

PUBLISHED  
EVERY  
FRIDAY

CIRCULATES  
IN EVERY  
PROVINCE

# THE CANADIAN GROCER AND GENERAL STOREKEEPER



## QUALITY..



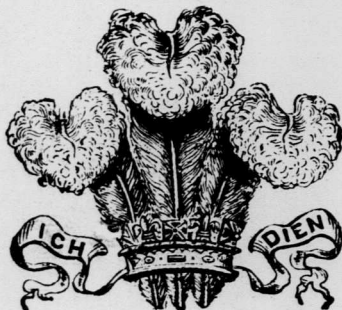
When a salesman talks price to you  
**Ask him about QUALITY**

When he talks quantity . . .  
**Ask him about QUALITY**

When he talks merit to you . . .  
**Ask him about QUALITY**

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

BY  
SPECIAL  
APPOINTMENT



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

## PEEK, FREAN & CO.

Hold Twenty-One Royal Appointments

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

Twenty-Seven Medals.

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

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

**CHERRY  
VENICE  
FLORENCE**

# WAFERS

**CHERRY  
VENICE  
FLORENCE**

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

# EXTENDED INSURANCE.

One of the many liberal features embodied in the **UNCONDITIONAL ACCUMULATIVE POLICY** issued by the

## Confederation Life Association.

HEAD OFFICE—TORONTO.

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

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

**W. C. Macdonald,**  
Actuary.

**J. K. MACDONALD,**  
Managing Director



EVERY YEAR, FROM JANUARY 1st TO DECEMBER 31st, THERE IS A GOOD DEMAND FOR

# Millar's Paragon Cheese

and the **SUPERIOR QUALITY** is responsible for this demand. Millar's Cheese is well known throughout the Dominion, and has pushed itself to the front in the favor of Canadians. Now, Mr. Grocer, if your customers can't get it from you, they'll ask for it from another grocer. So, make it a point to keep it in stock. Just the thing to attract and retain trade.

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

Agents: Frank Magor & Co., Montreal. A. E. Richards & Co., Hamilton. Joseph Carman, Winnipeg.

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: **G. E. COLSON & SON, MONTREAL.**

# *A Smile or A Frown ?*

"Laugh and the world laughs with you, weep and you weep alone." The customer who comes in with a smile is a business tonic—the dissatisfied customer who comes in with a frown has a depressing effect on the ambition of your whole store force.

**Sell standard goods** and you win smiles and satisfied customers. Sell nameless goods for a little more profit and win—**frowns and distrust!**

## *Standard Goods Are Best To Handle.*

### **Codou's Macaroni and Vermicelli.**

Not the cheapest, but "the best by every test." Made from the highest quality of Russian Wheat. White and tender and always up to one high standard that has made it famous. Win satisfied customers by selling it. It "wins smiles" every time.

Full, heavy-bodies, and with a rich, delicate flavor that is second to none. It has received the highest awards wherever exhibited. Matured for months in the vats before it is bottled in England. "Standard goods are best to handle."

### **Macurquahart's Worcester Sauce.**

**ARTHUR P. TIPPET & CO., Canadian Agents,  
8 Place Royale, Montreal.**

**23 Scott St., Toronto.**

# Ceylon <sup>and</sup> Indian

Black and Green

## TEAS

defy competition and  
are acknowledged by  
all to be the best in  
flavor, aroma and qual-  
ity in the universe.

---

**Buy them---Sell them.**

## An Easy Way To Pay Rent.

Here and there is a grocer who does not know how easy it is to pay his store rent from the profits he could make by carrying cigars as a side-line. It is surprising how much money a man can put aside to pay the running expenses of his store with a selection of good 5c. and 10c. cigars.

If a grocer will let me pick out an assortment of a thousand or more of the cigars I make, including one or two hundred each of my famous "Pharaoh" 10c. and "Pebble" 5c. cigars, I will send them to him and prepay the freight charges and give him the privilege of returning the cigars any time within six months and getting his money back if the cigars do not sell readily. It is certainly an "easy way to pay rent."

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

## Stocking up for Fall Trade?



What about your stocks in pickles, marmalades, and jellies?

## "Sterling" Brand

pickles, marmalades and jellies carried the gold medal at the Industrial Exhibition. They are goods that give great satisfaction to customers everywhere.

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

124-128 Richmond St. West,

TORONTO.

## Tillson's Pan-Dried Rolled Oats.

Isn't it better to have a customer know all about the quality of the Rolled Oats you sell rather than to stop and explain and even then *not be sure you are right*? The public know *all* about Tillson's Pan-dried Rolled Oats. The moment you mention the name you inspire confidence in the character of your whole general stock.

*Sold only in bulk.*

THE TILLSON CO'Y, Limited,  
Tilsonburg, Ont.

**DO NOT CONFOUND "St. Charles" Evaporated Cream**

With ordinary condensed milk. The difference is great—"St. Charles" is more economical, wholesome and better in every respect. No IDLE BOAST THIS, but a fact established by exhaustive tests and practical experience. "ST. CHARLES" is simply the richest of milk, reduced by evaporation to the consistency of cream. Being thoroughly sterilized it is free from bacteria and disease-producing germs. And, lastly, it is a delicious, natural, perfect, strengthening food.

**TWO SIZES** { "FAMILY," 4 DOZ. IN A CASE.  
"HOTEL," 2 DOZ. IN A CASE.  
Five-case lots delivered to any point in Ontario.

**GOLD MEDAL**  
Awarded at Paris Exposition, for highest excellence.

**W. H. GILLARD & CO.,** Wholesale Grocers Tea Importers **Hamilton, Ont.**



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

The most popular in Canada.



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

**DOLLARS**

are made by

selling . . .

**PATERSON'S SAUCE.**



**Rose & Laflamme**  
Agents MONTREAL

**Batty & Co.**

ESTABLISHED 1824.

LONDON.



OLIVES AND PURE OLIVE OILS.



INDIAN CURRIES AND CHUTNIES.

Makers of High-class

**PICKLES OF ALL KINDS.**



**SAUCES OF ALL KINDS.**

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

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VOL. XIV.

TORONTO AND MONTREAL, OCTOBER 5, 1900

NO. 40

### SUCCESS AS A GROCER.

**A** VERY large number of things may be suggested as regards the success of a grocer. Many men have made a success and attribute it to various causes. Like all other businesses, capital is one of the essentials which make the grocery business a success, although I have seen the man with money make a failure, while some poor boy who has had no help in life, except what he has gained by hard work and strict observance to business, has at last achieved success, climbed to the top, and to-day is considered an authority in the grocery business. His advice is sought for and his assistance is wanted in all the vocations of life; and a young man who may have the opportunity of engaging under such instructions will find it a school worthy his attendance. I would advise

#### SOME OLD GROCERYMEN

to place themselves under such instruction at the present time, as I think it is needed among the old as well as the young.

The grocery business, as well as other lines of trade, demands system. No man can make a success unless he has a system, and the better the system, the better the success. By all means adopt and live up to a system, that at all times you can adapt yourself to the best wants of your business. Notice the vast amount of business some men will accomplish over others. If you will investigate the business habits of those men you will find they have a system which they work to, and success is assured.

#### ONE GREAT SUCCESS

in business depends on location. Be sure and locate your business near the centre of the busiest part of your city or town; in fact, try and get in the way of the people so they will not have to put themselves to the trouble

of finding you. Make your business the object of conversation and present new ideas, that the public may know that you are not one of the back numbers.

As we have capital and location, now we are ready to purchase our first stock of goods. I would suggest, if young in the business, to obtain the services of some man who has made a success of business, and knows the wants of the people, and is posted on the price of goods, to assist in buying, so that no unsalable article may be placed in stock; in fact, he will be a money-maker at the start.

#### BUY FOR CASH,

and allow no invoice to pass without taking the discounts, as they will amount to a good profit at the end of each year. It enables you to buy your goods cheaper, as you are in a position to dictate the price as well as the quality, and good houses will seek your patronage. Should they have a bargain in certain lines of goods, which at times all do, you will be offered the first chance to obtain the bargain, which you can sell at a reduced price and then obtain a good profit.

I do not favor what we call a "cutter and slasher." While he demoralizes trade and creates disturbance, he has nothing to show for his work in the end, unless it is failure.

#### FIXTURES.

See that you have fixtures up-to-date, and keep them in good condition. Make them attractive and see that they are of exact measure and weight. Keep your scales in good condition, as they turn money in and out of your pocket. Do not sell 17 oz. when you only agree to give 1 lb., and, likewise, do not give 15 oz. and call it 1 lb., as it will be found out, and, in time, will

work ruin in your business. Also, use measures. Do not allow your clerks to measure a peck or a half-bushel in a bushel basket and say that it is near enough. Turn the cheese. Do not cut from one side and have a dried remnant of 2 or 3 lb. to throw away. It may be your whole profit on the cheese. Stop all leaks in the vinegar, molasses, etc., also the money drawer, which is the most essential. Always do as you agree with your customers, and be exact in your weights and measures, and success will follow.

At present, I would advise carrying light stocks and buying as trade demands, and you will have nothing to lose.

#### COURTEOUS TO THE TRAVELER.

Always be courteous to the traveling man. Remember that he may have a wife and children whom he has left at home while he travels day and night to sustain a living and meet the demands of an unsatisfied merchant. He brings you new ideas, shows you the latest styles of goods and brings prices at times that no mail order would get from the house. He makes your place of business from once to twice a month to convey to you the latest reports in regard to the markets. The hotel being his only home, try to make your store pleasant for him and yourself courteous to him, so that when he leaves you he will have a thoroughly sincere brotherly feeling for you. Always welcome him. You are never too busy to pass the time of day, as it is a great deal better than to turn a cold shoulder to him. He may convey to you news which is worth money to you, and, as you are in business for the money there is in it, I say always hail the traveling man cordially.

#### ANOTHER FRIEND.

Next to the traveling man, welcome another friend—the trade journal. The



Our packages are larger and more attractive in style than any others.

The quality of our goods is superior to anything else on the market.

**MORSE BROS., Proprietors, Canton, Mass.**

For sale by all Wholesale Grocers; also the McClary Mfg. Co., London, Montreal, Winnipeg, Vancouver and Toronto.

subject matter is brought from various cities, that you may know the situation of the markets. Always read the trade papers, as you will find news which is worthy of your time, as no man can be too well posted in regard to his business. Do not lay them away or throw them into the waste-basket, but take time in reading them and, when done, I assure you your time will have been well spent. These

#### JOURNALS AND TRADE PAPERS.

give the ideas on different subjects from some of the best merchants in the country, conveying to you what may have cost years of experience and a volume of money on their part, that you may gain by their knowledge. By no means destroy a trade paper or journal until you know its contents, for, if you do, you are wasting money. I would advise either old or young to subscribe for a good trade paper; pay for it, read it, follow its advice, and success is yours.

One more matter I wish to lay before you, and that is

#### IN REGARD TO CREDIT.

Should you extend the same, be sure that the person is all right and worthy of credit. Should a stranger ask you for credit, you should ask him for reference in regard to his qualifications to pay. You are not asking any more than such should be willing to do, and a person who will not furnish references is not worthy of credit. Never extend credit to one who owes you one dollar and cannot pay, but makes all kinds of promises; in fact, keep as near cash as possible.

Give undivided attention to your business, live within your income, buy for cash and sell as nearly for cash as possible, treat the traveling man, trade journal, wholesale merchant and, especially, your customers—in fact, each and everyone who may enter your store—with courtesy and respect, and success as a grocer will be with you.—O. P. DeWitt, in Michigan Tradesman.

#### CONSIGNED TEAS FOR AMERICA.

A COPY of The Ceylon Times recently to hand has the following: "We have by this mail some interesting matter which will be found on our 3rd page, both from Mr. F. Crosbie Roles, one of our absent editors, and from our London correspondent. Mr. Roles gives some excellent reasons and explanations why teas should not be sent on consignment to America, and particulars why such business, which is quite satisfactory as applied to London, is entirely inadvisable in New York. It will also be seen that Mr. Roles suggests action on the part of the Thirty Committee to attach to the payment of the bonus on green teas the condition that such teas shall not be sold on consignment in New York. The suggestion is well worth consideration, for those who accept the bonus could not demur at conditions which were enforced for the good of the whole industry. Also what is said with regard to drawing against shipments at short dates will doubtless have the careful consideration of planters and those acting for them in Colombo.

"Our London correspondent has very lately interviewed Mr. Alex. Thomson, and his remarks confirm what Mr. Roles calls attention to, of the danger of any flooding of the market with green tea and the very careful nursing which the trade requires. If 2,000 chests would knock the bottom out of the Canadian market, it shows how much there is to do to prepare the ground for that spurt which has certainly been made in Ceylon in the manufacture of this article. In this connection, we would urge that this is a very desirable time for Mr. W. Mackenzie—who has so long been impressed with the easier work the introduction of green tea into the United States would prove, as against the labor of forcing in black tea—to start on a fresh campaign to give a fillip to the trade to enable the supplies, which are increasing at this end, to be more easily absorbed. Our American commissioner ought to be able to do much

to give that start which is required, for all the difficulties he encountered previously in trying to surmount that high wall of green tea that met him so constantly in his progress will cease now to harass him, and he should find his way easy, as before it was beset by difficulties."

#### IT APPEALED TO HIM PERSONALLY

William Jennings Bryan had stopped in his travels to visit the Lone Star Mine, and, finding a group of men gathered about a large piece of machinery, he paused, turned his face in their direction, and began his customary bid for votes.

After declaring his great love for work and all connected with it, he said:

"My friends, you are engaged in the noblest occupation known to man. When I see a grand piece of machinery like this it has a wonderful fascination for me. I feel myself drawn into a close sympathy with its labors; it appeals to me personally; it—What is the matter?" he asked in a low tone of a friend who was frantically tugging at his coat tails.

"Cut her short, Colonel, and get out of here," the friend whispered hoarsely; "that blamed thing is the biggest wind pump in the whole State of Colorado."—Philadelphia Inquirer.

#### PROFITS IN THE TEA TRADE.

Mr. George Seton's annual table showing the results of the working of the principal Indian tea companies in 1899 has just been issued. We have before referred to the excellence of the tabular arrangement, whereby the details relating to each separate company can be seen at a glance. The average profit per pound made by the 45 companies included in the table was 1.74d., as compared with 1.43d. in 1898; the average ratio of expenses to receipts improved to 79 from 84 per cent., and the average profit on capital was 6.59 against 5.56 per cent.—Financial Daily News, London, England.



**“L. S. & B.” and “EMPIRE”  
COFFEES**

are known all over ONTARIO  
and the NORTHWEST.

“Prices” are “moderate.” In store—Ceylon Tea Fannings; also Green Ceylons,  
bulk and in cases containing 50 lbs. 1 and 1½-lb. circle canisters.

**LUCAS, STEELE & BRISTOL,** - - **Hamilton, Ont.**  
PHONES 447, 488, 1258.

**BROOMS! BROOMS! BROOMS!**

Our buyer has just returned from the cornfields of Illinois,  
having secured by hard work a lovely lot of corn (first car  
expected here this week).

