

PUBLISHED EVERY  
FRIDAY

CIRCULATES IN  
EVERY PROVINCE

THE  
**CANADIAN GROCER**  
AND  
**GENERAL STOREKEEPER**

**COLMAN'S  
MUSTARD**



**BEST ON EARTH**

**BISCUITS**

**BISCUITS**



Something Tasty and Delicious.

**CARR & CO'S**

**FINGER  
CREAM**

MELTS IN THE MOUTH.

Original Cases or Sample Orders.

**FRANK MAGOR & CO.,**

Agents for the Dominion.

16 St. John Street, MONTREAL

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

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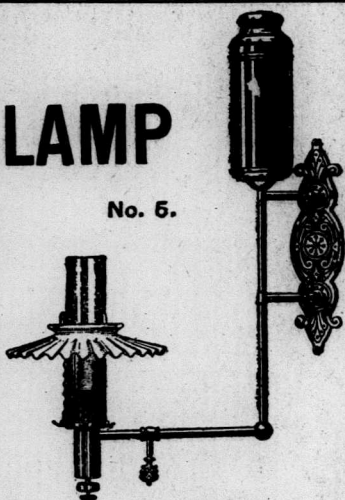


# THE AUER GASOLINE LAMP

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

**Safe,  
Strong, Satisfactory.**

Covered by the broadest possible Guarantee. The construction, finish and appearance are unequalled, but it is your satisfaction which we guarantee. If you don't like the lamp for any reason you can get your money back. No other lamp in Canada is so broadly guaranteed, for no other is as good.

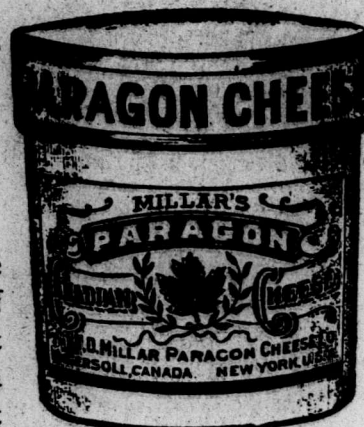


Write for Catalogue.

## AUER LIGHT CO.

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

# Paragon Cheese



is what its name implies—a thing of superior excellence. It has long served as a pattern, a model, but has always been beyond the point up to which imitation can reach.

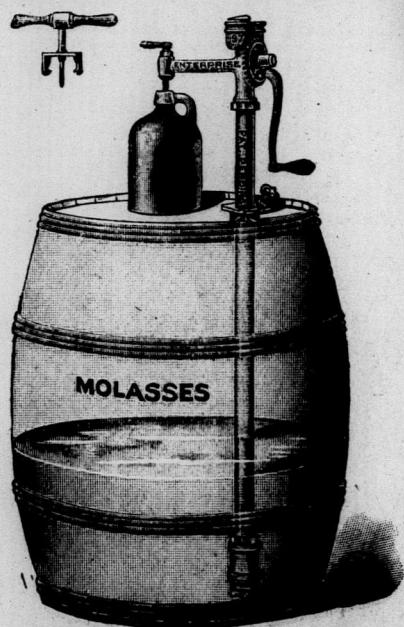
*Imitators can only go so far,  
no farther, while*

**Paragon Cheese commands the market.**

...Manufactured by ..

**The T. D. Millar Paragon Cheese Co.**  
INGERSOLL, ONT.

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



No. 197, Pump and Auger - \$6.00  
No. 197, Pump only - - - 5.50  
No. 197, Auger only - - - .60  
Extended Tube, 50 cents  
per foot or fraction thereof

# "ENTERPRISE" Self-Priming AND Measuring PUMP

For Molasses, Heavy Oils, Thick Liquids, etc.

APPROVED BY THE DEPARTMENT OF INTERNAL REVENUE

GUARANTEED to measure correctly according to IMPERIAL STANDARD

Will be Furnished to Pump from Cellar to First Floor when so ordered

The TOTAL REGISTERING DEVICE indicates quantity taken from barrel and enables grocer to anticipate his order for a fresh supply

The Leading Jobbers of the Dominion Sell them

Illustrated Catalogue mailed free upon request

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



*Maypole  
Soap  
Dyes*

The handiest article for a grocer that he can carry in stock—the Home Dye of highest quality, Maypole Soap. Women will use no other once they try this brilliant, fadeless, quick, easy, clean Home Dye that washes and dyes at one operation. All colors, and it dyes to any shade. There's not a woman trading at your store to-day but what will give a glad welcome to Maypole Soap. "It is an earnest worker for sure profits."

**Ernest  
Workers  
for  
Sure  
Profits**

*"Griffin"  
Brand  
Dried  
Fruits*

The "Griffin" Brand represents the very highest quality of Raisins, Prunes, Dried Apricots, Peaches and Pears. It is the standard Brand. It is the Brand that is grown, cured and packed in one of the largest Vineyards on the Pacific Coast, reaching you at first hands, with no tampering en route. The profit you make when you sell the "Griffin" Brand is safe, because it is the Brand that always gives satisfaction.

ARTHUR P. TIPPET & CO., Agts.,

8 Place Royale, Montreal.

23 Scott Street, Toronto.



**DON'T  
BE  
BEHINDHAND**

and wait until your competitor has supplied  
**YOUR** customer with the brand of ex-  
tracts wanted, viz. :

**JONAS'  
FLAVORING  
EXTRACTS.**

The only way to avoid this is to always  
be able to satisfy your customer's wishes  
by carrying this line in stock. There's  
good value and good profit in every bottle  
of these extracts. Don't delay, but send  
for a full line of

**JONAS' EXTRACTS.**

**PAR  
EXCELLENCE**

JONAS  
MILITARY  
PREPARED

has become the most popular and profitable  
shoe polish on the market. When Military  
men testify to its goodness, there should  
be no hesitancy on your part to sell and  
commend it—it will meet with the approval  
of all.

**REMEMBER**

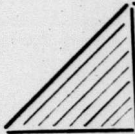
that with the picnic season so close at hand  
there will be a good demand for Olives.  
Let us have your next order.

**Queen Olives**

are delicious and good sellers.

**HENRI JONAS & CO.**  
**MONTREAL**





## Payne's "Pharaoh"

is not a "game-of-chance" cigar—it is as sure as sunrise in the satisfaction it gives to critical smokers. If you have never handled cigars as a side line, you cannot know the easy, pleasing profit there is in selling the 10c. "Pharaoh"

### Cigar.

You are absolutely sure with the "Pharaoh" that the first sale you make will pave the way to regular sales afterwards.

How much is the light bill of your store, and what is your rent? Try "Pharaoh" for a 10c. line and my "Pebble" for a 5c. line, and help to reduce your expenses with cigars that have been tried and not found wanting. They stand the test—each one is "best."

J. Bruce Payne, Mfr,  
Granby, Que.

## Lime Fruit Juice. Lime Juice Cordial. Raspberry Vinegar.

We are making up a line of these goods that is proving very attractive to the trade, and are timely sellers, as we enter the summer season. They bear the brand "STERLING" which, as with all our goods, is a guarantee of best in quality—goods the grocer can recommend.

—Done up in Imperial Quarts—reputed quarts—Imperial  
—Tall Pints—reputed pints, reputed half-pints.

You can hardly have anything more attractive for counter, shelves or window, than these Imperial Tall Pints—the color will catch the eye of the customer at once.

## T. A. LYTLE & CO.

124-128 Richmond St. West,

—Ask your Wholesaler  
—for Quotations.

.....TORONTO.

## Stop the Little Leak

Where is the business man who in these days don't realize the necessity of keeping his eye on the little things?

That's the very secret of success.

Stop the little leaks or they will stop the ship.

Paper Bags are pretty expensive just now, but we will supply you with a 20-lb. Paper Bag for doing up Pan-Dried Rolled Oats and Molina Rolled Wheat at just 2-5 of a cent each.

To remember always to include them in your order may help stop a little leak.

The TILLSON COMPANY, Limited,  
Tilsonburg, Ont.





# NOW IS THE SEASON

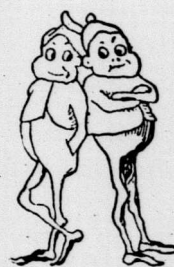
To prepare for Hot Weather.  
Don't let your competitor start all the trade going his way,  
with yourself a poor second for the business.

Have a good supply of **PILGRIM BROS. & CO.'S**

## NEW YORK GINGER ALE

which for years has held the foremost place amongst Summer Beverages. It refreshes, invigorates and delights consumers. They come again, after the first glass (the old story), and your profits increase proportionately.

Other lines which will have a call:  
**Sarsaparilla, Orange Cider, Lemon Sour, Cherry Sour, Raspberry Cream, Lemon Soda.** In fact, a full line of Carbonated drinks.



*QUART BOTTLES—1 doz. in a case.*  
*5-CASE LOTS DELIVERED TO ANY POINT.*

We are Agents for Western Ontario

# W. H. GILLARD & CO.

Wholesale Grocers

... HAMILTON.



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

## There's a Reason.

There's a reason for most things. Cause and effect are very closely related. When a housekeeper repeats her orders time, time and again for the same article, you don't have to look far for the reason. She finds it satisfactory, you may be sure of that.

That's the reason why

## IVORY GLOSS STARCH

is selling so well. It is the kind that gives satisfaction—all that a good starch should be—always to be depended on for particular work. Housekeepers and laundresses don't overlook that fact.

Beautifully packed in handsomely labelled boxes. If not in stock, drop us a line.

**St. Lawrence Starch Co.,**  
 Limited  
 MANUFACTURERS,  
 PORT CREDIT, ONT.

## IMPERIAL BRAND MAPLE SYRUP



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

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

ROSE & LAFLAMME, Selling Agents, MONTREAL.

## Symington's

### "Edinburgh" Coffee Essence

Is the Purest and therefore Best and Cheapest!

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

ANYONE CAN DRINK IT.

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

Agents, W. B. Bayley & Co., Toronto



A popular name — **“ROBERTS”**

especially when connected with

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

**CANADIAN BUTTER NUTS** are made specially 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: **C. E. COLSON & SON, MONTREAL.**



**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.**

**Essence of Coffee**

You want  
the best.

Order



**Rose & Laflamme**

Agents **MONTREAL.**



**Batty & Co.**

ESTABLISHED 1834.

**LONDON.**



**OLIVES  
AND  
PURE  
OLIVE  
OILS.**



**INDIAN  
CURRIES  
AND  
CHUTNIES.**

Makers of High-class

**PICKLES  
OF  
ALL KINDS.**



**SAUCES  
OF  
ALL KINDS.**



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

PUBLISHED EVERY  
FRIDAY

THE

CIRCULATES IN  
EVERY PROVINCE

# CANADIAN GROCER

AND  
GENERAL  
STOREKEEPER

VOL. XV.

MONTREAL AND TORONTO, MAY 17, 1901

NO. 20

## TRADING STAMPS IN THE GROCERY BUSINESS.

IT is a question whether there is any factor in trade that is to-day receiving the attention of retail grocers and other merchants in a degree equal to that which is devoted to the trading-stamp question. It will be remembered that, at the request of numerous mercantile bodies throughout the country, the Ontario Legislature, at its last session, passed an Act giving municipalities power to abolish stamps, etc. Now, merchants in various cities and towns are discussing the advisability of asking the municipalities to do as they were empowered to. Some of them believe the trading stamp is not only a legitimate, but a profitable, advertising scheme. Others hold them to be both unprofitable in their working and wrong in principle.

A representative of THE CANADIAN GROCER, during the past few days, interviewed many of the grocers who have tried trading stamps. The views expressed are a fair criterion of the arguments adduced both for and against the stamp question.

One of the foremost opponents of trading stamps is D. J. Kelly, of Kelly Bros., Queen street east, and ex-president of the Toronto Retail Grocers' Association.

"Have you ever used trading stamps?" he was asked.

"Yes, for nine months. We thought they should prove a profitable means of drawing business, and gave them a good trial."

"What was your experience?"

"Our experience was that the customers they brought were bargain-hunters, who can be got any day by a cut in prices.

They do not bring good customers. The bargain-hunters wanted the lowest possible prices and trading stamps in addition. They were, therefore, unprofitable customers. With us, it meant either increasing prices or deceiving customers, and we could not afford to do either. No grocer can, I feel sure, give them out and be fair to both his customers and himself. Moreover, they lead to trouble between monthly or fortnightly-account customers, unless they also get stamps, which, of course, no grocer could ever give to them. Moreover, there are many of the very best class of customers who would not think of collecting stamps, but who showed me that they considered themselves as unfairly treated when some of our customers were given this rebate and they got no equivalent. In many ways, we found that we were losing ground by giving out stamps, so we stopped the practice."

"Did you lose by doing so?"

"Naturally, we lost those who had been attracted by the stamps, but it was a paying loss."

Among the advocates of trading stamps, none have been more consistent or more enthusiastic than W. R. Stewart, grocer, 665-669 Queen street east.

"Why do you advocate trading stamps?" THE CANADIAN GROCER asked.

"I believe they are perfectly legitimate and so long as they bring enough trade to justify the merchant in using them he is perfectly warranted in doing so as much as he would be in using any system of advertising to bring business. It is claimed by those who do not use them that it is an un-

fair means of drawing business out of its usual channels. In my opinion this is as good a recommend as those opposed to stamps could possibly give them. Every means of advertising, including cut prices, is solely for the purpose of diverting business. It does not create any new business, therefore, stamps are fulfilling just the field that all advertising is used for, and because they are effective they come in for a great deal of hostility and animosity on the part of the merchants who do not give them, and wish to prevent others from doing so.

"I think that many of the merchants who oppose stamps do not understand the system thoroughly. If I choose to engage a man to solicit orders for me, as hundreds of grocers do, and pay him 5 per cent. commission on all the sales that he is able to effect, provided they are cash sales, I have a perfect right to do so as any other merchant has, and the trading-stamp system is nothing more than a commission on the amount of business that the stamp may bring to a merchant.

"The stamp itself has no significance beyond being a simple receipt for each 10c. purchase. It is a direct payment for a direct service rendered.

"The trading-stamp people canvass from house to house to get the public interested in collecting their stamps, and I have the agency in my vicinity just the same as many merchants have the agency for scores of other things that are well advertised and have an influence in drawing trade toward them.

"The agency for any article that will do this is usually much sought after and if it be for tea, coffee, soap or anything of that character, and it is obtained by one mer-





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.

chant in a locality to the exclusion of other merchants, this is not regarded as an unfair or arbitrary advantage that he is taking of his neighbor.

"I also am frank to say that I believe the stamp is rendering a good service to thousands of people of small means from the fact that families are able to secure articles for their home comforts of a character and quality that they would never buy direct, simply through the means of saving these stamps, that even had they received a cash discount in their place the small amount would have quickly vanished in 100 different ways, whereas had they received the stamps they would have kept them because they could not spend them, and when they acquired the requisite number they would have obtained some article with which they are well satisfied. To my mind this is the chief reason why the prudent housewife is such a persistent collector of stamps, and, so long as the stamp will please the public better than a 5 per cent. discount, there will always be a demand for it by the merchants, who, as I do, think this mode of drawing trade pays."

H. Tolchard, Yonge street, handled trading stamps at one time, but for over a year has not done so.

"Why did you discontinue trading stamps?" was the question put to him.

"I found that, while they did increase my trade, they took away more profit than the extra trade brought. There were at one time a lot of people 'crazy' to get trading stamps. Nearly all of these were bargain-hunters, pure and simple. They knew what prices my competitors were charging and would buy nothing but what was at rock-bottom prices; then wanted trading stamps in addition. In some cases children who collected the stamps belonged to a desirable class of customers, but the majority of customers reached by trading stamps were undesirable.

"I could not afford to give them unless got an extra margin of profit on the goods

or substituted inferior goods, thus deceiving my customers. Therefore, when I found I could not handle them profitably and be honest with my customers I quit them."

"Did you lose much trade when you stopped them?"

"We missed what had come for trading stamps, but we are to-day doing a bigger trade than when we gave away stamps and we don't have to give away 5 per cent. of our profits to get it. We now do a direct trade—no gift schemes whatever."

The Morgan Supply Co., Limited, Queen street east, also had an experience with trading stamps.

"Did we use them?" exclaimed Mr. Robinson, a partner in the company, when that question was put to him. "Yes, we tried them for three months. Then it was either quit stamps or get out of business, so we quit stamps."

"What was the difficulty?"

"We had to pay 5 per cent. out of our profits, and as our own gross profit is only 12½ or 13 per cent., out of which expenses have to be met, we couldn't make money at that rate."

"But what about the increase in trade?"

"What increase? I never said there was any increase. In fact, we found no appreciable difference in the total volume of business. Moreover, when we quit them and a neighbor took them up we only lost two customers, one of whom gets a good portion of her goods from us. Why, one day she came in here for some butter. I asked where she was dealing. She said she was trying to get a stamp book full at the other place. When I got her the butter she asked the price, and when I told her, she said: 'Why—charged me 3c. more for it. I told her I didn't blame them. Now she gets her sugar there and her butter here.'"

#### MR. CARSCALLEN'S POSITION.

Editor CANADIAN GROCER.—In your last issue Mr. Hubbell, of The Trading Stamp Co., uses the name of Mr. H. Carscallen,

M.P.P., in such a manner as to lead your readers to suppose that the said Mr. Carscallen favored their system. Now I wish to say emphatically that he, Mr. Carscallen, not only opposed the trading-stamp system, but wanted the Legislature to act directly and stamp the evil out of the country. He thought the question of allowing municipalities to act too slow a process of annihilation.

GROCER.

Kingston, Ont., May 9.

#### TORONTO GROCERS ENDORSE THE ACT.

From the report of the regular monthly meeting of the Toronto Retail Grocers' Association, published elsewhere in this issue, it will be seen that that organization unanimously passed a resolution asking the Mayor and council of that city to pass a by-law abolishing trading stamps, as empowered by the Ontario Legislature.

#### ST. THOMAS MERCHANTS AND THE ACT.

A deputation of the St. Thomas Retail Merchants' Association waited on the council of that city on Tuesday last week to ask the council to pass a by-law in accordance with the provisions of the Act. George R. McColl and Hugh McPherson addressed the council in support of the passage of the by-law. The council passed the necessary by-law unanimously.

#### SELLING PRICE OF CEYLON GREENS.

Mr. H. Drummond Deane writes of the Peermaad District: "Places herein bearing average well over 450 lb. per acre and some up to 600 lb. per acre, and I take it the average cost f.o.b. does not exceed 20c. in this district, and they are good high-grown teas. If you turn up Peermaad teas sold in Colombo some 10 years ago you will find some very fair averages, comparing with Ceylon, for Kuduwa Karuam, Bon Ami, Peshurst, Mount, Glenmary. I wonder when we shall begin to hear results of sales of green teas in America; why do not we see the prices quoted for teas like Brunswick, Moray, Darrowella, etc.? If they are fairly good it would stimulate the manufacture, and they cannot be very bad or those estates would not continue making. I think the 'Thirty Committee' should, when paying the bounty on green tea, insist on having copies of sales sent them."—Planting Opinion, Madras.



Don't Forget that we are headquarters for

# Indian and Ceylon Teas

Including GREENS.

"Now is the time to buy."

Lucas, Steele & Bristol, - - Hamilton



## WILSON'S FLY PADS

23 years on the market

It is a fact that each 10-cent packet of Wilson's Fly Pads will kill more Flies than 300 sheets of sticky paper.

And no flies are left lying about if used as directed.

## SMITH'S Fly Squares

13 years on the market.

Vastly superior to any other 5-cent Fly Killer.

Beware of cheap and trashy imitations.

ARCHDALE WILSON, **Hamilton.**

SOLE MANUFACTURER.

My annual sales are more than double that of all other Fly Poisons combined.

## Stop Looking for Trouble and Happiness will get after you

Every Grocer should teach his customers to anticipate pleasure. Here are a few directions—if followed closely life's cares will become comforts.

**In the Morning--** A Cup of Mecca Coffee (the finest the world produces), will put anyone in good humor.

**At Noon--** A Cup of Bendsorp's Cocoa (none better), will be found beneficial and strengthening.

**At Night--** A Cup of Ram Lal's Tea (the finest grown), will be found delicious and enjoyable.

Something pleasant to look forward to three times a day. Get your customers interested and be sure you have the goods in stock.

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

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Place your order now for

For Fall Import } **Goat Brand Japan Tea**

*Quality Guaranteed. Style and Flavor Unsurpassed.*

Your Name as Importer on Package  
(with five chest order.)

**Thos. Kinnear & Co.,** Wholesale Grocers,  
49 Front St. E., TORONTO.

#### EARLY CLOSING IN HAMILTON.

The Hamilton Retail Grocers' Association held their regular monthly meeting on Tuesday night last week. President A. G. Bain occupied the chair. One new member, S. Heath, was admitted.

As the picnic committee were not prepared to make a recommendation as to where this year's picnic should be held, they reported progress, and the matter was deferred for further discussion.

A letter was received from the secretary of the Toronto Retail Grocers' Association in reply to an inquiry as to how the early-closing by-law in that city was being enforced, which stated that though the by-law was still on the statute books of the city it was not being enforced, as Judge McDougall had given judgment in which he stated that it would be difficult to enforce it as at present constructed, and that the Toronto Grocers' Association were taking the necessary steps to have the by-law satisfactorily amended. In view of these facts the members present agreed that more good could be accomplished in the city by moral suasion than by a by-law, and there will be no steps taken toward having a by-law passed. Several store-keepers in various parts of the city are

solving the difficulty by clubbing together and closing at 7 o'clock.

A discussion of the trading-stamp question then ensued. A committee was appointed to look into the matter of having a by-law passed by the city council in compliance with the act recently passed by the Ontario Legislature, prohibiting the use of trading stamps.

A communication was read from the Tobacco Workers' Union, asking the grocers to encourage the sale of Tuckett's tobacco, in preference to Macdonald's, Tuckett's being manufactured in Hamilton. The grocers agreed that it would be a pleasure for them to sell Tuckett's tobacco solely, if their customers asked for it.

