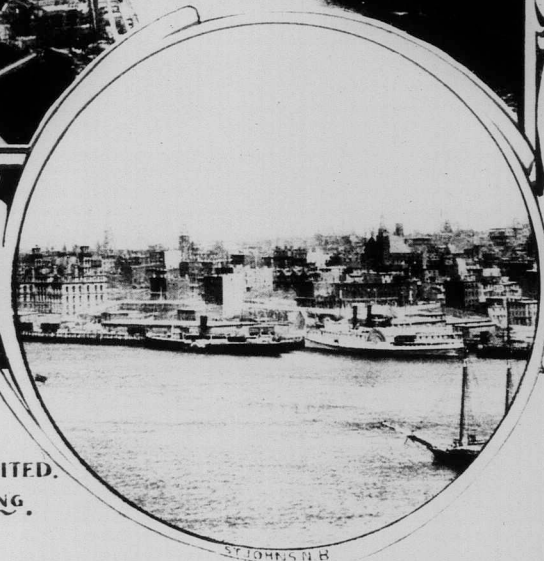
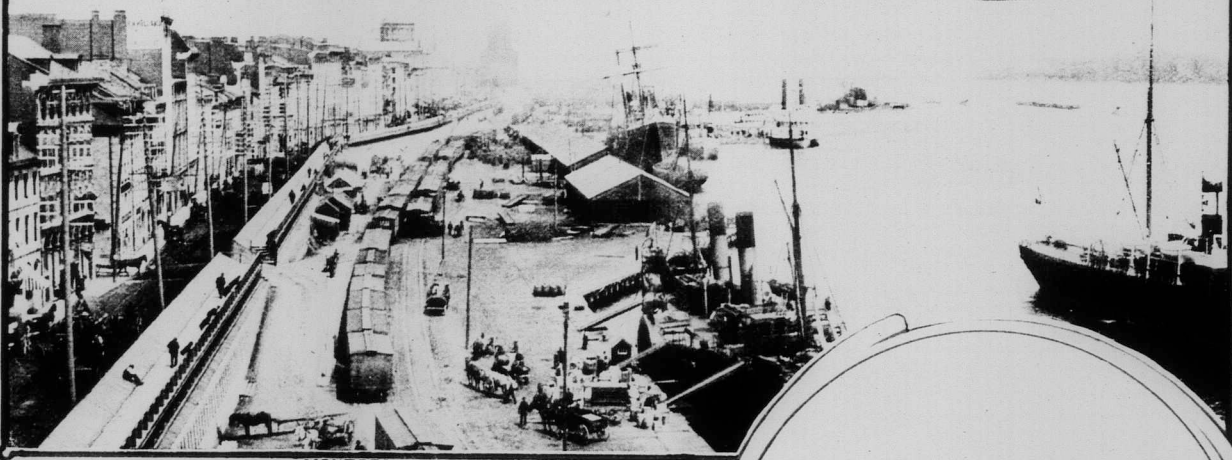


EXPORT NUMBER

# THE CANADIAN GROCER



THE MACLEAN PUBLISHING CO. LIMITED.  
MONTREAL, TORONTO, WINNIPEG, LONDON, ENG.

JUNE 1, 1900.

THE CANADIAN GROCER

# Mustard to Sell

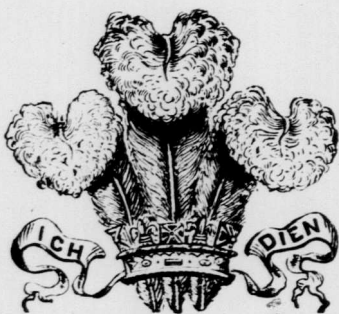
is made with the idea of getting the largest possible profit.

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# Canadian Canned Fruits

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## Vegetables . . .

Tomatoes  
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FACTORIES AT—Belleville, Goderich, Arkona, Norwich, Stratford, Ridgetown, Port Elgin, Chatham,  
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Samples on application.

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## “Royal” Hams and Bacon

For Domestic or Export Trade.

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Regis  
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# Dixon Brothers

Importers of

**FRUITS, OYSTERS, FISH  
AND FIRECRACKERS.**

**Hamilton, Ontario, Canada.**

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Specialties:

FINE CREAMERY BUTTER  
and FRESH EGGS.

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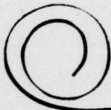
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AND AT  
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Consignments Solicited.  
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PATE DE FOIE  
JELLIED TONGUE  
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JELLIED TENDERLOIN*

*Ready for  
use . . .*

*are the choicest Canned Goods on the market. When out of cans taste  
just like home-made.*



The

*LARD, Pure Kettle-Rendered  
Guaranteed*

Analysis:

*99.78% pure Lard  
0.22% Water  
100%*

ROYAL CANADIAN



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*WILTSHIRE CUT SIDES AND HAMS are  
the very choicest on the market.*

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How are you fixed for . . .

## BASKETS ?

Are you in need of any of the following kinds : \_\_\_\_\_

**Grain and Root Baskets  
Clothes Baskets  
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And Butcher Baskets ?**

If so, we can supply you.

THE . . .

**Oakville Basket Co.**  
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A BRIGHT STORE DRAWS TRADE

# THE AUER GASOLINE LAMP

is brighter than City Gas or Electricity and costs less than an Oil Lamp to run.

Approved by . . .

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SEND FOR CATALOGUE.

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"GEM"  
"WIRE"  
"SNOW"  
"OORKER"  
"HEARTH"  
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"BARBERS"  
"TRAVELLER"

Wood, Bone, Nickel, Silver and Plush Handles.  
Large Variety. Low Prices.

"Rose"  
"Pansy"  
"Thistle"  
"Maple Leaf"  
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"Daisy"  
"Tulip"  
and  
"Good Luck"  
...

Always reliable and as represented.

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The H. A. Nelson & Sons Co., Limited

59 to 63 St. Peter Street  
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Toronto Sample Room:  
56 and 58 Front St. West

**Corn Whisks**



# Choice Canadian Bacon

The very Finest for Export.



## HAMS . . . WILTSHIRES and CUMBERLANDS

You will find it to your advantage to buy our Meats. Flavor and quality are unexcelled. Made from hogs raised and specially fed on the famous "Bow Park" farm, thus ensuring an even quality and flavor.

### The Brantford Packing Co.

LIMITED

BRANTFORD, CANADA.

Pork Packers and Lard Refiners.

### GEO. WALL & CO., LIMITED

14 to 26 Williamson Street,

LIVERPOOL, ENGLAND.

SOLE EUROPEAN AGENTS.



# THE CANADIAN GROCER

Vol. XIV.

TORONTO AND MONTREAL

No. 22.

JUNE 1, 1900.



## GROWTH OF CANADA'S EXPORT TRADE.



WHEN one compares the export trade of the Canada of to-day with that of three or four decades ago, one cannot but realize that the results have been gratifying.

In the first year (1868) of the Dominion's existence as a confederation, the value of the exports was \$57,567,888. In 1899, 31 years after, it was \$158,896,905, an increase of \$101,329,000, or over 176 per cent.

GOING BACK 16 YEARS

before Confederation, the exports of Canada only aggregated \$25,000,000. Nova Scotia at that time only exported about \$3,000,000 worth of goods, and New Brunswick less than \$4,000,000 worth, while three years later still the export trade of Prince Edward Island had not yet reached the \$600,000 mark. Judge Haliburton ("Sam Slick") is authority for the statement that, in 1853, the aggregate export trade of the Maritime Provinces (Nova Scotia, New Brunswick and Prince Edward Island), was only between \$9,000,000 and \$10,000,000. To-day it is about \$24,000,000, with every likelihood of its being greatly increased in the near future. Forty years ago, the exports of what is now the Dominion aggregated but little more than that.

The dairying possibilities of the Maritime Provinces are immense. Those Provinces were evidently

DESIGNED BY NATURE

to be such, for streams and fresh-water lakes, and hills and valleys of luxuriant greenness abound there, even when other parts of the Dominion may be parched from drought.

In the driest of seasons there are always rich grazing lands in the Maritime Provinces. This fact was particularly impressed upon me in August last. The western part of Canada was suffering at that time, it will be remembered, from an unusually severe dry season, and, as I sped along in the train eastward past brown and parched fields and watched the cattle nibbling at the scanty fare, I wondered how they existed. But the next morning we were in New Brunswick. And what a change! There were not the rolling fields and

magnificent distances that delight the eye in Western Canada. But there were

HILLS RICH WITH VERDURE  
and valleys luxuriantly green.