*We offer for future delivery our known brands of brooms :*

“Standard,” “Signal,”  
“Bamboo Curlers,” “Heavy Miners.”

*At prices and quality that cannot be beaten.*

**James Turner & Co.,** - **Hamilton,**  
**Ontario.**

WHOLESALE GROCERS.



**THE DOMINION BREWERY CO., LIMITED**  
Brewers and Maltsters  
**TORONTO**

Manufacturers of the Celebrated

**WHITE LABEL ALE**

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

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

**WM. ROSS, Manager.**



**A LARGE SHIPMENT JUST TO HAND OF****Rowat's famous 40-oz. Bottles Pickles,  
Mixed, Chow Chow and White Onions.**

They sell at sight. Also good Canadian Pickles, can be sold at 10c. retail. Ask our travellers to show you samples.

**THOS. KINNEAR & CO.,**

Wholesale Grocers.

49 Front Street East, TORONTO.

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

**G**EOERGE BEATTY, late general merchant, Beamsville, Ont., has assigned to C. S. Scott, Hamilton.

I. Trudel & Co., grocers, Montreal, have assigned to Wm. Renaud.

F. Patry & Co., grocers, Quebec, are offering 50c. on the dollar.

John Girard, grocer, etc., Montreal, has assigned to Kent & Turcotte.

Assignment has been demanded of J. Asselin, jr., grocer, Montreal.

J. O. Clermont & Co., grocers, Montreal, have assigned to Bilodeau & Renaud.

J. Pepin, general merchant, St. Albert, Ont., has assigned to Elihu G. Morris.

Assignment has been demanded of D. Tremblay, general merchant, Pointe A'Pic, Que.

John W. Ross has been appointed curator of C. A. Liffiton & Co., coffee and spice millers, Montreal.

The assignment of M. & E. Gendron, grocers, etc., Penetanguishene, Ont., has been transferred to R. Tew, Toronto.

**PARTNERSHIPS FORMED AND DISSOLVED.**

Anthony & Robson, general merchants, Lytton, B.C., have dissolved.

Nadeau & Talbot, general merchants, Princeville, Ont., have dissolved.

W. Langlais & Son, general merchants, Douglastown, Que., have registered partnership.

W. H. Parnall, general merchant, Ruthven, Ont., has admitted T. W. Pollock under the style of Parnall & Pollock.

**SALES MADE AND PENDING.**

The assets of J. L. Bernie, grocer, Montreal, have been sold.

Joseph S. Kirschberg, grocer, Victoria, is advertising to sell out.

The stock of A. I. Clement, grocer, Montreal, is to be sold on October 9.

The assets of W. J. Inglee, general merchant, Aylmer, Que., are to be sold.

The assets of A. D. McGillis, produce dealer, etc., Montreal, have been sold.

The business of Thomas W. Garner, grocer, London, Ont., is advertised for sale.

The assets of Arthur Vaillancourt, general merchant, St. Julienne, Que., have been sold.

The assets of Thomas Figsby, general merchant, Hemmingford, Que., are to be sold by tender.

The stock and book debts of Charles Langlois & Co., wholesale produce dealers, Montreal, have been sold.

The executors of the estate of Robt. Evans & Co., seed merchants, etc., Hamilton, Ont., are offering the business for sale by tender.

W. A. & J. A. Fairley, general merchants, Carberry, Man., have sold their fruit and confectionery business to Vanderlip & English.

**CHANGES.**

A. Garland, grocer, Victoria, has sold out to M. Clung & Co.

Jessie Reese is giving up business as grocer in Jordan, Ont.

R. J. Gallagher, has succeeded M. F. Calder, grocer, Winnipeg, Man.

A. A. Doupe, general merchant, Belwood, Ont., has removed to Gorrie, Ont.

Alex. Thompson, confectioner, Drayton, Ont., has sold out to W. T. Johnston.

Hermine Lefebvre has registered as proprietor of E. Gourdeau, grocer, Montreal.

F. G. Lewis, general merchant, Birtle Man., has been succeeded by J. M. Hough.

Thomas Flanagan, general merchant, Chatham, N.B., has sold out to Charles Reinsboro.

Anthony & Robson, general merchants, Lytton, B.C., have been succeeded by J. H. Anthony.

M. H. McVeity, grocer, Ottawa, is opening a branch on the corner of Fourth avenue and Bank street, Ottawa.

Florence A. Tousignant has registered as proprietress of C. B. Poisson & Co., general merchants, St. Sophie de Levrard, Que.

**DEATHS.**

Thomas McNeely, general merchant, etc., Ladner, B.C., is dead.

Joseph Wilson, of Wilson Bros., wholesale grocers, Victoria and Vancouver, is dead.

**MacLaren's Imperial Cheese**

which received the highest award for excellence at the

**WORLD'S FAIR, CHICAGO 1893**

has now been awarded the

**Gold Medal at the PARIS EXPOSITION 1900**

By these awards for merit and marks of distinction two continents testify to the excellence of a Canadian food product, which, for its purity, flavor and economy, has long been a favorite at home.

## IN STOCK

New Season's

**PEEL**

Finest Imported

**DRIPPED CAPS**

Free from Sugar Deposits.

We have also in stock **CROSSE & BLACKWELL'S** New Peels. Prices Right.**THE DAVIDSON & HAY, LIMITED**

36 Yonge Street

Wholesale Grocers

TORONTO

**NEW FRUIT.**

THE statement has been made by one of the leading English newspapers, says the Boston Herald, that the world is soon to have the opportunity given to it of enjoying an entirely new fruit; that as the result of experiments made in fruit culture, by means, we dare say, of grafting, using the blackberry vine as a basis, an entirely new berry has been grown which has all of the present merits of the blackberry, with its defects eliminated, and with entirely new flavor and qualities added. When one takes into account that all of our cultivated fruit comes as the outcome of careful human direction from wild, and often unpalatable, sources, it is easy to believe that in the future we are to have large accessions made to these classes of food supply. Not to go beyond our own markets, there was never a time when larger quantities and better qualities of fruit were offered for sale than at the present time, and it is doubtful if fruit of such variety and quality ever sold before at such low prices.

Fruits which a few years ago were considered a luxury, which the well-to-do only could afford to buy, are now sold at prices which bring them within the range of all

classes of possible consumers, and, what is more, the American people are each year using as a food a constantly increasing amount of fruit, a change which is of almost unalloyed advantage. Not only is it probable that we are to have new varieties of fruit in the future, but the species which are well known are having each year an improvement in quality given to them. The seedless orange is slowly, but surely, displacing the orange with seeds; the pears displayed on the fruit-stands are fairer to the eye, and even, in some cases, better to the taste than they were a few years ago, and these are merely illustrations of a long list of desirable changes which have been made.

With the development of the fruit trade in the tropical regions of the world and the introduction of cold storage methods, the chances are that in a few years more we shall have offered for sale in the United States a number of tropical fruits which thus far have never been brought to these markets. The possibilities of human effort in this direction have hardly more than been touched upon, and it is one of the illustrations of American enterprise that, with the extension of our industrial activity to the tropical regions of the earth, we are finding

there opportunities which have thus far been ignored both by the natives and those from temperate climes who have gone thither in the way of business.

**CHESTER TOURIST ASSOCIATION.**

At the annual meeting of the Chester, N.S., association a few evenings ago the following officers were elected:

President—E. D. Lordly.  
Vice-President—Capt. James M. Allen.  
Secretary—Chas. A. Smith.  
Treasurer—Thomas Lawson.  
Directors—E. M. Robinson, John Stanford, L. G. Blair, Burton Hennigar, Bruce Mills, Daniel Evans, William Butler, James Stanford.

**WANTED 'EM RIPE.**

She was evidently, says an exchange, new at housekeeping and marketing, but carried herself with an air intended to impress people with the opinion that she knew all about it and wasn't going to be imposed upon.

"Lobster, madam? Oh, yes," said the dealer, with deference. "Very nice ones this morning. Here is a first-class one, madam," he said, exhibiting one in its shell of glistening emerald.

The alert customer tossed her head and exclaimed:

"Oh, no! You can't fool me with any of your green, unripe lobsters? I want a red one."



Purest

UPTON'S

made

**Marmalade**

Best

Jams

value

## TWO VIEWS OF THE EARLY-CLOSING SITUATION.

Interviews with Messrs. Kelly and Reddick.

THE fight over the Toronto early-closing by-law has not by any means ended yet. Magistrate Kingsford, who, on Monday last week, tried Joseph Sumner, 306 Queen street west, on a charge of having his shop open, though no evidence was adduced that sales had been made, and who deferred his judgment for one week, gave the following written judgment on Monday:

"In this matter I accept the by-law as valid. In cases under this by-law where the proprietor carries on a grocery trade only, it is not necessary to prove a sale. It is necessary only to prove that the shop was open for the serving of customers. The fact of persons going in and out of the shop and receiving what they require would be a sufficient prima facie case to make.

"If two or more trades are carried on in the same shop, and the grocery business is not carried on in a separate portion of the shop, then the case for the prosecution must be made by proving that a sale of groceries was made. It is not sufficient in that case to prove only that the shop was open. The Act does not require the shop-keeper to partition off his different trades, and, in order, therefore, to convict under the by-law in such a case, the keeping open for the purpose of serving groceries must be proved. This can only be evidenced by proving a sale of groceries. Further, under sub-section 9, evidence must be furnished by the prosecution proving which is the principal trade.

"In this case the defendant is probably a grocer, who, at this season of the year sells fruit also. But no evidence has been given that the selling of fruit is part of the ordinary business of a grocer, and, for all that appears in the evidence, the selling of fruit may be quite as important to this defendant as the selling of groceries. I am not to presume anything against him, and no sale of groceries has been proved. What the customers received may have been fruit, and I must give the defendant the benefit of the doubt."

MR. REDDICK'S VIEWS.

When A. Reddick, president of the Grocers' and Provision Dealers' Protective Association, the body formed to fight the by-law, was seen on Tuesday by a representative of THE CANADIAN GROCER regarding this judgment he was feeling jubilant.

"We have almost gained the battle," said he. "We have succeeded in baffling the early-closers right along, and this is the best move yet. We fought the matter out as long as we could to delay the compulsory

closing of our stores. Now we can keep them open just as we have a mind to."

"Then you don't intend to close?"

"No, I do not. A charge has been laid against me, and I am to appear to-morrow. But I don't fear the verdict much as they have no specific charge against me. I have allowed them to put a notice in my door: 'No groceries sold after 8 p.m.' That far I will go. But I have never closed yet, and I will not do so until I am forced to do so. I am a fruiterer as well as a grocer, so the judgment distinctly states that I need not close."

"But will you sell groceries?"

"Oh, no; but I can sell fruit, fish or anything but regular groceries."

"What do you consider to be groceries?"

"Sugar, teas, coffee and spices."

"Do you not include canned goods?"

"No; canned goods are either meat, fish, fruit or vegetables. And as we can sell these in the fresh state, so can we in the canned or preserved. We will continue to fight along these lines."

"Is your association strong?"

"We have almost 200 members. Each one has very little to pay to join, but many contribute liberally, and we are in a good position to continue to fight the by-law."

"Is it not true that you propose to make an issue of the matter at the municipal elections next January?"

"Indeed it is. We are in to beat this by-law any way we can. To have it annulled by next year's council would satisfy us. And I am confident we can elect members to the council who will stand by us in this matter."

"I see by the daily press that you have asked the present council to remit the bill of costs that the city solicitor charged you for the recent trial in the Divisional Court. Is that correct?"

"Yes. The council paid the Retail Merchants' Association's costs in a recent case, so we sent them this letter: 'The Grocers' and Provision Dealers' Association has been charged by the city solicitor with a bill of \$188 of costs for the recent trial in the Divisional Court. This is a very heavy tax upon the few members composing the association who have endeavored to help the hundreds of citizens whose wish it was to have liberty in opening and closing their stores. We hope you can see your way clear to cancel this charge.'"

"Do you expect that council will pay it?"

"They should. We were fighting for the welfare of the public. Why should we not be treated the same as the Retail Merchants'

Association? I have gained nothing by the work I have done in this cause. Instead, I am out of pocket, as I have spent so much time and money in the work."

MR. KELLY'S VIEWS.

The representative of THE GROCER then called on D. J. Kelly, president of the Retail Grocers' Association, and asked for his opinion re Magistrate Kingsford's decision.

"I don't think it is the proper interpretation of the by-law," said Mr. Kelly, "but I think it will answer our purpose for the present. We are now talking of asking the city council to include fruit and provision dealers in the scope of the by-law. In the meantime grocers all over the city are becoming accustomed to early closing, and are finding that it is a good thing. Fully ten or a dozen have come to tell me that they have been converted from being opponents to being advocates of the by-law. They had to bear a loss the first few nights; after that their customers got into the habit of buying during the day, and now their sales are as large as ever. This is bound to aid our ultimate success."

"What do you think constitutes a grocery store?"

"Any store like our own. I think that sugar, tea, coffee, spices, extracts, flour, meals, cereals, canned goods, jams, pickles, vinegars, fruits, fish, woodenware, etc., are all groceries. From Magistrate Kingsford's decision I take it that when any one of these articles are handled in sufficient quantity to make them a specialty or a distinct business, they can be sold, but, when they are only part of a grocer's regular stock-in-trade, they must not be sold after 8 p. m. For instance, if a man made a specialty of flour, he could keep open and sell it, but it would be against the law for him to sell our regular lines. Or, if he sold so much fruit that it was the principal or an important part of his business, he could sell it, but not flour, canned goods, etc."

"Do you expect that the question will be made an issue of at the next municipal election?"

"I think so, and we will be ready and organized. We will probably seek pledges from the different candidates to support our view of the matter."

"Do you think the 'antis' should have the city solicitor's bill of costs cancelled?"

"Indeed I do not. They cite the grant to the Retail Merchants' Association as a precedent. Why, the Retail Merchants' Association were helping the city to get more taxes by increasing the assessment of the Eaton Company, but these men were trying to defeat the city itself in the courts. But, if the council did establish the precedent of paying a minority

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Black Baskets and Choice Clusters.

ELEME FIGS  
Finest Table Quality.

—IN STORE.—

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

WHOLESALE IMPORTING  
AND MANUFACTURING GROCERS.

**TORONTO.**

its costs when unsuccessful in an effort to defeat its by-laws, what a list of appeals would follow! It would be ridiculous. They say they have 200 members, yet they speak of 'the few members' composing their association. Besides, they were advised that they were likely to lose, and only took the case to the Divisional Court to delay the enforcement of the by-law."

#### HEALTHFUL BAKING POWDERS.

Editor CANADIAN GROCER,—Under the above and various other headings, what purports to be genuine reading matter has appeared, and is still appearing, in a great many newspapers and other publications. To enable both merchant and consumer to understand that there is more than one side to the baking powder question, I desire to direct the attention of your readers to these facts:

1. That the reading matter referred to is nothing more or less than paid advertisements.
2. That these reading notices or advertisements are paid for by, and inserted in the interest of, what is known in the United States as The Baking Powder Trust.
3. That this Trust resort to all sorts of mean means to make the public think that the baking powder they make is the only

kind on earth and that no other is safe to use.

