 55	1/2-lb. jars ..... \$1 75		
2 oz. " " ..... 9 00	5-lb. tin pails, 3 pails in crate, per lb. 0 07	Red Currant Jelly ..... 2 75	English Sandwich..... 1 75		
1 oz. Spruce essence ..... 6 00	7-lb. tin pails, 6 " " " " " 0 07	<b>JONAS' FRENCH MUSTARDS.</b>			
2 oz. " " ..... 9 00	14-lb. wood pails, per lb. .... 0 07	<b>HENRI JONAS &amp; Co.</b> Per gross.			
2 oz. Anchor extracts ..... 12 00	30-lb. " " " " " 0 06 1/2	Pony size ..... \$7 50			
4 oz. " " ..... 21 00	Jellies—	Imperial, medium ..... 9 00			
8 oz. " " ..... 36 00	1-lb. glass jars, per doz. .... \$1 00	Imperial, large ..... 12 00			
1 lb. " " ..... 70 00	7-lb. wood pails, per lb. .... 0 08 1/2	Tumblers ..... 12 00			
1 oz. Flat " " ..... 9 00	14-lb. " " " " " 0 08 1/2	Mugs ..... 13 00			
2 oz. Flat, Anchor extracts..... 18 00	30-lb. " " " " " 0 08 1/2	Pint jars ..... 18 00			
2 oz. Square " " ..... 21 00	<b>KNIFE POLISH.</b>	Quart jars ..... 24 00			
4 oz. " " (corked) ..... 36 00	Nixey's "Cervus" 6d. and 1s. tinr.	<b>MINCE MEAT.</b>			
8 oz. " " " " ..... 72 00	For price list and slicing scale apply W. G.	Wethey's Condensed, per gross, net \$12 00			
	Nixey, 12 Soho Sq. London, Eng.	" " per case of 3 doz., net.... 3 00			



**DWIGHT'S SODA**  
Case of 1 lbs. (containing 60 pkgs.) per box, \$3.00  
Case of 1/2 lbs. (containing 120 pkgs.) per box, \$3.00  
Case of lbs. and 1/2 lbs. (containing 30 packages per box, \$3.00.  
Case of 5c. pkgs (containing 96 pkgs) per box, \$3.00.

# 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.

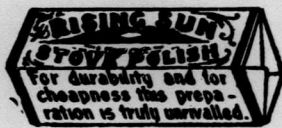
### SOAP



A. F. TIPPER & CO., AGENTS  
Maypole Soap, colors per grs., \$10.50.  
Maypole Soap, black, per grs., \$15.50.  
Oricle Soap, per gross, \$10.20

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

### STOVE POLISH.



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



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

### STARCH

EDWARDSBURG STARCH CO., LTD.

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

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

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

### KINGSFORD'S OSWEGO STARCH



SILVER (40-lb. boxes, 1-lb. pkgs., 0 08  
GLOSS (6-lb. boxes, sliding covers  
(12-lb. boxes each crate) 0 18 1/2

PURE—40-lb. boxes 1-lb. pack..... 0 07  
" " 48-lb. " 16 3-lb. boxes.. 0 07  
For puddings, custards, etc.  
OSWEGO } 40-lb. boxes, 1-lb. }  
COEN STARCH. } packages..... 07 1/2  
ONTARIO } 28-lb. to 45-lb. boxes, }  
STARCH } 6 bundles ..... 0 08  
STARCH IN } Silver Gloss..... 0 07 1/2  
BARRELS } Pure ..... 0 06 1/2  
BEE STARCH.  
Cases, 64 pkgs. 48's ..... \$5.00  
1/2 Cases, 32 pkgs. 24's ..... 2.50  
Packages 10c. each.