In contrast with the bare, brown fields of Ontario, the scene was indeed restful to the eyes. When I stood a few days later on the deck of a steamer and gazed upon the dark and rich greenness of the fields and the mysterious hills that fringed the St. John river, and someone remarked: "Prof. Robertson says that New Brunswick is better adapted for dairying purposes than any other Province in the Dominion," I did not by any means feel like disputing the professor's conclusions. But it must be remembered that the dairying prospects of nearly every Province in the Dominion are great. I am, however, digressing somewhat.

Although the export trade of Canada is now so much larger than it was the year after the birth of Confederation, there have been periods when its development was not promising.

IT HAD ITS WEAKLY SPELLS,  
just as does the average growing boy. And during these spells there were people who sometimes doubted whether it was ever going to amount to much.

FLUCTUATIONS OF EXPORTS.  
By 1873 the exports had increased to \$89,789,922, but two years later they were less than \$78,000,000, while in 1879 they had shrunk to about \$71,500,000. The following year they increased by nearly \$16,000,000 and by over \$10,000,000 the next year, until, by 1882, the first time in the history of the country, it required nine figures to represent the value of the exports, the actual amount for that year being \$102,137,203. But this was the first and last time for nine years that it required nine figures to represent the country's export trade. And during these nine years the trade kept oscillating between \$91,000,000 and \$98,000,000.

AWAKENING OF THE EXPORT TRADE.  
In 1892, however, it seemed to suddenly wake up, for, in that year, the value of the

1868	
1878	(\$57,567,888)
1888	(\$79,323,667)
1898	(\$90,203,000)
1899	(\$164,152,683)
	(\$158,896,905)

exports was nearly \$114,000,000, or over \$16,000,000 more than the previous year. Since that year there has been no doubt

as to the future of the export trade of the Dominion. It has not only passed the dangers of childhood, but it has passed through the uncertainties of youth. It is now developing a vigorous manhood, if one can be allowed to use the term. The accompanying diagram shows that this belief has facts for its basis.

MCKINLEY STIRRED US UP.  
It is worthy of little more than passing

	1895.	1896.	1897.	1898.	1899.
Animals .....	\$10,111,496	\$11,426,667	\$ 9,987,723	\$11,554,745	\$11,040,326
Breadstuffs .....	10,010,491	9,344,781	12,800,988	29,630,003	17,525,915
Fish .....	9,487,292	10,283,429	9,803,572	10,435,904	9,566,664
Fruits .....	2,331,300	1,716,331	2,988,802	1,710,013	3,596,830
Provisions .....	20,567,941	21,200,808	24,428,786	29,712,973	32,600,986

mention that the turn in the tide in the export trade of Canada began a year or two after the famous McKinley tariff went into force in the United States. As everyone knows, that tariff was especially aimed at the products of the Canadian farms and forests. The McKinley tariff became a mirror in which a great many people saw ruin to the country. The farming classes almost stampeded. And just as the Mahomedans turn their faces towards Mecca, so a great many people in this country turned their faces towards Washington, feeling assured their only help was to come from there. Even annexationists became strong enough for the moment to organize themselves into clubs.

THE SEEMINGLY DARK HOUR.  
But what seemed to be the country's dark hour in 1890 turned out to be its brightest, for it enabled a good many people to see that the duty of the hour was to develop the export trade of the Dominion with other countries, and particularly with Great Britain. What the result has been, as far as our aggregate trade is concerned, is shown by the following figures, giving the exports for the past 10 years:

Year.	Value.
1890 .....	\$ 96,749,149
1891 .....	98,417,296
1892 .....	113,963,375
1893 .....	118,564,352
1894 .....	117,524,949
1895 .....	113,638,803
1896 .....	121,013,852
1897 .....	137,950,253
1898 .....	164,152,683
1899 .....	158,896,905

It will be noticed that there was a decrease of \$5,000,000 in 1899 compared with 1898, but this is more than accounted for in the

falling off in the exportation of wheat, namely, over \$9,500,000. The year 1898 was, it will be remembered, an unusually favorable one for the exportation of not only wheat, but of breadstuffs generally, as compared with the conditions existing in other exporting countries.

The following gives the exports of animals and the principal food products under the summary classifications:

As we have already pointed out, the design of the McKinley tariff was to keep out Canadian farm products, but, while this was partially successful as far as our trade with the United States was concerned, it seems to have stimulated rather than retarded the general export trade in farm products.

Even before the McKinley tariff went into force the proportion of Canada's export trade with the United States was gradually falling off, and, on the other hand, gradually increasing with Great Britain. This is evident from the following table:

	Percentage to G.B.	Percentage to U.S.
1870 .....	35.84	53.75
1880 .....	48.30	40.56
1890 .....	48.67	42.48
1891 .....	48.70	42.65
1892 .....	55.31	35.21
1893 .....	55.21	35.54
1894 .....	58.45	31.56
1895 .....	56.17	34.79
1896 .....	57.06	34.57
1897 .....	56.09	35.49
1898 .....	63.92	27.50
1899 .....	62.35	23.01

When a merchant loses a customer the best thing for him to do is to try and get a new one, or to increase his business with those remaining in order that his average may be maintained or increased. This is what Canada did when Uncle Sam essayed to curtail his purchases from her. And the results have been most gratifying.

**TRANSPORT BUSINESS.**

The changes which have taken place in the transport business of Canada may be seen from the following account, taken from "MacKenzie's Voyages," of the old way of carrying on the fur trade:

The orders for goods are sent to England, October 25, 1796.  
Goods are shipped from England, March, 1797.  
They arrive at Montreal, June, 1797.  
Being made up they are sent from Montreal, May, 1798.  
They arrive in the Indian country and are exchanged for furs, Winter, 1798-99.  
Which furs came to Montreal, September, 1799.  
And are shipped to London, where they are sold, March and April, 1800.



CATTLE RANCHING, "ROUND UP."—Published by courtesy of the C.P.R.

## HELPS AND HINDERANCES TO CHEESE EXPORTS.

**T**HE new export season in Canadian cheese is now opening and the most striking fact in relation to it is the relatively high prices ruling. These high prices have had one important result; they have induced a much larger make of early fodder cheese than usual this spring. Now,

IT IS NOTORIOUS

that a large make of this class of goods at the beginning of the season is no benefit to

SHOULD NOT FORGET

that they should never make cheese before May 10, but devote their attention to butter up to that date. Every Spring in the past, the presence of fodder goods has been a hinderance to the market.

A consideration of the high prices and their bearing on the consumptive demand during the ensuing season is also important at this time. Leading exporters in Montreal