4. That it is a fact that better goods (Imperial Baking Powder) is made right here in Toronto, and this is plainly shown in bulletin No. 68, recently issued by the Inland Revenue Department.

My suggestion to the public is that until this question is in a more settled condition than at present that all unsigned articles should be taken with several pinches of salt.

It is an indisputable fact that the article in question can be made just as well, and just as pure, in Canada as in the United States or any other country. In fact, it is perfectly correct to say that this line of goods made in Canada are, as a rule, absolutely pure, of superior quality and, in fact, come very nearly being the most perfect of any I know of.

Every time our wives buy a pound of baking powder that was made in Chicago, or New York, by this greedy Trust, we are losing 10 to 20 cents. On a single pound it is not much of a loss, but on millions of pounds used every year in Canada it is a big item. The duty the public owe to themselves and the Canadian manufacturer is to positively decline to buy baking powder (and many other articles as well) unless the goods were actually made in Canada.

Thanking you for allowing me the use of

your columns to make the foregoing explanation.

E. W. GILLETT.

Gillett's Chemical Works,  
Toronto, October 3, 1900.

#### EARLY CLOSING IN HAMILTON.

The Retail Grocers' Association of Hamilton is wrestling with early closing. At the regular meeting of the association on Tuesday evening this was the principal matter discussed. The committee appointed some time ago to look after the drafting of an early-closing by-law reported progress, and expressed the hope that they would soon have a by-law similar to the one in Toronto ready to present to the council.

#### ALEX. MacVICAR MARRIED.

Alex. C. MacVicar, head traveler for D. Gunn, Bros. & Co., who represents that firm in Eastern and Northern Ontario, was married on Wednesday to Miss E. Young, daughter of John Young, 50 Rose avenue, Toronto. The ceremony, which was performed by Rev. A. McMillan, in St. Enoch's Church, was a brilliant affair, and was followed by a wedding dinner at the home of the bride's parents. Mr. and Mrs. MacVicar left for a tour, intending to visit Buffalo, New York; Brantford, Paris, and other points in Western Ontario.

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Imitations of



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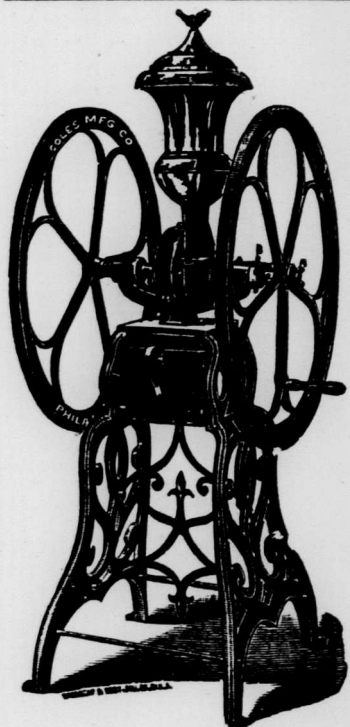
grocer who sells Windsor Salt (especially to a woman who has never used it before) surprises that woman with its purity, whiteness and freedom in the package—*it never cakes*.

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

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**EXPORTS OF FOOD PRODUCTS.**

THE Board of Trade returns of the United Kingdom for the first eight months of the present year show a satisfactory condition in the exports of food products from Canada to the Mother Country.

Last year was, as all engaged in the business will remember, by far the largest year that our exporters in these lines had ever had. Many persons looked for, as a result of this large business, a reaction, a decline this year in the aggregate trade, if not in the volume of business done in each line.

Happily, however, their expectations have been disappointed, for, in spite of the higher freight charges and the difficulty at times in getting space on ships, the aggregate up to the end of August has been much in excess of the record-breaking returns of last year.

There have been declines however. The most prominent of these are in flour and butter, though the decline in our shipments of sheep and corn are important.

But the decline in flour is more than offset by the increased movement of wheat;

that in butter by the growth of trade in cheese; that in corn for a renewed demand for our oats; that in sheep by the increased shipment of cattle. Then, besides, we have exported hams, bacon, peas and eggs in greatly increased quantities. The figures for the eight months are as follows:

	Jan.-Aug. 1900.	Jan.-Aug. 1899.
Wheat, cwt.....	4,102,900	3,098,100
Flour, ".....	706,610	1,520,800
Peas, ".....	328,400	265,700
Oats, ".....	1,182,100	.....
Maize, ".....	2,559,900	3,787,200
Cheese, ".....	845,157	731,080
Butter, ".....	79,315	117,859
Bacon, ".....	376,183	266,911
Hams, ".....	132,091	101,966
Cattle, number.....	64,389	59,178
Sheep and lambs, No....	17,970	29,705
Eggs, great hundreds...	70,011	30,672

Nor has the increase in the amount of our exports of these goods been a result of lower prices, but, rather, in spite of a high range of values.

In wheat, Manitoba grades advanced rapidly early in the summer, and since then prices have been maintained at about last week's figure, 85 to 86c. Toronto freights, while a year ago the price was about 78c. Peas are slightly lower, the price now being 58 to 59c., against 62 a year ago. Oats are at practically the same level as a year ago, the quotation now being 29 to 31c., whereas a year ago it was 30 to 31c.

In hog products, prices have for some time been maintained at a basis much above last, or, in fact, any other season for several years. Breakfast bacon is now quoted in Toronto at 13 to 13½c., while last year it was 12 to 12½c. Hams are 13 to 13½c., against 12 to 12½c. a year ago.

Not for years have dairy products continued so firm and high as this summer. Last fall cheese hovered around 12c. for a week or two, and, as a rule, did not get below 11c., but in the summer prices were considerably lower. This season the price opened high, and has been constantly in the neighborhood of the 11c. mark. Butter has been high all summer, and, although the production has been large, the home demand has kept the market so well cleaned up that exporters, finding the competition of Australian butter more severe than usual, have been unable to equal the enormous trade which they did last year. But it is noteworthy that the shipments this year are considerably in excess of any year previous

to last. Prices have been maintained all season at good figures, and are to-day at practically the same basis as a year ago. The price of eggs, too, has continued firm all season, and the range of values is now the same as this time last year.

Another significant fact is, that the increase in the United Kingdom's imports from Canada have not been because of an increased total import, but have rather been in spite of the fact that the total imports have not been as large as during the same period last year. The totals in wheat, flour, peas, corn, bacon, hams, cattle, sheep and lambs are all smaller for the eight months of 1900 than for 1899. In butter, they were practically the same; in eggs and cheese alone were they larger.

Everything considered, it is reasonable to assume that Canadian food products continue to grow in favor in the British market, and that we can confidently look forward to a steady growth of our export trade in these goods thereto.

A wisely spent vacation helps a man to be successful in his vocation.

**THE VALENCIA RAISIN MARKET.**

VALENCIA raisins continue to appreciate in price, both at home and abroad.

A cable received in Toronto on Monday stated that the market in Denia was excited and that selected fruit might be bought at 38s., which would mean 10c. per lb. laid down in Canada.

Shipments of new Valencias have been coming forward freely during the past week and the wholesalers have fair stocks for present requirements.

The fruit, while smaller than last year, is of good quality.

Wholesalers in Toronto have now got their prices up to 9 to 9½c. for fine off-stalk and 9½ to 10c. for selected raisins. Some sales of the latter have been made as high as 10½c. per lb.

High as present local quotations are, it is obvious, from cable advices, that they are still below the parity of prices ruling in the primary markets.

A brisk demand for small lots is being experienced from the retail trade, but not many orders are being placed for importation.

## THE SALMON PACK ON THE FRASER.

THE official statement of the salmon pack on the Fraser river to September 1 has been issued by the Cannery Association. It confirms the worst that has hitherto been said in regard to the pack. This can be gathered from a glance at the following copy of the statement :

## PACK ON THE FRASER SINCE 1892.

	Cases.
1892	80,215
1893	457,797
1894	363,967
1895	400,368
1896	356,984
1897	860,459
1898	510,383
1899	161,423

## FRASER RIVER CANNERS' ASSOCIATION.

## SOCKEYE PACK TO SEPTEMBER 1, 1900.

CANNERIES.	1-lb. Talls.	½-lb. Talls.	1-lb. Flats.	½-lb. Flats.	1-lb. Ovals.	½-lb. Ovals.	1-lb. Squats.	Total.
Acme			137	2,602				2,739
Albion Island			1,782	6,254				8,036
Alliance				2,600				2,600
Angle-American				1,251				1,251
Atlas			200	2,400				2,600
Beaver	465			3,260				3,725
Phoenix-Britannia	1,558		459	2,440		2,382		6,839
B. A. and Canoe Pass	483					3,360		3,843
Brunswick No. 1				2,166				2,166
Brunswick No. 2				1,900				1,900
Boutilier				1,875				1,875
Canadian Pacific				4,366				4,366
Celtic		1,815						1,815
Cleeve			600	3,730				4,330
Colonial				4,467				4,467
Currie & Co.			170	4,132			744	5,046
Deas Island				4,450				4,450
Delta	1,929							1,929
Dinsmore Island				5,400				5,400
English Bay				5,960				5,960
Ewen's			3,086	2,787				5,873
Federation			1,200		350	500	590	2,640
London and Fishermen's		732		2,067				2,799
F. R. Industrial		2,328					10	2,338
Greenwood				2,154				2,154
Gulf of Georgia	1,056				3,000	2,507		6,563
Harlock-Wellington				2,181				2,181
Hume & Co.			2,470	3,446				5,916
Imperial				3,103				3,103
Pacific Coast	130			3,585				3,715
Premier				1,200				1,200
Provincial				2,803				2,803
Richmond	300			2,400				2,700
Scottish-Canadian			1,300				6,900	8,200
St. Mungo	4,000		1,000	1,000				6,000
Terra Nova			128	4,200				4,328
Wadhams and B. C.				3,100				3,100
Westham Island	18					1,224		1,242
Western Packing Co.	50		375	1,450				1,875
Vancouver				4,806				4,806
Fraser River				4,034				4,034
Star				4,316				4,316
Great Northern			200	4,000				4,200
Total cases	9,989	4,875	13,107	111,885	3,350	9,973	8,244	161,423

The home market is, of course, nearly altogether supplied by 1-lb. tall tins. With less than 10,000 cases, it is obvious the quantity of Fraser river sockeye salmon will not go far. The trade, however, is already seized of that fact, on account of the unfilled and partly unfilled orders.

Not in the history of the industry on the Fraser river has the salmon pack been so small per cannery, while not for nine years has the total pack on that river been so light. This is shown by the following table :

The pack of 1897 was the largest on record, not only for the Fraser river, but for the whole of British Columbia, the total for the Province being over 1,000,000 cases.

We are yet unable to state what the total pack for the Province this year is, the official figures for the northern canneries not yet having been received. A statement made during August put the pack on the northern rivers and inlets at about 250,000 cases, which, if correct, would make the total pack in British Columbia this year a little over 400,000 cases, which, as may be

seen, would again be the smallest since 1892.

The total pack in British Columbia from 1892 to 1899 was as follows :

## TOTAL PACK FROM 1892-1899.

	Cases.
1892	228,470
1893	590,229
1894	494,271
1895	566,395
1896	601,570
1897	1,015,477
1898	484,161
1899	765,519

It is fortunate for the Canadian trade that a more than usually large quantity of canned salmon was carried over from last season.

## WOODENWARE CHEAPER.

There has been a general decline in woodenware quotations. The cause has been a lowering of the price of lumber, which, in turn, is a result of the heavy cut in the Georgian Bay district during the past season. All lines have been affected. In pails, the decline amounts to about 20 per cent.; in tubs and clothespins, to 25 per cent. In washboards it is not so great, as other materials than wood enter into their manufacture. The drop in this line runs from 5 to 10 per cent.

The price of corn brooms, too, has been changed. The crop of broom corn this year has not been up to the average in quality and, in consequence, there is a surplus of common and inferior straw. So the price of lower grades of brooms is 5 to 10 per cent. lower than they were. Good brooms have also been slightly reduced in price. It is stated by manufacturers, however, that if the present demand for high-grade brooms keeps up there will have to be an advance on account of the supply of first-class corn being limited.

## DROP OF 10C. IN SUGAR.

A drop of 10c. per 100 lb. in the price of all Canadian refined sugars is announced since our market forms went to press. This makes the price of granulated \$5.28 at Toronto and \$5 10 at Montreal.

The decline was quite unexpected, and was due to the sudden renewal of hostilities between the sugar refineries in the United States, prices having declined 15 to 20 points in that country on Tuesday.



## THE COLD STORAGE SENSATION.

THE investigation that has been held during the last two weeks into the affairs of the Montreal Cold Storage and Freezing Company, who assigned lately, leaving about \$230,000 worth of fraudulent warehouse receipts in the possession of the Merchants Bank of Halifax and other banks in Montreal, has revealed a startling crime and a no less startling condition of business lethargy.

The crime consists of signing papers to the effect that certain goods were warehoused waiting shipment, and of obtaining from the banks advances on these receipts and bills of exchange. The condition of business lethargy is to be seen in the fact that, when the bank advanced the money and really bought goods, it did not get possession of them; never watched them, and, in many cases, seems to have never known of their existence. Inspectors were sent around frequently, but the fraud amounted to \$360,000 before it was discovered.

So cleverly has the trick been played that, in an investigation extending over several days, the perpetrators of the fraud have not been indisputably discovered, nor has it been found out where the money advanced on the receipts has gone.

Mr. T. J. Chisholm, the general manager of the Cold Storage Company, says he advanced \$150,000 out of his own pocket to wipe out some of these fraudulent receipts after they were discovered, and this leaves \$210,000 still in existence to be returned. Who has this little nest egg is a question that remains unanswered. All the directors of the Montreal Cold Storage Company, and Messrs. Croil & McCullough, through whose firm the majority (at least) of the fraudulent receipts were negotiated, are positive in their statements that none of the proceeds came to them. Who, then, reaped the benefit? That question they cannot answer.

Upon suspicion of being in the conspiracy, Messrs. Alexander McCullough, vice-president of Croil & McCullough Dairy Co., T. J. Chisholm, general manager, and D. J. McGillis, secretary-treasurer of The Montreal Cold Storage and Freezing Co., have been arrested at the instance of the Merchants Bank of Halifax.

It is to be hoped that more particulars will be forthcoming at the trial of these men than have been produced at the investigation instigated by the Merchants Bank of Halifax.

The bank had been suspected of condoning the crime for the sake of obtaining security, but its action in subpoenaing witnesses to come into the Superior Court clears it of that stain. The three arrests recently made have taken place at its instance.

It is to be hoped that the real criminals, whether they be men of the standing of Messrs. McGillis and McCullough or not, will be ferreted out, and that rampant crime will not be allowed to go unpunished. The affair is a stain on our butter and cheese commission business now, but it will be one of a deeper dye if the perpetrators do not meet their deserts.