#### A. V. BRADLEY IN BUSINESS.

A. V. Bradley, who at the last annual meeting was elected president of the Toronto Grocery Clerks' Association, has bought out A. W. Goudie, 485 Spadina avenue, and is making several improvements in the premises. As these are situated in an excellent location, and as Mr. Bradley is making the store a very attractive one, there is good reason to hope that he will attain the success that his many friends hope for him.

#### SHORT-WEIGHT GROCERIES.

WE are continually hearing as an excuse for this fraud upon the retailers and upon the public that, owing to evaporation, weights cannot be guaranteed; also that in such goods as tongues it is very difficult to get the weight exact. If these excuses were put forward honestly we should expect to see in the case of lunch tongues, for instance, which are hermetically sealed, and from which no evaporation takes place, that as many tins were over weight as under weight, but what do we find as a matter of fact? Mr. Redfearn, at the last meeting of the Bradford association, gave the results of weighing a number of 6 lb. tins of luncheon meat, and found that the weights came out as follows: 5 lb. 10 oz., 5 lb. 10 oz., 5 lb. 12 oz., 5 lb. 9 oz., 5 lb. 8 oz. Similarly, some 6-lb. tins of brawn, packed by another firm, contained 5 lb. 13 oz., 5 lb. 12 oz., 5 lb. 14 oz., 5 lb. 11 oz., 5 lb. 12 oz. It is evident from this that the short weight is not accidental, and is not inseparable from the mode of packing, but that it is deliberately intentional. Mr. Redfearn found that the 6-lb. tins of corned beef packed by another firm yielded one or two ounces over weight in every case, so that it is clear that the manufacturers can pack them full weight if they choose.—Grocery, London.



## The Recognition

of the high quality of

**MacLaren's Imperial Cheese**  
and  
**MacLaren's Roquefort Cheese**

in White Opal Jars, has led to a large increased consumption.

During the Summer months keep them cool.





# GALLON APPLES

EXPORT QUALITY

PRICE LOW

## THE DAVIDSON & HAY, LIMITED

36 Yonge Street,

TORONTO.

### TRADE CHAT.

**M**CKEEVER & STEVENSON, grocers, etc., Listowel, Ont., have given up business. A. J. Vandrick bought their stock and moved it into his own store.

A. Baker, grocer, Kemptville, Ont., is removing to Carleton Place, Ont.

A new store is being built for E. J. Boucher, general merchant, Boucherville, Ont.

Matthews & McCain have bought out G. G. Coburn & Co., York street, Fredericton, N.B.

Hirtle, Refuse & Co., general merchants, etc., Lunenburg, N.S., have been incorporated.

Practically all the grocers and general merchants of Sandon, B.C., have agreed to close at 7.30 p.m.

A. Lesser, dry goods dealer, North Bay, Ont., has moved into larger premises and put in a stock of groceries.

The White Pass Railway Co., whose road runs into the Klondyke from Skagway, have decided to purchase their supplies in Vancouver and Victoria. G. C. Glyn has been appointed purchasing agent.

The following officers have been elected by the Napanee Cheese Board at its first

meeting held last week: Chairman, W. J. Paul; president, James Fraser; secretary-treasurer, W. R. Gordanier. The prospects for the coming season were considered very favorable by those present.

Wells Bros., bakers and confectioners, Southampton, Ont., have dissolved. Joseph Wells continues the business. Gideon Wells, who has retired, intends remaining in Southampton.

J. J. Glover, who recently opened up as baker, grocer, restauranter, etc., in Beaverton, Ont., has made alterations in his premises which make them exceedingly bright and attractive.

H. H. Engel & Co., Graff & Weppler, Geo. Lorenz and A. Hamel, general merchants, Hanover, Ont., have agreed to close at 7 p.m., except on Saturdays and days preceding holidays.

J. P. Beauchamp & Co., general merchants, Qu'Appelle, N.W.T., are extending their store back 41 feet. C. T. Bailey & Co., general merchants, of the same place, are installing cold storage in their premises.

There is a movement on foot to have all stores in St. Thomas, Ont., close at 9 p.m. on Saturday evening instead of about midnight. In order to facilitate this, manufacturers in that city have been asked to pay

their employes on Friday night, or earlier in the week, and most of them have expressed readiness to do so.

The Winnipeg Retail Grocers' Association, at their meeting on Wednesday of last week, decided that as Arbor Day and Victoria Day come so close together this year to keep open on the former day, but to observe the latter as a public holiday.

Weeks & Baskerville, two enterprising young Orillians who have been employed in Toronto for some time past, have purchased Mrs. Chapman's property and grocery business on the corner of Tecumseth and Lacie streets, and have taken possession.—Orillia Times.

The total imports of foreign milk and cream for the four weeks ending April 27, into the United Kingdom, were 640 cwt. of fresh milk in cans or drums, 341 cwt. of cream, 397 cwt. of preserved milk, and 86,950 cwt. of condensed milk. The imports of the last-named article in 1900 were of the value of £1,743,475.

### TO MAKE FLY POISONS.

Archdale Wilson, formerly senior partner in the wholesale drug firm of Archdale Wilson & Co., Hamilton, has retired from the drug business and is now engaged in the manufacture of fly poisons for the wholesale drug and grocery trades. See advertisement in this issue.



## THE EXTENSIVE USE OF Upton's Jams, Jellies and Marmalade

is the strongest testimony to their high quality.

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

Sole Agents



# CEYLON and INDIAN.

Just received direct from Colombo a second consignment of GREEN CEYLON, HYSON AND YOUNG HYSON from the well-known "Menatchie Gardens." These are the highest grades Green Teas grown in Ceylon.

During this month only we offer to the trade free as an inducement, with their first purchase only, a fancy rolling top canister, as per cut herewith.



**ONE  
CANISTER  
ONLY  
TO EACH  
CUSTOMER.**

We promise you low prices. Ask for Samples.

**L. Chaput, Fils & Cie., Montreal**



ANOTHER CAR JUST TO HAND---ALL SIZES.

**"IMPERIAL" MAPLE SYRUP**

Order Quickly Before Stock is Exhausted.

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

WHOLESALE GROCERS, Etc.

**TORONTO, ONT.**

**INQUIRIES AND ANSWERS.**

**EARLY CLOSING BY LAW.**

"Subscriber," St. Thomas, writes: Will you please inform me if any municipality can pass a by-law compelling merchants to close their places of business at 9 o'clock on Saturday evening, providing two-thirds of the merchants sign a petition to that effect?

[Remarks: An Act was placed on the Statute Book by the Ontario Legislature about 12 years ago empowering municipalities, on a petition being presented containing the signatures of two-thirds of the merchants interested, to pass a by-law compelling the closing of stores at a certain hour. The hour of closing is not stipulated

by the Act; that is fixed by the municipality.—THE EDITOR.]

**AN EARLY JAPAN TEA ARRIVAL.**

Mr. E. D. Marceau, Montreal, received on Wednesday a sample of tea from Smith, Baker & Co., Yokohama, Japan, April picking. It is a beautiful sample both in liquor and quality.

White & Co., will offer their first car of cabbage for sale on Friday, and their first car of strawberries on Saturday. The cabbage are expected to bring \$3 to \$3.50 per crate and the strawberries, about 20c. per quart box.

**EARLY CLOSING IN OTTAWA.**

There seems to be a likelihood that the Retail Grocers' Association (the employers) will decide in favor of a Wednesday half-holiday. It is stated that many of the grocers would like to close on Saturday afternoon and evening, but feel they cannot do so on account of the large amount of fruit that is handled on Saturday nights during the hot months. It would undoubtedly be better, for many reasons, if all lines of business could close at the same time, but, if they cannot, a Wednesday half-holiday for the groceries would be most acceptable and prove a distinct step towards the principle of a hot-term half holiday.—Journal, Ottawa.

Look out for the Signature in **WHITE** written across

**LEA & PERRINS'**

labels, for there are many imitations on the market.

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

**COMING! COMING!**

THE WILLIAMS BROS. COMPANY'S (Detroit)

**Pickles, Mustards and Jams** Are Pure Goods.

PRICES LOW. PROFITS GOOD.

SELLING AGENTS:

**L. CHAPUT, FILS & CIE,** Wholesale Grocers and Tea Merchants, **MONTREAL.**

**Full car of Pickles**

Why not buy the best?

Other Specialties:

WALDORF BAKED BEANS.  
WALDORF RELISH.  
WALDORF CHOW-CHOW AND CATSUP.

Ask for the New "Pic-Nic Size." Package



# "It's Nothing but Salt"

When you buy Windsor Salt you get exactly what you pay for---"**nothing but salt.**" Its purity is almost proverbial---you hear this everywhere, "as pure as Windsor Salt." Perhaps you think that all Salt is Salt---not so. Perhaps your customers think that all Salt is Salt, and perhaps, too, it would be a good idea for you to tell them that they are mistaken and then---**pass out Windsor Salt to prove your statements true.**

Please a woman now and then with suggestions like this and win her gratitude. She'll not forget it; you can rest assured of that.

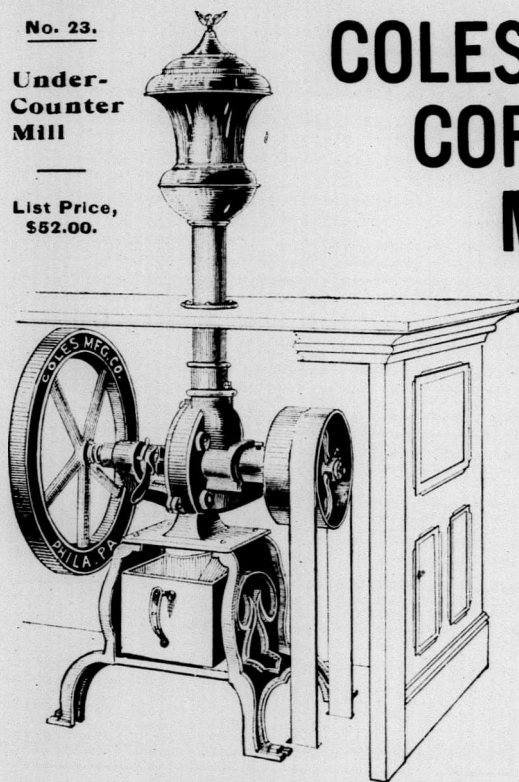
*The Windsor Salt Co., Limited, Windsor, Ont.*

## Windsor Salt.

No. 23.

Under-Counter Mill

List Price, \$52.00.



### COLES COFFEE MILLS

None better for Granulating or Pulverizing.

Our mills will Pulverize without heating Coffee.

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

A GREAT LABOR-SAVER.

Our Grinders wear longest.

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

COLES MANUFACTURING CO., PHILADELPHIA, PENN'A.

Purity  
Freedom from Acid  
Flavor  
Strength  
Brightness  
Freedom from Sediment

are what characterize our vinegar as different and superior to all others.

Wilson, Lytle, Badgerow  
Co., Limited

TORONTO





President,  
JOHN BAYNE MacLEAN,  
Montreal.

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Limited.

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

**UNIVERSITY COMMERCIAL EDUCATION.**

THE proposal to establish a course of commercial instruction in connection with the University of Toronto is a matter that merits more than passing attention.

Hitherto we have been accustomed to think, as President Loudon has said, that a university course leads almost invariably to theology, law, medicine or pedagogy. It has been held to unfit a man for business, converting his practical endowments into a theoretic unbusinesslike nature. That idea is passing away, as we find not only that men of education make a success of business, but that they can, in many cases, make the greatest success. At times they are even essential to success.

Business is not what it was. In these days of rapid and cheap transportation and communication, the sphere of action of the manager of a large concern is wide—very wide. He must have a brain that measures just as wide. He must have a broad knowledge, and his mind must be capable of quick and accurate thinking. He must be accurate and be possessed of a fund o

confidence. In other words, he must be trained. Most business men are trained in the pursuit itself. But why not train them in a specially adapted place, as we train our teachers, our doctors, or our lawyers? The idea seems feasible enough.

Yet, at present in Canada, we have but little of what might be called university commercial education. The nearest approaches to it we have in Toronto University is her political science course, and in McGill which has lately been endowed with a similar chair. And these courses do not furnish, do not pretend to furnish, a complete university commercial education. Additional subjects that should come on it are touched upon but very unsatisfactorily in business colleges and such commercial departments as we have at the Montreal Y.M.C.A. Many of our ambitious young men are trying to get a commercial education through American correspondence schools.

But none of these existing arrangements furnish just what we want. We should probably copy the Germans, the leaders in the present university movement. A commercial course was founded at the University of Leipzig two years ago, and similar courses are being established at Hamburg, Frankfurt and Magdeburg. Some of the special subjects treated are: Commercial law, economic theory, economic history, economic geography, public finance, insurance, banking, foreign exchanges and transportation. A beginning in the same direction has also been made on this continent, viz., at the Universities of New York, Pennsylvania, California, Chicago and Wisconsin.

At the University of Toronto, it is proposed to establish at first a two-years' course, looking to a diploma in commerce, not a degree. It will require an entrance standard somewhat similar to the Ontario matriculation, but without Latin or Greek as essential subjects. The special feature of the course will be the study of at least two modern languages during both years, English literature, economics, and chemistry and physics in the first year, and, in the second year, specialization of any of the various subjects to which the students wish to devote themselves, such as applied chemistry, mineralogy, architecture, mechanical drawing or electricity. Regular

students will be allowed to combine these with their other subjects.

There is much about this course that is to be commended, but, at the same time, it does not appeal to us as being as practical, on the whole, as that laid down in the curriculum of the German universities. The subjects are not, in a word, hardly what a business man would prescribe. And therein is the test of their fitness.

One of the most significant results we can see for a commercial course in the university is that it will give us a more educated class of business men and all that goes with that qualification. Furnished and fortified with a university culture and knowledge, we may, among other things, expect to see our business men take the places of many of our professional politicians in our legislative chambers.

We hope not only that the movement on foot in Toronto will result in the establishment of the proposed commercial course of instruction, but also that the other Canadian universities will see their way clear to "follow on."

**LOOKING FOR TAPIOCA.**

An inquiry was received in Toronto this week from a New York firm asking for quotations on any tapioca that might be held in bond in the latter city by importers in Canada. Should there be no tapioca held in bond in New York by Canadian houses the firm said it was prepared to receive f.o.b. quotations for any tapioca that might be held in stock in Toronto. As far as we can learn no transactions have resulted from the inquiry. The tapioca market has advanced lately.

It was explained that tapioca was scarce and firm in New York at the moment.

Tapioca enters the United States free of duty.

**STARCH IS 1-2C. PER LB. DEARER.**

Prices were advanced ½c. per lb. on Wednesday on all kinds of starch. The advance is the result of the high price of corn.

Laundry starches are now quoted to the retail trade at from 5 to 5¾c. per lb., culinary starches at from 5 to 6½c., and rice starches at from 8 to 9½c. per lb.

It is about a year since the last change was made in prices.



### A BRITISH TAX ON CANNED FRUITS.

**T**HE new British Customs duty on sugar is more far-reaching than was indicated by the budget speech. The duty also applies to products into the manufacture of which sugar enters. Consequently, such lines as canned fruits, chocolates, cocoa, confectionery and condensed milk are subject to duty in proportion to the amount of sugar they contain.

As might be expected, in the initial stages of such a law, particularly, no small difficulty has been experienced by the appraisers in estimating the amount of duty the different products shall pay.

At first they levied the duty on the full bulk weight of articles imported containing sugar irrespective of their other components. For example, a 2-lb. tin of canned fruit was taxed to the same extent as though it contained 2-lb. of sugar. That this caused consternation of no mild type may well be supposed. This practice has, however, been discontinued, but both importers and the Customs authorities appear to be at sea. When one of the members of Parliament told the Chancellor of the Exchequer that he had "no knowledge of the wide and far-reaching effects of the duty," he was evidently not far from the truth. The Government is however, no doubt, making on honest effort to impose a duty that will be proportionate to the quantity of sugar contained by the commodities in question.

In reply to some of his critics, a few days ago, the Chancellor of the Exchequer said: As to manufactured articles containing sugar, it was only natural that at first there should be difficulty in imposing the precise amount of duty. They had commenced to fix an average rate of duty which would be imposed on these articles which would fairly correspond to the amount of sugar they contained, and he believed that, in a very few weeks, they would be able to arrive at a settlement, through analysis, which would practically fix the duty and drawback.

We put forward no claim to prophetic instinct, but we have no hesitation in saying that the decision of the British Government to impose a proportionate tax on the sugar contained in such articles as canned fruits, condensed milk, and chocolates, will prove

an interminable source of irritation, particularly to importers.

But what concerns us most in this country is not the troubles of either the importers or the Customs authorities in Great Britain. It is what the effect of the duty will be on the goods which Canada exports to Great Britain and which will be dutiable on account of the sugar they contain.

Of course, canned fruits and preserves are the products in which our interest is principally centred. Our exports of these lines to Great Britain have grown quite perceptibly of late years, and we are naturally jealous of any legislation that might have a tendency of making that growth more difficult. Then, of course, Great Britain is our principal customer for such products, as will be seen at a glance by the following table giving the exports of fruits (canned and preserved) during the last five years to Great Britain and the total to all countries:

#### EXPORTS OF CANNED FRUITS AND PRESERVES.

	To Great Britain.	Total to all Countries.
1896.....	\$ 53,037	\$ 86,755
1897.....	67,199	141,934
1898.....	136,163	159,778
1899.....	271,989	293,589
1900.....	238,311	329,494

We fear that if the canned fruit trade of any country with Great Britain will be affected by the new Customs tariff it will be that of Canada. The Chancellor of the Exchequer stated that it is the purpose of the Government to analyze the goods subject to duty and to appraise for duty according to the percentage of sugar contained. If this is carried out in strict detail it is likely that a heavier tax will be imposed on the canned fruits of Canadian production than on those the product of California, her great rival, the syrups in which the former are preserved being, as a rule, much heavier than those of the latter. We are informed upon the authority of a well-known wholesale dealer that in the canning of fruits in Canada there is sometimes used as high a percentage as 30 per cent. of sugar.

Canadian canned peaches, pears, strawberries, etc., are much superior in flavor to those of Californian production, and now that our canned fruits are beginning to make headway in the British market it would be regretted indeed if anything should

occur to handicap us with a competitor who has already secured an enormous start.

### POOR QUALITY OF CHEAP NOVA SCOTIAN FISH.

**A**BOUT a year ago THE CANADIAN GROCER came out boldly against the practice of packing and marketing an inferior class of salmon. At the same time we advocated the policy of packing only first class, healthy fish in the most approved style.

It is a pleasure to us to be able to state that if we have not kept these poor goods entirely out of the market, our efforts to discount them as a desirable commodity have not been in vain. We have acted thus, believing that such a policy tends to forward the best interests of packers, wholesalers, retailers and the public alike, for, if the time should come when the most popular brand of salmon on the market is that which is cheapest, then the public taste for salmon will gradually be disgusted, and canned salmon will be an out-of-date article.

It is to be regretted, however, that the lesson then taught has not been taken to heart by the packers of other fish, who might well have listened earnestly and profitably. Complaints about the quality of goods put up by some of our Nova Scotian packing concerns are continually reaching our ears, and the ideal with some of them would seem to be changing from highest quality to lowest price. The suicidal foolishness of packing such goods and sending them to the Upper Provinces is too evident to a thoughtful business man to need pointing out. Indeed, the most thoughtful packers are showing that they know better, and are holding to their prices and quality.

If the fish industry is to become a flourishing one, just as much care must be given to the quality of fish packed as is now given by the best Scotch packers. There is no reason in the world why our Maritime fishermen should not pack as good fish as the Scotch houses. But we should like to sound a warning against the packing and shipping of such goods as have found their way into the markets of Quebec and Ontario during the past two seasons, goods that do no credit to the packers and a distinct discredit to Canadian products.

We would advise the trade, both wholesale and retail, to guard themselves well against the purchase of unwholesome fish during the coming summer season.



## COST OF THE TRADE AND COMMERCE DEPARTMENT.

IN last week's issue we dealt with the inertia of the Canadian Department of Commerce. In this issue we propose to deal with the expenditure of the Department.

The total expenditure of the Department last year was \$676,542, but, in estimating the cost of the Department, it would be manifestly unfair to include the whole of that sum, for \$599,831 was paid out in mail subsidies and steamship subventions, payment of which was authorized by statutory enactment. Then, there is the sum of \$43,335 as a bounty on silver ore, and \$3,195 on Chinese immigration, which would obviously have to be paid through some Department if the portfolio of Trade and Commerce had no existence.

But omitting these, we think that most people will agree with us that the country is paying out a great deal of money for a Department that has become noted for its inertness rather than for its activity.

Sir Richard Cartwright, the Minister of Trade and Commerce, is, as pointed out last week, responsible for this. There is no man in the Government, or even in the House, who, in a speech, can be more masterful, or, in marshalling facts, can be more effective. But, while in these and many other parts he stands high, his standing as administrator of his Department is anything but high.

The salary bill at Ottawa for the Department of Trade and Commerce last year was \$20,712, over one-third of which is for the Minister's salary alone. Printing and stationery cost \$941.73. Under the classification of sundries the sum of \$2,052.57 was paid. Sir Richard's cab hire at Ottawa, \$282.75, is included in this amount. To commercial agencies \$8,460.67 is charged. We have here only referred to items of expenditure incurred in carrying on the work for which the Trade and

Commerce Department was specifically called into existence to perform and the sum total of these items is \$33,166.97. Viewed in the light of Departmental expenditures the amount is small, but when one considers the insignificant work which the Department is doing along the lines of foreign trade development it is a high price indeed.