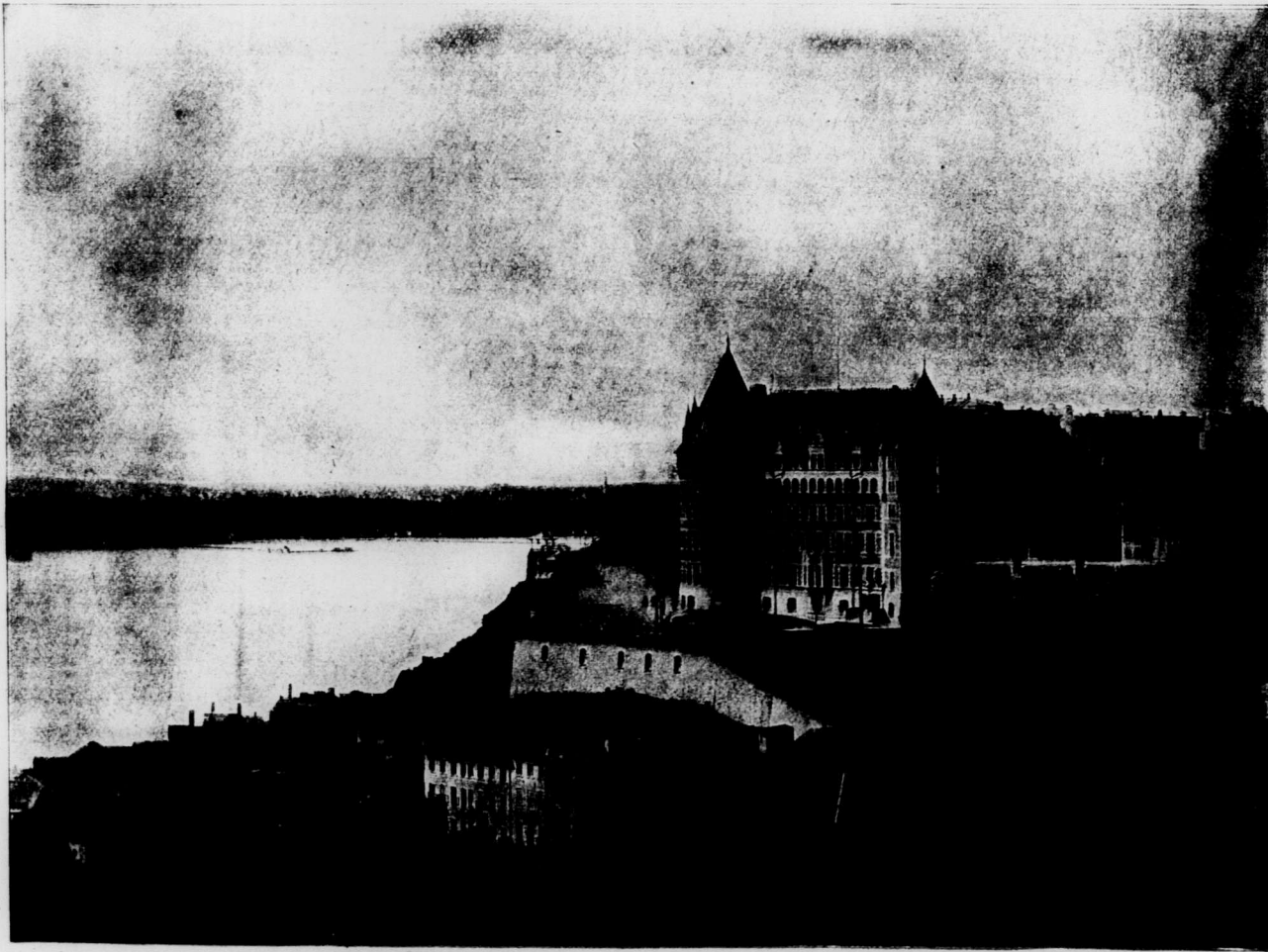
The through rate that the railways quote is frequently from 3 to 4c. per 100 lb. less than the rate from western points to Montreal and the steamship rate from Montreal to British ports. This, naturally, is

A GREAT DISCRIMINATION

against Montreal as a handling point, and every year leads to strong protests from the exporters. Last year, the railway companies refunded a large proportion of this difference, but the Montreal exporters would much prefer to have a fixed understanding than a subterfuge of this nature.

OCEAN FREIGHT GRIEVANCE.

The frequent changes in ocean rates by the steamship companies doing business out



CANADIAN PACIFIC RAILWAY CO.'S HOTEL, CHATEAU FRONTENAC, QUEBEC.

the market. This spring, however, its influence will be slight because the conditions are abnormal, there being no reserve stock of old cheese carried in England. As a result this

EARLY MAKE WILL BE REQUIRED to meet actual current wants between the present time and the appearance of full grass cheese, so that the bad effects usually experienced from the presence of large offerings of fodder goods will be absent this season. But, because the conditions are unusual, cheese producers

lay it down as a fundamental rule of the trade that, when it costs the British housewife more than 6d. per lb. to get her cheese, it

CHECKS THE CONSUMPTION

as much as 25 per cent. Of course, the prevalence of good times in England may minimize this influence to a certain extent, but that it will be entirely effaced is doubtful.

The railway differentials are another great grievance with Montreal exporters, the disability not applying, of course, to firms who ship direct from Ontario points.

of Montreal is another great hardship for cheese exporters. Sometimes these rates are changed at 24 hours' notice, and, of course, where an exporter has contracted cheese in the expectation of a 20s. rate, and finds, when the shipment is actually made, that it may have jumped to 25 or 30s., his margin of profit is cut away, as the goods are generally sold c.i.f. on the docks in England.

The exporters are quite willing to concede that the ship agents are entitled to take advantage of the law of supply and demand.

At the rates of with u

Each necess the n stead gradu carele makes cheese fact th cooper the co

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that ( forget three directi Today Canac prices Easter Ontari

At the same time, they believe that the rates during past seasons have been altered with unnecessary frequency.

#### BETTER BOXES FOR CHEESE.

Each season, also, the trade harp on the necessity of better boxes for the cheese and the necessity of double scale boards instead of single. These drawbacks are gradually disappearing, but there are still careless factorymen who consider that it makes no difference whether the box fits the cheese close or not. Nevertheless, it is a fact that when the exporters have to hire coopers to cut down such packages, so that the contents will not slop around, that they

west of Toronto is a pertinent illustration of this fact. The making of such richer and softer cheese, without providing

#### SUITABLE CURING ROOMS

with a temperature which will be continuously under 65 deg., has frequently resulted in giving a slightly heated flavor to a large proportion of the summer make. This is quite objectionable to the English consumers. It is evident that the best class of customers, those who are able and willing to pay a high price for a fine article, can be kept only by being supplied with cheese of a rich quality, and with a mild clean flavor. It is satisfactory to note in

Fahr., continuously until it is cured; and in protecting it from being heated above the latter point at any time during transit.

#### A GROWING WHOLESALE HOUSE.

Though F. P. Reid & Co., wholesale grocers, Moncton, N.B., have only been in business in that place for nine years, they have established a good connection throughout New Brunswick and as far north as Quebec city. Their business has so grown that they have had to build new premises, which they have recently occupied.

Their new building, which is 40 x 80 ft.,



SPECIAL TRAIN DISTRIBUTING FARM LABORERS.—Published by courtesy of the C.P.R.

are going to take the expense out of the cheese. Accordingly, the negligent factorymen will suffer where the careful shipper will reap the benefit.

#### ANOTHER IMPORTANT POINT.

that Canadian cheese producers must not forget, is that the demand during the past three seasons has been constantly in the direction of cheese having a richer, softer body than the old fashioned, firm-keeping Canadian cheese. The relatively higher prices realized by the cheese from the Eastern Townships in Quebec, and Eastern Ontario, as compared with those made

this connection that the Government made an arrangement with the railways for providing refrigerator cars, and that the service is to be extended this season. All the steamers which sail from Montreal have provided

#### VENTILATED HOLDS FOR CHEESE,

which permits of the ocean carriage without heating. The maintenance of the trade at its present volume and status, to say nothing of increase and improvement, is possible only by the keeping of the cheese at a temperature of between 60 and 65 deg.,

three storeys, is handsomely finished in brick and stone, and is excellently situated for shipping by rail or water. In this warehouse large stocks of canned goods, teas, general groceries, provisions, etc., are carried. At the rear of this building are four additional warehouses, two 25 x 40 ft., one 30 x 75 ft., and one 30 x 50 ft. These are filled with flour, beans, molasses and other goods of this nature.

The firm have also established a branch in Campbellton, N.B. Here, as in their Moncton branch, their business is steadily and rapidly growing.

## THE CANNED GOODS EXPORT TRADE OF CANADA.

Its Condition and Possibilities.

CANADA'S export trade in canned goods—salmon, lobster, fruits, vegetables, meats, etc.—is valued at between \$5,000,000 and \$6,000,000. The chief item of export is canned salmon, either in regard to value or quantity, although, as far as value is concerned, canned lobster runs it extremely close for first place, the figures for 1899 being \$2,407,481 and \$2,320,060, respectively. But, when it comes to the consideration of quantity, the results are immensely in favor of canned salmon by over 100 per cent. The year which saw the largest export trade in canned goods was 1898, when the total was over \$6,000,000. But there was a special reason for this, which will be explained later.

In value, the export trade of Canada has increased over 59 per cent. during the past 10 years.

The most interesting period of the canned goods export trade of Canada is, taking it all round, during the last five years. Consequently, this article will largely deal with the export trade of that period.