Meanwhile, the investigation that has been held shows how loosely this delicate business, involving so much confidence and trust, has been carried on. Mr. J. E. Mullin, the president of the Cold Storage Co., stated that all the receipts were signed by himself as president, his brother as vice-president, and by Mr. McGillis as secretary. His brother had signed receipts in blank. Regarding the safeguards surrounding the issue of these receipts before they were issued, the matter was left almost entirely in the hands of Mr. Chisholm, the manager of the company. His nephew first told him of the issue of fraudulent warehouse receipts in March, and had attributed the work to McGillis and Croil & McCullough. Mr. Mullin then said to his nephew: "I think Chisholm must have had a hand in it, for he is manager. I don't believe anything was done without him." Mr. Mullin had asked for an immediate investigation, but Mr. Chisholm promised to retire the receipts, if he had but time. The defalcations had grown to \$270,000 on the Merchants Bank of Halifax alone. Security was given the bank because of pressure brought to bear upon him.

Mr. T. J. Chisholm, the manager of the Storage Co., said that receipts were issued to Croil & McCullough, as to other firms, upon the checking of goods by Mr. J.

F. Mullin, upon whose initials Mr. McGillis signed the receipt. Witness never saw that this was done because he had been given to understand that his interference was not desired. He could not say anything as to where the proceeds of these receipts went to, but they got through by bills of exchange of Croil & McCullough. Mr. Chisholm further stated that, as McGillis could not raise the funds to pay off these bogus warehouse receipts, he paid somewhere between \$150,000 to \$175,000 himself, out of his own money.

Mr. Alexander McCullough, of Croil & McCullough Dairy Co., swore that not one dollar coming from those worthless warehouse receipts came to his firm or to himself, or to any member of his firm. He did not know of these worthless receipts and bills of exchange on Campbell, Shearer & Co., England, till last March or April, when told by Mr. Chisholm. The amount involved was then \$220,000. The receipts were endorsed by himself as also were the bills of exchange. He placed his firm in the same position as the Bank of Halifax, and threw the blame of shortage on the Montreal Cold Storage and Freezing Co.

Mr. D. J. McGillis also swore innocence. He acknowledged that Chisholm had such influence over him that he made out warehouse receipts without number, and then went down to the bank and made false statements. In regard to signing warehouse receipts, he did as he was told and had personally obtained no money on them.

Mr. W. M. Ramsay, local manager of the Merchants Bank of Canada came forward with the most important testimony. When he discovered the fraud, the bank was interested to the extent of \$110,000. He had asked the reason of the worthlessness of the receipts and Mr. McGillis had explained that the goods had been there but had been abstracted by Croil & McCullough. Mr. Chisholm also said that Croil & McCullough had abstracted certain goods, while Mr. McCullough, when approached, had admitted the same fact. Acting upon this latter statement, the above-mentioned arrests were made. Mr. Ramsay said "the whole pack should be sent down."

He who is without ambition is of little use to other people, let alone to himself.

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

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# MARKETS AND MARKET NOTES

## GROCERY QUOTATIONS BY WIRE.

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

### ONTARIO MARKETS.

Toronto, October 4, 1900.

#### GROCERIES.

A FAIRLY good trade is being done this week in wholesale groceries, although the demand for sugar has continued to fall off. In prices, however, sugar is unchanged. The most interesting feature of the wholesale grocery trade is still dried fruits, both currants and raisins having further appreciated in value during the past week. Prices generally are about 1c. higher than a week ago on currants and  $\frac{1}{2}$ c. higher on Valencia raisins. In other kinds of foreign dried fruits the situation is much as before. In canned salmon the market is still strong, and there is a fair demand in spite of the high prices. The weather continues favorable for the pack of tomatoes and corn, and, although there is very little business being done, prices are being maintained. During the week some good shipments of Valencia raisins have come forward, and several of the houses have received shipments of candied peels. A fair and improved business is to be noted in syrups and molasses. The demand is nearly over for pickling spices, although a nice business is still to be noted. Teas rule steady to firm as to price, but there is not much business being done.

#### CANNED GOODS.

Little or nothing that is new has developed during the week in regard to canned goods. The weather has continued favorable for the packing of tomatoes and corn, and there is now no doubt that the quantity put up in both these lines will be large. So far, however, this has had no effect on the market, as the association prices are still being well maintained, and, as both these lines are coming on a bare market, it is the opinion that figures will hold very steady during the season. At present there is no sign whatever of a weakening in prices, although no one will, of course, purchase freely in view of the size of the pack. The price of association tomatoes to the retail trade is, as a rule, from  $87\frac{1}{2}$  to 90c., although there are

tomatoes, seconds and non-association, which are quoted at 85c. Some are quoting tomatoes, peas and corn all round at 80c. The ruling price for corn and peas is 80c. Very little business is being done in canned vegetables of any kind, all orders being small. Canned salmon continues to occupy a strong position, and the demand is fairly good for small lots. An official statement has just been issued by the canners' association on the Fraser giving the total pack of the past season at a little over 161,000 cases. Last year the pack was over 527,000 cases on the Fraser. Another point is that less than 10,000 cases were 1-lb. talls, which are the kind that are principally used in Canada. These figures will naturally tend to strengthen the confidence in the market. In canned lobsters, there is a steady trade, in a small way, and a fair sorting-up demand for canned fish generally.

#### CANDIED PEELS.

As predicted in our last issue, new season's candied peels are on the market

See pages 27 and 28 for  
Toronto, Montreal, and St.  
John prices current.

this week. Prices are as follows for foreign peels: Lemon, 12c.; orange, 13c.; citron, 16 to 17c. Domestic lemon and orange peels are quoted 1c. less, but citron is about the same as the imported article. Quite a little candied peel has been sold to arrive.

#### COFFEES.

The demand for green Rio coffee is picking up a little, and a fairly steady trade in general is being done. The outside markets are somewhat irregular in regard to green Rio coffee.

#### SUGAR.

Locally, the demand for sugar continues to ease off, although there is quite a little still going out. As far as prices are concerned, they are unchanged. It is the opinion that the market is likely to remain in its present position as long as American receipts continue light. Cargoes afloat to the United States will give barely two weeks' supplies; this, of course, applies to raw sugars near at hand. Stocks in refiners' hands at the end of last week were only 38,700 tons, against 179,000 at the same time last year. Litch's estimates of

the beet sugar crop vary, being all the way from 5,355,000 to 5,920,000 tons.

#### SYRUPS AND MOLASSES.

Trade is improving in both syrups and molasses. There has been a particularly good demand for corn syrups for future delivery.

#### SPICES.

The season is getting pretty well over for pickling spices, although there is still a fairly good demand. The spice market, generally, is firm.

#### TEAS.

The market continues firm for Japan teas. Advices to hand under date of August 28 estimate that the shortage in the crop is about 15 per cent. compared with last year. The high prices prevailing for Japan tea are still interfering with business, as far as the Canadian market is concerned. Advices from China state that the market there is practically closed in regard to green teas, and that large quantities have been shipped from there to the United States, the demand from that country being stimulated by the high prices ruling on Japan green teas. Stock of Young Hysons on the Canadian market is small. The market in Calcutta is firm, and prices are also steady on Ceylon teas in the outside markets. Although there are quite a few Indian and Ceylon teas on the local market, stocks are much lower than they were, and what business is being done is in these teas.

#### FOREIGN DRIED FRUITS.

CURRANTS—There has been a further appreciation in prices during the past week, both at home and abroad. One or two houses have received small shipments of new Filiatra currants this week, but, generally speaking, the houses are only quoting to arrive. The new currants in stock are quoted at 13c. The ruling quotations, to arrive, are as follows: Filiatras, 13c., Patras, 15c.; Vostizzas, 16c. Some business is being done, to arrive, at these figures, as retailers, like everyone else, realize that no lower prices are to be expected. Advices from Patras state that the market remains firm. During the week, efforts have been made to repeat orders below quotations named by the shippers in Patras, but they have been invariably unsuccessful. Some sales have been made for importation during the past week at prices which will mean, laid down,  $12\frac{1}{2}$  to 15c. per lb., according to grade. According to advices from London, England, speculators there appeared

to have secured a good portion of the crop. Mail advices from Greece estimated that, at the end of September, the quantity of currants there available for export would only be about 100,000 tons.

**VALENCIA RAISINS**—Shipments have been coming forward freely during the past week, and all the wholesale houses have supplies of new fruit on hand. The demand for small lots is brisk, notwithstanding the high prices. Selected are being quoted at 9¼ to 10c., and, in some instances, as high as 10½c. The idea as to price for off-stalk is 9 to 9½c. A cable received in Toronto this week stated that the market was excited, and that selected might be bought at 38s., which would mean 10c. per lb. laid down here. Not many orders are just now being placed for importation.

**SULTANA RAISINS**—A little business is being done in sultana raisins but the quantities wanted are usually small. For fancy fruit we quote 16c., and for medium to choice, 11 to 13c.

**PRUNES**—New season's Californian prunes have not yet arrived, but there is a fair inquiry for them for future delivery at ruling quotations.

**FIGS**—One or two small advance shipments of Eleme table figs arrived on the local market this week. A few orders have been placed for mat figs at 3¼ to 3½c. per lb. to arrive.

#### GREEN FRUITS.

The market is still active. Peaches, pears, tomatoes and muskmelons are coming in in much smaller quantities than they have been, but as the demand is light there is no change in prices. The grape season is just about at its height, but it is expected that receipts will be larger during the early part of next week. As the crop is a light one it is not likely that there will be much reduction from the present quotations, 20 to 25c. for large, and 13 to 18c. for small baskets. Some complaints of topping are heard. Sweet potatoes have been imported in very large quantities and the price has been forced down to \$2.75 to \$3. Cranberries are offering freely, with Cape Cod's at \$7 per bbl., and Ontario at \$4 to \$5. There is a good sale of Jamaica oranges at \$5.50 to \$6, a decline of 50c. Malaga lemons are offering at \$4 per box. There is a good demand for them as well as for Palermos, the best qualities of which are 50c. higher. Bananas continue in good demand at \$1.25 to \$1.75 per bunch. The supply of apples is not as large as it has been and prices are 25c. higher, the quotation now being 75c. to \$1.25 per bbl. Spanish onions are firm at 90c. to \$1 per crate and are selling well at the price. Malaga grapes are on the market in excel-

lent condition. The opening price is \$7 per keg.

#### COUNTRY PRODUCE.

**EGGS**—For strictly new-laid eggs there is a good demand at 17 to 18c., but for straight-gathered candled stock, the inquiry is less brisk at 14 to 15c. Checked eggs are steady at 10 to 12c., and No. 2 stock runs all the way from 8 to 10c.

**BEANS**—The new crop is beginning to arrive. The crop is considered to be somewhat above the average, but, as it comes on a bare market, quotations are well held at \$1.50 for hand-picked, and \$1.40 to \$1.45 for mixed.

**HONEY**—The market keeps strong, as the demand keeps good. Dealers are now asking 9 to 10c. for clover strained and \$2 to \$2.25 for clover comb. Some fancy stock has been sold at even higher figures.

**POULTRY**—There is a good sale of chickens and ducks, but the weather has been too warm to encourage the sale of geese or turkeys. We quote: Chickens, 40 to 50c. per pair; ducks, 60 to 70c. per pair; geese, 5½ to 6c. per lb.; turkeys, young, 10 to 11c. per lb.; old, 8 to 9c. per lb.

**DRIED APPLES**—A few transactions have taken place. The evaporated market is opening weak, the quotation being 5 to 5½c. Dried stock is almost as dear, the ruling price being about 4 to 5c.

#### BUTTER AND CHEESE.

**BUTTER**—The market evidences a tendency to weaken. The light export demand has caused heavy shipments of creamery butter to this market, and, though the price of creamery butter has not been affected, it has caused a drop of ½ to 1c. in dairy. Yet, gilt-edged dairy butter is still in good demand. We quote: Dairy prints, 19 to 20c.; tubs, 18 to 19c.; creamery prints, 22 to 23c.; boxes, 21 to 21½c.

**CHEESE**—The market is steady, with a light local consumption and a good export trade. Prices are well maintained at 11½ to 12c. for whole, and 12½c. for twin cheese.

#### PROVISIONS.

The market keeps stiff. Lard, long clear bacon, breakfast bacon, and backs are ½c. per lb. higher. Heavy mess barrel pork has advanced \$1. With dressed hogs at \$8 to \$8.25, and scarce at the price, it does not seem likely that the present high values will be reduced in the near future.

#### FISH AND OYSTERS.

Oysters are easier, as the hot weather has limited the demand. Baltimore standards are 5c. per gallon lower, and other grades are weak. Owing to a short catch of trout and whitefish, prices have gone up ½ to 1c. per lb. Ciscoes are 10 to 25c. per hundred cheaper. Labrador split herrings

in half-bbls. are 50c. lower. Haddock has gone up 1c. per lb. Otherwise there is no change. We quote as follows: Trout, 8 to 9c.; white fish, 8 to 9c.; perch, 3c.; blue pike, 3c.; grass pike, 4½c.; yellow pickerel, 7c.; bluefish, 10 to 12c.; herrings, 3 to 3½c.; steak cod, 6 to 6½c.; haddock, 6c.; white halibut, 13c.; fresh sea salmon, 17c.; redsnappers, 11c.; fresh mackerel, 14½c. each; haddie, 7½ to 8c. per lb.; ciscoes, per 100, 90c. to \$1; Labrador herrings, splits, \$3.25 per half-bbl., \$5.75 to \$6 per bbl.; boneless fish, 4½ to 5c.; quail-on-toast, 4½ to 5½c.; pure cod, 5½c.; shredded cod, \$1.80 per box. Oysters, Southern mediums, \$1.10 per gal.; Baltimore standards, \$1.30 per gal.; Baltimore selects, \$1.60 per gal.; New York mediums, 80c. per 100; New York selects, 90c. per 100.

#### GRAIN, FLOUR, BREAKFAST FOODS.

**GRAIN**—The feature of the week is the advance in Manitoba wheat, which has steadily risen in value until now it is quoted at 98c. Toronto freights and \$1 grinding in transit. Ontario wheat is steady at 58c. at outside points. There is a good movement of barley and fall wheat on the local street market, which we quote as follows: Wheat, white and red, 69 to 69½c.; goose, 69c.; peas, 56 to 59c.; oats, new, 28 to 29c.; old, 32 to 34c.; barley, 44 to 49c.; rye, 53 to 54c.

**FLOUR**—In sympathy with the rise in Manitoba wheat, prices for flour have risen 15 to 25c. We quote as follows: Manitoba patents, \$4.75; Manitoba strong bakers', \$4.50; Ontario patents, \$3.75 to \$3.85; straight roller, \$3.50 to \$3.75, Toronto freights.

**BREAKFAST FOODS**—The demand, both in the local and export way, is good. We quote as follows: Standard oatmeal and rolled oats, \$3.40 in bags, and \$3.50 in bbls.; rolled wheat, \$2.50 in 100-lb. bbls.; cornmeal, \$3; split peas, \$4; pot barley, \$4.00.

#### HIDES, SKINS AND WOOL.

**HIDES**—There is no change. The market keeps quiet. We quote as follows: Cow-hides, No. 1, 7½c.; No. 2, 6½c.; No. 3, 5½c. Steer hides are worth ½c. more. Cured hides are quoted at 8 to 8½c.