### TEAS.

SALADA CEYLON.  
Wholesale. Retail  
Brown Label, 1's..... 0 20 0 25  
" " 1/2's..... 0 21 0 26  
Green Label, 1's and 1/2's..... 0 22 0 30  
Blue Label, 1's, 1/2's, and 3/4's... 0 30 0 40  
Red Label, 1's and 1/2's..... 0 35 0 50  
Gold Label, 1/2's..... 0 44 0 60



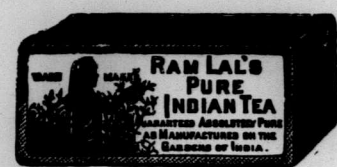
Ceylon Tea, in 1 and 1/2 lb. lead packages, black or mixed.  
Black Label, 1-lb., retail at 25c..... 0 19  
" " 1/2-lb. " " " " " " 0 20  
Blue Label, retail at 30c..... 0 22  
Green Label " 40c..... 0 28  
Red Label " 50c..... 0 35  
Orange Label, retail at 60c..... 0 42  
Gold Label, " 80c..... 0 55

### CROWN BRAND

Wholesale Retail  
Red Label, 1-lb. and 1/2's..... 0 35 0 50  
Blue Label, 1-lb. and 1/2's..... 0 38 0 40  
Green Label, 1-lb..... 0 19 0 25  
Green Label, 1/2's..... 0 20 0 25  
Japan, 1's..... 0 19 0 25



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



Cases, each 60 1-lb..... 0 35  
" " 60 1/2-lb..... 0 35  
" " 80 1-lb..... 0 35  
" " 120 1/2-lb..... 0 35



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

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

### TOBACCO.

THE EMPIRE TOBACCO CO., LIMITED.  
Smoking—Empire, 3 1/2's, 5s and 10s .. 0 19  
Royal Oak, 2 x 3, 50 face, 8s..... 0 52  
Something Good, 7s..... 0 48  
Chewing—Bobs, 5s and 10s..... 0 36  
Currency, 13 1/2's, spaced 9s. 0 39  
Currency, 6s and 10s ..... 0 39  
Old Fox, Narrow 10s..... 0 40  
Snowshoe, 10 1/2's, spaced 8s .. 0 44  
Snowshoe, pound bars, spaced 8s. 0 44  
Snowshoe, 2 1/4, 6s ..... 0 44  
Pay roll, 6s ..... 0 44

### WOODENWARE.

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

Matches, Kodak, per case (200's) 9 boxes to packages, 49 packages to case..... 3 30

### YEAST.

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

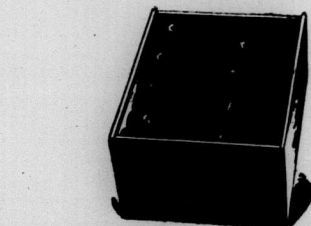
# LICORICE..