As already pointed out, the chief article of export in canned goods is canned salmon. The following table shows the quantity and value of the exports during the five fiscal years ending June 30, 1899, together with the country of destination:

	1895 Quantity in lb.	1896 Quantity in lb.	1897 Quantity in lb.	1898 Quantity in lb.	1899 Quantity in lb.
Great Britain.....	19,771,686	21,861,276	27,105,355	39,178,599	24,058,035
Australia .....	724,432	398,698	818,374	2,249,651	901,152
British East Indies .....				720	3,600
British West Indies .....	172	695	1,582	2,281	2,603
Brazil .....		2,500			
Fiji Islands .....	2,980				
British Guiana .....			576	960	
British Africa .....					480
China .....	3,024			6,480	208
Newfoundland .....			488	96	308
New Zealand .....				10,464	34,725
Hawaiian Islands .....	2,400	1,920	6,336		912
Hong Kong .....			48	39,562	
Japan .....	1,008			2,692	8,895
Chili .....			7,144	19,600	
Spanish West Indies.....				20	
United States .....	408	180,578	3,997	76,330	931,125
Danish West Indies.....				100	
Germany .....				23,760	
France .....	16,800	35,150	16,800	34,000	
United States of Colombo.....	1,440	720			
Hayti .....		48	970		
St. Pierre .....		48		40	128
S. Poss., Africa.....			225	200	
S. Poss., all other.....				1,440	
Total .....	20,524,350	22,481,633	27,961,895	41,646,995	25,942,171
Value .....	\$2,009,413	\$2,536,755	\$2,856,127	\$3,430,645	\$2,407,481

One of the most striking features in regard to our export trade in canned salmon is the large proportion of the total which is shipped on British account, nine out of every ten pounds going to that country. Australia is also beginning to figure as a purchaser of

Canadian canned salmon. In 1898 it took nearly 2,250,000 lb., and last year over 900,000 lb. New Zealand is also ranking as a customer, last year taking 34,725 lb., against 10,464 lb. in 1898. The United States last year took 931,125 lb., but that country, being a large producer and exporter

an increase, for, of the pack of 1899, 547,682 cases have been shipped to England, against 355,634 cases of the pack of 1898, while 42,518 cases have been shipped to Australia, against 9,644 cases last year.

The exports of canned lobster during the last five years were as follows:

EXPORTS OF CANNED LOBSTER FOR FIVE YEARS.

	1895 Quantity in lb.	1896 Quantity in lb.	1897 Quantity in lb.	1898 Quantity in lb.	1899 Quantity in lb.
Great Britain.....	6,779,238	7,587,280	5,327,248	5,832,300	4,419,239
British Guiana.....	19,840	7,912	5,664	4,388	7,368
British West Indies.....	32,849	8,780	8,090	8,498	13,404
Newfoundland .....			98	96	
Belgium .....	23,222	28,860			42,140
Denmark .....	56,064	174,942	50,852	2,400	97,584
France .....	594,046	956,292	1,335,564	1,799,041	2,405,059
Germany .....	23,480	57,804	93,310	130,978	180,731
Holland .....	17,760	3,600			
Norway and Sweden.....	7,730	12,398	2,950	35,760	137,957
Sp. poss. in Africa.....			615		
United States .....	4,719,454	5,649,519	4,471,478	4,062,513	3,681,085
United States of Colombo.....	2,976	3,024			
Russia .....					48,000
St. Pierre .....	240	48			1,448
Danish West Indies.....	7,431			20,496	
Spanish West Indies.....	2,832		18,200	22,330	538
Total lb. ....	12,287,162	14,490,459	11,314,069	11,918,800	11,037,153
Total value.....	\$1,828,981	\$2,146,309	\$2,075,155	\$2,290,872	\$2,320,060

of canned salmon, can only be classified among the irregular customers.

The marked difference in the exports of canned salmon during the last two years, as shown in the above table, is owing to the enormous pack of 1897, when 1,015,477

Although the quantity of canned lobster exported in 1899 was nearly 3,500,000 less than in 1896, the trade has been surprisingly well maintained during the last three years, for it must be remembered that the pack of lobster has, of late years, been steadily diminishing, while the price has been steadily appreciating. The home demand has been greatly curtailed on account of the price; and it is surprising that the foreign demand has not been also more affected than is reflected by the trade returns.

The most striking feature in the above table is the increase in the exports of lobster to France, the quantity shipped to that country being 1,800,000 lb. larger in 1899 than in 1895. Great Britain, on the other hand, took 2,359,999 lb. less than in 1895, while the decrease on United States account was nearly 1,000,000 lb. There is some consolation, however, in the fact that, while in quantity the exportation of canned lobster has fallen off during the last few years, the value was larger in 1899 by \$500,000 than it was in 1895, when the quantity was larger by 1,250,000 lb. In other words, while the quantity fell off nearly 11 per cent. there was a gain of over 21 per cent. in the value.

The export trade in canned meats has been a diminishing rather than an increasing one. This one gathers from a glance at the following table:



EXPORTS OF CANNED MEATS FOR FIVE YEARS.

	1895 Quantity in lb.	1896 Quantity in lb.	1897 Quantity in lb.	1898 Quantity in lb.	1899 Quantity in lb.
Great Britain .....	3,417,401	9,306,885	4,826,508	2,348,382	1,067,049
British Guiana .....	481	.....	.....	.....	.....
British West Indies .....	960	2,537	3,493	6,678	16,901
Mexico .....	.....	.....	.....	.....	15,600
Newfoundland .....	2,579	216	16,201	31,653	1,307
Germany .....	.....	.....	2,500	.....	.....
Hayti .....	528	724	48	.....	.....
Danish West Indies .....	.....	.....	24	.....	.....
St. Pierre .....	165	165	.....	200	2,744
Spanish West Indies .....	.....	.....	.....	.....	4,888
United States .....	48,333	28,810	120	37,160	1,676
Total in lb. ....	3,470,446	9,339,337	4,848,894	2,424,073	1,110,165
Value .....	\$319,702	\$819,388	\$310,449	\$223,053	\$97,487

A drop of from 3,470,446 lb. in 1895 to 1,110,165 is anything but encouraging, but it is even less so when it is remembered that in 1896 the quantity exported was 9,339,337 lb. In the face of a steady growth in the production of canned meats in Canada, a falling off so marked in the exportation is surprising. The only possible explanation seems to be in the fact that the manufacturers have been too busy taking care of the home trade to give much attention to the export trade. At any rate, it is a well-known fact that the Canadian manufacturers now control the home market for canned meats, except in the fancy lines. On account of the orders which have been placed by the British Government, within the next few months we may look for an increase in the exportation of canned meats when the returns for the present fiscal year are issued.

Owing to the way in which the official returns are made up it is impossible to give the exact figures regarding the exportation of canned fruits. "Fruits canned and preserved" is the way they are classified. According to that classification the exportations during the past five years were as follows :

EXPORTS OF CANNED AND PRESERVED FRUITS FOR FIVE YEARS.

	1895.	1896.	1897.	1898.	1899.
Great Britain.....	\$51,353	\$53,037	\$67,199	\$136,163	\$271,989
Australia .....	22	.....	135	.....	157
British West Indies .....	.....	63	119	181	379
British Guiana.....	448	.....	.....	.....	.....
Belgium .....	.....	.....	800	1,305	.....
Newfoundland .....	105	502	394	250	889
Argentina .....	.....	.....	.....	165	.....
China .....	3	.....	.....	.....	.....
France .....	.....	.....	.....	1,062	.....
Germany .....	2,000	.....	41,360	3,530	3,781
Holland .....	.....	.....	.....	1,360	.....
Hayti .....	.....	.....	6	.....	.....
United States .....	55,191	35,153	31,921	15,756	16,394
St. Pierre.....	.....	.....	.....	6	.....
	\$109,122	\$86,755	\$141,934	\$159,778	\$233,589

Although the exportation of canned and preserved fruits is still out of proportion to what are believed to be the possibilities of the country, an increase of 169 per cent. is certainly most encouraging. The chief article of export in canned fruits is apples, the greater proportion of the pack of gallon apples being exported. Quite a nice trade has also been done during the past year or two in the exportation of raspberry pulp to

Great Britain. Trade in the latter was started largely through the instrumentality of THE CANADIAN GROCER. It is the opinion of exporters, however, that the export trade in raspberry pulp will vary.

In the exportation of canned vegetables Canada has so far occupied an insignificant position. A glance at the following table convinces one of that :

EXPORTS OF CANNED VEGETABLES FOR FIVE YEARS.