As far as a factor in developing the foreign trade of this country is concerned, the Department, over which Sir Richard is

### PRIZES FOR ESSAYS ON COFFEE.

EXPERTS have been heard to say that there are a good many in the grocery trade whose knowledge of coffees is more limited than it should be. Whether it be true or not it would be a valuable contribution to the literature on the subject of coffee if those whose knowledge in regard thereto is extensive would transfer this knowledge to paper. With a view to inducing the qualified ones to do this we have decided to give \$30 in cash for the best essays on the subject of the "Buying, Handling and Selling of Coffees." The 1st prize will be \$15; 2nd, \$10 and 3rd \$5. Besides this, to each of the five essayists whose productions rank next to those winning the cash prizes will be awarded a copy of THE CANADIAN GROCER for one year.

The conditions of the competition are as follows:

1. No essay shall exceed 2,500 nor be less than 1,500 words.
2. Each essay must be signed by a nom de plume. Both the proper name and nom de plume of the writer must be written on a sheet of paper and placed in a sealed envelope across which must be written the nom de plume. This envelope, which will not be opened until the judges have made their award, can be placed within the envelope containing the essay or in another envelope and addressed to THE CANADIAN GROCER, 10 Front street east, Toronto.
3. The judges will be disinterested merchants.
4. Competition will close on June 21, by which date all manuscripts must be in this office.
5. There must be two or more essays sent in by different competitors or no prize will be given; three or more essays or no second prize; four or more or no third prize.
6. The envelope in which each essay is mailed should have written across one corner the words, "Essay Competition."
7. All prize essays shall be the property of THE CANADIAN GROCER.

the head, has become little short of a sinecure, for which the country pays \$33,000 per year, or, capitalized at 3 per cent., equal to an addition of \$1,100,000 to the public debt; and, as already pointed out, we are only including such sums as are expended purely in the trade and commerce branch of the Department's work. With the High Commissioner's Office in London, on which, last year, there was an expenditure of \$32,647, the Trade and Commerce Department has nothing to do.

The article which appeared in last week's issue in regard to the Trade and Commerce Department attracted quite a little attention.

The Hamilton Herald, in commenting upon it, urges that the better plan would be to abolish the portfolio of Trade and Commerce or combine it with that of Customs. "The Department," it says, "was established for the purpose of directing the development of trade and commerce; but surely all that is to be done in that direction can be done by the Customs Department."

We cannot agree with our contemporary. As The Herald points out the Department was created for the purpose of developing the trade and commerce of the country. It was therefore conceived that there was a necessity for it. The question is: Does that necessity still exist? Undoubtedly, it does. And if it does there is certainly work for the Trade and Commerce Department to do.

When a manufacturer or a wholesale merchant discovers that one of his departments has become unprofitable because of the inertia or incapacity of the head of that department, he merely removes the head of the department and appoints as a successor one who is deemed to be strong where the other is weak.

It is this business principle that should be applied to the Trade and Commerce Department. The portfolio should be one of the most important and useful in the Government system. And it is not the portfolio, but its head, that needs removal.

### THE SYNDICATE DEAL.

There is some doubt after all, it seems, as to whether or not the canned goods syndicate deal has really gone through. Our last issue was scarcely in the hands of our readers before one of the largest canners in the country called at this office and declared most emphatically that it had not gone through, although he was desirous that it should. "The condition," he said, "upon which we agreed to the proposition of the syndicate was that every canner in the country should be a party to it. We are still of that opinion. It would be folly for us to go into a scheme like this if every other canner did not also do so."

In addition to the companies noted last week we know of one other that has stated it will not sell out to the syndicate.

The gentleman who informed us that the deal had gone through still avers that he was correct, and a well-known canner corroborates what he says. In the meantime there are several who aver that it has not. And there is where the matter stands.



## GROCCERS COMBINE TO BUY PAPER BAGS.

THE regular meeting of The Toronto Retail Grocers' Association in St. George's Hall, Elm street, on Monday evening, was well attended and full of interest. President Panter occupied the chair. A. V. Bradley was admitted into membership.

A communication was read from F. S. Mearns, solicitor for the association, stating that he had been unable to confer with the city solicitor regarding the proposed amendments to the early closing by-law, but expected to do so this week.

Communications were received from different railway and navigation companies offering rates to various points suitable for the association's annual picnic. Only two points were discussed in detail, and by an almost unanimous vote, it was decided to hold the annual picnic at Prospect Park, Oshawa, Ont. (by boat if possible). The president was authorized to appoint a committee to make necessary arrangements.

### AGAINST TRADING STAMPS.

The trading-stamp question was brought up by a motion of F. S. Roberts, seconded by F. W. Johnson. "That the secretary be instructed to inform the mayor that this association is in hearty accord with the proposal that the Toronto City Council should pass a by-law prohibiting the use or giving of trading-stamps as they were empowered to do by the Ontario Legislature at its last session." This motion was carried unanimously.

J. D. Kelly moved, seconded by A. R. Williamson, "That the secretary be instructed to inform The Toronto Merchants' Association that this association is ready to render any assistance in its power, by numbers or otherwise, to secure the passage of the trading-stamp by-law, which The Merchants' Association is preparing."

J. S. Bond asked whether the association was willing to make a grant of money to this end? Butchers and others had criticized The Retail Grocers' Association for not having made such a grant, saying it was an evidence of lukewarmness on the part of grocers.

This aroused several of the members. W. J. Sykes, who had in his hand a copy of the financial report for 1909, referred to an expenditure of \$50 to interest the retail trade against trading stamps, which amount was in addition to nearly as much more which various members had privately contributed for that purpose.

T. Holmes drew attention to the fact that it was not The Retail Merchants' Association who had secured the passage of the Act in the Legislature, but rather the Brockville City Council, who had been influenced by The Brockville Grocers' Association and had been assisted by practically every Grocers' Association in the Province.

J. D. Kelly, who, as President of The Toronto Grocers' Association, had taken a leading position in the movement against trading stamps, said that the agitation against them originated in Toronto, and at meetings of The Toronto Retail Grocers' Association. While in office he had received over a hundred letters from grocers and others, in all sections of Canada, who had read reports of the discussion regarding stamps at the meetings of The Toronto Grocers' Association in "The Canadian Grocer." From this source and in this means this movement had grown until it had become one of great power. The Mer-

chants' Association had merely taken the initiative in securing the desired by-law in Toronto, and he thought they should have the encouragement and support of the grocers. The motion was then passed.

### PAPER BAGS.

The proposal made by the secretary that the members should unite in placing an order for paper bags was then considered. The discounts offered are:

	per cent.
For lots under 20,000.....	40
For lots between 20,000 and 50,000.....	42½
For lots between 50,000 and 150,000.....	45
For lots between 150,000 and 300,000.....	47½
For lots exceeding 300,000.....	50
Terms, three months or 3 per cent. 30 days.	


It was agreed that the proposal was both legitimate and satisfactory and in a short while orders totalling over 150,000 were placed with the secretary, each member giving full particulars as to the size and weight of bag desired.

### NO TIME.

If there is one man who annoys us more than another, whom we wish to prod with a knitting needle, in whose chair we wish to stick tin-tacks, and upon whose bald spot we wish to turn the soda-water siphon when he is enjoying his afternoon

## Victoria Day.

As Friday next will be kept as a public holiday, **THE CANADIAN GROCER** will be issued on May 23. Consequently it will be necessary for us to have all advertising copy, changes, etc., in hand Monday evening, May 20. The insertion of matter after that day cannot be guaranteed.



**The Publishers.**

nap, it is the man who says he has "no time," remarks Grocery, London, England. We know that man; he is a fraud of the worst description. He tries to deceive everybody with the idea that he is very busy, and he deceives himself in the same way, and he never does anything. He is not what is called a lazy man, in the ordinary sense of the term. He gets up early and sticks to his business all day, and yet he never does anything; he never has any time. He potters; that is why. Pottering or mental laziness is one of the most dangerous diseases which can afflict anyone, especially a retail trader; and yet this chronic form of disease is far too common in this country.

If a grocer has some absorbing interest outside his business, such as science, art, literature, or cricket, we may think that it is very foolish, from a business point of view—that is to say, if he allows it to interfere with his bread and butter—but in the bottom of our hearts we sympathize with him; he is not the man we mean.

It is the confirmed potterer we refer to—the man who can never make up his mind—the man who avoids any mental exertion, at all costs. He potters throughout the whole day. If he has any work outside the humdrum routine, such as to look into a disputed account, he takes half a day to

make up his mind to do it, and then, very likely, when he has mastered all the details, he will be too mentally lazy to come to a decision, but will put off taking any action until another day. If a new line of goods is brought out he will take a week to make up his mind as to whether he will stock it or not. He wastes the whole of his time, not in doing things, but in endeavoring to avoid the necessity for thinking.

He never stock-takes. He is always going to do it, but he never has time. When he is making up an order he will take twice as long about it as anybody else. He cannot really concentrate his mind upon anything. He never reads the papers—trade or lay; he never has time. If an energetic rival comes into his district, he hates him, because the potterer feels that he will have to exert himself mentally if he is to keep his position, and anyone who compels him to exert his mind is a deadly enemy. His motto is: "Never do to-day what you can do to-morrow."

### INDUSTRIAL GOSSIP.

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

The new creamery at Warton, Ont., is about completed, and Mr. Reason, the manager, expects to be making butter before the end of this week.

The Kerr Milling Co., composed of Robert Kerr, of Guelph, Ont., and his son, W. J. Kerr, of St. Catharines, Ont., have bought out The Valley City Flour Mills. A general milling business will be done.

Excavations have been made and contracts let for the new canning factory at Brooke, near Owen Sound, Ont. W. A. D. Graham has returned from Chicago, Ill., where he has placed orders for a thoroughly modern plant.

Scobell & Thompson, Erie, Pa., propose to start a factory in or near Digby, N.S.; to manufacture fertilizers, oils, etc., from fish and refuse. The plant, which would cost about \$50,000, would have a capacity of about 80 tons a day.

The farmers of Manvers township, near Peterboro', Ont., are about to form a stock company for the purpose of erecting and operating a large roller flour mill and chopper in Bethany, Ont. The interested parties meet in Bethany to-morrow (Saturday), to discuss the proposal.

### RETIRING FROM BUSINESS.

On Wednesday next Messrs. Kirkpatrick & Wilson will retire from the grocery business after a long and successful experience as business men in Nelson. They will be succeeded by Messrs. McPherson & McCammon, who take possession at once. The members of the new firm, T. S. McPherson and T. J. McCammon are well known and enterprising young business men, whose experience in the local grocery trade equips them eminently for the enterprise. Both were connected with The M. DesBrisay Company when that firm commenced business here and have remained with the house continuously since. Throughout their experience with the old firm the young men retained the confidence and esteem of citizens generally and they start business for themselves with many advantages attained. The new firm has a fine store, a splendid stock and a thoroughly established trade which they will doubtless increase by close attention to the necessities of the purchasing element.—Daily Miner, Nelson, B.C., April 26.



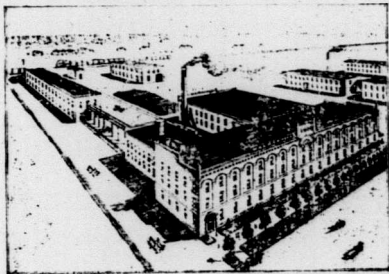
# Tone Up Your Vinegar Trade

Give it a little more thought than usual, as the season is coming when your sales in this article should show a large increase. It may be more profitable than you have any idea of.

## With Imperial White Wine

as the foundation builder of your vinegar trade, success is assured. It is clear and sparkling, with a distinctive and delightful flavor—always uniform in strength and quality—absolutely pure and healthful.

**It's the Best---Consumers say so.**



### THE WALKERVILLE MATCH CO., LIMITED

Manufacturers of the Celebrated

Maple Leaf, Crown,  
Knight and Imperial  
Parlor Matches



The well and favorably known  
Hero and Jumbo  
Sulphur Matches

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

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

**A Satisfied  
Customer**

**is the best  
advertisement  
you can have.**

IN SELLING

## "KENT" Baked Beans

you have a guarantee that they will please, and one sale will bring others. The popular price puts them within the reach of all, leaving **10c.** a good margin of profit for the retailer. Ask us for a "sample" can.

**The Kent Canning Co., Limited, Chatham, Ont.**



... There is no lasting life or profit to the business that is forever striving after "cheap goods," regardless of value.

*High Grade.*  
*Uniformity.*  
*Attractively*  
*Presented.*

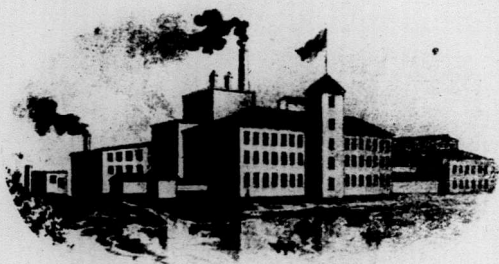
Is a combination absolutely essential in a staple tea specialty, and all of these characteristics are for sale in

# "SALADA" Ceylon Teas

" BUT NEVER TO THE LOWEST BIDDER."

Sealed lead packets only—never sold in bulk form. **25, 30, 40, 50, 60c.**  
Black, Mixed, Natural Leaf Ceylon Green—Retails,

The firm that stocks up largely with Japans will find no market for them within a short time.



## Handsome Than Ever!

Beautiful Toy Trunks, with real lock and key, holding 6 lbs. **Lily White Gloss Starch**, to retail at 10 cts. per lb.

Ask for a case (eight trunks) with your next ten-box order.

The Brantford Starch Works, Limited,  BRANTFORD, ONT.

## GRAHAM WAFERS! In 2-lb. Tins.

The most taking package on the market

Bright and attractive. They catch the eye of every customer.

ORDER A FEW WHILE THEY ARE NEW.

The Canada Biscuit Company, Limited

Cor. King and Bathurst Streets,

TORONTO



# MARKETS AND MARKET NOTES

## INFORMATION FOR BUYERS.

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

## ONTARIO MARKETS.

Toronto, May 16, 1901.  
GROCERIES.

THE trade situation is much the same as it was a week ago. The volume of business is still on the light side. The most important change in prices is an advance of a  $\frac{1}{2}$ c. per lb. in starch. The canned goods trade is still in a somewhat unsettled condition, and holders, as a rule, are anxious to sell. There are buyers in town who want considerable quantities of canned goods for shipment to the Klondyke and some business has been done. Another feature in regard to canned goods is an advance of 10c. per case in the price of Rivers Inlet fish for next season's pack. Coffees rule quiet with prices steady. Scarcely any interest is being taken in either syrups or molasses. Sugar is quiet, with prices steady and unchanged. Tapioca is firmer in the outside markets, and a feature of the trade is an inquiry from New York, where stocks in this article are light. Spices continue firm, with business light. The tea market is rather quiet, and prices in London are slightly easier. Currants are still characterized by their strength, prices having shown a further appreciation in the primary market. A moderate demand is being experienced for prunes, but in other lines of foreign dried fruits business is only moderate.

### CANNED GOODS.

There are, at present, in Toronto, a couple of buyers who are getting figures on canned vegetables for shipment to the Klondyke. The quantities they want are large, and if many of the orders come to Toronto stocks here will be perceptibly reduced. There have been some transactions on this account, but up to the time of going to press the purchases, so far, have not been heavy, as far as we can learn. Generally speaking, the demand for canned vegetables is only light. Small quantities, as a rule, being wanted. There seems to be some difference of opinion after all in regard to the statement made in last week's GROCER about the syndicate scheme having

gone through. Some packers assure us that it has not, while others are very positive that it has, and state that the deposits have been made to bind the agreement. As we go to press the Canadian Packers' Association is in session in Toronto, when doubtless further light will be given on the question. When the trade is assured that the deal has gone through, we may expect to see a more settled feeling in regard to prices. With some houses quoting such low prices on canned vegetables the feeling at the moment cannot naturally be called steady. Round lots of corn, peas and tomatoes, of second grade, are being offered at 70c. per doz. to the retail trade. For standard brands the idea as to price is 75 to 80c. for tomatoes, and 70 to 75c. for corn and peas. The demand for canned fruits is only moderate. In canned salmon, the feature is an advance of 10c. per case in the f.o.b. price of Rivers Inlet fish for the coming season's pack. There

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

has been quite a little salmon booked for future delivery by representative packers, but, as far as we can gather, there has been little or no attempt on the part of wholesalers to book orders on retail account. In canned meats, the packers are doing a large business, but the wholesalers report that trade, so far, is only moderate, although it is improving.

### COFFEES.

Local wholesalers report that the demand for coffee during the past week has been fairly good, while prices for green Rio are unchanged, as follows: No. 7, 8 $\frac{3}{4}$ c. per lb.; No. 6, 9c.; No. 5, 9 $\frac{1}{4}$ c.; No. 4, 9 $\frac{1}{2}$ c. The outside markets have shown some fluctuations during the past week, but prices are at the moment steady, although business in the outside markets is quiet.

### SYRUPS AND MOLASSES.

The condition of trade in both syrups and molasses continues quiet and featureless. We quote: Sugar syrup, 30 to 32c. per gal. for medium and 35 to 37c. for bright; corn syrups, 2 $\frac{3}{4}$  to 2 $\frac{7}{8}$ c. in bbls., 3c. in kegs and \$1 to \$1.40 in pails. Molasses rules at 23 to 27c. per gal.

### SUGAR.

Business in Canada continues light in all

grades of refined sugars. Prices are, however, steady and unchanged at the recent advance. Montreal granulated is quoted at \$4.78 in Toronto, and Acadia at \$4.73. Yellows range from \$3.93 to \$4.58 per 100 lb. A fair business in raws is being done in New York at current quotations, the refiners paying full prices for all available supplies. Beet sugars have, however, fluctuated somewhat in London between 9s. 4 $\frac{1}{2}$ d. and 9s. 7 $\frac{1}{2}$ d. At the time of writing quotations of beet sugar are 9s. 5 $\frac{1}{4}$ d. on the basis of f.o.b. Hamburg. The recent decline in beet sugar is attributable to the cessation of buying by the United States. Canada, as well as the United States, has been buying beet sugars rather freely in Europe lately. New York stocks are heavy compared with the same time last year, there being 216,500 tons in refiners' and importers' hands, as against 184,800 tons a year ago. But sugars afloat to American ports are limited, and very little business is reported in Java sugars at port of shipment. There has been a good speculative demand for sugars in Cuba at prices above those ruling in New York. The stocks in six Cuban shipping ports are decreasing, there are only 29 estates grinding sugar as against 45 the previous week, and 149 for the maximum number.

### RICE AND TAPIOCA.

Tapioca is quite a little higher in the outside markets, but, locally, prices are unchanged to the retail trade, 4 $\frac{1}{4}$  to 4 $\frac{1}{2}$ c. per lb. being the ruling figures. There has been some inquiry from New York houses for either tapioca held in bond in New York by Toronto wholesalers, or for tapioca on spot here. Tapioca in New York is scarce and wanted. We, however, hear of no transactions being made so far. Rice is in moderate demand locally at 3 $\frac{1}{2}$  to 3 $\frac{3}{4}$ c. for standard B.

### SPICES.

Locally, trade is quiet and without any important features. Advices report that on the outside market there is a marked improvement in the tone of pepper, there being more inclination to speculate. Higher prices are, in consequence, expected shortly. The market rules firm in regard to spices generally.

### TEAS.

The tea market this week is not what might be termed an interesting one. Business is only of a moderate character, and the principal buying is still confined to the



package tea houses. Prices on both Indian and Ceylon teas were easier at last week's auction in London. Mail advices of May 3 state that although only a small quantity of Indian tea was brought forward, rates were easier, the decline being most pronounced in good medium and fine kinds. In regard to Ceylon teas, the heavy auctions which have taken place there since Easter have proved too much for a market in which buyers have already over-supplied their requirements. For better classed teas prices were frequently one penny per lb. and even more under valuations, while medium and common sorts were a farthing to a half-penny lower. Nothing particularly new has developed in regard to Japan teas, but additional advices which have come to hand make it evident that the market opened at about the same rate as last year.

#### STARCH.

An advance of  $\frac{1}{2}$ c. per lb. has taken place in starch, in sympathy with the higher price of corn. Laundry starches are now quoted at from 5 to  $5\frac{3}{4}$ c. per lb.; culinary starch at 5 to  $6\frac{1}{2}$ c., and rice starch at 8 to  $9\frac{1}{2}$ c.

#### FOREIGN DRIED FRUITS.

**CURRENTS**—The strength of the currant market noted last week has been maintained and advices to hand during the last few days would seem to indicate that there has been a further sharp appreciation in values. One cable states that the remaining stocks in Greece are nearly exhausted, and the disease which attacked the vines last year has caused permanent injury. Locally, trade is only moderate. We quote Provincials at 8c.; Filiatras at  $8\frac{1}{2}$ c. to  $9\frac{1}{2}$ c.; Patras at  $9\frac{1}{4}$ c. to  $10\frac{1}{2}$ c., and Vostizzas at  $11\frac{1}{2}$ c. to  $12\frac{1}{2}$ c.

**VALENCIA RAISINS**—Scarcely anything is being done in Valencia raisins. Prices are as before, namely,  $6\frac{1}{2}$ c. to  $7\frac{1}{2}$ c. for fine off-stalk, and  $7\frac{1}{2}$ c. to  $8\frac{1}{2}$ c. for selected.

**PRUNES**—The demand for prunes has been fairly good during the past week, and quotations rule as before. We quote Californian prunes: 30 40's, 8 to  $8\frac{1}{2}$ c.; 40 50's,  $7\frac{1}{2}$ c. to 8c.; 50 60's, 7 to  $7\frac{1}{2}$ c.; 60 70's,  $6\frac{1}{2}$ c. to 7c.; 70 80's, 6 to  $6\frac{1}{2}$ c.; 80 90's,  $5\frac{1}{2}$ c. to 6c.; 90-100's, 5 to  $5\frac{1}{2}$ c.