**SKINS**—Prices are steady, with a moderate business doing. We quote as follows: No. 1 veal, 8-lb. and up, 8c. per lb.; No. 2, 7c.; dekins, from 40 to 60c.; cul, 20 to 25c. Sheep are selling at 55 to 85c.

**WOOL**—There is little doing. Prices show no tendency to change. We quote for combing fleece, 15 to 16c., and for unwashed, 9½ to 10c.

#### MARKET NOTES.

Malaga lemons and grapes are on the market, both in fine condition. The lemons

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YOUR ORDERS SOLICITED.

### CLEMES BROS.,

51 Front East, TORONTO.

are worth \$4 per box and the grapes \$7 per keg.

New candied peels are now in stock with the local wholesalers.

New-crop beans are offered. The market opened at \$1.50 for hand-picked and \$1.40 to \$1.45 for mixed.

The pack of sockeye salmon on the Fraser river is 161,423 cases, according to an official statement just issued.

Manitoba wheat has advanced 10 to 12c. per bushel. This has caused all grades of flour to rise 15 to 25c. per bbl.

Lard, long clear bacon, breakfast bacon and backs are 1/2c. per lb. higher. Heavy mess barrel pork has risen 1c. per lb.

Further advances are again to be noted in both Valencia raisins and currants. Fairly good supplies of Valencia raisins are to hand this week, and a couple of small lots of new currants.

Trout and whitefish are 1c. per lb. dearer, and so is haddock. Ciscos are 10 to 25c. per 100 cheaper. Baltimore standard oysters have declined 5c. per gal. Labrador herrings, in half-barrels, are 50c. lower than a week ago.

### QUEBEC MARKETS.

MONTREAL, October 4, 1900.

#### GROCERIES.

THE month has opened with a better trade than September did. There seems to be more of a snap to business. Dried fruits continue to be the feature of the trade. Currants seem to have reached their highest point, for they are now selling in England at 50s. The excitement in this article seems to have abated and things are settling down. There is still a bullish fervor in Valencia raisins and quotations continue withdrawn. The last quotation was equal to 9 1/2c. laid down here. Stocks are very light. An advance is noted in French prunes this week and this article is in better demand than for some years. The high prices of dried fruits have put a damper on trade, and merchants are afraid to buy. Sugar remains unchanged in price and situation. Teas maintain their firmness and quietude. Green fruits are in slow demand and are going at low prices.

#### SUGAR.

The foreign sugar market shows a weakening tendency since the advance of last week, but there has been no change in the price of centrifugal in New York nor of refined here. Cane sugar remains quiet at unchanged prices. The offerings of raw still continue light. The refiners say they are doing a good business, but dealers are buying only in small quantities. It is likely

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that prices will be steady for some time, till the new crop of sugar begins to come upon the market, toward the latter part of the month. There is a limited demand at \$5.20 for granulated and \$4.40 to \$5.10 for yellows.

## SYRUPS.

Business in syrups continues quiet, the demand being only for small lots to fill actual wants, and prices remain as last quoted.

## MOLASSES.

On a cargo that was offered here this week, 38c. was bid and refused. It has been put into store. Business in "rounds" is quiet, but holders are firm in their views, for it is well known that stocks are light. Prices are unchanged at 40c. for carlots and 41c. for single puncheons.

## CANNED GOODS.

The demand for round lots of canned goods has been slow, and business in this direction is quiet, but there continues to be a fair movement in a jobbing way. Consequently, the market on the whole is moderately active and prices generally rule firm. Salmon on spot are in very light supply and in active demand. Prices are fully maintained at \$6.50 to \$6.75 per case for Fraser river red sockeye. By the dozen it is quoted at \$1.65 to \$1.75; flats, \$1.75 to \$1.85 and spring, \$1.45 to \$1.50. In vegetables the feeling is firm. The packers have filled only 90 per cent. of their orders for beans. Some packers have had to buy to complete their corn contracts, while it is likely that there wont be much more than a sufficient pack of tomatoes to meet present needs. We may expect all prices to be maintained under these conditions. Tomatoes are worth 85 to 90c. per dozen, corn 80c., peas 77½c. to \$1.05, beans 82½c. Fruits are selling slowly at unchanged figures. There is a fairly good demand for kippered herring and such goods, and herring is poor at the rise.

## SPICES.

The feature of the spice market has been a reported weak feeling in nutmegs. The demand is good. Jamaica ginger also is moving freely at 12 to 15c. The cables quote higher prices on cassia and small supplies in Europe and the East point to higher prices. Pepper is firmly held. We quote: Nutmegs, 25 to 50c. per lb. as to size; mace, 45 to 50. per lb. as to quality; pimento, 9c.; cloves, 12 to 14c.; pepper, black, 15c.; white, 23c.

## RICE.

The demand for rice is steady with prices unchanged. We quote: B standard, \$3.20 to \$3.30; Patnas, \$4 to \$4.65; Japans, \$4.40 to \$4.90, and Carolina, \$6 to \$7.

## DRIED FRUITS AND NUTS.

CURRENTS—England is offering currants at 50s., which means a laid-down cost here of 12¼ to 12½c., which are about the figures quoted by the dealers on goods to arrive. Some would have us think that further advances will occur, but it is doubtful if the market will stand higher prices at present. The demand here is very slow. The ss. Escalona is expected to arrive at Montreal next week. It is stated that the Greek crop will be cleared up by November 1.

VALENCIA RAISINS—The market in Valencia raisins continues to be excited, although the figures set last week on goods to arrive still stand. To arrive they are worth 8½c. for fine off-stalk, 8¼c. for selected, and 9¼c. for layers. On spot they are worth ¼ to ½c. more. The market is strong, and stocks here are well high exhausted. Further arrivals are expected this week and next. The demand has been very brisk for the first arrivals of the season, and many orders are now awaiting to be filled by the next shipments. The last quotation on Valentias was equal to a laid down cost of 8½c. for fine off-stalk.

SULTANA RAISINS—A good business is doing in Sultana raisins at 11 to 13c. on spot and 12 to 12½c. to arrive.

MALAGA RAISINS—Recent rains have done much damage to the Malaga raisin crop, and, consequently, the market is excited. The price on goods to arrive is 9½ to 10c. Not much business has been done, except in a jobbing way. Malaga loose muscatels are worth 9½c. in 50-lb. boxes.

PRUNES—More attention is being paid to French prunes this year, in consequence of their low values and the high prices of the Californian article. French prunes are worth about 5¼ to 6c. per lb., and are advancing, a rise of 15c. per lb. being noted on Tuesday. The Californian prunes are quoted at 11c. for 40-50's, 7½c. for 60-70's, 7c. for 70-80's, and 6c. for 90 100's.

CALIFORNIAN EVAPORATED FRUITS—There is little doing in this line and figures remain unchanged. Choice "Royal" apricots are worth 12½ to 13c.; choice peaches, 10½ to 11c.; choice pears, 11¼ to 12c., and nectarines, 11½ to 12c.

CALIFORNIAN RAISINS—The higher prices of Valencia raisins have brought attention to the Californian raisins. 2-crown are quoted at 8¼c.; 3-crown, 9½c.; 4-crown, 10c. It is probable that business may spring up even at these figures.

FIGS—Smyrna figs will arrive in a few days, and the market will be well supplied by October 20. Rather high prices may prevail at first, but, as the crop is a large one, these will come down to a low level. Comadre figs are quoted at 3¼ to 3½c.;

Eleme table figs, in 12-oz. boxes, are quoted at 7½ to 8c., and glove boxes, 12½c. Some spot stocks are being cleaned out at cut prices.

NUTS—New filberts will be here early in November, and will be worth 11c. Grenoble walnuts are a little higher in France, and in great demand. At the moment, orders for immediate delivery will not be accepted. Almonds now cost about 14½ to 15c. Shelled almonds are quoted at 35 to 36c. to import, and at these figures wholesale houses are afraid to buy.

## TEAS.

Little business is being done in teas. The undertone is firm and holders show no disposition to make concessions, as they believe that in the near future all the desirable grades of teas will be wanted at full prices. Most dealers have no new Japans under 18c., while all low-grade third-crop teas are held as high as 16. The quality is perhaps a little better than last year on the whole. It is now estimated that the Japan tea crop will be 10 per cent. short of last year's total arrivals. China black teas have been showing a little decline at Shanghai and close sweet clean teas, rather better than the United States Government standard, can be obtained at tael 15½ per picul. There is also a quiet and easy market in greens. The demand for anything over "good medium" appears dull; teas below this quality find, however, fairly ready sale. "Finest" and "choice" chops have been sold at full rates. Pingsueys remain about the same.

## COFFEES.

A fair trade is doing in coffees at unchanged prices. Maracaibo is worth 12 to 14c.; Rio, 10 to 11c., and Santos, 9 to 11c.

## GREEN FRUITS.

There has been no change in the market this week of any particular importance. Trade is quiet and prices are low. We quote: oranges, barrels, \$4.50 to \$5.50; new Jamaica Verdilli lemons, \$5.50 to \$6 per box; bananas 50c. to \$1.25, as to quality; golden dates, 4½c. per lb.; Californian peaches, 80c. to \$1.25 per box; Californian plums, 70c. to \$1 per box; watermelons, 20c. each; apples, \$1 to \$2 per bbl., 20 to 30c. per basket; Californian pears, \$2.75 to \$3 per box; Canadian pears, 25c. per basket; Canadian peaches, 20 to 50c. per basket; Canadian plums, 25 to 50c. per basket; grapes, 1½c. to 2c. per lb., 20 to 25c. per basket, and cranberries, \$7.75 to \$8.25 per bbl.

## COUNTRY PRODUCE.

EGGS—There has been a good demand for small lots from local buyers, and pickled and new-laid are moving freely forward on export account. The market is firm. We quote: No. 1 candled stock, 16 to 17c.;

strictly new-laid, 18 to 22c.; No. 2, 11 to 13c., and culls, 6 to 10c. per dozen.

**MAPLE PRODUCT**—Business in maple product is slow. Prices are steady. Syrup sells at 70 to 75c. per tin of 14 lb., 50 to 60c. per tin of 10 lb., and 6½ to 7c. per lb., in wood. Sugar is worth 8c.

**HONEY**—A good demand for honey has sprung up, and supplies seem to be scarce. White clover honey is worth 12 to 12½c.; white extracted, in large tins, 8 to 8½c., and in small tins, 8½ to 9c., and buckwheat extracted, 6½ to 7½c.

**BEANS**—The season in beans is beginning to open. The market is easy. We quote: Canadian hand-picked at \$1.60 to \$1.65, and primes at \$1.50 to \$1.55.

**ASHES**—Receipts of ashes continue light, for which the demand is good and prices rule firm at a stiff advance. We quote: \$5 to \$5 15 for first pots, \$4.70 for second, and first pearls, \$6 per 100 lb.

#### PROVISIONS.

The demand has been good in all lines, and, as supplies are somewhat limited, the tone of the market is very firm. Lard shows further advances. We quote as follows: Heavy Canadian short cut mess pork, \$19.50 to \$20.00; selected heavy short cut mess pork, boneless special quality, \$20.50 to \$21.00; heavy Canada short cut clear pork, \$19.00 to \$19.50, hams, 10½ to 14c., and bacon, 12 to 14c. per lb. Refined lard compound (Fairbank's) \$1.80 per pail; Snow White and Globe compound, \$1.70 per pail; cottolene, 8½c. per lb. in tierces and 8¾c. in pails; pure Canadian lard, ½ 100, 11½c.

#### FLOUR AND GRAIN.

**FLOUR**—A fair trade has been done in flour, and the tone of the market is exceedingly firm. Quotations show a stiff advance. We quote as follows: Manitoba spring wheat patents, \$4.70; winter wheat patents, \$4.25 to \$4.40; straight roller, \$3.25 to \$3.50; in bags, \$1.60 to \$1.75, and Manitoba strong bakers', \$4.20 to \$4.40.

**GRAIN**—The grain market is easy, with business slow and the demand quiet for the season. We quote: No. 1 spring wheat, 76 to 76½c. afloat; peas, new crop, 66½ to 67c.; rye, 56½c.; No. 2 barley, 47½c.; oats, 28½ to 28¾c.; buckwheat, 52c.

**FEED**—The demand for feed has been good, and the tone of the market is firm. Prices show no change. We quote as follows: Manitoba bran, in bags, \$16; shorts, \$18; mouille, \$20 to \$24; Ontario bran in bulk, \$15 to \$15.50, and shorts, \$16.50 to \$17 per ton.

**OATMEAL**—Business in rolled oats is chiefly of a jobbing nature, and prices are unchanged at \$3.25 to \$3.30 per bbl., and at \$1.57½ to \$1.60 per bag.

## Quality counts more than Price

in winning and holding trade—especially holding it. If you handle

# Clark's Mincemeat

you need pay no attention to competitors who rely upon low prices.

SOMETHING VERY CHOICE!

## BAYLE'S AFTER-DINNER CHEESE

½-lb., 1-lb., 5-lb. Jars.

## DEVILLED CHEESE

½-lb., 1-lb. Jars.

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**ROBERT GREIG & CO., - Toronto.**

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# BOECKH'S BRUSHES

make it possible for you to supply your customers with exactly what they require. This, combined with their lasting qualities, make them the favorite wherever used.

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**Headquarters for Ceylon, Indian and Japan Teas.**

Consult us now, as we have some splendid values in these brands. Wholesale only.

— SAMPLES AND PRICES ON APPLICATION —

**HAY**—Receipts of baled have been small, and the quality is generally below the average; in consequence, the demand for old crop is good and prices are firmly held. We quote as follows: No. 1, \$9.50 to \$10; No. 2, \$8.50 to \$9, and clover, \$7.50 to \$8.25 per ton, in carload lots on track.

#### CHEESE AND BUTTER.

**CHEESE**—Cheese has suffered a decline this week, and this has contributed to make business slow. The best that can be got for finest Western Septembers is 11½c., and some are quoting only 11⅜c.; Augusts are worth 11c. Eastern Septembers, 10½ to 10¾c., and Quebec makes, 10½c. These prices the factorymen are not disposed to accept, and are in a position to hold out, for the make is more closely sold up than for some seasons past. The makers have all year pursued the policy of selling cheese when fresh and of good quality, and Canadian cheese has improved its reputation on this account. It is to be regretted if the goods are held over now till they become stale. There is a good local demand for cheese, but exporters will not pay the sellers' prices, and little business has been done lately on shipping account.

**BUTTER**—In butter also there is little doing on export account. Exporters say that they cannot pay more than 20c., while holders are asking 21 to 21½c., which is paid only for local consumption. Large lots of the finest creamery have brought only 20¼ to 20½c. Seconds vary from 19 to 20c., according to quality. Dairy is very firm at

15 to 17c. On account of the large make of cheese, dairy butter is extremely scarce, and dealers on this market have difficulty in securing supplies.

#### MONTREAL NOTES.

Lard is advancing rapidly.

Cheese is a shade easier this week.

Malaga raisins are worth 9½ to 10c.

Honey is scarce on the Montreal market.