	1895.	1896.	1897.	1898.	1899.
Great Britain.....	\$12,423	\$ 978	\$7,892	\$4,789	\$15,997
Newfoundland .....	.....	6	82	225	459
British Guiana.....	496	1,008	.....	.....	.....
Australia .....	.....	.....	464	.....	23
British West Indies .....	240	.....	192	.....	357
Japan .....	.....	.....	75	71	.....
China .....	26	.....	.....	.....	.....
Hayti .....	.....	.....	56	.....	.....
Germany .....	4	.....	5	9	.....
United States of Colombo.....	.....	10	.....	.....	.....
United States.....	673	703	881	2,136	2,835
	\$13,862	\$2,707	\$9,647	\$7,230	\$19,671

It will be noticed that in canned vegetables, Great Britain is again our chief customer. Of course, Great Britain is not an importer of canned vegetables to the same extent as she is of a great many other food products. Then, there is the competition of the Baltimore canneries, which, on account of lower cost of production and cheaper freight rates, are better able to com-

beans, for instance, but it will take time and great care. It would be no use to offer in England the average canned vegetables sold in Canada. The market is too critical. We think there should be a push made for more trade. We need a better steamship service also at lower rates to compete with the United States shippers."

Another packer, a well-known Ontario man, replied as follows, re export trade with Great Britain in canned vegetables and fruits : "We doubt if any packers of canned goods so far have made much money. While we would all like to encourage trade with the Mother Country, the fearful charges made by the brokers and all connected there takes the profit out of any goods consigned there. It is, of course, an outlet for surplus canned apples and canned tomatoes; and, judging from the many new factories starting all over Canada, the bulk of the

goods will have to find an outlet in Great Britain. We think if preconcerted action were taken more Canadian canned goods might be sold there. So far, however, the larger proportion sold in the Mother Country comes from the United States."

Should there be a good crop of vegetables this year the pack will, no doubt, be the largest in the history of the country. In view of this it is evident the packers of canned vegetables should devise ways and means of extending the export trade.

In addition to the lines already enumerated, Canada, last year, exported 198,890 lb. of canned herring valued at \$7,493. Of the total, 22,650 lb. went to Great Britain, and 176,240 lb. to the United States. The herrings are canned in the Maritime Provinces, and the quality is, as a rule, fairly good. Then, there is the sardine industry. The nucleus of that has been formed in New Brunswick, and, in the course of time, if intelligently managed, we may hope to see it take its place among the staple industries of the country.

The canned goods industry of Canada is already of some importance. In salmon, lobster, vegetables and fruits, it already practically supplies the home demand, and, as already shown, in some lines a large export trade is being done. Let us hope it will ere long be extended to others who are not now so thriving in this respect.

pete for the British market. These things, however, should not deter us; they should bestir us.

THE CANADIAN GROCER recently wrote to a few of the leading canned vegetable packers in Canada in regard to this particular matter. "We think," replied a well-known packer in New Brunswick, "that by constant effort some new lines might be introduced to the Old Country, peas and

## EXPORT BUTTER ADVANTAGES.

**T**HE record in regard to the export trade in Canadian butter during the past five seasons has certainly been most satisfactory, and there is no reason to doubt that it will not be repeated during the coming season.

The demand for Canadian butter abroad, owing to the improvement in the process of manufacture of late years,

IS GROWING EACH SEASON.

Everybody eats butter, although only a small proportion of the people eat an appreciable quantity of cheese.

The large quantities of butter of fine, mild flavor and of choice quality which are

as fine as the finest butter imported into Great Britain. The flavor is quite as delicate, with rather more fulness and richness, and the body is decidedly firmer than most continental butters. Accordingly, with

PERSISTENT CARE,

there does not appear to be any good reason why the butter trade of Canada should not continue to grow steadily until the volume is as great as that of the cheese trade.

While the quality of the butter is most important, many Canadian makers, but especially those of Ontario, are still criminally careless about the packages in which they ship their produce.



A MANITOBA FARM HOUSE.—Published by courtesy of the C.P.R.

received in Great Britain from Denmark, Ireland, France and Australia, make it impossible for any second-rate quality to fetch the shipper a satisfactory price. It is, therefore, satisfactory to note that Canada has taken, and is still taking, steps to meet these competitors on equal terms.

Over two-thirds of the Canadian creameries have now been provided with

SUITABLE COLD STORAGE

for the protection of butter from the time it is made.

Importers of butter in Great Britain who have visited Canada say that Canadian butter, when fresh made, is in every way

The square butter package is gaining in favor, and is becoming known as a distinctly Canadian package.

PARTICULAR CARE

should be taken to use only paper, and boxes or tubs entirely free from mould.

It is important that each package should be covered with a butter bag in order that it may be delivered ex steamship with a neat, clean, attractive appearance. The size of the package is another desideratum. The demand is for one as near a uniform gross weight of 64 lb. as possible. Ontario producers are negligent regarding this point, as they persist in sending along packages weighing from 70 to 75 lb.

THE PACKING.

They do not pack their butter close or neat either, in many instances, but fill the top with a layer of salt, and thrust a heavy inside board between the top cover and the butter. Now, there is no necessity for this at all.

Line your package with the best of oiled paper, pack it tight to the brim, cover the top with a layer of oil paper and fasten on your cover. If some of the Ontario factory-men could hear the language in Montreal warehouses, and compare their slovenly packages with the neat, attractive boxes received from the Eastern Townships, they would recognize one of the reasons why butter from that section invariably commands a premium.

Those who have watched the development of cold storage in other countries, as well as in Canada, recognize that

CANADA IS AHEAD

in the thoroughness and completeness of her cold storage system. The Government of no other country has arranged for a complete chain of cold storage from the starting point at the creamery to destination of the butter on the British markets. Buttermakers at the various creameries say that they are more than satisfied with the efficiency of the cold storage rooms constructed after the Department's plans. The shippers and receivers of butter in Montreal agree that the butter has been

carried in splendid and undamaged condition. Nearly all the cars have arrived in Montreal with a residue of ice still unconsumed.

THE REFRIGERATOR CARS

on the Canadian Pacific Railway and on the Grand Trunk System are unsurpassed by those of any other line. The cold storage on the steamships has been so excellent that shippers from the United States have availed themselves of every bit of spare space to send their products by the Montreal route. Cold storage on steamships from Canadian ports is available to every shipper in proportion to the volume of his business, according to the agreement made.

# NOTICE!

*To the Wholesale Dealers in Canned Goods of  
England, Scotland and Ireland:*

THE

# Simcoe Canning Co.

**SIMCOE, ONTARIO, CANADA,**

have pleasure in advising that they are *the largest packers* of, and dealers in, Canned Goods in *the Dominion of Canada*, having extensive canning factories at Simcoe, Hamilton, St. Catharines and Port Rowan, extending across the great fruit and vegetable belt between Lake Erie and Lake Ontario, and are in the best position to supply the *finest goods* at *lowest prices*.

We Make a Specialty of Packing First-Class Quality of the Following Lines, viz:

3's AND GALLON APPLES,  
3's AND GALLON TOMATOES,  
2's GREEN PEAS AND CREAM CORN,  
2's AND 3's BARTLETT AND OTHER PEARS,  
2's AND 3's PLUMS, VARIOUS VARIETIES,  
2's AND 3's YELLOW AND WHITE PEACHES.

ALSO

FRUIT PULPS IN GALLON TINS,  
TOMATO PULP IN GALLON TINS,

AND

"BONED" CHICKEN, TURKEY, DUCK, AND PIGS' FEET,  
LUNCH TONGUE AND WHOLE OX TONGUE,  
COMPRESSED CORNED BEEF, ROAST AND BOILED BEEF,  
EVAPORATED APPLE RINGS IN 50-LB. BOXES, ETC.

All Our Goods **GUARANTEED** as to Quality.

**ORDERS SOLICITED.**

*The Simcoe Canning Co.,*

*Simcoe, Ontario, Canada.*

CABLE ADDRESS: "INNES," SIMCOE.  
CODES: A.B.C. 4th EDITION, AND J. K. ARMSBY'S 1893.

EXPORT TRADE OF MANITOBA AND THE NORTHWEST.

EXPORT trade in the West is of but a few years' growth, as, up to 1886, nothing was exported, and not until the following year was even the export of wheat of noticeable amount. Now, however, Manitoba and the Northwest Territories export extensively, wheat, flour, cattle and fish, and are slowly but steadily increasing their exports of oats, barley, flax, rolled oats, butter, cheese and evaporated eggs. Lying so far inland, and the arrangements for classifying exports under the different Provinces being inadequate, Manitoba has frequently suffered in the Trade and Navigation Returns, the amounts given falling very far behind her actual export trade. This is one of the things which time and increasing trade will remedy, as, already, steps have been taken by the board of trade to insure each Province being credited with its own exports, no matter from what port they may be shipped.

WHEAT EXPORTS.