**SULTANA RAISINS**—Are much firmer than they were a short time ago. A New York house has been offering Sultanas for this market during the past week, but the figures asked are about 2c. above those which ruled a short time ago. Very little is being done in Sultana raisins here.

**CALIFORNIAN EVAPORATED FRUITS.**—These are receiving but light attention. We quote: Apricots,  $11\frac{1}{2}$ c. to  $12\frac{1}{2}$ c. per lb., in 25-lb. boxes; peaches,  $8\frac{1}{2}$ c. to 10c. per lb.

in bags, and 10 to 12c. in boxes, according to quality.

**DATES**—Little or nothing is being done. We quote: Hallowees at 4 to  $4\frac{1}{2}$ c., and Sairs at  $3\frac{1}{2}$ c. to 4c. Package dates are quoted at  $5\frac{1}{2}$ c. to 6c. for 1 and  $\frac{1}{2}$ -lb. packages.

#### GREEN FRUITS.

There is a steady movement in oranges and lemons, and a continued improvement in the demand for bananas, pineapples, cocoanuts, strawberries, etc. Buyers from the principal Toronto houses attended the fruit sales at Montreal both last week and this week. The purchases at last week's sale, consisting principally of Messina oranges and lemons and Maiori lemons, were, with the exception of one lot, satisfactory, the great bulk of the stock opening up in excellent condition. Goods bought this week are not yet to hand. Messina oranges in half boxes are selling at \$1.50 to \$2, and in boxes at \$2.50 to \$3. November cut Messina lemons are quoted at \$3 to \$3.25, with seconds at \$2.50 to \$2.75. Maioris are worth \$3.50 to \$4. Mediterranean sweet oranges and Californian navels are steady at unchanged prices. Large Valencias are 50c. higher. Cocoanuts, sweet potatoes and bananas are unchanged in price. Pineapples are firm at 9 to 13c. for firsts, seconds and thirds. Strawberries are unchanged in price. The first carload is looked for on Saturday, and is expected to bring prices almost equal to the present range, 18 to 20c.

#### COUNTRY PRODUCE.

**EGGS**—There is a big movement of eggs. The receipts are so large that, notwithstanding large pickling operations, prices are slightly easier. We now quote from  $10\frac{1}{2}$ c. for jobbing lots to 11c. for single cases.

**BEANS**—There is not much doing. Prices are steady. We quote \$1.60 to \$1.65 for hand-picked, and \$1.50 to \$1.60 for primes.

**HONEY**—The movement is small and prices are unaltered. We quote 10 to 11c. for extracted clover, and \$2 to \$2.50 for clover comb.

**DRIED APPLES**—There is practically nothing doing. We quote nominally 5c. for evaporated and 3 to  $3\frac{1}{2}$ c. for dried apples.

**MAPLE PRODUCT**—There is a good movement at last week's figures. The range for pure stock is quoted as follows: New syrup, 80 to 85c. per wine gal.; \$1.05 to \$1.10 per Imperial 1 gal. tin; \$1 to \$1.05 per gal. for Imperial 5-gal. tins; new sugar, pure,  $12\frac{1}{2}$ c. per lb.; mixed, 9 to 11c.

#### BUTTER AND CHEESE.

**BUTTER**—Receipts continue large, and, though there is a good demand, prices are easy but unchanged. We quote: Dairy prints, 14 to 15c.; rolls, 12 to 14c.; second-grade tubs, 11 to 12c.; creamery prints, 18 to 19c.; boxes, 17 to 18c.

**CHEESE**—There is abundance of new cheese at  $8\frac{3}{4}$ c. to 9c., but there is still a fair demand for old cheese at 9 to  $9\frac{1}{2}$ c.

#### VEGETABLES.

Prices continue to fall as supplies are daily increasing. We quote: Cucumbers, imported, \$1.50 per doz.; native, 75 to 90c.

per doz.; cabbage, \$3.30 per crate or 50 to 60c. per doz.; celery, 80 to 90c. per doz.; asparagus, 50 to 60c.; radishes, 20 to 25c.; rhubarb, 15 to 20c.; lettuce, 10 to 20c.; green onions, 5 to 8c. per doz.; Egyptian onions, \$2 to \$2.25 per sack; yellow Danvers, \$1 per bag or \$2.50 per bbl.

#### FISH.

There is a good demand. Speckled trout at 25c., red snappers at  $12\frac{1}{2}$ c. and Spanish mackerel at  $12\frac{1}{2}$ c. are now offering. Other lines are unchanged. We quote: as follows: Fresh fish—codfish, 7 to 8c.; whitefish, 8c.; trout, 7c.; halibut, 9 to 10c.; sea salmon, 17c.; haddock, 6c.; herring, 4c.; British Columbian salmon, 16 to 17c. Prepared fish—Dried cod, in 112 lb. bundles, \$4.75 per cwt.; flitched cod, \$5 to \$5.25; boneless cod, in bricks, 5 to  $5\frac{1}{2}$ c. per lb.; steak cod,  $6\frac{1}{2}$ c. per lb.; shredded cod (2 doz. in box), \$1.80 per box; boneless fish, loose, in 25-lb. boxes, 4 to  $4\frac{1}{2}$ c., and 5-lb. boxes, 5c. per lb. Live lobsters are worth 15c. per lb.

#### GRAIN, FLOUR, BREAKFAST FOODS.

**GRAIN**—Ontario wheat is steady at last week's advance, which brought quotations to 67 to  $67\frac{1}{2}$ c. Manitoba wheat is worth 91 to 92c. Toronto, for No. 2 hard. There is little grain coming to the local street market. We quote: Wheat, white and red, 72 to 73c.; goose, 69 to  $69\frac{1}{2}$ c.; oats, 35c.; rye, 52 to  $52\frac{1}{2}$ c.; barley, 47c.

**FLOUR**—There is a good movement at steady prices. We quote on track, Toronto (bags included): Manitoba patents, \$4.20; Manitoba strong bakers', \$3.90; Ontario patents, \$3.35 to \$3.50; straight roller, \$3.10 to \$3.25.

**BREAKFAST FOODS**—There is no change. We quote: Standard oatmeal, \$3.70 in bags, and \$3.80 in bbls.; rolled oats, \$3.60 in bags, and \$3.70 in bbls.; rolled wheat, \$2.25 in 100-lb. bbls.; cornmeal, \$2.75; split peas, \$4; pot barley, \$4.

#### HIDES, SKINS AND WOOL.

**HIDES**—There is little doing, and the market is weak. We quote: Cowhides, No. 1,  $6\frac{1}{2}$ c.; No. 2,  $5\frac{1}{2}$ c.; No. 3,  $4\frac{1}{2}$ c. Steer hides are worth 1c. more. Cured hides are quoted at 7 to  $7\frac{1}{2}$ c.

**SKINS**—An advance of 1c. is noted in calfskins. We quote: No. 1 veal, 8-lb. and up, 9c. per lb.; No. 2, 8c.; dekins, from 60 to 70c.; culls, 20 to 25c. Sheepskins, 90c. to \$1.

**WOOL**—The market is exceedingly dull, and prices have been forced down 1c. We quote: Combing fleece, 13 to 14c., and unwashed, 8 to 9c.

#### MARKET NOTES.

Starch is  $\frac{1}{2}$ c. per lb. higher.

The tendency of the price of currants in the primary market is still upward.

Rivers Inlet canned salmon for the coming season has been advanced 10c. per case.

Speckled trout at 25c. and red snappers and Spanish mackerel at  $12\frac{1}{2}$ c. per lb. are offered.

November cut Messina lemons at \$3 to \$3.25 and Messina oranges at \$2.50 to \$3 per box are on the market.



Toronto Commission Houses.

**New Messina Lemons**

Get our special quotations for "Long Keepers" for your Summer trade.

**Pineapples**

We are now in a position to fill your orders for all grades of this popular fruit.

**McWilliam & Everist,**

Wholesale Fruit, Produce and Commission Merchants  
25 and 27 Church St., TORONTO, Can.  
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Butter Cheese  
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Consignments Solicited.  
Highest Prices. Prompt Returns.

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Limited.  
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PURE LARD**

Our "MAPLE LEAF" brand is unexcelled.

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

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**Butter Wanted**

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...EVERY...

**COMMISSION MERCHANT**

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

**QUEBEC MARKETS.**

Montreal, May 16 1901.

**GROCERIES**

THE wholesale houses report quite a brisk trade this week, although it cannot be said to be uniformly profitable. Canned goods are moving out freely at the reduced figures, 75c. for tomatoes and 70c. for corn. Dealers are trying to clear out stocks before the Canners' Association opens the market next month, when the full effect of overproduction will be felt. Retailers are not buying large lots, yet the heavy consumption makes their orders frequent. Molasses remains steady at the Island, 10c. being the nominal quotation. There is reported to be quite large quantities remaining at primary points. The strong tendency we have noted in the currant market continues, and holders of stock here are raising their prices. Raisins remain as dull as ever, while evaporated fruits are being moved in fair quantities. Oranges are rather lower since the auction sales of last week, but lemons are firm. Tea remains quiet, with advices from Japan still varying.

**SUGARS.**

The upward course of the sugar market seems for the moment to have been suspended. The market may now be described as steady. In London, on May 7, May option sold at 9s. 7½d., but it has since dropped to 9s. 5¾d. Advices from New York state that refiners are buying heavily. There is now a good deal of speculation as to what will occur when Great Britain has worked off her heavy stocks and comes on the market again. Business here in refined sugar is only moderate, but the undertone to the market is strong and higher prices are expected in the near future. Refined is worth \$4.60 for granulated and \$3.75 to \$4.40 for yellows per 100 lb., as to quality at the factory.

**SYRUPS.**

Syrups are slow, although not unseasonably slow. Cane syrup is worth 1½ to 2c. per lb., and corn syrup 2¾ to 3c. "Imperial" maple syrup is worth \$5.10 a case of 6 gallons, \$5.60 a case of ½ gallons, and \$6 a case of ¼ gallons.

**MOLASSES.**

The Barbadoes molasses market may be described as steady. The nominal quotation is cabled at 10c., but it is doubtful whether business could be transacted at that figure. Local importers have shown more inclination to operate during the last two weeks, and it is estimated that 6,000 puncheons have been contracted for. For import, new molasses is offered at 26¼c., and spot goods are somewhat weaker, in

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**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 CAPORAL.

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**ROCK SALT** FOR HORSES and CATTLE.



TORONTO SALT WORKS, Toronto, Ont.

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.  
Eastern firms can have goods warehoused. Track facilities

**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**

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Winnipeg Fruit Merchants.

**THE RUBLEE FRUIT CO. LIMITED.**

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**The Roberts Advertising Agency,**  
WINNIPEG, CANADA



sympathy. In a jobbing way, the ruling quotations are 29c. in the combine district and 28c. in the open territory.

## CANNED GOODS.

A brisk trade has been done in canned goods this week at low figures. It is to be lamented that such sacrifices have to be made, but jobbers are eager to clear out stocks before the canners open their prices next month on the stocks they have been holding. At the lower prices, the demand from the country seems to have considerably improved, and it would seem that stocks will be well reduced by June 1. Tomatoes are worth 75 to 80c.; corn, 70 to 75c., and peas, 75c. to \$1.10. Salmon is also selling freely at our reduced quotations, \$1.30 ruling on cohoes and \$1.50 on Fraser River red sockeye. Higher quotations have been received from the Coast this week, \$4.70 being quoted by certain packers, but the general quotation is still \$4.60 f.o.b. Coast. There is some business being done at these figures. Fruits are selling well. Gallon apples are quoted at \$1.65 to \$1.75.

## SPICES.

Trade is quiet and prices unchanged. We quote: Nutmegs, 35 to 65c. per lb., as to size; Penang mace, 45 to 50c. per lb., as to quality; pimento, ground, 12½ to 15c.; cloves, 15 to 25c.; pepper, ground, black, 17 to 20c., according to grade; white, 25 to 27c.; ginger, whole Cochin, 15c.; Japan 10c.; Jamaica, 20c.; ground, Japan, 15c.; Cochin, 20c.; Jamaica, 25c.

## RICE.

The territory in which the rice combine operates is now the same as the molasses combine territory, including in Quebec all points west of Three Rivers and Arthabaska and east of Hull, the cities of Three Rivers, Arthabaska and Hull excepted. We quote in combine district: B rice, in bags, \$3.10; in half bags, \$3.15; in ¼ bags, \$3.20; in pockets, \$3.25. In 10-bag lots an allowance of 10c. is made. CC rice, \$3.00 in bags, \$3.05 in half bags, \$3.10 in ¼ bags and \$3.15 in pockets. In the open territory prices are about 10c. less.

## FOREIGN DRIED FRUITS.

CURRENTS—The currant market continues to show strength and prices here are being advanced in sympathy. Some dealers who are eager to clear stocks are selling at 8c. per lb., but fine Filiatras are generally moving at 9 to 9¼c. in bbls. and half cases; 9¾c. for cleaned and 10¼c. in 1 lb. packages. Provincials would cost 32s. to lay down in Montreal, meaning 8¼ to 8½c. per lb. and fine Filiatras, nearly 9c. The trend of the market is upward and the inquiry is fairly brisk.

RAISINS—No improvement is noticeable and fine off stalk Valencias are going at 5c.; selected at 5½c. and 4 crown layers at 6c. One of the most phenomenal features of the grocery trade, this year, is the falling off in the demand for raisins.

PRUNES—Are in fair request, but not active. Californian prunes are worth 5 to 5½c. for 90's to 100's; 6½ to 7½c. for 60's to 70's and 7½ to 8c. for 40 50's. French prunes are selling at 3½ to 5c.

EVAPORATED FRUITS—Apricots, peaches and pears are being cleared at 10, 8c. and 8c., respectively. The demand is fairly brisk.

## NUTS.

Prices of nuts are not holding very well. Some demand has been experienced this week. We quote: Shelled walnuts, 19 to 20c.; unshelled, 7 to 8c.; pure Mayettes, 9½ to 10c.; Sicily filberts, 9 to 10c.; Valencia almonds, 31 to 32c.; Tarragona almonds, 11½ to 12½c.; peanuts, 6½ to 7½c.

## TEAS.

The cable we spoke of last week quoting the opening of the Japan market at 2½c. below last year's figures, applied only to a small amount of early crop teas, and can hardly be taken as an accurate indication of the course of next month's market. The quotations continue to vary, giving the market the same as last year, or 1c. lower. On spot, trading is quiet and prices are easy. Teas that were worth 17c. two month ago are now being offered at 15c., and even at that price buyers refuse to operate.

The statistical position of Indian teas in London is very unsatisfactory. In spite of greatly increased clearances, partly due to increase in home consumption and export trade, the present stock exceeds that of the same date last year by 11,000,000 lb. In addition to this there is the duty paid stock in the hands of buyers, which is probably rather larger than that of 12 months ago. The scheme for a concerted action towards the reduction in production has fallen through. It is considered, however, that the general condition of matters is certain to lead to a material reduction of output without any agreement. The average of public sale prices for April was 6¾d. per lb., against 7¾d. per lb. for the corresponding month of last year. The closing sales of the month in Ceylon teas also showed a marked decline, particularly in the higher grades.

## GREEN FRUITS.

The lemon market is strong and the orange market weak. The cargoes of the Jacona and Bellona, comprising 97,000 boxes and half-boxes of oranges and lemons, Messina and Sorrento fruit, were sold last Wednesday and Thursday. Lemons brought

## FREE SAMPLE

to any grocer or grocer's clerk who wants to clean last year's straw hat, or take status out of his bicycle trousers, his coat, vest, or anything.

**H AND H**  
TRADE MARK

## THE GREAT CLEANER

does all this and very much more. It is unequalled for shampooing your hair. Tell me what you want it for and perhaps I may give you a helpful hint.

JAMES McINTOSH, 34 Yonge St., TORONTO  
Sole Agent for Canada. Sold by wholesale grocers.

Toronto Fruit Merchants.

**CLEMES BROS.**

Just Address **TORONTO** Everybody Knows Us

Are you going to speculate in 10 or 25 boxes Summer-Keeping

## LEMONS ?

Write us about them.

**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.



\$1.25 to \$1.50 for good, \$1.50 to \$2 for choice and \$2.25 to \$2.70 for fancy. Sorrento lemons were worth \$1.35 to \$3.20 and Messinas, \$1.25 to \$4.50. Oranges brought on the average, \$1.75 per box; last year the average price was \$2.85 per box. We quote as follows: Messina oranges, 200's \$2 to \$3; per box and \$1.50 to \$2 per half box; Valencia oranges, 420's, \$4.75; Jumbos, \$5.25 to \$6; 714's, \$5.50; bitter marmalade, \$2.25 per box; Messina lemons, 300's, \$1.50 to \$2; 360's, \$1.75 to \$2.75 per box; bananas, \$1.50 to \$2 per bunch; extras, \$1.75 to \$2.25; Apples, \$4.00 to \$5.00 per bbl.; sweet potatoes, Vinelands, \$4.00 per bbl.; Malaga grapes, \$9 per keg; Californian fancy pears, \$4 to \$5; pineapples, 8 to 20c.; Californian green-top celery, \$8 per case; Californian cauliflower, \$2.25 to \$2.50 per crate; Florida tomatoes, \$3 to \$3.25 per crate; radishes, 40 to 50c. per dozen bunches; Boston lettuce, \$1.25 to \$1.40 per dozen; Canadian lettuce, 20 to 40c. per dozen; new Bermuda potatoes, \$8.50 per bbl.; new Bermuda onions, \$3.50 per crate; asparagus, 40 to 50c. per bunch of 3 lb.; strawberries, 13 to 20c.; Egyptian onions, 2c. per lb.; cocoanuts, \$3.25 to \$3.50 per bbl.

**COUNTRY PRODUCE.**

**EGGS** — The demand for eggs keeps up phenomenally well. Prices are firm at 11½ to 12c. for No. 1, and 10 to 10½c. for No. 2 per dozen.

**HONEY** — Business is quiet and of a jobbing nature. We quote: White clover honey in comb, 13 to 14c.; white extracted, 8½ to 10c.; buckwheat, in comb, 9 to 11c., and extracted, 7 to 8c.

**POTATOES** — The demand for potatoes has been fair, and sales of carlots were made at 40 to 42c. per bag. Prices are very firm.

**ASHES** — The demand for ashes is slow for the season, and the market is quiet. We quote: Firsts, \$4.15 to \$4.20; seconds, \$3.60 to \$3.70, and pearls \$5.50 per 100 lb.

**FLOUR AND GRAIN.**

**FLOUR** — The market has been moderately active, but prices are unchanged. The export trade is quiet. We quote as follows: Manitoba spring wheat patents, \$4.10 to \$4.30; winter wheat patents, \$3.60 to \$3.80; straight roller, \$3.20 to \$3.40; in bags, \$1.55 to \$1.65, and Manitoba strong bakers', \$3.75 to \$4.00.

**GRAIN** — We quote: No. 1 spring wheat, 77c. afloat May; peas, 75½c.; rye, 58½ to 59c.; No. 2 barley, 53 to 54c.; oats, 36 to 37c.; buckwheat, 64c.; corn, 54 to 55c.

**OATMEAL** — A fair volume of business has been done in a small way, and prices rule steady at \$3.50 to \$3.55 per bbl. and \$1.70 to \$1.72½ per bag.

**FEED** — The demand for cattle feed is active, but other lines are quiet at easy prices. We quote: Ontario bran, in bulk, \$16; shorts, \$17; mouillie, \$20 to \$24 per ton; Manitoba bran \$16 and shorts \$17.

**BALED HAY** — The English market has declined, but the local market keeps firm under a good demand from dealers for carlots. We quote: No. 1, \$11.50 to \$12;

Try **Clark's Tongue Lunch**

The style of the package recommends it, and the quality of the stock will satisfy everyone.

It's a Winner!

It Will Pay **MOLASSES**

you to get our quotations before buying

Barbados and Porto Rico.

We are the largest direct importers in New Brunswick.

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



**BOECKH'S**

Peacock Feather

**DUSTERS**

are the most attractive line on the market and are specially adapted for fine furniture, being exceptionally soft. They are equal to the Ostrich Duster and much lower in price.

**Boeckh Bros. & Company,**

80 York Street, TORONTO.



# New Japan Teas.

Consignment per first C.P.R. steamer—we look for a good season in these pure and unadulterated teas. The quality will be of the usual excellence with which the trade are fully acquainted. See our Samples before buying.

Wholesale Only.

S. H. Ewing & Sons, Montreal

No. 2, \$10.50 to \$11, and clover, \$9.50 to \$10 per ton in carlots on track.

**CHEESE AND BUTTER.**

**CHEESE**—The tone of the market seems firm, and prices evidently will not go as low as anticipated. Quebec cheese is offered in the city at 8 to 8½c., and Ontario white goods at 8½c. Western colored ranges from 8½ to 8¾c.

**BUTTER**—The firm feeling on this product is fully maintained and round lots have been purchased at 17¾ to 18c. For spot goods even more is wanted and fine creamery may be quoted at 18¼ to 18½c.

**LIQUORS.**

SCOTCH WHISKIES	
	Per case of quarts.
Roderick Dhu	\$9 50 less 3 p.c. 30 days
Usher's O.V.G. Special Reserve	9 75 " " "
Usher's G.O.H.	12 25 " " "
Gaelic, Old Smuggler	9 75 " " "
Greer's O.V.H.	6 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
W. Teaches & Sons—	
Highland Cream, qts., \$9 50 less 3 p.c. 30 days.	