Dairy butter is extremely scarce and prices are firm.

Shelled walnuts would cost 35 to 36c. per lb. to import.

French prunes have advanced 15c. per lb. in France this week.

Flour shows a stiff advance, and bakers in the city have raised prices 2c. per loaf.

#### NEW BRUNSWICK MARKETS.

OFFICE OF THE CANADIAN GROCER.

St. John, N.B., October 3, 1900.

**T**HE week has shown active business. The outlook is good for fall trade. A matter of chief interest is the raisin market. About the only thing offering in raisins at the time of writing is Californians, and they, chiefly owing to the Association not allowing a rebate, are much higher than last season. Dealers take little interest in currants owing to the high figures. There is much surprise that those who manage the railway freight tariff should rule that when

barley and peas are shipped in barrels they should be charged at actual gross weight and not at an estimated weight of 200 lb. as in the case of flour. There seems no reason for this, and dealers feel it is somewhat of an injustice. This class of goods is often shipped in cars with flour and meal and, when so shipped, is likely to pay only on 200 lb. to the barrel, so that the buyer in car quantities is put at a disadvantage. Cream of tartar keeps firm at rather high figures. In spice, quite high prices rule. There is quite an advance in cloves.

**OIL**—In burning oil prices show no change. Very large business is being done, both for present and future. The price this fall is quite a little lower than last season. In paint oils, business is quiet. Canadian shippers, it is said, are inclined to shade prices to compete with English goods. The trade is rather backward about buying. In lubricating oil trade is dull. No change to be noted. Cod oil continues to come to hand.

**SALT**—In Liverpool coarse, there is quite a full stock held. No arrivals are expected for some time. Market is easy, though no change has taken place in price. Demand is quiet. English factory-filled is quiet. A fair trade is doing in Canadian. Demand for cheese salt is about over. Box salt is firm. We quote as follows: Liverpool coarse, 50 to 55c.; English factory-filled, 95c. to \$1; Canadian fine, \$1 per bag; cheese and butter salt, bulk, \$2.40 per bbl.; 5-lb. bags,

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*Blue Ribbon Ceylon*  
*packed and sold by*  
*Blue Ribbon Tea Co.*  
*12 Front St. East - Toronto*



\$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**—Season for meats is about over. While fair profits have been made, dealers have not been able to take full advantage of the market, trade having bought early at low figures. American goods have sold more freely than usual. In vegetables there is much dissatisfaction owing to some dealers turning over stock at almost cost prices. This would seem to be partly caused by some dealers having bought goods outside the Association at cut figures, though they are not the only offenders. Salmon is firmly held, and tends to rather higher figures; some new goods to hand this week. Peaches are firm. American packers are either advancing or withdrawing prices. Gallon apples are low, except those of western pack. They have no chance to do business here. There is no sale for threes. Local packed fish are firmly held.

**GREEN FRUIT**—Business is active. The big line is Canadian grapes. In plums the market is well supplied, both from Ontario and Nova Scotia; prices are well maintained. Apples are plentiful and low, there is lots of New Brunswick stock; it is all soft fruit however. In Nova Scotian stock, quality of supply is improving; prices are low. In Gravensteins, quality is hardly as good as usual. In oranges, Jamaicas are the sellers, quite nice stock is now to hand; there is fair sale. In lemons, rather lower prices rule. Pears are plentiful and quite cheap, but season is about over. Some peaches are still being received. Bananas are dull. In cranberries, Cape Cod stock is being received, prices are quite reasonable. Sweet potatoes have a steady sale.

**DRIED FRUITS**—Raisins occupy attention. Dealers are buying fair quantities of Californian loose muscatels, but seeded in cartons are the favorites. Dealers are disappointed, owing to prices being so high, particularly the withdrawal of the rebate of one cent, which has been allowed for the past two falls to Canadian buyers. Otherwise Californian stock is little higher than last season. When it is remembered that the first cost of Valencias is now twice as high as last year, the former look quite reasonable. Waiting for prices to be named on Californians, dealers lost the chance to buy both Valencias and Malagas. There is no doubt the Californian association has not treated the Canadian buyer fairly. It has not been possible for some little time to get firm quotations on Malaga fruit. This has helped the sale of Californian stock.

In prunes, fair quantities have been bought. The association now allow ¼c. rebate to Canadian buyers. Evaporated peaches, apricots and peels are expected shortly. Currants are held firm at the high figures. Dates have quite a steady sale. In evaporated apples, new stock is to hand. Quite free sales have been made. There is rather a tendency to firmer values. In onions, sales are quite active at rather easier figures.

**PRODUCE**—Butter is still scarce, and tendency is toward higher figures. Best stock is in demand at full figures. In dairy goods, some stock has been brought from Montreal. In cheese, full prices rule. There is a fair sale. Stock held is light. In eggs, there is little change. Sales are fair.

**SUGAR**—There is a large sale, particularly for granulated. There is quite a little foreign in bags here, which, at the difference in prices, finds quite active demand. In yellows, business is but fair. The market is quite firm.

**MOLASSES**—There is quite a fair sale, but no very active market. Prices are held quite firm. In West Indian goods, little but Porto Rico is held. In New Orleans, there is quite an active business. Values are rather higher than last season.

**FISH**—There is rather improved business. Prices show little change. In dry fish, the demand is still for cod. Pollock are offered at easy figures. Smoked herring are in but light supply, and quite full figures rule. In pickled herring, there is light supply and good demand, so values are firmly held. Dealers are getting ready for the finnan haddie trade. In cut boneless fish, sales are active, chiefly west. We quote as follows: Large and medium dry cod, \$3.00 to \$3.25; small, \$1.75 to \$2.00; pickled shad, \$4.50 to \$5.00; haddies, 4½ to 5c.; smoked herring, 8½ to 9c.; fresh haddock and cod, 2½c.; boneless fish, 4 to 5c.; pollock, \$1.70 to \$1.75 per 100; pickled herring, \$1.75 to \$1.85 per half bbl., bloaters, 75c., and kippers, \$1.

**PROVISIONS**—There is improved demand for both barreled pork and beef. Prices show a wide range, with Boston well below Chicago. All prices are tending higher, there having been already a sharp advance. For local packed it is still early. In smoked meats full prices are asked. Little local goods are yet seen. Lard is not a large stock. There is quite a range in figures, but the advance has been considerable. American is being offered.

**FLOUR, FEED AND MEAL**—In flour, the advanced prices are well maintained. Even at the high figures there is a large sale for Manitoba. In oatmeal there are rather easier figures. Cornmeal is a large sale. Feed is still in demand at quite full figures. In beans, new goods are to hand. Prices

are rather easier, though it is early to speak in regard to the new stock. In barley and peas full values rule, and an improved sale is reported. Hay is still low. We quote: Manitoba flour, \$5.10 to \$5.25; best Ontario, \$4 to \$4.25; medium, \$3.75 to \$3.95; oatmeal, \$3.70 to \$3.75; cornmeal, \$2.30 to \$2.35; middlings, \$2.1 to \$2.2; oats, 38 to 40c.; hand-picked beans, \$1.65 to \$1.75; prime, \$1.50 to \$1.60; yellow-eye beans, \$2.25 to \$2.45; split peas, \$3.80 to \$4; round peas, \$3.25 to \$3.40; pot barley, \$3.85 to \$4; hay, \$9 to \$9.50.

#### ST. JOHN NOTES.

Northrup & Co. are finding a large Western demand for their canned clams.

Frank Williams is the first local packer to put new-smoked meats on the market.

T. Collins & Co. have some choice New Orleans molasses in barrels and half barrels, just received.

Paterson's sauce has been advanced by the Glasgow shippers. It will make about 10c. difference in the local wholesale price per doz.

In seeded Californian raisins several importers are having their supply packed in cartons under their private brand.

Dulse is quite high this fall, that from Grand Manan being preferred. Thos. Gorman receives regular shipments.

#### MANITOBA MARKETS.

Winnipeg, September 30, 1900.

**T**HE weather has been unsettled all week, with heavy rains in the earlier portion of the week, which were general all over the Province. This means that business is still depressed, and the outlook is anything but encouraging. This condition taken into account, the volume of trade, on the whole, is fair. Few changes are reported in prices.

**FLOUR**—Market is unchanged. Ogilvie's Hungarian patent, \$2.30; Glenora, \$2.15; Lake of the Woods Five Roses, \$2.30; patent, \$2.15.

**CEREALS**—In connection with rolled oats a deputation waited upon the Government and pointed out the injustice to home manufacturers of permitting Americans to bring in rolled oats for 27c. per 80 lb. sack, less than it costs to bring in the oats and manufacture them here. The deputation received a promise that this matter would be remedied at the next meeting of the Dominion Parliament. In the meantime, oats have advanced slightly, and are quoted at \$1.75 to \$1.80, according to the amounts taken. All other cereals remain at last quotations.

**DRIED FRUITS**—Currants have again ad-

vanced in the primary markets, and could not be laid down here at less than 14c. per lb. Local market is still selling at 11½ to 12c., according to grade and package, but it is generally understood these prices will advance next week. Raisins have advanced, and the first Valencia layers to arrive will probably sell here at \$2.75. Californian muscatels are also high. The opening price on this market is expected to be 9½c. for 4-crown and over. Evaporated apricots are firm and continue to advance; 12c. is the present quotation. Peaches, 8¾c. for unpeeled. Prunes range in price from 5c. for 100 110's to 10c. for 40 50's. This season the large sizes are all scarce and high in proportion. In evaporated apples, the feeling of the market has stiffened a little owing to the report of heavy windfalls in Ontario. The quotations are now 6½ to 7c. Dried are not yet quoted, as only a few offerings have so far been received here.

**CANNED GOODS**—The situation continues unsatisfactory as between wholesalers here and the association, and it is now greatly questioned whether association prices will be maintained. There is considerable discrepancy among the various houses as to prices, but the following are fairly-accurate quotations: Tomatoes, \$2.25; corn, \$2; peas, \$2; strawberries, \$4; raspberries, \$3.50; 2-lb. peaches, \$4; 2-lb. pears, \$3.75, and cherries (very scarce and hard to obtain), \$4.50. Canned meats are in fair demand and a firm market. We quote salmon: No. 1 sockeye, \$6.75; spring catch, \$5.50. and cohoes, \$4 to \$4.50.

**RICE**—Japan is higher and firmer in tone, although the local quotation is 5½c.

**COFFEE**—Very firm at 11 to 12c.

**GREEN FRUITS**—Market very active. The feature of this market at the present time is grapes. Ontarios have come in freely during the week in excellent condition. Prices are: Concord 28 to 30c.; Niagaras 35c., and Rogers 40c. per basket. Very large shipments of apples are also being received. Snow apples \$3.50; gravensteins, King's "Maiden's Blush" and other varieties, \$2.75. Peaches are in limited supply at \$1.20 per case. Plums are almost over, a few lots still offering at \$1.25 per crate. Pears: Californian, \$2.50; Washington, \$2.25. First shipment of Cape Cod cranberries is in, and is quoted at \$8.50 per barrel. Lemons are \$6.50 per case. Sweet potatoes \$6.50 per barrel. Oranges are out of market.

**VEGETABLES**—The general prediction is that both onions and potatoes will be scarce. Potatoes are already 50c. per bushel. This strain may be somewhat relieved when finer weather comes, but for the past two weeks deliveries have been very small.

**BUTTER**—Creamery butter has advanced

slightly and latter end of August and September—make is in good demand at 19½ to 20c., factories. Dairy is slightly easier, but, owing to improved quality, price is about the same, 12 to 14c. in round lots, Winnipeg, with 15c. for choicest grade. The supply is not so large as it was 10 days ago.

**CHEESE**—Market firm at 10c. for factory, and 9½c. for home made.

**EGGS**—Supply is large and price is easy, at 12 to 13c.

#### NOTES.

A fire on Friday destroyed the premises of Hill & Mallory, Carman, Manitoba; the stock was valued at \$12,000.

#### A TOURIST ROUTE.

**T**OURISTS lately returned from Dawson say that the trip from Victoria to the Northern metropolis is one ever-changing panorama, of which it is difficult to choose the most delightful portion. The journey from here to Skagway has often been described, and most people are familiar with its character. Less has been told about the trip over the railway to White Horse, but those who have taken it say that it is unsurpassable. A gentleman, who is familiar with Switzerland, says that it surpasses anything to be seen in that much-famed country. The railway from Bennett to White Horse has not been written up at all, from the tourist's point of view. Along the lake the location of the road is such that new vistas of charming mountain and lake scenery are constantly opened up as the train speeds along. From the foot of Lake Bennett—that is, Caribou Crossing—to White Horse the road runs through a valley flanked by terraced mountains, and here perhaps is the most beautiful part of the railway journey. Between White Horse and Dawson there is a series of delightful landscapes, the river winding among the mountains, and the rapid water giving a spice of adventure to the sail.

Next year it is probable that hundreds of people will take this journey to the Far North, embracing in it a visit to Atlin, where the combination of lakes and mountains is probably finer than in any other part of the known world. Capt. Jack Crawford, speaking of the Atlin country, said he had been told to expect something wonderfully beautiful, but, having seen about everything else in America, was disposed to accept the stories with many grains of salt. He, however, found the original finer than he had imagined anything could be. Mrs. Roswell D. Hitchcock, a lady who has visited most parts of the world, declares Atlin to be unsurpassed for grand beauty. The time is not far distant when tourist travel to the Yukon will be a great source of revenue to transportation companies, and the business which it will develop will add much to the prosperity of the cities of Southern British Columbia.—Colonist, Victoria, B.C.

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An old-established Grocery Business. Having decided to retire from the grocery business, I am now offering it for sale, which I have for 17 years successfully carried on. Satisfactory reasons will be given for my selling by addressing,  
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Victoria, B.C.

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Demerara, British Guiana.

General Commission Merchants  
Importers and Exporters.

All consignments receive careful attention and proceeds are remitted without delay. If needed, financial facilities will be given for regular and substantial consignments.

Orders for Sugars, Molasses, Rum, Greenheart, Wallaba Shingles, Charcoal, Cocoanuts, Cocoa, Coffee, etc., receive special and prompt attention.

Buildings, Sheds and Dock at Lots 8 to 11 Werk en Rust. Every facility for prompt despatch of steamers and sailers. River frontage 340 feet.

Telegraphic address: "Sandbach," Demerara. Codes used:—Scott's Editions, 1880, 1885 and 1896; A. B. C. Fourth Edition; Watkin's 1884, and Appendix; Lieber's Standard.

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SEED, GRAIN and

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BEANS, PEAS, SEEDS, FEED,  
OIL-CAKE and PEANUTS.

Consignments and Correspondence Invited.

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GREEN AND DRIED FRUITS, NUTS, Etc

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From the Atlantic to the Pacific,

OKELL & MORRIS'

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

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choice sugar-cured meats  
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 on these and also *Hams,*  
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**F. W. FEARMAN CO.,**  
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PORK PACKERS AND LARD REFINERS.  
 HAMILTON.