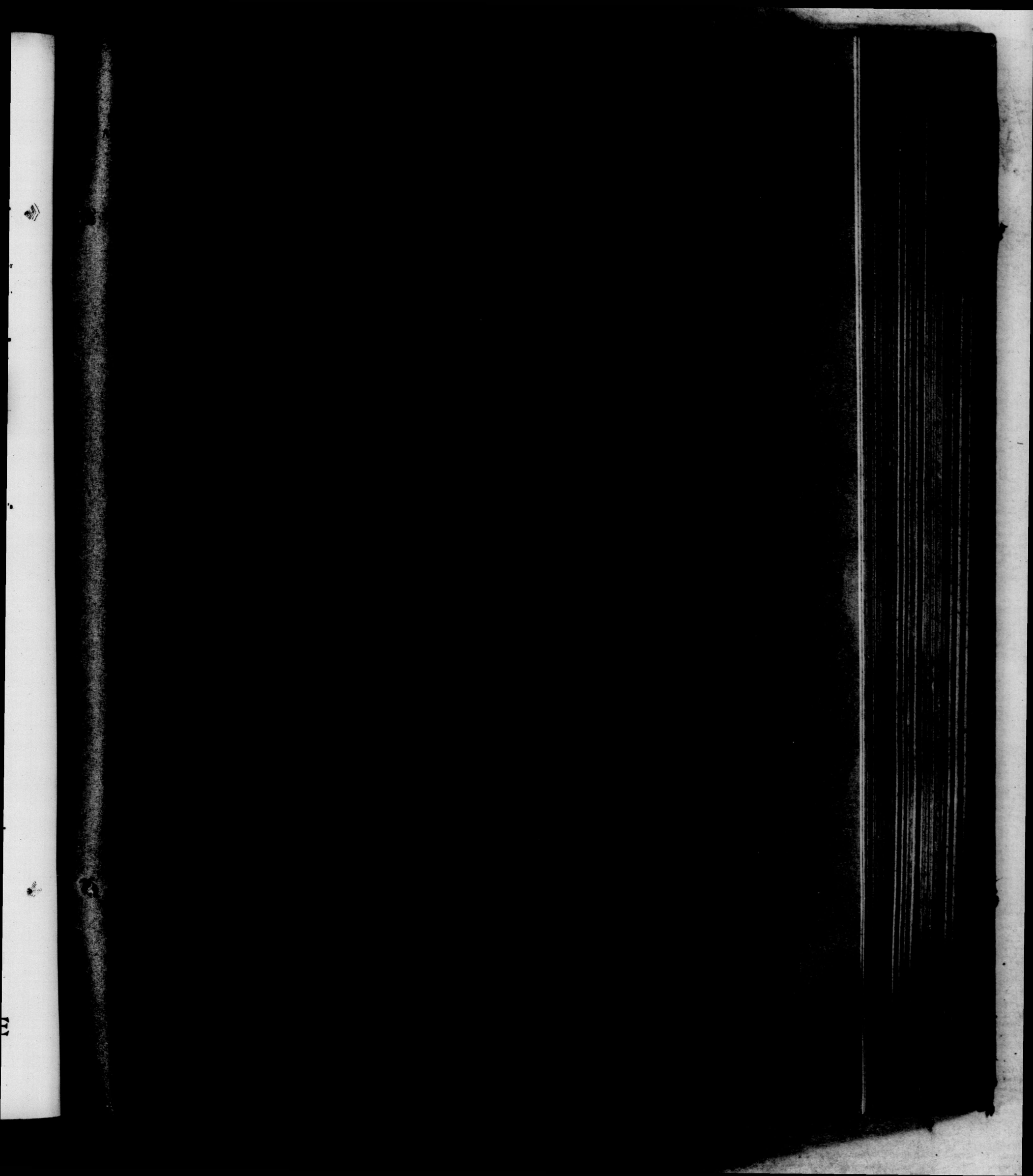
We manufacture everything in the Licorice line carried by the Grocery, Drug and Confectionery trades. We might mention—Y. & S. Stick Licorice, plain and corrugated; Acme Licorice Pellets; Y. & S. Licorice Lozenges, in cans or glass jars; A B C Blocks; Purity & Dulce Brand one cent sticks; Bundled Licorice 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, 2 1/2 lb. boxes. Write for illustrated catalogue.

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

YOUNG & SMYLIE

Established 1845. BROOKLYN, N.Y.







**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...**



**WETHEY'S  
CONDENSED  
MINCE MEAT**

**IS THE ARTICLE THAT MAKES GOOD FRIENDS  
WITH ALL WHO USE IT.**

It is deliciously wholesome, and is made from the choicest Fruits, Spices and Best Meats.

**IF YOU ARE LOOKING FOR THE BEST-SELLING  
MINCE MEAT ORDER WETHEY'S.**

Order From Your Wholesaler. **ITS QUALITY IS PRE-EMINENT.**

**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...

**BRADSTREET'S**

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

Offices Throughout the Civilized World.

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

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

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

**— OFFICES IN CANADA —**

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

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

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

MONTREAL, QUE.  
TORONTO, ONT.

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

**Oakey's**

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

**'WELLINGTON'  
KNIFE POLISH**

**JOHN Oakey & Sons, Limited**

MANUFACTURERS OF

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

Wellington Mills, London, England.

Agent:

**JOHN FORMAN, 644 Craig Street  
MONTREAL**