**CANADIAN WHISKIES.**

	In barrels per gal.
Gooderham & Worts, 65 O. P.	\$4 50
Hiram Walker & Sons	4 50
J. P. Wiser & Son	4 49
J. E. Seagram	4 49
H. Corby	4 49

Gooderham & Worts, 50 O. P.	4 10
Hiram Walker & Sons	4 10
J. P. Wiser & Son	4 09
J. E. Seagram	4 09
H. Corby	4 09
Rye, Gooderham & Worts	2 20
" Hiram Walker & Sons	2 20
" J. P. Wiser & Son	2 19
" J. E. Seagram	2 19
" H. Corby	2 19
Imperial, Walker & Sons	2 00
Canadian Club, Walker & Sons	3 60
Less than one bbl. per gallon.	
65 O. P.	\$4 55
50 O. P.	4 15
Rye	2 25

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

CHAMPAGNE.	
	Per Case.
Comte de Castellane—	
Cuvee Reservee	{ Quarts..... \$12 50
Carte d'Or	{ Pints..... 13 50
Champagne Ve Amiot—	
Carte d'Or	16 00
" Blanche	13 00
" d'Argent	10 50
Pommery—	Quarts. Pints.
Sec and Extra Sec.	\$28 00 \$30 00
Mumm's—	
Extra Sec.	28 00 30 00
Moet & Chandon—	
White Seal	28 00 30 00
Brut Imperial	31 00 33 00
Perrier-Jouet—	
Fruit	28 00 30 00
Reserve Dry	28 00 30 00
GIN.	
Pollen Zoon—	Per Case.
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—	Per Gal.
Hogsheads	\$2 95
Quarter casks	3 00
Octaves	3 05
De Kuyper—	
Violet, 2 doz. cases	5 30
Green, " " "	6 00
Red, " " "	11 50
White, " " "	4 00
Terms, net 30 days. 1 per cent. off 10 days.	
In five-case lots, freight may be prepaid.	
Key Brand—	
Red cases	10 25
Green	4 85
Poney	2 60

Melcher's—	
Infantes (4 doz)	4 75
Picnic	7 75
Poney	2 60
Blue cases	4 75
Green	5 50
Red	10 25
Honeysuckle, small	7 90
" large	15 25

**MANITOBA MARKETS.**

WINNIPEG, May 13, 1901.

**O**WING to the Arbor Day holiday, the week has been a somewhat short one. Trade, however, is good in all lines. Merchants are beginning to receive lake and rail shipments. So far, no change in price has been made in any line on this account, but no doubt there will be in a few days. Country merchants who have held back orders for sugar and salt for lake rates are now sending them forward, and this has increased the activity of the wholesale houses. The volume of business is really surprising, considering the scarcity of money, for collections do not improve as the season advances.

**FLOUR**—There has been no change in this market. The drop of last week has continued, and, probably owing to the drop, the trade has been brisk all week. Quotations are as follows: Ogilvie's Hungarian patent, \$2 05; Glenora patent, \$1.90; Alberta, \$1.70; Manitoba, \$1.55; Imperial XXXX, \$1.20; Lake of the Woods Five Roses, \$2 05; red patent, \$1 90; Medora, \$1.45; XXXX, \$1.15.

**CEREALS**—There has been very little change all week and not much doing. There is an easier feeling in white beans, quotations being, choice hand-picked, \$2; prime mediums, \$1.90 to \$1 95; ordinary,

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



# For More Business

Talk quality and give it to your trade. High-grade goods may cost a little more, but they are so much more satisfactory to handle that it pays to keep them. Customers will complain of poor stuff, without consideration to price paid, but of high-class goods the most they can say is: "They were a little high, but the quality was such that I prefer to have them."

Nothing like Good Goods to win and keep Trade.

## The Condor Mustard

Made not only to sell, but to eat. The finest, the best and only absolutely pure mustard on the market.

¼-lb. Tins, 12 lb. in a box, at 35c. per lb.  
½-lb. Tins, " " 33c. "  
1-lb. Tins, " " 32½c. "

It is unequalled for strength and flavor.

## The Old Crow Mustard

A fine high-grade admixture, containing no injurious ingredients. By far the best at the price.

¼-lb. Tins, 12 lb. in a box, at 25c. per lb.  
½-lb. Tins, " " 23c. "  
1-lb. Tins, " " 22½c. "

Give them a trial. They are worth it.

## Madam Huot's Coffee

The gem of all coffees put up in tins. Pure and delicious.

1-lb. Tins at 31c. per tin.  
2-lb. Tins at 30c. per lb.

## Nectar Tea

The perfection of all blends of black teas in lead packets. Rich and fragrant.

Green Label at - - 20c.  
Chocolate at - - 26c.  
Blue Label at - - 38c.  
Maroon Label at - 45c.

## A Plum

Bought from a man rich enough to lose 3½c. per lb. to unload:

50 Half-Chests of a nice early June sun-dried Japan Tea, splendid leaf, choice liquor, at 17½c.

I have still to offer:

50 Chests Ceylon Black at 12½c.  
50 Chests Ceylon Black at 13½c.

These are old prices in spite of the advance.

If you say Ceylon Green, of course I have them. They are not yet the best in the world, but the best Ceylon Green at the price.

25 Half-Chests, 40 lb. net, at 15c.  
20 Half-Chests, 52 lb. net, at 20c.

➡➡➡ TERMS 3 PER CENT. 30 DAYS. ⚡⚡⚡

SPECIALTY--The best Teas, the finest Coffees, the purest Spices, wholesale.

# E. D. MARCEAU

279-285 St. Paul Street

 MONTREAL.



\$1.80 to \$1.85; rolled oats, \$1.80 per sack; granulated still scarce at \$2.35; split peas, \$2.30.

**CANNED GOODS**—The goods are offering more freely than at any time during the winter, and there is a tendency to lower prices for the balance of last season's stock. It is impossible to quote accurately, more especially in the matter of vegetables.

**SUGAR**—There is no change in the market price of this commodity. Jobbers declare that at the present time they do not know where they are at, as far as sugar is concerned, as on the Canadian side there is practically a reduction of 15c. on account of lake freight, while, on the other hand, the New York market shows an advance of 10c. per cwt.

**SYRUP**—All indications point to an advance in the price of this article, probably owing to the advance in corn.

**MAPLE SYRUP**—First-class quality of this syrup seems hard to obtain. There has been practically a famine on this market, but a car is due to arrive to-day or Tuesday. It is understood that it will show an advance over previous prices of about 5c. per gallon.

**PINEAPPLE**—There has been quite a glut of Singapore canned pine in this market, and full 2½ lb. tins are being sold for \$2.00 per doz.

**GREEN FRUITS**—This is a very active market at the present time and well supplied in all lines. Messina lemons are due to arrive early next week. Strawberries and tomatoes are lower. Quotations are as follows: Californian navel oranges, \$2.50; Californian lemons, \$4 to \$4.25; Messina lemons, \$4.50; bananas, \$2.75 to \$3; strawberries, 2-doz. box crates, \$5.50; cherries, for 10 lb. box, \$2.75; pineapples, per doz., \$3; Southern cabbage, 100 lb. crate, 4c. per lb.; Florida tomatoes, 4-basket crates, \$4; pieplant, per lb., 7c.; cucumbers, per doz., \$1.75; asparagus, per doz., 90c.

**CURED MEATS**—Market is very firm, with prices shading higher for breakfast bacon; other lines show signs of advance.

**BUTTER**—Creamery butter is now offering quite freely and quotations are 18c. factory, although it is known that 19c. is being paid to some creameries with a well-established reputation for quality. Dairy butter shows a distinct improvement in quality and is in very active demand. The best grades of dairy are worth 15 to 17c., Winnipeg.

**CHEESE**—There is no new cheese offering, but the first made is expected to be ready for the market about June 10. Old cheese is quoted at 10c. per lb.

**EGGS**—Large supplies are being received and prices are steady at 10½c., Winnipeg.

#### MARKET NOTES.

It is reported from Brandon that The British Columbia Sugar Refinery will make that town their chief distributing point for Manitoba and the West and are proceeding to erect a large warehouse there for that purpose.

Among representatives of eastern houses in town for a few days are Mr. Roberts, representing Edwardsburg Starch Co., who is visiting the Winnipeg retail trade in the interests of the wholesalers; Mr. Leslie, representing Cowan's chocolates, and Mr. C. H. Baird, for The Christie, Brown Co., Limited, Toronto and also Robertson Bros.

### NEW BRUNSWICK MARKETS.

OFFICE OF THE CANADIAN GROCER.

St. John, N.B., May 13, 1901.

**T**HE week has been quite an active one. There has been no particular change in the markets. Seasonable lines in many cases are rather lower. Oatmeal is rather firmer. Fresh fish is scarce. The arrival of Porto Rico molasses was the feature of particular interest. St. John has been much interested in the visit of ex-Mayor Robertson to England re the building of a dry dock here. After about a year's absence Mr. Robertson is home, and, while in some ways the trip was disappointing, he feels St. John will have a dry dock. The fluctuation in stocks during the past week did not much affect St. John. We here, however, have been caught in the general loss which has followed the decline in mining stocks, though two or three of the mines have made some money for the holders and continue good stock.

**OIL**—In burning oil prices are unchanged. The business is small at this season, that is, compared with the winter. In paint oils values are rather higher and firm. Buyers had been rather "offish" owing to the decline, and so failed to get the full advantage of the market. In lubricating oils values are rather lower, so that while the volume of business is quite large buyers buy lightly.

**SALT**—In Liverpool coarse salt there is still a good stock held. Prices are firm. Buyers were not able to place as much ex-steamers this season as usual. In fine, there is a steady demand for Canadian. In box salt, some dealers have not made the full advance, having stock bought ahead. The higher price will affect the sale, tending to increase the demand for the small bags in bbls. We quote as follows: Liverpool coarse, 50 to 55c.; English factory filled, 90c. to \$1; Canadian fine, \$1 per bag; cheese and butter salt, bulk, \$2.10 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**—Market is dull. Sales for the season are not large. In vegetables, peas are easy and tomatoes are the same. Of the latter there were quite a quantity bought below the association price last fall, but there seems a break west in peas. Corn is quite firm. In meats stocks are being freely received. The market is firm, showing quite an advance since goods were bought. Fruits are but a fair sale. Prices are firm. Blueberries are in limited supply. In fish, prices are firm. Some new salmon are being quoted, but the season is too early for business.

**GREEN FRUIT**—Prices are quite low. Some of our fruit men were in Montreal at the big auction. Much of the fruit offered was soft. Still some nice stock has been received and prices are low. In lemons our buyers find they are better served through the American cities. One car of fruit came here for auction. In Valentias, the price is quite firm. Californians have but a limited sale. In lemons the price is still very low. There is a steady sale. Pines have only a fair sale. Bananas sell very largely. In apples the sale is to outside points, good stock bringing a fair price. In strawberries prices are lower, but the sale is still small. Rhubarb is lower and sells quite freely.

**DRIED FRUITS**—Everything is dull. Some few Californian prunes continue to sell. Prices are low. Some few of the special seeded at the low price have been

received via New York, but dealers bought very lightly as the season has been backward and some old stocks are still on hand. In dates package goods have some sale. Prices are low. Evaporated apples are low, but market seems quite firm. There is a light sale. Dried are dull. Quite a few are held. Prices are low. Egyptian onions are firm and there is a steady sale. A few Bermuda onions were received by the last West India steamer. Peanuts are quoted rather higher.

**DAIRY PRODUCE**—Eggs have been somewhat scarce during the week. Prices, while low, are still well maintained. In butter, new is coming to hand quite freely, and prices are rather easier. There is a fair sale. Western is freely offered. In cheese, a few new are here. Prices are rather easier.

**SUGAR**—There is a large sale at firm figures. No change is reported during the week. There is quite a little American granulated here. Foreign granulated is freely offered. Local yellows hold the market. English yellows have not been offered for a few weeks.

**MOLASSES**—This continues a matter of much interest. Porto Rico is the chief factor. Low prices are being quoted. Sale rather than profit seems to be the object. In Barbadoes, two cargoes are due. It is thought they will be shipped west.

**FRESH FISH**—In gaspereaux, which are the chief factor, during the past week very few were caught, and dealers could not begin to fill orders. The big demand is from Nova Scotia for bait. Very few shad are yet seen. A few salmon continue to be offered. The price is high. Halibut is quite plentiful, and the quality is fine. In dry fish arrivals of new are small. Dry cod are firm. Pollock has a light sale. Smoked herring is still high, and little is doing. The stock is light. The same is true of pickled herring. Finnan haddies have a light sale. We quote: Large and medium dry cod, \$3.75 to \$4; small, \$1.50 to \$2.75; haddies, 5 to 5 1/2c.; smoked herring, 12 to 13c.; fresh haddock and cod, 2 1/2c.; boneless fish, 4 to 5c.; pollock, \$1.60 to \$1.75 per 100 lb.; pickled herring, \$2.25 to \$2.35 per half bbl.; Canso herring, 85 per bbl.; \$2.75 halves; Shelburne, \$1.50 per bbl.; \$2.25 halves; gaspereaux, 75c. per 100 lb.; halibut, 10c.

**FLOUR, FEED AND MEAL**—In flour, sales are fair. Manitoba at the lower price moves freely. Oatmeal is firmer, some millers showing quite an advance. It has been low compared with oats, which have been quite firm. Cornmeal is firm at the advance of last week, but shows no further change. Beans are easier and trade is light. Blue peas are scarce. In hay, prices are higher. Shipments to Africa continue large. Seeds have sold quite freely, dealers being anxious not to carry any over. We quote as follows: Manitoba flour, \$1.75 to \$1.90; best Ontario, \$3.90 to \$4; medium, \$3.65 to \$3.80; oatmeal, \$3.75 to \$3.80; cornmeal, \$2.40 to \$2.50; middlings, \$2.2 to \$2.3; oats, 10 to 12c.; H. P. beans, \$1.65 to \$1.70; primes, \$1.50 to \$1.60; yellow eye beans, \$2.40 to \$2.60; split peas, \$1.10 to \$1.15; barley, \$3.90 to \$4; hay, \$12 to \$11; Canadian timothy seed, \$2.80 to \$3; American timothy seed, \$2.40 to \$2.70; red clover, 11 to 13c.; alsike clover, 13 to 15c.; mammoth clover, 13 to 16c.

#### TRADE NOTES.

Gilbert Bent & Sons offered the first new cheese of the season this week.

E. A. Goodwin and W. Estabrooks, from St. John, attended the big fruit auction in Montreal.

A. F. Randolph & Sons are landing a cargo of Porto Rico molasses, which is being transhipped to Fredericton.











# IT IS A SELF-EVIDENT FACT

that it depends largely upon the quality of the teas you handle to achieve the full measure of profit and success in this department of your business. The convincing accumulation of facts in favor of

# JAPAN TEAS

should leave no doubt in your mind that to appeal to the tastes of the public it is essential that you should give them particular attention and see that your stock is well supplied.



JAPAN CENTRAL TEA TRADERS'  
ASSOCIATION.

Trafalgar Chambers, Sun Life Building  
Annex.  
Tel. Plain 4142. MONTREAL, CANADA.

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## TRADE IN COUNTRIES OTHER THAN OUR OWN.

**A** FAVORABLE feature for the sugar syrup market was the high prices ruling for glucose, they being on a relatively higher basis than syrup; consequently the home trade is expected to be a better buyer of sugar syrup to the detriment of corn syrup.

### THE PRUNE SITUATION.

"The peculiar situation in prunes makes all kinds of quotations," says The Trade Journal. "The price put out by the latter is on a 3-cent basis for Santa Claras, but packers and others who bought on the 2-cent basis for all localities are selling at from a 2 to 2 1/2 cent basis. Until these are out of the way it will be futile to attempt to advance prices. The crop this year will be fully 20 per cent. less than was that of 1900."

### CALIFORNIAN FRUIT OUTLOOK.

On the situation in canned fruits Coast advices have the following: "Fruit crop prospects are being canvassed by canners. They maintain the opinion that while the crop will not come up to early estimates yet it will be larger of each variety than is contended by orchardists. The frost on Friday of last week was quite severe in many localities and did further damage, but rains the current week have proven of great benefit and will aid materially in bringing out larger fruits. It improves the crop by fully 25 per cent."

### CANNED GOODS IN ENGLAND.

The warm weather is having a good effect on this market, a better demand being noticeable from all parts of the country. The imposition of a duty on sugar has also caused considerable excitement in canned fruits, especially when it was first rumored that a tin of fruit would have to pay as much duty as if it was all sugar. This would have been very detrimental to the trade, and although the question at the moment is not practically settled, it is believed that the duty will only be charged on the added sugar, and not on the total contents of the tin. There has been a much larger trade done also in pines than for some weeks past, and the market is practically cleared in some of the sizes. Prices are now so low that some of the canners have decided to cease packing until there is some sign of improvement in prices, as the present quotations are unremunerative. Tomatoes continue very cheap, but the trade doing is only nominal. There is a better request for salmon, and the urgent inquiries from the retailers for the delivery of their forward purchases prove that stocks in grocers' hands are exceptionally light. Produce Markets' Review, April 27.

### BRITISH TEA TRADE FOR A MONTH.

In their review of the British tea trade for April, Harrison & Crossfield say: "Indian.—The offerings in public sale have not been excessive, and the quality has on the whole been fairly satisfactory. As usual at this period of the season there has been a large proportion of autumnal teas with more or less stalky appearance. There have been occasional fine invoices from Assam and Doars; but Darjeelings have not been plentiful, and the quality of those offered in sale has not been quite so attractive as could be desired. Finest tippy teas of all descriptions are getting scarce, and will be difficult to buy during the next two or

three months, as most of the teas now brought to sale are common to medium. Lowest grades have gone slightly firmer, whilst medium after having been very firm during the greater part of the month were distinctly weaker at the close. It is estimated that about three million pounds more Indian tea had passed through the public sales on 30th ult. for this season than at the same date last year. Our Calcutta house advises us that complaints are general in the producing districts, of scarcity of rain, consequently it is expected that the season will be later than usual.

"Ceylon.—The market was interrupted by the Easter holidays during the first fortnight of April; but on the resumption of business there was a fairly active market, helped no doubt by the prospect of smaller shipments from Colombo to London. Since the budget statement was made, however, the interest of buyers seems somewhat to have quieted down, and under the pressure of the accumulated supplies of the holiday period which were placed on the market, a less active demand has existed in the sales. The quality keeps satisfactory; and as arrivals of Indian teas contract through the closing of the season, buyers will be more thrown for their supplies upon Ceylon, which, now that finer plucking seems in a fair way of being generally adopted, appears likely to offer a good selection of all useful grades."

### GUELPH CLERKS ORGANIZE.

The Guelph, Ont., Retail Clerks and Salesmen's Association met at the Wellington Hotel, Guelph, on Thursday of last week to complete organization. The following officers were elected:

Honorary Presidents—W. A. Knowles, R. J. Stewart, Hugh Macdonald, Gilbert Jackson, Wm. Lillie, Josiah Gould.

President—A. H. Wallace.  
1st Vice-President—John Lundy.  
2nd " — Jos. Clark.  
Secretary—R. A. McGillivray.  
Treasurer—Jas. Benson.

Executive Committee—Fred McPherson, Jos. Foitz, Chas. Groom, F. Kieckley, Wm. Hood, Geo. McLeod, R. H. McLeod, Evan Macdonald, H. Cull, R. Milar, Ed. Sloan, Alex. Shields, Jas. Ryan, Alex. Henderson, Robt. Dowler and Wm. Raddington.

### MATCH FACTORY BURNED.

The plant of The Walkerville Match Co. was totally destroyed by fire on Tuesday morning. It is believed that an explosion of natural gas was responsible for the conflagration. Fifteen minutes from the time the first alarm was turned in the entire plant was practically destroyed.

President Anderson, of the match company, believes the loss will not exceed \$115,000. There was only \$75,000 insurance on the plant, although a policy for \$25,000 more had been applied for. The work of rebuilding will be commenced shortly.

### TORONTO GROCERY CLERKS' PICNIC.

The annual picnic of the Toronto Grocery Clerks' Association, which is to be held at Island Park, Toronto, on Victoria Day, May 24, is likely to be a rousing affair. They have been given nearly \$100 in presents for their sports, which will include a baseball match and a full programme of athletic contests.

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

**EGGS, BUTTER, CHEESE,  
ETC. CONSIGNMENTS  
SOLICITED.**

Write us when you have Eggs and  
Butter to offer. Cases supplied.

The J. A. McLean Produce Co., Limited,  
77 Colborne St., TORONTO.

## FELS-NAPTHA

The most luxurious laundry soap,  
and the most economical.

It is a seller. Your customers  
will ask for more. It saves time,  
money, labor.

The Naptha does it.

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

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

**"Montrose"**

Tomatoes, Peas and Vegetables.

SOLD ON THEIR MERITS.

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

**Cream of Wheat**  
THE BREAKFAST DAINTY.

Wins you the best trade, because it is  
the best goods, and  
Makes you the most money, because it  
gives you the best profit.

THROUGH ANY WHOLESALE.

E. A. SHOEBOOTHAM,  
Commission Agent, LONDON, ONT.  
NOTE.—Canadian agencies solicited.

**COWAN'S**

Hygienic Cocoa

Royal Navy Chocolate

AND

Famous Blend Coffee

are the favorites with all grocers.

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



## THE FRUIT SALES.

ON the afternoon of May 8 the offices of the Montreal Fruit Auction Co. were crowded with fruit buyers from all over Canada and the United States.

The fruit on sale was the combined cargoes of the steamships Jacona and Bellona, from the Mediterranean.

The number of boxes and half-boxes of lemons and oranges amounted to 97,000, over 30,000 more than has ever been offered at any auction sale before. The 97,000 boxes and half-boxes are, as before stated, made up of the combined cargoes of the steamships Jacona and Bellona, the fruit being consigned to Messrs. Hart & Tuckwell. The Jacona's cargo consisted of 42,000 boxes of Messina lemons, 750 boxes of Catania lemons, 6,000 boxes of Messina oranges, 6,800 half-boxes of Messina oranges, and 9,100 half-boxes of Catania oranges. The Bellona's cargo included 23,200 boxes of Messina lemons, 1,000 boxes of Sorrento lemons, 2,100 boxes of Messina oranges, 2,300 half-boxes of Messina oranges, 14,000 boxes of Sorrento oranges, and 8,500 half-boxes of Sorrento oranges.