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Greasy Candles, Smelly Oil Lamps,  
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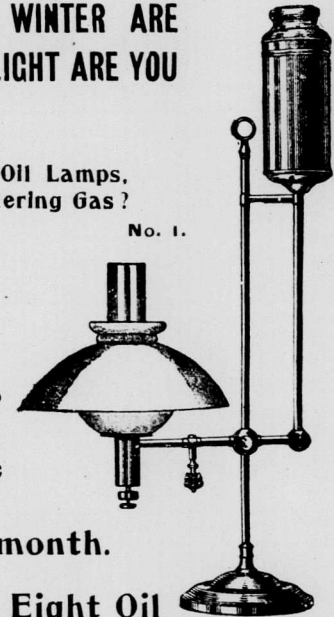
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THE SEASON'S SUCCESS.

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BEE STARCH CO., MFRS.,

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# FINE CANNED MACKEREL.

700 Cases is all we have so far  
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**ONE DOLLAR PER DOZEN.**

With the present high prices of Lobsters and Salmon, we think Mackerel at the above figure should be a "QUICK SELLER."

## Barbadoes Raw Sugar

300 Barrels CHOICE GROCERY SUGAR, selected by DA COSTA & CO.  
43/8c. per lb., F.O.B. MONTREAL.

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"MARIANA PLANTATION." Barrels. 25c. per gallon.

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

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No. 288—Salt or Pepper Shaker, richly chased, 18c. each net.

Electro Silver Plated Specialties, etc.



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For satisfaction and profit my brands are not equalled.  
For drawing trade and holding it my goods are the best.

- "CONDOR LX" Japan Tea, May leaf, 60 1-lb. lead packets in a case. The first of its kind imported into Canada, packed in Japan, the finest at . . . . . 27½c.
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**A WATCH FOR MR. BORSBERY.**

**M**R. J. W. Borsbery, of the traveling staff of The Eby, Blain Co., Limited, Toronto, is taking up his residence in Toronto. His home for many years has been Oshawa, and, on Friday, September 28, a number of the citizens of that town waited upon him and presented him with an address, a gold watch, and a silver tilting kettle. The address read as follows:

To John Walter Borsbery:

We, a committee representing a number of your fellow-citizens of the town of Oshawa, having learned of your contemplated removal to the capital city of the Province, avail ourselves of this opportunity for expressing our sense of appreciation of your worth as a man and as a citizen, and to express the regret we feel that you are about to sever your connection with the town.

Your residence here of more than 30 years has been productive of those influences which proceed from the carriage of an upright, enterprising man of affairs, and not a few of the streets of the town give visible and continued evidence in the buildings you have reformed and constructed of your efforts at improving and helping forward the material welfare of Oshawa.

We are not unmindful that your life as a commercial traveler has by your observation and contact with men throughout Ontario been made to subserve the interests of this community, and we are gratified at the recollection that you have always favored and advocated progressive measures in the municipal government.

At different times you have served acceptably at the board of the town council and on the board of trade.

The unostentatious devotion of yourself and of your good wife in ministering to the necessities of the poor, and the influence which you have ever exerted in the cause of religion and of moral reform, all make it the harder for us to say good-bye.

In taking our farewell, we ask you to accept this gold watch and tilting kettle as slight tokens of our regard, and which we trust may ever remain to you mementoes of many happy years spent in our midst.

We express the wish for Mrs. Borsbery and yourself that in all future years the blessings of life may be yours richly to enjoy.

On behalf of a number of your fellow-citizens,  
JOHN L. FOWLER,  
Chairman of Committee.  
Oshawa, September 28, 1900.

In reply, Mr. Borsbery said: "This is an agreeable surprise and one of the happy evenings of my life. Yet it is mingled with regret at the thought of so soon leaving my friends and acquaintances, my home, and the town in which I have lived for the past 29 years. I expect to leave here to-morrow for the city of Toronto and will remain for the winter, but, if city life does not agree with me, I will return to Oshawa next spring and probably spend the remainder of my days amongst you. I thank you, friends, from the bottom of my heart, for your kind address and the handsome gold watch which you have presented to me to-night. When I look upon this watch it will remind me of the happy time I have spent in Oshawa, and more especially help me to

remember the kind friends who have met here to say good-bye and who have so generously contributed to this evening's enjoyment.

In your address, you mention many things I have done to improve the town. I might say it has always been a pleasure to me to do what I could for the advancement of Oshawa and in all my travels I have advertised it as one of the best manufacturing towns in the Dominion of Canada. In leaving here, I have the consolation of knowing that you appreciate my efforts, and that I am taking with me the best wishes of my fellow-citizens for my future success and happiness. I thank you on behalf of my wife for the kind reference to her; also for the handsome present. We both appreciate your kindness, and if there is one thing more than another that will help us to decide to return to Oshawa, it will be the pleasant memory of to-night. Again thanking you for your great kindness, I wish you one and all every success."

Among those present at the presentation were the following: Mayor Fowke, Police Magistrate Murton, Capt. Grierson, Postmaster Carmichael, T. H. McMillan, F. J. Gillespie, J. S. Benton, H. Felt, John Currie, Rev. J. J. Rae, and T. H. McMurtry.

**INQUIRIES REGARDING CANADIAN TRADE.**

**T**HE following were among the recent inquiries relating to Canadian trade received at the High Commissioner's office in London:

1. A firm of flag and bunting makers ask for the name of a likely firm to take up the agency in Canada for the wholesale sale of bunting, flags, etc.
2. A merchant in Copenhagen, who is desirous of working up a regular trade in Canadian salmon, wishes to hear from exporters of salted salmon, "Labrador," white bright, or red sweet salted, in barrels of 300 lb. net, the fish to be whole and weighing not less than 2½ kgr. each.
3. The makers and manufacturers of specialties suitable for shirt-makers, such as collars, cuffs, union and cotton interlinings, etc., desire to get direct correspondence with good Canadian factories and firms open to do business.

[The names of the firms making the above inquiries will be supplied on application to the editor of THE CANADIAN GROCER. When inquiring kindly give date of issue and number of paragraph.]


**SUGAR BOUNTY ILLEGAL.**

The Supreme Court of Michigan has declared unconstitutional the bounty of 1c. per lb. on sugar manufactured in that State.

**PERSONAL MENTION.**

Mr. Chris. Moore, of Orillia, Ont., was in Toronto this week.

Mr. Chas. Pickford, of Halifax, one of the directors of The Pickford & Black Steamship Co., was in Toronto this week.



**GILLETT'S**  
PURE POWDERED  
**LYE**

**BEST,  
PUREST,  
STRONGEST.**

LONDON, ENG. **E.W. GILLETT.** CHICAGO, ILL.  
TORONTO, ONT.

**SWEET POTATOES. JAMAICA ORANGES. OYSTERS.**

We are giving special attention to the above lines for the coming season. Our "Seal Brand" Oysters are unsurpassed both for quality and measure. Let us have your orders. Send us your name and address for weekly price list.

**WHITE & CO.,**

Wholesale Fruit and Commission Merchants, Importers of  
Nuts, Figs, Dates, Etc. 64 Front St. East,

**Toronto.**



# TEAS

# TEAS

# TEAS

We expect a shipment of the "BEE" BRAND Ceylon Teas in packages to arrive in a few days ex steamer Victoria, via New York from Colombo.

Our **OWL Chop Japan No. 100** is still the leader, and will be as fine as ever.

The **OWL Pure Ceylon**, in packages, is well known now with the grocers. Orders are coming in freely.



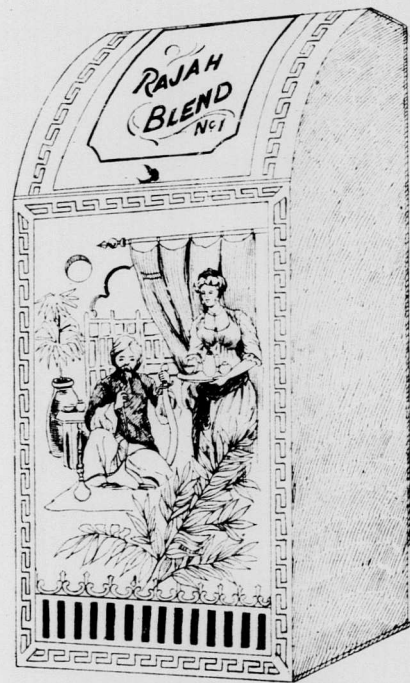
OWL Nos. 1, 2, 3, 4, 50.



BEAVER A 1, Nos. 2, 3.

Our teas are well known all over

and have achieved for themselves a reputation which will stand, as their quality and prices cannot be surpassed.



## RAJAH BLENDS

Nos. 1 and 2.

Suit the highly cultivated taste of the connoisseurs. You will find in them everything to please.

TRY THEM AND BE CONVINCED.

**THEY ARE LEADERS.**

WE ARE SELLERS

# L. CHAPUT, FILS & CIE.

Wholesale Grocers and Tea Importers,

Sole Agents in Canada for  
Ainslie's Whiskies.

... MONTREAL

## TRADE IN COUNTRIES OTHER THAN OUR OWN.

THE sale of a car of new-crop seedless raisins was reported to day at an advance of  $\frac{1}{4}$  c. over the opening prices. It is stated that some business has been done on the basis of  $\frac{1}{2}$  c. advance on Sultanas.—New York Journal of Commerce, September 28.

Mail advices from the Coast state: "Puget Sound canneries are preparing to wind up the season of 1900 in the next four or five weeks. The pack, it is believed, will be about 400,000 cases short of what it was in 1899 in this section, and, in all territories where salmon packing is done, about 1,300,000 cases short of last year."

## HIGH PRICES PAID FOR SALMON.

Sales aggregating 2,700 cases of salmon, principally sockeye talls and flats, on orders from the English market, were reported yesterday and to-day through brokers here. The prices at which the sales were made were around \$1.65 for sockeye flats and \$1.50 for talls, f.o.b. the Coast.—New York Journal of Commerce, September 27.

## DECLINE IN ENGLISH SALT TRADE.

The statistics of the salt trade which have been issued show that the depression which has caused so much uneasiness among salt-makers and merchants for some months past still continues. The shipments on foreign account do not show any improvement of moment, whilst in the home market there has been a serious falling-off in the demand for salt for use in connection with the Scottish fisheries. This has been caused by a large quantity of salt being in hand at fishery ports from last season. The anticipated demand for the present season has not been realized, and stocks which were secured by merchants and distributors in expectation of that demand have not

been disposed of. The demand on general home account, represented by the coastwise shipments, has been fairly good, but there has not been any improvement in this branch to make up for the large shrinkage which there has been on foreign and fishery account. The position of the English salt trade at the present time, with the high price of fuel on the one hand and foreign competition on the other, is critical, and it would be folly to ignore the fact. It was, no doubt, the knowledge of the true state of affairs in certain London circles which gave rise to the rumors of improvements in the method of making salt which have lately been abroad.—Liverpool Journal of Commerce.

## NEW SULTANAS IN ENGLAND.

The first arrival of new sultanas, consisting of about 35,000 boxes, has arrived per Thomas Weyman. The quality is satisfactory, and the demand also is fairly good, particularly for old, which is distinctly cheap compared with the merchants' ideas for new. Although prices are high the position as compared with other fruit is now favorable to sultanas, and, in fact, from a grocer's point of view, they are cheaper than either currants or Valencias. The new fruit is reported to have advanced in Smyrna, and the estimates of the yield have been reduced very considerably in some quarters, and the average may now be taken at about 20,000, as against nearly double this quantity last year.—Produce Markets' Review, September 15.

## SHIPPING CURRANTS FROM NEW YORK TO ENGLAND.

In currants we hear of considerable small business in 5 and 10-barrel lots at a range of from 12 to 12  $\frac{1}{2}$  c. on spot. The situation is generally reported stronger, as these small orders are taken to indicate the be-

ginning of the regular consuming demand. We hear of a sale of a round lot for shipment to England, but quantity and price are withheld. Cables are here quoting a firmer feeling in Greece and a strong situation in the English market, with prices on best grade Amalias above a parity with the market here.—New York Journal of Commerce.

## CURRANTS IN GREAT BRITAIN.

A further cargo of old and new currants per Wazzan came to this market on Wednesday last, and comprised a very varied assortment, consisting of old crop Provincial and Amalias, and nearly all growths of 1900 crop except Pyrgos. The new Provincial is certainly an improvement on the first arrival, but cannot be said to be particularly attractive. Amalias are mostly small but of good quality. Gulph is, on the whole, satisfactory, though so far few fine parcels have been seen. The most satisfactory growth of the season is Vostizza, which is superior to that of recent seasons, and includes an unusual proportion of really fine fruit. The demand from the country for currants has been active, and the duty paid clearances indicate that it is rapidly going into actual consumption. The Greek market is excited, the rate of exchange is falling, and holders in that country are keeping back their fruit, or only offering it at prices far above the parity of the London market. Under these circumstances it is, perhaps, not surprising that the hitherto unprecedented prices of last week have been largely exceeded, although the present range of prices commencing at 53s. and stretching up to 85s. is sufficiently startling. Whether any important modification will take place when larger shipments come to hand is by no means certain, and for the next three or four weeks, at any rate, it would seem unlikely that any reduction can be hoped for.—Produce Markets' Review, September 15.



# Boston Laundry Starch...

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

SOLD BY

THE F. F. DALLEY CO., Limited, - Hamilton.

**ENGLISH**

**BICARBONATE OF SODA**  
**CONCENTRATED SAL SODA**  
**AND**  
**SODA CRYSTALS**

Crescent



Brand

---

**BRUNNER, MOND & COMPANY, LIMITED**

---

**QUALITY ALWAYS THE SAME**

**BEST and CHEAPEST.**

---

**WINN & HOLLAND, MONTREAL, SOLE AGENTS FOR CANADA.**

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

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

Superior Quality  
Always Good

## COMMODITY PRICE BAROMETER.

By A. SAUERBECK.

THE following are the index numbers of the prices of 45 commodities, the average of the 11 years 1867-77 being 100:

Average.	Monthly Numbers.
1878-87 .. 79	Dec. 1889 .. 73.7
1890-99 .. 66	Feb. 1895 .. 69.0
—	July 1896 .. 59.2
1889 .. 72	Aug. 1899 .. 68.3
1893 .. 68	Dec. 1899 .. 72.3
1896 .. 61	Feb. 1900 .. 75.1
1897 .. 62	June 1900 .. 75.7
1898 .. 64	July 1900 .. 76.2
1899 .. 68	Aug. 1900 .. 76.0

The August index number shows only a small reduction, though the general tendency of prices—iron and coal excepted—was weak. The various kinds of grain remained practically unchanged in the aggregate, while the prices of meat were not quite maintained. Cotton, silk, jute, and hemp rather lower, wool very depressed, and sundry materials barely maintained. In the case of minerals copper remained unchanged, tin and lead declined. Iron and coal were again higher, and Scotch pig was worth 75s. at the end of August as compared with 65s. 9d. at the end of 1899, 46s. on the average of 1878-99, and 69s. on the average of 1867-77. Best house coals in London at 25s. wholesale have not been so high at this time of the year since 1874, when they were also worth 25s. in August, against 32s. in August, 1873, the highest year on record.