Wheat is, of course, our main export, and the trade has grown from a few thousands of bushels in 1886 to 30,000,000 bushels in 1900. Manitoba No. 1 hard has won for itself a world-wide reputation. This is not the over-partial judgment of Manitoba, but the sober verdict of outside experts, who pronounce

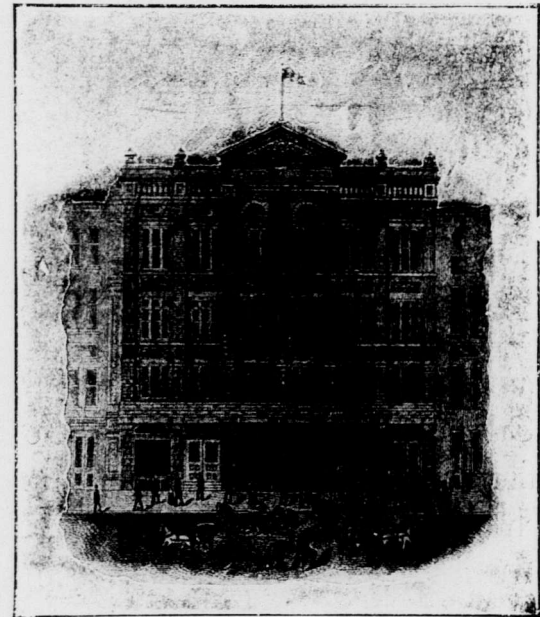
000 bushels. The area in wheat in 1899 was 1,629,995 acres, during the summer of 1899, 158,515 acres of virgin prairie were broken, so that the acreage in wheat this year will be very greatly increased. In addition to this, more and more our farmers are learning to sow their wheat on summer fallowed land, which, of course, increases the yield.

For the handling and storage of these enormous crops the country is furnished, along all lines of railway, with elevators, owned by various grain and milling firms, and varying in capacity from 30,000 to 125,000 bushels. The bulk of this wheat is shipped by rail to Fort William, at the head of Lake Superior, and from there by boat to Montreal and other points. All wheat is inspected and graded at the city of Winnipeg, and, during the past season, out of the number of cars inspected 80 per cent. graded No. 1 hard.

FLOUR EXPORTS.

Manitoba's second largest export is flour, and, like her wheat, it is unsurpassed. Manitoba possesses the largest individual

have spared nothing to make their mill one of the most complete, and, during the past two months, a new 1,000 horse-power engine has been installed. The belt running from this engine is 115 feet long and 72 inches wide. Realizing that even the best wheat may be spoiled if not properly milled, this company have given great attention to the milling of their flour, with the result that



Winnipeg Grain Exchange.

Ogilvie's Hungarian Patents sell for 1s. 6d. to 2s. per cwt. more than Minnesota Top Patents on the British market. The Ogilvie mills export to Great Britain and Australia, but at the present time they are oversold in their home market 35,000 bbls. and have, therefore, ceased to export for a short time. In addition to their flour mills, they have one of the finest rolled oat mills in Canada, and turn out a fine grade of this article. This season, however, oats have been too dear to permit of them manufacturing for export, and they have contented themselves with supplying the home market. The company now have in course of erection an enormous mill, dock and elevator at Fort William, the main shipping port at the head of the great lakes.

The local manager for the West, Mr. Thompson, has the wheat and flour trade at his fingers' ends, and the almost unparalleled success of this great company in the West is largely due to his energy. The late W. W. Ogilvie, founder of the company (who died during the year), and his manager, have always taken a practical and sympathetic interest in all public questions affecting the West.

The second great flour concern is The Lake of the Woods Milling Co. They have their principal mill situated on the Lake of



Ogilvie's Flour Mills, Winnipeg, Manitoba.

Manitoba wheat the finest in the world. And there is no reason to doubt that within a few years the amount for export will be 60,000,-

milling concern on the American continent, their mills at Winnigeg turning out 3,000 bbls. per day. The W. W. Ogilvie Co.

# The Whyte Packing Company, Limited

STRATFORD, CANADA.

Successors to —

**THE WHYTE PACKING COMPANY**

MITCHELL

Have just completed the most up-to-date Packing House in Canada.

We now hope to even excel our former cures of

## Bacon, Hams, etc.,

which are so well and favorably known, both at home and on the British market. Every grocer should have our meats, etc.

Sole Agent for the United Kingdom —

**G. W. BURROWS, Esq.,**

9-13 Cow Cross Street, West Smithfield, London, England.

# The Whyte Packing Company

... Limited

STRATFORD, ONTARIO, CANADA.

the Woods, 130 miles east of Winnipeg, where they turn out 2,500 barrels per day, and a second mill at Portage la Prairie, 60 miles west of Winnipeg, which turns out 700 barrels per day. That milling pays is evidenced by the fact that their 1899 dividend was 8 per cent. This company export largely to Great Britain, Australia, South Africa, Japan, China and the West Indies. The British Government placed large orders with them for the troops in South Africa, as their brands of flour were already well known there. The first shipment of this order was 25,000 sacks. Their export trade varies according to the season from 20 to 100 carloads per month.

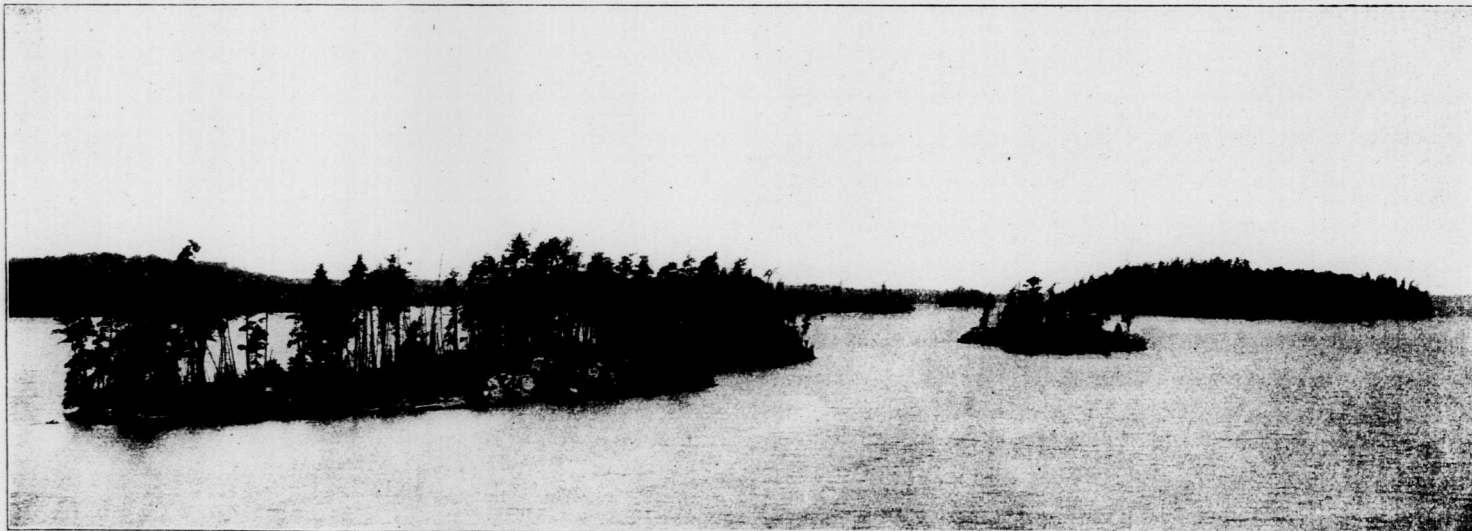
#### CATTLE EXPORTS.

When Manitoba was first settled, and in the years, particularly from 1882 to 1888, everybody grew wheat, though even in those days there were wise ones who whispered that this was the ideal stock

immense abattoir and stock yards of Winnipeg.

This company, in addition to shipping live cattle, do the chief part of the slaughtering for the city of Winnipeg. The capacity of their establishment is 150 head of cattle, and 400 hogs or sheep per day. Their chilling-rooms will accommodate 600 carcasses at once, and they annually store 2,500 tons of ice. Everything is on the most modern principle, and, seven minutes after an animal walks up the fatal plank, it is hanging as "dressed sides" in the cooling-room. At present, the firm are not exporting dressed beef or cured pork products (of which they manufacture a large range), having found sale for all they could put up in this Province and British Columbia, but it is their intention very shortly to open a meat-packing establishment, and there is little doubt that Manitoba corned beef will win a reputation second to none. The

creameries (with an average output of 60,000 lb.) and 35 cheese factories. Last year the Province manufactured 2,357,049 lb. of butter and 848,587 lb. of cheese. This was all consumed locally or shipped to British Columbia. Manitoba is admirably adapted for dairying, the milk from cows pastured on wide fields of Austrian brome is rich in all the properties that go to the making of excellent butter and cheese, and with increasing population the manufacture of these articles will very rapidly increase. The first export trade for these articles is likely to be developed with the East rather than England. One enterprising creameryman, Mr. Robert Scott, of Shoal Lake, has begun the export of tinned butter to Japan and China, and sees in those countries a profitable field for future development. There is no doubt, however, that England will before many years be our natural export market, and even now Manitoba dairymen



From Hamil's Point, Lake Joseph—Muskoka Lakes District.