The sale commenced at 1 o'clock and continued until 7.30, when 75,000 packages had been disposed of. All of the Jacona's

cargo was sold and the Sorrento lemons of the Bellona's cargo.

The heaviest buyers on Wednesday were the New York brokers, and Hart & Tuckwell, of Montreal. The other Canadian buyers bought light. Mr. Walter M. Kearns was the auctioneer.

The lemons were in demand and brought good prices, but the oranges went low. Lemons sold at \$1.25 to \$1.50 for good, \$1.50 to \$2 for choice, \$2.25 to \$2.70 for fancy; Sorrento lemons, \$1.35 to \$3.20; Messina lemons, \$1.25 to \$4.50. The prices for oranges ruled very low and were not up to expectations.

The following were among the outside buyers who attended the sale: Charles H. Parsons, Emil Zucca, of Zucca & Co.; V. L. Zorn, of Schott & Franke; John Donovan, of H. B. Stanley & Co.; E. Andrews, jr.; R. A. Tucker, Vincent, Lamia, S. Saitla and R. Dixon, all of New York City; Simons, Amsdon & Co., and E. S. Snow, of Boston; G. W. Sherman, D. E. Ryan and E. P. Stacey, of Minneapolis; J. Leverone & Co., of Cincinnati; J. Frank O'Neill, of Sprague, Warren & Co., Chicago; A. L. Goodwin and E. P. Esterbrook, St. John, N.B.; R. Barden, A. Legare, G. Beauchamp, L. Beauchamp and J. Simard, of Quebec; C. E. Plain, W. Borthwick, Ottawa; Leonard Nicolo and J. R. Dutton, Peterboro'; J. J. Philip, Port Hope; George

McWilliam, Frank Everest, M. Clemes, H. Dawson, —. White, E. J. Kimpton, H. J. Ash, George Husband and T. Wolf, of The T. Eaton Co., all of Toronto; Geo. Walker, Guelph; Dickson Bros., Hamilton; Ryerson Bros., Brantford; J. F. Wood, Sarnia; A. C. McPherson, C. E. Mountjoy, G. G. Steele, London; —. Wall, Windsor.

The auction sale was continued on Thursday afternoon. The auctioneer, Mr. Walter M. Kearns, sold 18,000 boxes of oranges, and the prices ruled exceedingly low. They went from \$1.35 to \$3 per box, or an average of \$1.75 per box. This time last year the same fruit went from \$2.25 to \$3.50, an average of \$2.85 per box.

Another big fruit sale took place on Wednesday, May 15 when 32,000 boxes of lemons and 16,000 packages of oranges were disposed of. Better prices were realized for the oranges, there being an advance of from 15 to 20 per cent. over previous sales. The prices realized for the lemons were lower, there being a decline of about 15 per cent. on the previous sales. Sorrento oranges, 300 size, sold at \$1.90 to \$2.15 per box; 200 size, \$1.65 to \$1.90, and half-boxes, \$1.10 to \$1.30. Messina oranges brought \$1.70 to \$2.50 per box; Messina ovals, \$1.15 to \$1.70 per half-box, and bloods, \$1.20 to \$1.40 per half-box. Lemons—Fancy sold at \$2.25 to \$2.65, and first choice, \$1.75 to \$2.15 per box.

## 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.

ARE YOU ABOUT BUYING A GROCERY BUSINESS? Have W. T. Robson's opinion as to its value. It won't cost much, and it may save you considerable. Do you want to sell your business? Write W. T. Robson. He knows good men wanting to buy. Do you want a partner? Write W. T. Robson. No publicity. State clearly what you have to offer. Address, W. T. Robson, practical valuator, care THE CANADIAN GROCER, Toronto. (1f)

MANUFACTURER requires traveller, well acquainted with trade, Toronto to Winnipeg. One who can take my goods as a side line preferred. Applications can only be considered when accompanied by first-class references. Box 51, CANADIAN GROCER Toronto. (2f)

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

## BRANTFORD SOAP WORKS FOR SALE BY PUBLIC AUCTION.

THE EXTENSIVE PROPERTY, BUILDINGS, grounds and machinery will be sold on the premises, Jarvis St., in the City of Brantford, Ontario, Canada, on Wednesday, the 12th June, at 2.30 o'clock in the afternoon. The factory is in good running order and will be sold as a going concern, and offers a rare opportunity to any person or company who wishes to engage in the soap or other manufacturing business.

Full details as to extent of buildings and grounds, plant and machinery, will be furnished on application to the undersigned.

The purchaser of the property will be afforded the first privilege of securing the valuable trade marks and brands belonging to the company.

Remember date of sale, Wednesday, 12th of June, at 2.30 p.m., on the premises.

(2c)

S. G. READ,  
AuctioneerShredded Whole  
Wheat BiscuitFor sale by all  
Wholesale Grocers.

J. HEWITT, Agent

61 Front St. E., TORONTO.

## PARAFFINE WAX

In "One Pound Cakes" for

## HOUSEHOLD USE

Washing Clothes, Ironing, Sealing Canned Fruit, etc.

QUEEN CITY OIL COMPANY, Limited, TORONTO, ONT.  
SAMUEL ROGERS, President.

**PERFECT SWEET PICKLES** are those  
put up by

The Williams Bros. Co., **DETROIT**

SOME OTHER SPECIALTIES—

Waldorf Relish.  
Waldorf Catsup.  
Waldorf Baked Beans.

**They always please.**

Your Jobber sells them.

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



## THE PROVISION TRADE.

The Markets—Roast Beef in Cans—Miscellaneous Notes.

### ROAST BEEF IN CANS.

THE meat for canning purposes is chilled in the usual manner, care being observed that the animal heat has been entirely eliminated. The meat is then boned from the carcass and for roast beef may be taken the plates and chucks mixed as desired. A good proportion to use is one quarter chuck meat to three quarter plate. The meat is shrunk or blanched in boiling water for 20 minutes when it is removed from the blanching tubs, trimmed and cut in pieces suitable for the size of the can into which it is to be stuffed. Shrinking meat for canning is an important operation as too long a time immersion results in a very large shrinkage and consequent loss.

The 2-lb. cans are stuffed by machine with 2 lb. of meat and 1 oz. of brown jelly, after which they are capped as usual, the centre vent being left open. The cans are now put into the retort on the iron trays and processed in dry steam for 1½ hours at 3½ lb. pressure. The cans, after this period, are withdrawn from the retort, and the centre vents quickly closed by solder. They are then returned to the retort and boiled off for 1¾ hours at 9 lb. pressure. The cans are then removed from the retort and run to the shower-room where they are showered until cool, after which the cans are sent through the washing machine, subsequently being sent to be labeled and packed.

In exhausting the retort after the first processing, when the vents of the can are open, care must be taken to blow off the retort slowly in order to avoid having light cans.

One-pound cans of roast beef are processed for 1 hour, 20 minutes at 3½ lb. pressure and boiled off for 1½ hours at 9 lb. pressure. Six-pound cans are processed for 2 hours, 15 minutes at 3½ lb. pressure and boiled off 2½ hours at 9 lb. pressure.

Note.—In processing canned goods with open vents the exhaust of the retort must always be kept closed or the result will be light weight cans.—National Provisioner.

### MONTREAL PROVISION MARKET.

The market for the week has been steady, with the exception of Cottolene, which has advanced ¼c. per lb. We quote: Heavy Canadian short cut mess pork, \$20 to \$21; selected heavy short cut mess pork, boneless, \$21 to \$22; family short cut back pork, \$20

to \$21; heavy short cut clear pork, \$19.50 to \$21; hams, 13c.; bacon, 14c.; lard, pure Canadian, \$2.20 to \$2.60 per pail; refined lard compound (Fairbank's), \$1.86 for 1 to 24 pails; \$1.84 for 25 to 49 pails; \$1.82 for 50 pails and over; Snow White and Globe compound, \$1.65 per pail; Cottolene, 9¼c. per lb. in tierces, and 10¼c. in 20-lb. pails and 10c. in 50 lb. boxes, for Quebec.

### ST. JOHN, N.B. PROVISION MARKET.

There is little doing. Prices keep firm. Barreled meats are slow sellers. Some Ontario packed beef has been sold. Lard is still high, and offered by but few packers.

### THE PROVISION MARKET IN TORONTO.

"It well that the trade does not have to depend on the export packers for their provisions," said a jobber this week. "The competition among jobbers is so great that they are giving the stiffest possible figure for their supplies—the live hog. They are now paying \$7.25 on the market. The winter packers, however, have fairly good stocks on hand, and have not advanced the price of provisions for local sale materially. In fact, hogs would have to be bought at a \$6 basis to sell at present figures."

"What is the cause of the advance in the cost of live hogs?" asked THE CANADIAN GROCER.

"Competition among packers for supplies, a high basis of prices in Great Britain and a shortage of hogs. Why, buyers keep the country so cleaned up that instead of their being too many big, fat hogs, as was the case in past years, the tendency now seems to be to hurry the hogs to market even before they are of a proper weight."

### HIS BUSINESS DEBUT.

Mr. Emile Chaput, the youngest son of Mr. Chas. Chaput, and brother of Mr. Armand Chaput, of L. Chaput, Fils & Cie, has lately returned from Poughkeepsie, and has entered his father's wholesale grocery business in Montreal.

This young gentleman bids fair to prove himself a decided acquisition to the grocery trade of the Dominion. He has obtained a thorough classical training at St. Mary's College, Montreal, where he graduated a year ago, and has since that time pursued a commercial course at Poughkeepsie. He has now entered his father's establishment

with the determination of working from the bottom to the top of the ladder, becoming acquainted with the simplest as well as the most difficult problems of the trade.

He is to be congratulated upon the judicious preparations he has made for a commercial career, which it is to be hoped will be as successful as that of his father and grandfather, who have made the firm of L. Chaput, Fils & Cie favorably known to the trade throughout the Dominion.

### OLIVE OIL IN SPAIN.

United States Consul Hughes sends from Coburg the following translation of an article in *Nachrichten fur Handel und Industrie*, Berlin:

"Olives are cultivated in 33 Provinces of Spain, the most extensive groves being in Jaen, Cordoba, and Seville. The total number of hectares under cultivation is 1,153,827 (2,851,106 acres), of which 71,650 hectares are irrigated. The average yearly production amounts to 2,976,384 hectoliters (8 452.930 bushels), valued at 195,427,017 pesetas (\$30,095,760). The following table shows the Provinces principally engaged in cultivating olives, and the average yield and value of the crop in each:

Province—	Production— Hectoliters.	Value— Pesetas.	Value— Dollars.
Jaen .....	583,737	37,912,067	\$5,838,458
Cordoba .....	586,796	36,973,232	5,693,878
Seville .....	433,169	27,692,741	4,264,682
Tarragona .....	157,403	10,959,617	1,687,781
Lerida .....	160,286	10,458,395	1,610,593

"In 1899, the total harvest yielded 7,625,050 double centners, from which 7,337,674 hectoliters (193,614,593 gallons) of olive oil were produced."

### THEY DON'T MOVE OFTEN.

James L. Gordon & Co., brokers and selling agents for the St. Lawrence Sugar Refinery, Montreal, have moved from the corner of St. Sacramento and St. Nicholas streets to the new C.P.R. Telegraph offices, where they have taken up pleasant quarters. The offices of the St. Lawrence Sugar Co. have also been moved simultaneously. Mr. Gordon has been in these offices for 23 years.

### OLIVES IN WINNIPEG.

The Winnipeg correspondent of THE CANADIAN GROCER, writes:

"For a long time olives had only a very limited sale to what is termed the best trade here. Now, however, there is a very marked increase in the demand, with the result that olives of every known variety and form of packing are arriving on this market. If the increased use of olives shows a growth in refinement of taste then Winnipeg must be progressing by leaps and bounds."



REGISTERED  
*Bow Park*  
BRANDS

# Sweet Pickles

PLEASE THE CONSUMER.

Do you sell them?

Ask your wholesale, or write direct for quotations.

Prepared by . . .

**Shuttleworth & Harris,**  
BRANTFORD, CANADA.

# BREAKFAST BACON.

REGISTERED  
*Bow Park*  
BRAND  
**BACON**

is pleasing more people every day and hundreds of people will have no other. If you want to sell a delicious bacon that will satisfy your customers, write us at once for a price list.

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

# SHORT ROLLS.

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

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

**F. W. FEARMAN CO.**

Limited

Pork Packers and Lard Refiners,

HAMILTON, ONT.

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



GUARANTEED CHOICE AND PURE.

**GOLD MEDAL, PARIS 1900.**

Please order goods through your wholesale house.



**BUSINESS CHANGES.****DIFFICULTIES, ASSIGNMENTS, COMPROMISES.**

**P**ORRIER, Dorion & Co., general merchants, Shediac, N.B., are offering 65 cents on the dollar. Their liabilities are estimated at about \$19,000; their assets at \$16,000.

Dion & Frères, grocers, Quebec, are offering 35 cents on the dollar.

D. John, general merchant, Sacré-Coeur de Marie, Que., has assigned.

A compromise has been effected by F. X. Gagnon & Co., grocers, Quebec.

V. Leblanc & Co., general merchants, Hull, Que., are asking an extension.

J. D. Turner, fish and oyster dealer, St. John, N.B., is offering to compromise.

J. L. Gallagher, general merchant, Frankville, Ont., has assigned to A. E. Baker.

W. G. Armour, general merchant, Myrtle Station, Ont., has assigned to J. F. Paxton.

Morrow Bros., general merchants, Portage la Prairie, Man., have assigned to C. H. Newton.

C. Lindsay, general merchant, Roberval, Que., has suspended and is offering 40c. on the dollar.

Auguste Primeau, grocer, St. Valier, Que., has assigned, and is offering 25c. on the dollar.

Lefèvre & Taschereau, Quebec, are preparing a statement for the creditors of Lafontaine & Lavoie, general merchants, St. Cyrille de Wendover, Que.

**PARTNERSHIPS FORMED AND DISSOLVED.**

H. Scott & Co., grocers, Winnipeg, have dissolved.

Hugh McSween, grocer, Leamington, Ont., has admitted C. Russell.

Bentley & Ellis, corn millers, Wolfville, N.S., are about dissolving.

Hooper & Fowler, produce dealers, St. John, N.B., have dissolved.

Gottard & Desmarias, grocers, Hull, Que., have dissolved. S. Desmarias continues.

Mills, McKenzie & Ross have formed partnership, and have bought out J. C. Mills, general merchant, Sydney, N.S.

**SALES MADE AND PENDING.**

Donald C. Grant, grocer, Halifax, N.S., has sold out.

Mrs. Patrick Gillen, grocer, Woodstock, N.B., is selling out.

The stock of F. Dutrizac & Co., grocers, Montreal, has been sold.

The stock of Leon Daignault, grocer, Montreal, has been sold.

Joseph Shields, grocer, Toronto, is advertising his business for sale.

The business of A. E. Crossett, grocer, Nelson, B.C., is advertised for sale.

The business of J. J. Wallace, confectioner, London, Ont., is advertised for sale.

Stein Bros., grocers and bakers, Sandon, B.C., are advertising their business for sale.

Morris & Co., grocers, Hamilton, Ont., are advertising their stock for sale by auction.

The business of J. Mills & Son, general merchants, Granville Ferry, N.S., is advertised for sale.

The general store stock of the estate of H. Roberts & Co., general merchants, Strathclair Station, Man., is advertised for sale by auction on the 15th inst.

**CHANGES.**

B. R. Woods, cigar manufacturer, Ottawa, is giving up business.

A. D. McCallum, baker, Belmont, Ont., has sold out to B. McMurray.

Snider & Sanders, grocers, Meaford, Ont., have sold out to E. S. Smith.

W. A. O'Dell, grocer, Stanbridge East, Que., has sold out to S. Hope.

Thos. Watchorn, grocer, Halifax, N.S., has sold out to Mrs. P. Boyle.

F. C. Boles, general merchant, Beaverton, B.C., is removing to Carmi, B.C.

J. E. Proctor, grocer, Leamington, Ont., has sold out to L. S. Morse & Co.

A. M. Ballak, general merchant, Port Alma, Ont., is removing to Merlin.

Joseph Moynour & Co., produce dealers, Ottawa, have retired from business.

W. A. Hayward, general merchant, Coldstream, N.B., has closed his business.

J. Millard, cigar dealer, etc., Eholt, B.C., has sold out to Hummel & McFavish.

R. M. Spencer, fruiterer, etc., Vancouver, B.C., has been succeeded by H. P. Stuart.

O. R. G. Stinson, grain dealer, Rodney, Ont., has been succeeded by D. Patterson.

C. W. McLeod & Co., general merchants, Springhill, N.S., have sold out to H. S. Ferris.

Rendell & Co., general merchants, Greenwood, B.C., are opening a branch at Rendell.

H. G. Nivin has registered under the style of Wm. Nivin & Son, produce dealers, Montreal.

P. McCaughan, general merchant, etc., St. Francois Xavier, Man., has sold out his cheese factory.

Henri Brosseau has registered under the style of Chas. Brosseau & Co., grocers, etc., St. Johns, Que.

Zotique Duchesneau has registered under the style of J. Lévêlle & Cie, tea and coffee dealers, Montreal.

Kirkpatrick & Wilson, grocers, etc., Nelson, B.C., have been succeeded by McPherson & McCannion.

Abel Turcotte, tea and coffee dealer, Quebec, has given up his retail business and started as a wholesale dealer.

Mrs. Joseph Brodeur has registered as proprietress of Joseph Brodeur & Co., general merchants, St. Hyacinthe, Que.

G. B. McDermot & Co., general merchants, Golden, B.C., have been succeeded by The Golden & East Kootenay Trading Co., Limited.

**FIRES.**

M. Van Buskirk, grocer, London, Ont., is partially burned out.

Mrs. W. Criger, confectioner, Waterford, Ont., has suffered loss by fire.

The stock, etc., of W. H. Wooding, grocer, etc., Ottawa, has been damaged by fire and water.

The stock of H. A. Brouse, wholesale fruiterer, Ottawa, has been damaged by fire and water; insured.

**DEATHS.**

James E. Sprague, general merchant, Regina, N.W.T., is dead.

Joseph Lafontaine, of Lafontaine & Lavoie, general merchants, St. Cyrille de Wendover, Que., is dead.

**POTATOES and OATS  
IN CAR LOTS.**

If open to buy or sell, wire

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

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

**LABELS**

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

LEVY & CO., 19 Leader Lane, TORONTO.

**HAPPY HOMES**

By using

The only Washing Compound

**VICTORINE**

Ask other Grocers.  
Hear what they say.  
Something long wanted.  
Send for sample.

**VICTORINE (Incorp.)**

MONTREAL.

**PUMPKIN FLOUR**

WHOLESALE + 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.

**Silver Dust Soap  
Powder**

(Made in Canada)

**PROFIT**

Gives More **QUANTITY** Than Any Other

**SATISFACTION****SILVER DUST MFG. CO.,**

HAMILTON.



**RUSSIAN BUTTER IN ENGLAND.**

No less than 210,000 cwt. of butter, worth nearly one million pounds sterling, was imported into England last year direct from Siberia and North Russia, excluding the large amount that came by way of Hamburg and Copenhagen.

Here is a fact for the British farmer to think over as he jogs to market or pays his money for "three of brandy hot" after the day's dealing is over.

Danish butter the farmer knows; its import now runs to eight times the figures given above. But Russian butter is a new idea; and it is here to stay.

In 1896 the import was 152,000 cwt. In four years the figures have grown 30 per cent. Are there many English farmers whose butter production has increased 30 per cent. in the last four years?

"But," says the British buttermaker, "Russian butter is not up to the standard. There is a case of adulteration now pending in a London police-court. Russian butter will never compete with honest English butter."

The argument is a false one. This pending case, which has greatly excited the dealers, illustrates better than anything else the determination of Russia to get a market and establish the high reputation of its produce at any cost.

When the case—in which it was alleged that certain Russian butter imported by way of Denmark was adulterated—first came on for hearing an adjournment was secured by the Russian financial agent in this country in order that the best expert evidence might be brought from Russia to bear on the question.

**M. KOLON TAR ARRIVES.**

"M. Kolontar, an analytical chemist of high reputation, is now on his way to England," said M. de Tatistcheff to an Express representative. "We expect that he will prove that your English analysts are wrong. Their figures may be right but their deductions are not in accord with those of the best Continental chemists. Their standards are too high, and the butter in question is good butter."

"Butter adulteration," he continued, "is very scarce in Russia; the manufacture of margarine is greatly restricted by law, and punishment for adulteration very severe. It is a pity that this case should come just as our trade in produce with England was so much on the increase; but it will not prove a very serious matter to us."

"Do you expect the produce trade greatly to increase?" asked The Express representative.

"It ought to increase very much," said M. de Tatistcheff. "The Government is encouraging it by constructing special trains with refrigerator cars for the Siberian Railway, and a new private line of steamers with proper accommodation has just been started to run to England from Riga and Baltic ports. Most of the produce comes from the Provinces of Tobolsk and Tomsk, in West Siberia, where the Government sent some years ago Danish instructors for the purpose of establishing this trade; but much may come from Central Russia."

"An English firm is starting this year a dairy in Twer Province, Central Russia, and no doubt much capital will be employed. But your dealers are lazy—they do not send agents to Russia as the Danes and Germans do, and thus much Russian butter comes into this country baptized as Danish or German. Russian butter may hurt your English farmer, but it will not hurt you. The interests of the consumer and producer are one."—Express, London.

**EPPS'S**

**GRATEFUL.  
COMFORTING.**

IN ¼-LB. LABELLED TINS. 14-LB. BOXES.

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

THE MOST  
NUTRITIOUS.

**COCOA**

**War Tin Tea**

Packed by

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

London,  
England.

The most attractive package  
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Design registered for the  
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On seeing it, your customers  
are sure to buy it.