Taking articles of food and materials separately, the index numbers compare thus (1867-77=100):

	1878-1890-1895.	1896.	1899.	1900.
	87.	99.		
Ave. Ave.	84	68	63.8	60.0
Food .....	84	68	63.8	60.0
Materials .....	75	64	57.0	58.5
			77.5	77.5
			81.9	79.8
			80.0	80.0

Trade generally continues to be affected by the high price of coal, high wages and political affairs. Whether the index number will be maintained or raised in the immediate future will principally depend on the movements of corn, in view of smaller crops, and on the continuance of scarcity prevailing in the coal and iron trades. The future quotations of cotton, sugar and several other articles are lower, and the market for most of the remaining commodities is weak.

The prices and index number of silver were as follows (60.84d. per ounce being the parity of 1 gold to 15 1/2 silver=100):

	Price.	Index No.
Average 1890-99 .....	34d.	55.8
End August, 1897 .....	23 3/4d.	39.2
End December, 1899 .....	27 3/16d.	44.7
End July, 1900 .....	28 3/16d.	46.3
End August, 1900 .....	28 7/16d.	46.7

## BUYING TOO MUCH.

In talking this matter over with a retailer, he said: "The hardest thing about the retail shop business is to keep from buying more than you need.

"Some years ago I awoke to the fact that I had considerable good money tied up in unsalable stock. I was buying carefully enough, as I thought, but the stuff would accumulate. The trouble was I could not resist a good bargain, or what I thought was a bargain and would please my trade. I would look at the shelves already pretty well stocked, but say to myself, 'Oh, well, it's a long time before I'll get them—three or four months—and by that time I can

surely use them all right,' and down would go the order. Perhaps when the goods came I had 'others' and didn't need them nearly as much as I was going to; in short, I could have gotten along very nicely without them. So I made up my mind never to buy an article unless I absolutely had to have it—couldn't get along without it, and I ceased to speculate so far in the future, and the results have been a surprise to me. Not only do I keep my stock fresher, cleaner and better sized, but I find it much easier to sell goods and please the trade."—Shoe and Leather Gazette.

## GROCCERS WITH A WHITE ELEPHANT.

Out in Minneapolis the grocers have had a white elephant of an "inducement," in the shape of a premium piano. A club of 36 retailers was formed to purchase a grand piano, each dealer contributing \$32 towards its cost, in return for the advertising he was to receive from the scheme, and a total of \$1,152 was to be thus realized. But the full quota of traders was not obtained and only about \$1,000 were raised. It was originally proposed to donate the piano by means of a voting contest, persons purchasing 25c. worth of goods or over to be entitled to a vote, but the public has taken little or no interest in the contest, and so few consumers have asked for a chance to vote, that the retailers who have paid for the piano feel that the investment has not been a paying one, and that they ought to dispose of the piano in some other way which would bring them in a profit. Thus the "white elephant" is still upon their hands, and may remain there until the next scheme comes along.—New York Merchants' Review.

## HIGH-CLASS GOODS COMMAND SALES.

This is an old and tried maxim in the grocery business. When a grocer takes up a line of Hams and Bacon it is to his interest to be very careful in his selection. Inferior goods will kill his trade, while the best brands will help him to build it up.

We invite the most critical examination of the **BOW PARK** line of **PORK PRODUCTS**—absolutely pure, delicious in flavor—cured by a special process in the best equipped factory in Canada. May we quote you?

**Brantford Packing Co.,**

-

**Brantford, Ont.**

## Standard Goods Are Quick Assets.

It is the unexpected that always happens. Lightning sometimes comes from a clear sky. Accidents will happen in the best regulated families. A business changes hands on short notice sometimes. Remember the old saying: "There is nothing sure but death and taxes."

### Jonas' Flavoring Extracts

**are standard goods.**

If the **unexpected** happens they will be found to be "quick assets," which will be figured at one hundred cents on the dollar. They are staple as sugar or flour. There is always a steady demand for them. Their high quality is never questioned. Their unequalled strength, absolute purity and great richness never varies.

*"Standard goods are quick assets."*

---

Henri Jonas & Co., Mfrs.,  
Montreal.

## A CORNER FOR CLERKS.

Personal and other items for this department will be gratefully received.

### A CARELESS EMPLOYEE REPRIMANDED.

THE summer heat had scorched its usual distance into September. There had been no further friction between the proprietor of the store at Springborough and his youthful clerk, who, as his mother had prophesied, had been clerking long enough to be certain that "he knew all about the business" and had begun to want Old Man Means to go to town, or fishing, or anywhere else and let him have full swing. It would be rather nice to have Clayton Fuller or Earl Schmidt or any of those big fellows come in and see him "manage things," and the very thought tipped his hat at the angle self-importance is supposed to assume.

The keen eye of the storekeeper had been watching this tendency from its beginning, but he knew human nature well enough to know that a certain amount of self-appreciation is needed in this pushing world if success is to be attained and he silently applauded the unmistakable signs of human brotherhood in the promising specimen before him. There are limits, however, beyond which even Old Man Means' philosophy would not allow him to go and with quiet amusement he waited for the right time to begin. He early saw—and he was glad to see it—that the scholarship upon which Carl justly prided himself was rather inclined to be supercilious and to look down upon the homely, prosaic and sometimes positively dirty work the place behind the counter imposed. He saw, too, a strong tendency on the part of his clerk to be booky in business hours and once or twice he noticed a well-thumbed copy of Caesar pushed under the counter as a customer came in; and, while he did not so much object to the study, in the quiet town, when there were no customers present, he did most decidedly object to the boy's growing foolishness and he made up his mind to take it out of him.

He had not forgotten his own Caesar days and was not surprised to find, one time when Carl was busy, that the boy's text book was pretty well interlined in the same old knotty places that used to bother him. He picked up his algebra and, finding it was the same one that tormented his life out of him years ago, was looking over problem after problem and rejoicing, as one will, over his freedom, when a thought struck him. He would get out his own school books, hunt up some tough old places, post himself up on them, rake up from his books and from memory some of Uncle John's old staggerers—he was an old Andover student—and some-

what lessen this young fellow's conceit in regard to his classics and mathematics.

He found himself rusty; but the cause was a worthy one and he bent to it without flinching. A half page of translation was pretty well polished up and, well buttressed by the old questions he found written on the margin, made him feel sure of himself. He found the tough problems worked out on the fly leaves of his algebra and went down to the store one bright October morning determined that pretentious scholarship should that day meet its Waterloo or he would know the reason why!

In Springborough, at that season, the store was as free from customers from ten o'clock until noon as the meeting house. When the daily let-up in trade began Old Man Means sauntered over by the window where Carl was reading and looked over his shoulder.

"Great Caesar!" (Old Man Means' strong point was a measly pun, the weakest ones pleasing him the best). "Let's see that." Taking the book, he looked down the pages until he came to the right place. "I believe I can read that," he carelessly observed, and rattled off the easy sentence as if it were English. There he stuck. Then, with a "Here, you read it," he handed the book back.

Then the fun began, and for a good hour the victim was tortured as only Old Man Means could do it when he settled down to business. It ended with his translating the passage for the astonished Carl, whose respect for his employer was amazingly increased, and correspondingly diminished

for himself. It made him feel that he had been worsted on his own ground by the man he had been inclined to think his inferior along educational lines, and, as he said to his mother, "the starch was taken clean out of him!"

His point being gained, the storekeeper took a different tack:

"You don't seem, Carl, exactly to understand that the work here in the store needs all the time you have been giving to your books. You haven't begun to learn what system means. You go back and forth a dozen times when a little thought would make once enough. If you have three packages to deliver in neighboring houses you deliver one and come back for the second and then for the third, when a little system will make one trip sufficient for all. There is the same objection to your regular work here in the morning. You are hopping from pillar to post and wearing out your shoetaps to little purpose. Now, I want you to take yourself in hand and see if you can't change this. I want you to make out a programme for the day and save as much time and as many steps as you can. You wear yourself out beating the air—pretty poor business for a storekeeper.

"Another thing: I like the idea of your working away at your books, but I don't want you to bring them here—business here and books outside your store hours. The one quality they have in common is thoroughness, and you are, I see, woefully lacking in that with both. Take the books home with you at noon, and keep them there. Study them if you will, and I'll help you if you get stuck—I see that I can—but don't do it here. There is enough here to keep you busy."

"Mother," said Carl, at dinner that day, "I don't want you to ask me any questions, but what an awfully easy thing it is for a fellow to be a p—h—double o—l." And she said she thought it was.

RICHARD MALCOLM STRONG.

**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 36 cents, and pays a good profit.

**EMPIRE** is well advertised.

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

**EMPIRE** is A BIG PLUG FOR LITTLE MONEY.

Made by

**THE EMPIRE TOBACCO CO.,**  
LIMITED  
MONTREAL, QUE.

RETURNED







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.

## "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.

## NOW READY

the new price list of

# WOODENWARE.

manufactured by

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

WRITE FOR IT

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

# Soap

"IMPERIAL" and  
"SNOW"

Twin Cakes.

NOW IN STORE.

Perkins, Ince & Co., - Toronto.

## BUSINESS NEWS

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

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

"Clippings from any Canadian paper on any subject."

**CANADIAN PRESS CLIPPING BUREAU,**

505 Board of Trade Bldg., MONTREAL, QUE.  
Telephone Main 1255.

26 Front St. West, Toronto. Telephone 2148.

## IF A SATISFIED CUSTOMER . . .



is a good asset, grocers should not rest until they have sold a trial package of

### DWIGHT'S COW BRAND SODA

to every one who deals with them.

John Dwight & Co., Toronto and Montreal.

Victoria, B.C. Halifax, N.S. St. John, N.B. Quebec, P.Q.  
St. John's, Nfld.

## OUR SPECIALTIES!

◆ ◆ ◆  
AT RIGHT PRICES.

FANCY BANANAS.

" LEMONS and ORANGES.

" PINEAPPLES.

## HUGH WALKER & SON

Wholesale Fruits,

GUELPH, ONT.

## GRIMBLE'S <sup>English Malt</sup> VINEGAR

Six GOLD Medals

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

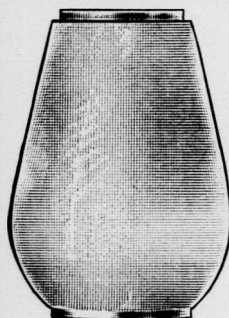
## THE EXPRESS ROLLER MILLS

WM. MACK, Proprietor

CORNWALL, ONT.

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

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.

## BUY Star Brand

### COTTON CLOTHES LINES

- AND -

### COTTON TWINE

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

For sale by all Wholesale Dealers  
See that you get them.

# GILLARD'S PICKLE

IS SOLD BY ALL WHOLESALE GROCERS IN CANADA.

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

## GILLARD'S PICKLE—Cases of 2 Dozen.

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

## GILLARD'S SAUCE

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

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

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

### SOAP

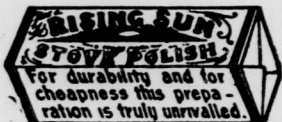


1 box and less than 5 boxes and upward 4 00  
Freight prepaid on 5 box lots



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

### STOVE POLISH.



Rising Sun, 6-oz. cakes, 1/4 gross boxes \$ 8 50  
Rising Sun, 3-oz. cakes, gross boxes 4 50  
Sun Paste, 10c. size, 1/4 gross boxes 10 00  
Sun Paste, 5c. size, 1/4 gross boxes 5 00



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

### STARCH.

EDWARDSBURG STARCH CO., LTD.

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

Culinary Starch—  
Benson & Co.'s Prep. Corn 0 06  
Canada Pure Corn 0 04 1/2  
Rice Starch—  
Edwardsburg No. 1 white, 1-lb. cart. 0 09  
Edwardsburg No. 1 White or Blue, 4-lb. lumps 0 07 1/2

### KINGSFORD'S OSWEGO STARCH.



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

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

OSWEGO } 40-lb. boxes, 1-lb. packages 0 07 1/2  
CORN STARCH }  
ONTARIO } 38-lb. to 45-lb. boxes, 6 bundles 0 06  
STARCH IN } Silver Gloss 0 07 1/2  
BARRELS } Pure 0 06 1/2

BEE STARCH.  
Cases, 64 pkgs. 48's \$5.00  
1/2 Cases, 32 pkgs. 24's 2.50  
Packages 10c. each.



Cases, each 60 1-lb. 0 35  
" " 60 1/2-lb. 0 35  
" " 30 1-lb. 0 35  
" " 120 1/2-lb. 0 36

### TEAS.



SALADA CEYLON.  
Wholesale. Retail  
Brown Label, 1's 0 20 0 25  
" 1/2's 0 21 0 26  
Green Label, 1s and 1/2's 0 22 0 30  
Blue Label, 1s, 1/2's, 1/4's and 1/8's 0 30 0 40  
Red Label, 1s and 1/2's 0 36 0 50  
Gold Label, 1/2's 0 44 0 60



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

Blue Label, 1's 0 18 1/2 0 25  
Blue Label, 1/2's 0 19 0 25  
Orange Label, 1's and 1/2's 0 21 0 30  
Brown Label, 1's and 1/2's 0 28 0 40  
Brown Label, 1/4's 0 30 0 40  
Green Label, 1's and 1/2's 0 35 0 50  
Red Label, 1/2's 0 40 0 60



Ceylon Tea, in 1 and 1/2 lb. lead packages, black or mixed.  
Black Label, 1-lb., retail at 25c. 0 19  
" 1/2-lb. 0 20  
Blue Label, retail at 30c. 0 22  
Green Label " 40c. 0 23  
Red Label " 50c. 0 35  
Orange Label, retail at 60c. 0 42  
Gold Label, " 80c. 0 55

### CROWN BRAND

Wholesale Retail  
Red Label, 1-lb. and 1/2's 0 35 0 50  
Blue Label, 1-lb. and 1/2's 0 28 0 40  
Green Label, 1-lb. 0 19 0 25  
Green Label, 1/2's 0 20 0 25  
Japan, 1's 0 19 0 25

### "SNELLINGS' PATENT."

English Break fast Hopped Tea 29c.; retail, 40c.  
A. Wadde'l & Co. agents, Toronto Samples on application.



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THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 3s, 4 1/2's and 9s 0 36  
Royal Oak, 2 x 3, Solace, 8s 0 52  
Something Good, 7s 0 53  
Chewing—Currency, 13 1/2 oz. bars, spaced 9s 0 39  
Currency, 6s and 10s 0 39  
Old Fox, Narrow 10s 0 44  
Snowshoe, 10 1/2 oz. bars, spaced 8s 0 44  
Snowshoe, pound bars, spaced 6s 0 44  
Snowshoe, 2 1/4, 6s 0 44

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" Improved Globe 1 65  
" Standard Globe 1 80  
" Solid Back Globe 1 90  
" Jubilee (perforated) 2 10  
" Crown 1 45  
F.o.b. Toronto.

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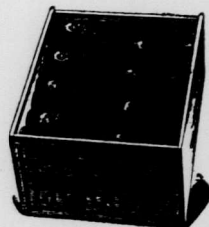
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