Published by courtesy of the G.T.R.

country. These whispers grew louder, and finally the farmers began to listen, and by degrees they came to realize that the finest wheat country in the world was also the finest stock country, and that dairying and wheat growing should go hand in hand. Since that time the development of what is now politely called "diversified agriculture" has been marked and rapid. In the year 1888, the first Manitoba grown cattle were sent east to Toronto, and Manitoba beef was regarded as a curiosity. Last year, Manitoba and the Northwest Territories shipped 40,000 head to Liverpool where they were slaughtered at the New Brighton yards. This is not a bad record for 12 years. In addition to this, 16,000 stockers (or young cattle) were sold to United States buyers to be finished on their ranges. A large proportion of these cattle were shipped by The Gordon & Ironside Co. who own the

establishment is in charge of Mr. D. C. Mills, who was one of the first exporters of cattle from the Province, and who has had a very extensive experience in the cattle-exporting and dressed-beef trade. The possibilities of a profitable export trade in these products are almost limitless.

The foregoing is a brief account of the three most important exports of the West, but readers of THE CANADIAN GROCER must not imagine they are our only exports. Year by year, the enterprising men of Manitoba are feeling their way cautiously as to new exports.

#### DAIRY EXPORTS.

It is only a question of a short time when Manitoba will export both cheese and butter. At present the country is not so thickly populated as to allow of a very large number of creameries and cheese factories. The present season there will be in operation 28

are posting themselves on the tastes and demands of the British consumer.

#### EGG EXPORTS.

Manitoba has an egg evaporating factory. Their entire product for last season was either sent to the Yukon or shipped to South Africa, having been purchased by Great Britain for the use of the troops.

With the opening of navigation from Winnipeg down the Red River to Lake Winnipeg there will come a new industry to the West. Along the shores of Lake Winnipeg is some of the finest pulping wood in the whole Dominion of Canada, and already capitalists are looking towards the profitable development of this industry. No one can prophesy what the future of export trade in the West may be, but it is safe to say that it will increase more rapidly in the next 12 years than it has done even in the past.



R. H. ARTHUR, Vice-Pres.  
C. W. SCRIVER, Sec.-Treas.

D. H. LOYNACHAN,  
President.

A. L. HIBBARD, Export Man.  
W. LAJEUNESSE, Local Man.

THE . . .

# Loynachan, Scriver Co., LIMITED

*Wholesale  
Produce Dealers  
...and Exporters*

BUTTER, CHEESE, EGGS  
and POULTRY.

323 and 325 Commissioners  
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SPLIT PEAS  
OATS, PEAS  
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HAMILTON, CANADA.

ESTD. 1835.

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Lieber's. Directory.



# "Monarch" Brand

## CANNED GOODS

Corn, Peas, Tomatoes, Pumpkins,  
Strawberries, Raspberries,  
Plums, Pears, etc., etc.  
Tomato Catsup and Catsup Stock.

**Our Specialty** • *CANNED AND EVAPORATED APPLES  
ALSO CANADIAN CIDER.*

Our apples are all grown in the very best apple section of Canada, and only selected winter fruit used in our factories.

Our Evaporator Factory is the largest and best equipped in America. Natural Gas from our own gas wells used as a fuel. The penetrating and drying qualities of Natural Gas being so vastly superior to other fuels, we are enabled to dry stock of extra quality, retaining the natural flavor and color of the apples.

**The F. R. LALOR CANNING CO., Limited, DUNNVILLE, ONTARIO, CANADA.**

## THE BACON AND HAM EXPORT TRADE OF CANADA.

**T**HERE is no branch of the export trade which has developed more rapidly during the last few years than that of bacon.

The exports in pounds weight in 1890 did not equal in number the dollars that in 1899 represented the value of exports. In 1890, the quantity exported was 7,235,566 lb., while in 1899 the value exported was \$9,953,582. Twenty-five years ago the weight of the bacon and hams together was about equal in number of pounds to the number of dollars that represented the value of the bacon alone exported in 1899. The exports of bacon and hams in 1875 aggregated 9,964,192 lb. valued at \$826,691.

Last year there were sent out of the country nearly 112,000,000 lb. of bacon alone, representing a value of nearly \$10,000,000. In the quantity this was an increase of over fourteenfold.

The figures for the ten years are as follows :

EXPORTS OF BACON FOR TEN YEARS.	
	Quantity in lb.
1890	7,235,566
1891	7,154,716
1892	11,544,295
1893	17,284,311
1894	26,826,810
1895	37,526,658
1896	47,157,642
1897	59,516,450
1898	76,814,948
1899	111,868,938

It will be noticed that the increase in the exports began to be most marked in 1897, although it was by no means insignificant in the two or three years preceding.

Great Britain is, of course, our chief customer for bacon, but there are probably some who do not know exactly how completely she is so. Leave Great Britain out, and our export trade in bacon would be almost nil. The pork-packing industry in Canada to-day is largely what it is as a result of the expansion of the export trade with Great Britain in hog products. This may be gathered from a glance at the following table giving the exports of bacon to Great Britain during the past 10 years :

TEN YEARS OF BACON EXPORTS TO GREAT BRITAIN.	
	Quantity in lb.
1890	7,224,021
1891	7,137,586
1892	11,493,349
1893	17,274,676
1894	26,795,166
1895	37,505,934
1896	47,030,980
1897	59,522,464
1898	76,779,313
1899	111,868,938

A comparison of this table with that above shows how completely Great Britain is our best customer for bacon.

It was in 1897, after having returned from Great Britain, whither he had been

sent by the Dominion Government to investigate, that Professor James W. Robertson, in his report, stated : "Canadian bacon and hams have taken a relatively higher place in the British market than they have done hitherto. A great advance in that respect was made during the summer of 1897." In the same report, he also stated that, while in London, he had seen a conspicuous advertisement, which read somewhat as follows : "Canadians are the best ; take a fine Canadian ham with you when you go on your holiday trip. Canadian bacon is unsurpassed." It may be stated that advertisements of Canadian bacon and hams are now frequently to be seen in the trade and other British papers which come regularly to the exchange table of THE CANADIAN GROCER.

Although the exportation of Canadian

mixed with milk—which is now so generally supplied to hogs intended for the export bacon trade.

But, while the chief cause of the increase is the quality of the meat, an important factor in bringing about the improvement in quality is the persistent effort of Professor James W. Robertson. What he has accomplished is extraordinary, for he has done much to educate the farmer as to proper methods of feeding his hogs and other animals, and, to the exporter, he has been of inestimable value in gathering data in regard to the British market. It is doubtful if we have to day any official or Minister of the Crown who has done so much practical work for the Dominion export trade as Professor James W. Robertson.

The distribution of our exports of bacon in pounds last year was as follows :

	Quantity in lb.
Great Britain	111,820,279
Australia	200
British West Indies	6,168
Hong Kong	40
Newfoundland	5,159
United States	36,732
<b>Total</b>	<b>111,868,938</b>



Steamer City of Toronto entering channel 30,000 Islands, Georgian Bay.

Published by courtesy of the G.T.R.

bacon has increased so rapidly, our shipments to Great Britain are but a fractional part of that which the United States sends to that country. However, it is large enough and has increased fast enough to cause the trade press of the United States concern, and inspire them to publish articles showing that not only was their export trade in bacon with Great Britain developing much less rapidly than was the export trade from Canada, but that higher prices were obtained for Canadian than for United States bacon in the British market, owing, it was acknowledged, to the superior quality of the article put up by Jack Canuck.