Full information, prices, etc.,  
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## METHOD OF DEALING WITH SLOW ACCOUNTS.

THE following, which appeared in a recent issue of *Ironmonger*, London, may prove of interest to our readers:

Bad debts cannot be avoided altogether, but to make them as few as possible should be the aim of every firm. No single system will suit all businesses, but, after trying many, the writer some years ago adopted one which has proved very successful, reducing losses from 5s. to about 2s. per £100 of turnover, a difference which is of considerable importance in a large concern.

In the writer's firm the value of the sales is about £20,000 yearly to ironmongers, colliery and quarry owners, and contractors, large and small. The business is both wholesale and retail; the accounts number about 1,000, varying in amount from a few shillings to hundreds of pounds; the credit allowed ranges from a few days to twelve months, and the fact that the risk of bad debts is not trifling has been proved by the serious losses met with by other firms appealing to the same circle of customers.

On the 15th of each month statements of accounts due in the same month have always been sent to each customer since the business was begun 25 years ago, the names, addresses, and amounts having been first entered in alphabetical order in an accounts-rendered book. Formerly, if an account so rendered included items entered in that book in a previous month, such entries were marked "carried forward," and when the accounts-rendered book was examined occasionally and irregularly so that overdue accounts might be written for, many of these entries were certain to escape notice. The plan was therefore adopted of going systematically through the ledgers about the 20th of each month, and entering on one or two sheets of foolscap all overdue accounts, with details as follows, carrying forward from the sheets written out the previous month all accounts still unpaid, with notes regarding applications for payment of same:—

Account Dates from	Ledger-folio	Name and Address*	Dates of Application for Payment.
July	32	S. Willcox, Leeds	Dec. 14, Dec. 28 and Jan. 12.
April	45	N. Stevens, Oban	Nov. 27 and Dec. 28.
Sept.	71	S. Benson, Edinburgh	
July	103	J. Hudson, Liverpool	Jan. 15. Reply promised end of month.
July	105	M. Strong, Kendal	
Feb.	254	P. Crone, Norwich	Dec. 28.
July	321	J. Mittel, London	Dec. 28.
Sept.	450	N. Crosbie, Cardiff	
Sept.	505	W. Mallis, Cork	Nov. 27 and Dec. 28. Reply promised in 14 days.
Feb.	652	M. Pride, Dublin	Dec. 28.

\* The names in this table are all fictitious.

When the list is made up it is carefully checked, and then a letter is sent to each debtor who is not likely to be called on personally for several months, pointing out that the account is overdue, and requesting payment, the date of each letter being marked on the sheet, as shown. Two, three, four, or more letters follow if no attention has been paid to the earlier application, each letter being more curt than the previous one, and the last of all intimating that the account will, without further intimation, be handed to a lawyer for collection unless paid within one week. In the fictitious list given above (the real one generally contains from 40 to 50 names), two applications have been marked as

"replied to," promising remittances by certain dates. Such a reply is always a hopeful sign; but it is quite a common experience to write half-a-dozen times without eliciting any answer, and after legal aid has been enlisted, to receive an indignant letter complaining about the account being placed in a lawyer's hands for collection, notwithstanding that it seemed hopeless to recover payment by any other means.

Some of the writer's regular and solvent customers are often very remiss in the payment of their accounts, some being so prone to take undue liberties that, immediately an account is overdue, application is made for prompt settlement, and persistently repeated until a cheque is received or a bill accepted.

New accounts require careful watching until the financial standing of the customer has been ascertained by experience; but the most worrying accounts to recover are those of buyers who intend to do well but are unable to meet their obligations promptly owing to want of capital, carelessness, or giving too long credit to their own customers. Such men, having paid within a reasonable time for the small purchases made in the past, and finding their credit curtailed in other quarters, begin to send all their orders to the one firm which seems willing to supply them. Pleasure is felt at the increase of business until difficulty is experienced in obtaining payment, when it is found that legal proceedings will only lead to bankruptcy and loss. In such cases the writer has found it an excellent plan to stop further supplies, unless for cash with order, and to insist on the payment of small amounts on account at regular intervals, so that the whole amount owing shall be paid up in six to 12 months.

Debtors of this kind are generally being dunned on all sides, and whenever they can collect £5 it goes to the most pressing creditor; but it is comparatively easy to make them remit £1 weekly or fortnightly if they are regularly reminded of their

previous settlements and information gathered from travellers or personal visits may prevent unfortunate errors.

To sum up the three important points—examine the ledgers at frequent and regular intervals, make frequent and regular applications for payment of all overdue accounts, and lose no time in endeavoring to compel a settlement, either in one sum or by instalments, when the debtor is plainly unsound financially.

## THE BRITISH INCOME TAX.

The British citizen is wont to look upon the income tax as the most objectionable of the various duties levied upon him by the State because it is a direct tax; and though we have now grown accustomed to it as one of the necessary evils to which flesh is heir, time was, and that not so many years ago, when John Bull regarded this imposition with anything but the equanimity of to-day," remarks *The London Express*. "It is 102 years since an income tax, as we understand it, was first imposed, and from 1792 to 1901 there have been no fewer than thirty-nine changes in the amount of the income tax, which has varied from 2 pence to 2 shillings in the pound. A penny in the pound nowadays realizes £2,312,000. It was in order to furnish the means for defraying the expenses of the war begun with France in 1793 that Pitt proposed, amid great opposition, a tax on incomes. This tax, which produced an average of £5,500,000 annually, was repealed after the peace of Amiens in 1802, but in the following year the income tax was revised under the name of the property tax, though it was finally repealed on Broughman's motion in 1816. The next appearance of the income tax was in 1812, when Sir Robert Peel's Bill imposing a tax at the rate of 7 pence in the pound on incomes of £150 and upward was passed, the measure being limited in its operation to three years, and was renewed for similar periods in 1815 and 1818. Such is the story of the income tax in brief. In 1842 it yielded £5,710,550; in 1852, £5,509,637; in 1862, £10,300,000; in 1872, £9,000,000; in 1882, £9,950,000; in 1892, £13,810,000, and last year, £25,300,000."

## CEYLON TEA IN RUSSIA.

Russian firms are paying more and more attention to British-grown tea. Mr. W. P. Ampenoff, who represents one of the largest firms, if not the largest, in Russia, known as "The Trading Company, successors to Alexis Gookbin, A. Kosnetzoff & Co.," has arrived in Colombo to open a new firm there. Interviewed by a representative of *The Times* of Ceylon, Mr. Ampenoff was not disposed to say very much. The firm which he represents has been dealing largely in Ceylon teas, and he has been sent out to Ceylon owing to the increasing business of the firm. Hitherto there were three Russian and one English house buying tea for them locally. Speaking of the progress of Ceylon tea in Russia, Mr. Ampenoff testified to the growing taste for it. A good deal of it was sold pure, he said, but the people still preferred a mixture with China tea. The medium class of Ceylon tea was liked best. Mr. Ampenoff, from some figures in his possession, pointed out that the Ceylon exports to Russia could hardly be compared to the 55,000,000 lb. of Congou tea alone that were now imported, but he believed that the amount of Ceylon tea going annually to Russia was bound to increase. What chance Ceylon green tea would have in Russia he was unable to say. A good deal of China tea was now used.—*Indian Gardening and Planting, Calcutta.*



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

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

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California Navel  
Valencia  
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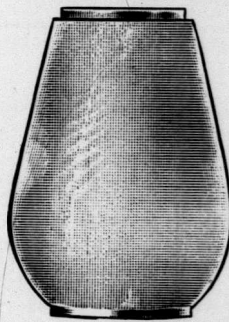
**ORANGES**

Full fines, Nuts, Dates, Figs ; Oysters, Finnan Haddies, etc.

If you want "The Best" at right prices, order from us.

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

ARE YOU USING OUR



**Cold Blast  
or Jubilee  
Globes**

**Aetna or  
Quaker Flint  
Chimneys?**

Give them a Trial.  
**THE SYDENHAM GLASS CO.,  
of WALLACEBURG, Limited**

**A SAVINGS BANK**

in Ohio ordered of us last week as an investment for savings funds, 2,500 shares of stock of the **STANDARD SMELTING AND REFINING COMPANY, AT 40c. PER**

**SHARE**, the price at which we are now offering the first issue of the full paid non assessable stock of the company. **THE UNION CONSOLIDATED OIL COMPANY, AT 25c. PER SHARE.** The Consolidated Oil now have producing properties that are earning **Over 2 Per Cent. Monthly** on the stock sold. **MONTHLY DIVIDENDS WILL BEGIN IN MAY** and the Smelter Company will easily earn **20 Per Cent. Per Annum** as soon as the plant is in operation in August. Dividends of from 12 per cent. to 20 per cent. per annum are being paid regularly each month **ON THREE OF THE SIX SUCCESSFUL MINES** for which we acted as sole financial agents during the year 1900. April being the 11th consecutive dividend on one stock, the 9th on another, etc., and the other three will soon enter the dividend list. We make a specialty of legitimate working mines, dividend properties and the treasury stock in promising mines. **FIRST ISSUES AT LOW PRICES** which invariably pay the investor unusually large profits, and by our combination plan of dividend payers and first issues have never made a loss for a customer.

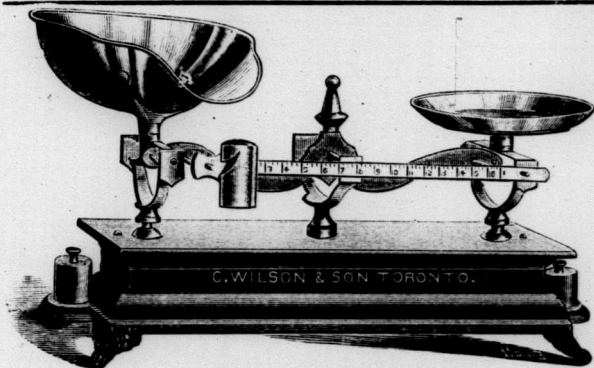
Prospectuses of the smelter and oil properties, order blanks, etc., and also booklets of new mines and dividend-payers, special combination plan, latest reports from the properties and full particulars mailed free to any one interested.

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FINE TEA SCALE.

**EASY TERMS OF PAYMENT.**

**WILSON'S High-Class  
Grocer Scales**

Highest Medals at Chicago and Paris Expositions, and  
32 first prizes at Canadian Fairs.

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Every Scale Carefully Tested and Guaranteed.

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**THE DOMINION BREWERY CO., LIMITED**

Brewers and Maltsters

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**WHITE LABEL ALE**

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

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

**WM. ROSS, Manager.**





## ANALYSIS OF BEET SUGAR CAMPAIGN.

A MAN who is thoroughly acquainted with the beet sugar business, and whose ability as well as good-will for the industry are beyond question, but who for obvious reasons does not wish his name to be made public in this connection, has sent to The Beet Sugar Gazette the following interesting analysis of the last beet sugar campaign, a perusal of which is warmly recommended to every earnest well-wisher of the American beet sugar industry. It may be said in advance, however, that the figures on which this analysis is based are not absolutely accurate, as they were not in all cases obtained from the most reliable sources.

Results obtained by different beet sugar factories during the last campaign have been published in The Beet Sugar Gazette. Although the data given are only very general in character and do not allow any accurate comparison, they are none the less very valuable by reason of the very instructive comparisons which they afford when carefully analyzed. The factories are indicated by numbers instead of names, in the following tabulated statement:

Factories.	Tons of Beets Sliced.	Lb. of Sugar Produced	Percentage of Sugar Produced.
1	35,000	5,000,000	7.14
2	21,000	3,000,000	7.14
3	32,800	6,766,665	10.31
4	52,000	10,700,000	10.3
5	29,789	7,063,645	11.11
6	36,449	5,069,963	6.96
7	.....	3,000,000	.....
8	50,400	11,280,000	11.19
9	12,500	1,500,000	6.

Nos. 3, 4 and 6 give the average sugar percentage of the beets as 13.9, 14 and 9.59, so that the losses have been, respectively, 3.59 per cent, 3.7 per cent and 2.63 per cent. A loss of 3.59 per cent. is striking when compared with the loss of 2.63 per cent. of No. 6, and the more so as this factory worked beets with an average purity of only 71.91. As it is stated that the beets of factory No. 7 had an average sugar percentage of 18, with 86 purity, one regrets that the amount of beets sliced is not mentioned. The comparison of the results with those of No. 6 would have been especially interesting.

Data about the consumption of fuel are given only for two factories, viz., Nos. 3 and 6. The quantity of coal used is given as 9,150 and 10,280 tons, which amounts to 558 pounds and 561 pounds, respectively, per ton of beets. No. 3 spent in wages and salaries about 81.65 per ton of beets.

There is very little opportunity to compare these results with those of the 1899 campaign. Factory No. 3 reports 19,100 tons of beets sliced, with 12.57 per cent. of sugar, and sugar produced 3,338,081 pounds, or 8.738 per cent.; losses, 2.832 per cent., as compared with either 3.59 or 4.19 per cent. This is not a favorable showing for last campaign. Factory No. 4 reports 38,462 tons of beets sliced, with 13.16 per cent. of sugar, and sugar produced 8,972 per cent., the losses being 4.188 per cent., as compared with 3.7 per cent. for last campaign. Here is some improvement. Another factory about which no data are to be found as to last campaign reports for 1899 an amount of 23,205 tons of beets worked, with 13.31 per cent. of sugar, and sugar produced 10.188 per cent., the losses thus being 2.856 per cent.

When compared with a list from the report of the State Land Commissioner of Michigan, it seems that the results as reported by these factories are the technical

results, viz., the results according to the amount of beets as obtained by actual weighing in the factory. When one comes to consider the commercial results, that is, the results according to the beets received and paid for, there is in many cases a very appreciable difference. According to the list mentioned before, the sugar produced by factories 3 and 4 in 1899 is only 7.34 and 7.60 per cent., instead of 8.738 and 8.972 per cent. Now it should not be forgotten that there will always be friction between the management of the beet sugar company and the superintendency of the factory as to the results. The factory will reduce all to technical results, and this is perfectly right, as the control of the work depends on the accuracy of stating what sugar-producing material enters the factory. Moreover, it is the only fair basis of comparing results. But the profits made in the factory can easily be lost outside of the factory. In other words, the factory with the finest record of technical results may have poor commercial results. The division of responsibility for the final results is a drawback, and is the only reason why most of the European beet sugar factories have combined management and superintendency either partly or altogether.

The results, as shown here above, prove sufficiently that, while our beet sugar industry is rapidly growing in magnitude, there is abundant room for improvement in the work of factory operation.—Beet Sugar Gazette.

## COLORS IN CANNED TOMATOES.

In a French journal are found directions for detecting coal-tar colors and cochineal in canned tomatoes. The desiccated pulp is treated with glacial acetic acid for ten minutes and the liquid then mixed with twice its volume of 90 per cent. alcohol and filtered after ten minutes' standing. The filtrate is diluted with ten times its volume of water and tested with a small amount of silk floss, the liquid being boiled for at least fifteen minutes. In the presence of coal-tar colors the silk assumes a rose or salmon color.

In testing for cochineal the dried residue is thoroughly mixed with hydrochloric acid

and the paste shaken with twice its volume of 90 per cent. alcohol. The filtrate is diluted as before and shaken with amyl alcohol. The two layers formed are separated with the acid of carbon bisulphid. If cochineal is present the filtrate will have a rose color, and the coloring matter may be extracted with amyl alcohol, forming a yellowish red solution. The latter may be tested with uranium acetate, with which it gives a characteristic green coloration.—California Fruit Grower.

## LONDON MARKET FOR SALMON.

The United States Consul-General, London, England, writes: "There is not a large demand for frozen salmon in the London market. The people do not care very much for anything frozen. Liverpool and North Country markets do a much larger business in frozen salmon than this city. The salmon realizes from 4d. to 6d. (8 to 12 cents) per pound wholesale in London. It is sent to England principally from Canada. Each fish is frozen and wrapped in paper; they are then packed in cases and brought to London in the ship's refrigerators. On arrival, the cases are placed in refrigerators on a charge of a certain sum per month, being taken out daily for sale, according to demand. The daily sale of frozen salmon in London does not average 10 cases in all.

Fresh—not frozen—salmon has been sent from Norway to England for several years. Each year it arrives in better condition, viz., better quality and brighter looking fish, and realizes higher prices. Last year, Norwegian salmon realized from 8d. to 1s. 6d. (16 to 36 cents) per pound. It is packed in large cases, with a plentiful supply of ice. The fish meet in demand weigh from 8 to 14 pounds each. It takes about fourteen days from the time the salmon is caught in Norway until it arrives in London. It is not possible to send American salmon (fresh fish) to London within the time it takes Norwegian senders to catch salmon and deliver it here. Is it not worth while to venture two or three cases on trial? If successful, a large business could be done during the salmon season."

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.

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EMPIRE is well advertised.

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

THE EMPIRE TOBACCO CO., LIMITED

EMPIRE is A BIG PLUG FOR LITTLE MONEY

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# GILLARD'S PICKLE

IS SOLD BY ALL WHOLESALE GROCERS IN CANADA.

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

## GILLARD'S PICKLE—Cases of 2 Dozen.

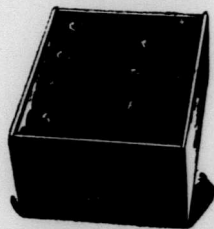
5-Case Lots and over - \$3.20 Per Dozen.  
Less Quantity, - 3.30 "

## GILLARD'S SAUCE is a good sauce, none better for gravies, soups, etc.

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

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

# LICORICE..



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

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

YOUNG & SMYLIE

Established 1845. BROOKLYN, N.Y.

EASILY DIGESTED

## The Graham Wafers

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

Try a Tin and be Convinced.

THE GARDINER BISCUIT CO., Kingston.

## W. A. McClean, Owen Sound,

has sold out his pork-packing house, and has only until the 25th of April inst. to make delivery of contents. He offers, subject to tender, to that date, or any time between now and then that may please. Say, 250 Hams, S. P., 10 to 16 lb.; 200 Backs and Bellies, S. P.; 125 Spiced Rolls; 100 Backs and Shoulders on salt. (Dry Salt) 25 Sides, P. C. Bacon, 30 to 40 lb. All f.o.b. here. This is as nice a lot of meat as it is possible to make.

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KINGSTON, JAMAICA, B.W.I.

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

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

Write for scale of charges, etc., to

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whom good things please. Ladies enjoy a good cake, bread, or bun, as well as any man, and wise grocers will help them in their efforts to excel in their baking by selling Dwight's Cow Brand Soda. Its purity and uniform strength ensure best results.

John Dwight & Co., Toronto and Montreal

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HEALTH is WEALTH.

You want your customers to be healthy so that they will prove profitable clients.

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

Be sure you sell them HIRES.

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

All Wholesalers keep it.

Here is our PUSH—it deserves yours. Get up and hustle. Send us your order for One Gross Hires Rootbeer Extract, giving your jobber's name through whom you wish it filled, and we will send you One Case (2 dozen bottles) Hires Carbonated Rootbeer, FREE.

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

PRICE TO DEALERS.

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

SEND YOUR ORDER TO....

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





When you  
Want a car of



# MOLASSES

do not fail to write  
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**IN STOCK—**

- New No. 1 Barbados.
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Jams, Jellies and  
Marmalades

Stand at the top  
for . . .



Pure, Wholesome and Attractive Goods.

## FRANK MAGOR & CO.

AGENTS FOR CANADA

16 St. John St., MONTREAL.

### Current Market Quotations for Proprietary Articles

May 16, 1901.

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

#### BAKING POWDER.

Cook's Friend—		
Size 1, in 2 and 4 doz. boxes	.....	\$ 2 40
" 10, in 4 doz. boxes	.....	2 10
" 2, in 6 "	.....	80
" 12, in 6 "	.....	70
" 3, in 4 "	.....	45
Pound tins, 3 doz. in case	.....	3 00
oz. tins, 3 "	.....	2 40
oz. tins, 4 "	.....	1 10
lb. tins, 1/2 "	.....	4 00
Diamond— W. H. GILLARD & CO.		
1 lb. tins, 2 doz. in case	.....	2 00
1/2 lb. tins, 3 "	.....	1 25
1/4 lb. tins, 4 "	.....	0 75

#### IMPERIAL BAKING POWDER.

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

#### MAGIC BAKING POWDER.

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

#### JERSEY CREAM BAKING POWDER.

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

#### BLACKING.

CARR & SONS. per gross		
No. 2—1/4 gross boxes	.....	2 70
No. 4—1/4 gross boxes	.....	5 75
No. 5—1/4 gross boxes	.....	8 00
COONEY'S		
Boxes, each 4 doz.	.....	\$4 50
SHOE POLISH.		
HENRI JONAS & Co. Per gross.		
Jonas'	.....	\$9 00
Froments	.....	7 50
Military dressing	.....	24 00

#### BLUE.

Keen's Oxford, per lb.	.....	\$0 17
In 10 box lots or case	.....	0 16
Reckitt's Square Blue 12-lb. box	.....	0 17
Reckitt's Square Blue, 5 box lots	.....	0 16
Nixey's "Cervus" in squares, 1 oz., in bags 1/2 and 1 oz., and in pepper boxes, 2c. and 10c.	.....	
Cooney's Royal Windsor, per gross	.....	4 80
Universal, bag, per gross	.....	4 80

#### BLACK LEAD.

Reckitt's per box	.....	1 15
Box contains either 1 gro., 1 oz. size: 1/2 gro., 2 oz. or 1/4 gro., 4 oz.	.....	
Nixey's Refined 1d. 2d. and 1d. pkts.	.....	
" Silver Moonlight 5 and 10c. pkts.	.....	
" Nixelene Paste 1d 2 1/2d. 5d. size.	.....	
Nixey's Jubilee, round in 1 and 2 oz. blocks.	.....	
Cooney's Universal, per gross	.....	4 80

#### JOHN BROOMS

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

#### BISCUITS.

PEEK, FRENCH & Co.		
Metropolitan mixed	.....	40 lb. tins 10c.
Florence Wafers	.....	8 lb. tins 36c.
Venice Wafers	.....	8 lb. tins 36c.
Florence Wafers	.....	Small tins \$3.70 per doz
CARR & CO., LIMITED.		
Frank Magor & Co., Agents.		
Cafe Noir	.....	0 15
Ensign	.....	0 12 1/2
Metropolitan mixed	.....	0 09
Special price list of Fancy Tins for Xmas	.....	
trade and other lines on application	.....	

#### CANNED GOODS.

MUSHROOMS.		
HENRI JONAS & Co.		
Mushrooms, Rionel	.....	\$14 75
" 1st choice Duthell	.....	17 50
" 1st choice Lenoir	.....	18 50
extra Lenoir	.....	20 00
Per case, 100 tins.	.....	
FRENCH PEAS—DELORY'S		
HENRI JONAS & Co.		
Moyen's No. 2	.....	\$9 00
" No. 1	.....	10 50
1/2 Fins	.....	12 50
Fins	.....	14 00
Tres fins	.....	15 00
Extra fins	.....	16 50
Sur extra fins	.....	18 00

#### FRENCH SARDINES.

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

#### CHOCOLATES & COCOAS.

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

#### CADBURRY'S.

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

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

Chocolate - per lb.		
French, 1/4"-6 and 12 lbs.	.....	0 30
Caracas, 1/4"-6 and 12 lbs.	.....	0 35
Premium, 1/4"-6 and 12 lbs.	.....	0 30
Santa, 1/4"-6 and 12 lbs.	.....	0 26
Diamond, 1/4"-6 and 12 lbs.	.....	0 22
Sticks, gross boxes, each	.....	1 00

Cocoa—		
Homeopathic, 1/4", 8 and 14 lbs.	.....	0 30
Pearl	.....	0 25
London Pearl 12 and 18 "	.....	0 22
Rock	.....	0 30
Rulk, in boxes	.....	0 18
Royal Cocoa Essence pkgs., per doz	.....	1 40
Chocolate—FRY'S per lb.	.....	
Caracas, 1/4", 6-lb. boxes	.....	0 42

Vanilla, 1/4's	.....	0 49
"Gold Medal" Sweet, 1/4", 6 lb. bxs	.....	0 29
Pure, unsweetened, 1/4", 6 lb. bxs	.....	0 42
Fry's "Diamond", 1/4", 14 lb. bxs	.....	0 24
Fry's "Monogram", 1/4", 14 lb. bxs	.....	0 24
Cocoa— per doz.	.....	
Concentrated, 1/4", 1 doz. in box	.....	2 40
" 1/4", "	.....	4 50
" 1 lbs.	.....	8 25
Homeopathic, 1/4", 14 lb. boxes	.....	
" 1/4", 12 lb. boxes	.....	

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

B. S. Molndoe, Agent, Toronto.		
Mott's Broma	.....	per lb 0 30
Mott's Prepared Cocoa	.....	0 28
Mott's Homeopathic Cocoa (1/4")	.....	0 32
Mott's Breakfast Cocoa (in tin)	.....	0 40
Mott's No. 1 Chocolate	.....	0 30
Mott's Breakfast Chocolate	.....	0 28
Mott's Caracas Chocolate	.....	0 40
Mott's Diamond Chocolate	.....	0 23
Mott's French-Can. Chocolate	.....	0 18
Mott's Navy or Cooking Chocolate	.....	0 28
Mott's Cocoa Nibs	.....	0 35
Mott's Cocoa Shells	.....	0 05
Vanilla Sticks, per gross	.....	0 30
Mott's Confectionery Chocolate	.....	0 43
Mott's Sweet Chocolate Liquors	.....	0 19 0 30

COWAN COCOA AND CHOCOLATE CO.		
Hygienic Cocoa, 1/4 lb. tins, per doz.	.....	\$3 75
Cocoa Essence, 1/4 lb. tins, per doz.	.....	2 25
Soluble Cocoa, No. 1 bulk, per lb.	.....	0 20
Diamond Chocolate, 12 lb. boxes	.....	0 25
Royal Navy Chocolate, 12 lb. boxes	.....	0 30
Mexican Vanilla Chocolate, 12 lb. bxs	.....	0 35

#### CHEESE.

Imperial—Large size jars, per doz.		
Medium size jars	.....	\$3 50
Small size jars	.....	2 40
Individual size jars	.....	1 00
Imperial Holder—Large size		
Medium size	.....	15 00
Small size	.....	12 00
Roquefort—Large size, per doz.	.....	2 47
Small size	.....	1 40
Paragon—Large size, per doz.	.....	8 25
Medium size	.....	4 50
Small size	.....	2 40
Individual size	.....	1 00

#### BAYLE'S POTTED.

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



# Benson's Prepared Corn.

Right in the face of all sorts and conditions of competition from cheaper brands, Benson's Prepared Corn has steadily increased in sales from year to year. If convincing proof were needed that quality counts, here's a fact worth thinking of and acting on.

Benson's Prepared Corn has maintained its lead steadily for nearly half a century. It is the standard of excellence by which the quality of all other brands is judged. It is absolutely pure Corn, prepared in the most skillful, cleanest way. It does not compete in price, but relies wholly upon its high, unvarying quality, which is steadily maintained year after year. Other brands come and go, shifting like the trade winds, but "Benson's" rests for its reputation upon the one word that has made it famous—"quality."

**Edwardsburg Starch Co'y, Limited,**  
Established 1858.

164 St. James Street,  
Montreal.

Works,  
Cardinal, Ont.

53 Front Street East,  
Toronto.


# DUNN'S PURE MUSTARDS

GIVE UNBOUNDED SATISFACTION.

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

COFFEE		FOOD.		LICORICE.		MUGS		
<b>JAMES TURNER &amp; CO.</b> per lb.		per doz.		<b>YOUNG &amp; SMYLYE'S LIST.</b>		13 20		
Mexico .....	0 32	Robinson's Patent Barley 1/2 lb. tins	1 25	5-lb. boxes, wood or paper, per lb.	\$0 40	Pint jars .....	18 00	
Damascus .....	0 28	" " " 1 lb. tins	2 25	Fancy boxes (36 or 50 sticks) per box	1 25	Quart jars .....	24 00	
Cairo .....	0 20	" " " Groats, 1/2 lb. tins	1 25	" Ringed" 5 lb. boxes, per lb.	0 40	<b>MATCHES.</b>		
Sirdar .....	0 17	" " " 1 lb. tins	2 25	" Acme" Pellets, 5 lb. cans, per can	2 00	Eddy's Telegraph, single cases	\$3 70	
Old Dutch Rio .....	0 12 1/2	<b>GILLETT'S POWDERED LYE.</b>		" Acme" Pellets, fancy boxes (40)	1 50	five cases	3 50	
<b>TODHUNTER MITCHELL &amp; CO.</b>		4 doz. in case .....	\$3 60	per box .....	1 50	Telephone, single cases	3 60	
Excelsior Blend .....	0 32	<b>JAMS AND JELLIES</b>		Tar, Licorice and Tolu Wafers, 5 lb.	2 00	five cases	3 40	
Jersey .....	0 29	<b>SOUTHWELL'S GOODS.</b> per doz.		cans, per can .....	1 75	Eagle Parl r, single cases	1 60	
Rajah .....	0 20	Frank Magor & Co., Agents.		Licorice Lozenges, 5 lb. glass jars	1 50	five cases	1 50	
Old Government Java .....	0 28	Orange Marmalade .....	1 50	" 20 5 lb. cans .....	1 50	<b>MINCE MEAT.</b>		
Maracaibo .....	0 18	C.ear Jelly Marmalade .....	1 80	" Purity" Licorice 10 sticks	1 45	Wetley's Condensed, per gross, net	\$12 60	
West India .....	0 16	Strawberry W. F. Jam .....	2 00	100 sticks .....	0 73	per case of doz., net	3 00	
Rio, choice .....	0 12	Raspberry .....	2 00	Dulce, large cent sticks, 100 in box.		<b>ORANGE MARMALADE.</b>		
<b>CLOTHES PINS</b>		Apricot .....	1 75	<b>MUSTARD.</b>		<b>T. UPTON &amp; CO.</b>		
<b>BOEKH BROS. &amp; CO.</b>		Black Currant .....	1 85	<b>COLMAN'S OR KEENS</b>		1-lb. glass 2 doz. case, per doz.		\$1 00
Clothes Pins (full count), 5 gross in	0 55	Other Jams, W. F. .....	1 90	D. S. F., 1/4 lb. tins, per doz.	\$1 40	7-lb. pail 6 pails crate, per lb.	0 07 1/2	
cases, per case .....	0 70	Red Currant Jelly .....	2 75	" 1/2 lb. tins, " .....	2 50	<b>PICKLES.</b>		
4 doz. packages (12 to a case) .....	0 70	<b>Jams— T. UPTON &amp; CO.</b>		" 1 lb. tins, " .....	5 00	<b>STEPHENS.</b>		
6 doz. packages (12 to a case) .....	0 90	1-lb. glass jars 2 doz. in case, per doz	\$1 00	Durham, 4 lb. jars, per jar .....	0 75	A. P. Tippet & Co., Agents.		
<b>EXTRACTS.</b>		5-lb. tin pails, 5 pails in crate, per lb	0 07	1 lb. " " .....	0 25	Patent stoppers (pints), per doz.		2 30
<b>HENRI JONAS &amp; Co.</b> Per gross.		7-lb. wood pails, 6 " " .....	0 07	F. D., 1/4 lb. tins, per doz.	0 85	Corked .....		1 90
1 oz. London Extracts .....	\$8 00	14-lb. wood pails per lb .....	0 07	" 1/2 lb. tins .....	1 45	<b>BAYLES.</b>		
1 oz. " (no corkscrews) .....	5 50	30-lb. " " .....	0 06 1/2	<b>BAYLE'S PREPARED MUSTARDS.</b>		Robert Greig & Co., Toronto, Agents.		
2 oz. " .....	9 00	Jellies—		Robert Greig & Co., Toronto, Agents.		1/2 Pints. Pints.		
1 oz. Spruce essence .....	6 00	1-lb. glass jars, per doz.	\$1 00	Horseradish .....	\$1 75	\$2 50		
2 oz. " .....	9 00	7-lb. wood pails, per lb.	0 06 1/2	English Sandwich .....	1 75	2 50		
2 oz. Anchor extracts .....	12 00	14-lb. " " .....	0 07	<b>JONAS' FRENCH MUSTARDS</b>				
4 oz. " .....	21 00	30-lb. " " .....	0 06 1/2	<b>HENRI JONAS &amp; Co.</b> Per gross				
8 oz. " .....	36 00	<b>KNIFE POLISH.</b>		Pony size .....	\$7 50			
1 lb. " .....	70 00	Nixey's "Cervus" 6d. and 1s. tins		Imperial, medium .....	9 00			
1 oz. Flat .....	9 00	For price list and slicing scale apply W. G.		Imperial, large .....	12 00			
2 oz. Flat, Anchor extracts .....	18 00	Nixey 12 Soho Sq. London, Eng.		Tumblers .....	12 00			
2 oz. Square .....	21 00							
4 oz. " (corked) .....	36 00							
8 oz. " .....	72 00							
Per doz.								
4 oz. " glass stop extracts .....	3 50							
8 oz. " .....	7 00							
2 1/2 oz. Round quintessence extracts	2 00							
4 oz. Jockey decanters .....	3 50							



**SODA.—COW BRAND**  
  
 Case of 1 lbs. (containing 60 pkgs.) per box, \$3.00  
 Case of ½ lbs. (containing 120 pkgs.) per box, \$3.00  
 Case of ¼ lbs. and ⅙ lbs. (containing 360 1 lbs. and 60 ½ lb. packages) per box, \$3.00  
 Case of 5c. pkgs. (containing 96 pkgs.) per box \$3.00.

**SOAP**  
  
 A. P. TIPPET & CO., AGENTS  
 Colors  
 Maypole Soap, black per grs., \$10.20  
 Maypole Soap, white per grs., \$15.30  
 Oriole Soap, per gross \$10.20  
 Giorola Soap, per gross..... 12 00  
 Straw Hat Polish, per gross..... 10 20

**STOVE POLISH.**  
  
 For durability and for cheapness this preparation is truly unrivalled.  
 Per gross  
 Rising Sun 6-oz. cakes, ½ gross boxes \$8 50  
 Rising Sun, 3-oz. cakes, gross boxes... 4 50  
 Sun Paste, 10c. size, ¼ gross boxes... 10 00  
 Sun Paste, 5c. size, ¼ gross boxes... 5 00

  
**DUSTLESS LABOR SOAP**  
 BEST IN THE WORLD.



No 4-3 dozen in case, per gross... 4 86  
 " 6-3 dozen in case... 8 40

**STARCH.**  
 EDWARDSBURG STARCH CO., LTD.  
**Laundry Starches—** per lb.  
 No. 1 White or Blue, 4-lb. cartons... 0 05½  
 No. 1 " 3-lb. "..... 0 05½  
 Canada Laundry..... 0 04½  
 Silver Gloss, 6-lb. draw-lid boxes... 0 07  
 Silver Gloss, 6-lb. tin canisters... 0 07  
 Edwards'g Silver Gloss, 1-lb. pkg. 0 07  
 Kegs Silver Gloss, large crystal... 0 06  
 Benson's Satin, 1-lb. cartons.... 0 07½  
 No. 1 White, bbls. and kegs..... 0 04½  
 Benson's Enamel, per box..... 3 00

**Culinary Starch—**  
 Benson & Co.'s Prep. Corn..... 0 06  
 Canada Pure Corn..... 0 04½  
**Rice Starch—**  
 Edwardsburg No. 1 white, 1-lb. cart 0 09  
 Edwardsburg No. 1 White or Blue, 4-lb. lumps..... 0 07½

**KINGFORD'S OSWEGO STARCH**



SILVER GLOSS { 40-lb. boxes, 1-lb. pkgs. 0 02½  
 { 6-lb. boxes, sliding cover 0 18  
 { (12-lb. boxes each crates) 0 18

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

OSWEGO CORN STARCH | 40-lb. boxes, 1-lb. packages... 0 07½  
 ONTARIO STARCH | 38-lb. to 45-lb. boxes, 6 bundles... 0 06  
 STARCH IN SILVER GLOSS... 0 07½  
 BARRELS Pure... 0 06½  
**BEE STARCH.**  
 Cases, 64 pkgs. 48's..... \$5.00  
 ¼ Cases, 32 pkgs. 24's..... 2.50  
 Packages 10c. each.

  
**SALADA CEYLON.**  
 Wholesale. Retail

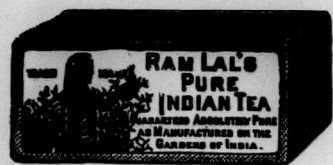
Brown Label, 1's..... 0 20 0 25  
 " ½'s..... 0 21 0 26  
 Green Label, 1's and ½'s... 0 22 0 30  
 Blue Label, 1's, ½'s and ¼'s. 0 30 0 40  
 Red Label, 1's and ½'s... 0 36 0 50  
 Gold Label ½'s..... 0 44 0 60

  
**KOLONA PURE CEYLON TEA**  
 Ceylon Tea, in 1 and ½ lb. lead packages. black or mixed.

Black Label, 1-lb., retail at 25c... 0 19  
 " ½-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 ½'s..... 0 35 0 50  
 Blue Label, 1-lb. and ½'s... 0 28 0 40  
 Green Label, 1-lb. .... 0 19 0 25  
 Green Label, ½'s..... 0 20 0 25  
 Japar, 1's..... 0 19 0 25

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



Cases each 60 1-lb. .... 0 86  
 " " 60 ½-lb. .... } 0 85  
 " " 30 1-lb. .... }  
 " " 120 ¼-lb. .... 0 36

  
**LUDELLA CEYLON, 1'S AND ½'S PKGS.**

Blue Label, 1'..... 0 18½ 0 25  
 Blue Label, ½'s..... 0 19 0 25  
 Orange Label, 1's and ½'s... 0 21 0 30  
 Brown Label, 1's and ½'s... 0 28 0 40  
 Brown Label, ½'s..... 0 30 0 40  
 Green Label, 1's and ½'s... 0 35 0 50  
 Red Label, ½'s..... 0 40 0 60

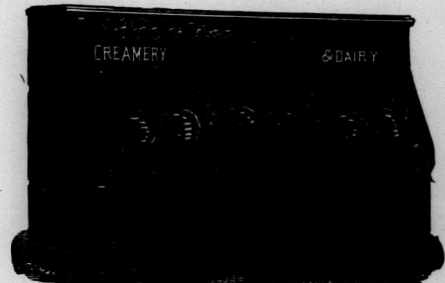
**TOBACCO**  
 THE EMPIRE TOBACCO CO., LIMITED.  
 Smoking—Empire, 3½'s, 5s and 10s... 0 39  
 Royal Oak, 2 x 3, Solace, 8s ..... 0 52  
 Something Good, 7s..... 0 48  
 Chewing—Bobs, 5s and 10s ..... 0 36  
 Currency, 13½oz. bars, spaced 9s.. 0 39  
 Currency, 6s and 10s ..... 0 39  
 Old Fox, Narrow 10s ..... 0 40  
 Snowshoe, 10½ oz. bars, spaced 8s 0 44  
 Snowshoe, pointed bars, spaced 6s.. 0 44  
 Snowshoe, 2½, 4s, 6s..... 0 44  
 Pay roll, 6s ..... 0 44

**WOODENWARE**  
 BOKKH 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, 40 packages to case... 3 30  
**YEAST.**  
 Royal yeast 3 doz. 5c.-pkgs. in case.. 1 00

Mediterranean Fruits  
 Granulated and Raw Sugars  
 Molasses and Syrups, Glucose, Etc.  
 Excelsior Macaroni  
 White Castile Soap  
**C. A. CHOUILLOU & CIE.**  
 14 Place Royale MONTREAL.  
 (Customs House Sq.)

**BASKETS**  
 We make them in all shapes and sizes. We have  
 Grain and Root Baskets,  
 Satchel Lunch Baskets  
 Clothes Baskets,  
 Butcher Baskets,  
 In fact, all kinds; besides being very neat in appearance, they are strong and durable. Send your orders to  
 THE...  
**Oakville Basket Co.**  
 Oakville, Ont.

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



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

**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

**"Daisy Fruit"**  
 is a great seller. It is a good Fruit Biscuit at a low price. You should have a barrel at least. Samples and prices on application.  
**THE HOME CAKE CO.**  
 GUELPH, ONT.

**SLEE, SLEE & CO.,**  
 Limited  
 Tower Bridge Brewery,  
 LONDON, ENG.

FOR **English Malt Vinegars.**  
**Ontario Agents**  
**John W. Bickle & Greening.**  
 HAMILTON AND TORONTO.  
 From whom Samples and Prices can be obtained.



**THE BEST QUALITY PAPER**



Keeps the ink in your pen, also makes the copy load as it is changing, thus preventing the danger of blotting.

Long Lasting, a Cash Asset.

**The O. & W. Thum Co., Mfrs.**  
 2700 Broadway, Wash., U.S.A.

**Double Tub**

MADE IN CANADA.

30-lb. and 50-lb.

PROMPT SHIPMENT.

**WALTER WOODS & CO.**  
 HAMILTON.

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ARE FOR

**MOTT'S**

BUY

**Star Brand**

**COTTON CLOTHES LINES**

— AND —

**COTTON TWINE**

Quality Guaranteed as Best of Market.

For sale by all Wholesale Dealers.

See list on page 11.



**Electro-Action Silver Polish**

ONE OF OUR SPECIALTIES

BY THE

**WELLS' SPOONS, FORKS AND KNIVES.**

If interested, Write for Particulars.

**THE G. WEETON MFG. CO.**

Confederation Life Building, Toronto. Temple Building, Montreal.

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

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

**WHEAT MARROW**

SATISFYING FULLY RECUPERATING QUICKLY,  
 DIGESTING EASILY.

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

Manufactured by

**THE EXPRESS ROLLER MILLS**

**CORNWALL, ONT.**

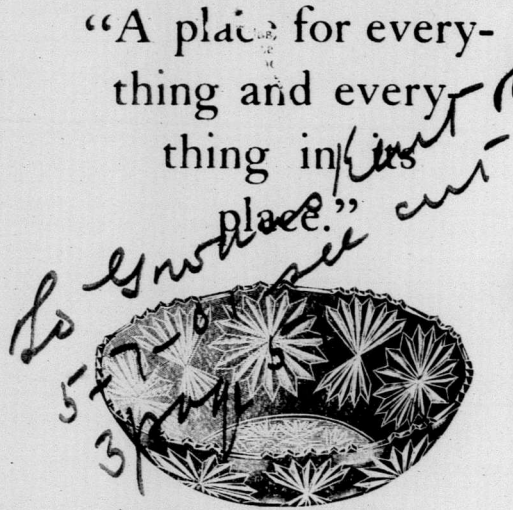
It is the Best Quality and just the thing on which to base or extend a business.



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



"A place for every-  
thing and every  
thing in its  
place."



**Now**  
is the time to  
have a  
place for . . .

**Nice  
Glass  
Berry  
Sets.**

We have made up  
a small assortment of  
7-Piece Sets and would like you to  
try a lot.

Write Early for Particulars.

**GOWANS, KENT  
& CO.**  
Toronto Winnipeg



**RIGHT NOW**

Send in your order for a supply of **Wethey's Condensed Mince Meat**. Don't delay doing so, for it is sure to cause loss of business and regret. If you put off ordering house-keepers will get it at another store. The deliciousness and goodness of this article "touches the right spot every time," and it is certain to be asked for continually. Be sure you have it.

Sole Manufacturer

**J. H. WETHEY**

St. Catharines, Ont.

**Crosse & Blackwell, Limited**

*Pickles, Sauces, Jams and  
Preserved Provisions.*

**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.

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