The chief cause of the increased trade with Great Britain is the superior quality of the Canadian bacon, and this in turn is due to the bill of fare—peas, oats and barley

Although the export trade in hams is 17½ times larger than it was 10 years ago, there has been a marked decrease in the shipments during the last couple of years. In 1899, for instance, the quantity was less than in the preceding year by about 43 per cent. In hams, as in bacon, Great Britain is our chief customer, as is shown by the following table, giving the total exports and the quantity that goes to Great Britain :

EXPORTS OF HAMS FOR 10 YEARS.		
	Total exports in lb.	Exported to G. B. lb.
1890	256,746	246,065
1891	403,481	391,913
1892	598,083	493,084
1893	1,216,036	1,142,162
1894	1,832,167	1,518,797
1895	2,607,468	2,547,252
1896	5,678,413	6,587,533
1897	9,582,402	9,466,832
1898	8,463,881	8,429,249
1899	4,783,989	4,752,854

The value of the hams exported in 1899 was \$462,896. In 1890 it was only \$23,584.



# JOSEPH CARMAN

WHOLESALE . . . . .

**Merchandise Broker and  
Manufacturers' Agent**

WINNIPEG,  
MANITOBA,  
CANADA.

Secretary Winnipeg  
Fruit and Produce Exchange.

**REPRESENTING**

The American Cereal Co., Chicago.  
J. H. Wethey, St. Catharines.  
Dunmore Canning Co., St. Catharines.  
National Food Co., Toronto.  
Leonard Bros., Montreal and St. John, N.B.  
C. H. Dongan, Esq., Montreal.  
The T. D. Millar Paragon Cheese Co., Ingersoll.  
Van Camp Packing Co., Indianapolis.  
A. P. Tippet & Co., Montreal.  
The Parmenter & Bullock Co., Limited,  
Gananoque.

Will be glad to correspond with firms in Canada, United States or Europe, wishing to be represented in Western Canada.

WANTED—A First-Class Canning Company.

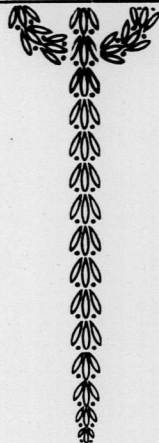
# WURZBURG & COMPANY

Limited

Vancouver, B.C.

Canners and  
Exporters of Sea Food Products.

## Specialties:



### Salmon Trout.

Attractively labelled, excellent flavor, packed in 1-lb. Flat cans only.

### Crab Meat.

In 1-lb. Flat cans, handsomely labelled, more delicate than lobster meat. Choicest quality, warranted.

### FRASER RIVER

### Sockeye Salmon.

The Albion Island Cannery, the property of the Company, canned during the season 1899, 22,584 cases of 48 lbs. net each, by far the largest pack of any one cannery in the Province of British Columbia.

At the Paris Exhibition, 1900, Canadian Section, Class 58, Group 10, c.l.f. quotations given. Correspondence solicited.

## EVERYONE SHOULD EAT

“Palmerston” Brand

Mild Cured

# CANADIAN PEA-FED BACON

Can be obtained from all first-class Provision Houses.

PACKING HOUSE:

Palmerston,  
Canada.

LONDON AGENTS:

Campbell, Shearer & Co.,  
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Established 1882. Cable address, "Purity," St. Catharines, Ont.  
**THE**  
**ONTARIO PURE FOOD CO.** LIMITED  
 ST. CATHARINES, ONT.

Being one of the oldest and longest established Canning Institutions in the Dominion of Canada, we are prepared to furnish a high grade of canned goods, prepared by experienced help and packed in the best possible manner fresh from the fields and gardens. The following brands will be placed on the market for 1900, viz.:

**"PURE FOOD BRAND."**  
**"FAVORITE BRAND."**

Quality of every can guaranteed. Our goods will be found **EXTRA STANDARD** in quality. A full line of fruits and vegetables, including **EARLY SPRING BEETS** will be furnished.

**E. EDMONDS**  
**Grain and Seed Merchant**

**SIMCOE,**  
 Ontario,  
 Canada.

**OATMEAL MILLS,**  
**LYNN VALLEY.**

Exporter of **Alsike and Red Clover,**  
**Rolled Oats and Groats.**

**LANO** is the best  
 and cheapest  
**Wool Scour**  
 ON THE MARKET.


For Prices, Address . . .

Vito Manfg. Co., Montreal.


**WM. MELDRUM & CO.** ❁ ❁ ❁

**EGG and BUTTER**  
**EXPORTERS.**

Corner Brennan and Nazareth Streets,  
**MONTREAL.**

 **ESTABLISHED 1866.**  
**Robt. Bickerdike & Co., Limited**  
 Hay and Feed Merchants.  
 Live Stock Shipping and Insurance.  
 Ocean Freight Secured.

OFFICE—BOARD OF TRADE BLDG., **MONTREAL**

**ALFRED J. BRICE**  
 **Butter and Cheese**  
**EXPORTER**

12 St. Peter St., **MONTREAL.**

**Saugeen Valley Roller Mills**

**JACOB STEINMILLER**  
 HUNGARIAN PROCESS.

Manufacturer of the  
 Highest Grade of

Patent,  
 Manitoba,  
 Family,  
 Hungarian Patent,  
 Extra Fancy  
 Strong Bakers'  
 Flour.

Walkerton, Ont.,  
 Canada.



R. J. LESLIE.

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**LESLIE, HART & Co.**

**GENERAL BROKERS**

Canned Lobsters.  
 Dry and Pickled Fish.

 **HALIFAX**  
 Nova Scotia.

Cable Address: "Ghart, Halifax."  
 A. B. C. & A. 1 Code Used.

# DELHI FRUIT AND VEGETABLE CANNING CO.

Delhi, Ontario, Canada.

**STAPLE LINES**

consist of...

Sugar Corn  
Sweet Peas  
Stringless and Wax Beans  
Tomatoes  
Strawberries  
Pears  
Peaches

In 2 and 3-lb. Tins.

CANNERS AND PRESERVERS OF THE CELEBRATED

## "Maple Leaf" Brand

OF

### CANNED GOODS

**BONELESS**

CHICKEN  
DUCK  
TURKEY

CHICKEN SOUP  
TOMATO CATSUP

In Glass and Tin.

## GALLON APPLES

A Specialty.

All Fruits and Vegetables are grown in the vicinity of the Factories, enabling us to retain the natural flavor of the Fruit that our goods are noted for.

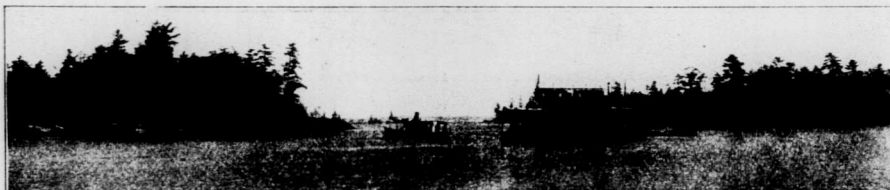


Head Office: **DELHI, ONTARIO, CANADA.**

### USE AND ABUSE OF COTTON-SEED OIL.

“**W**HERE does the cotton oil go?” was recently asked. The United States produce and export it in the largest quantity; Egypt, India, China and Brazil also send a considerable amount into the market.

Chicago, St. Louis, Kansas City and Omaha made large demands on it for conversion into lard, with the aid of beef suet, and often without assistance from the hog.



A Typical Scene on the Kawartha Lakes.

Published by courtesy of the G.T.R.

Nearly an equal portion is shipped to Rotterdam to be transformed into margarine. The packing of sardines on the coast of Maine and on the continent claims large consignments; and at Marseilles, Trieste, and various points on the Mediterranean coast considerable quantities are manipulated in the manufacture of “pure” olive oil. The makers of toilet soaps find use for the remainder.

Therefore, the greater part of all cotton oil produced finds its way in various forms to the table. The innate capability for easy assimilation, and the sweet, nutty flavor of the oil when chemically pure, together with its non-nauseating and non-laxative properties, render it far preferable to cod liver oil for invalids and children, and there are many forms in which it could be made a mine of wealth in foodstuffs for the poorer classes.

American refiners possess the secret of producing a clear oil of sweet flavor and neutral to the litmus test; and this finds its way to wholesale purchasers branded with various fancy names. The price of this prime quality, however, is high.

The seed being by nature entangled in the wool, the two are separated by a mechanical process called “ginning.”

The seed consists of a grey farinaceous kernel, enveloped in a hard, black hull. This kernel is a valuable food for cattle; the hulls, on the contrary, are valueless for nutrition and discomfoting to the digestive organs.

The seed is crushed by machinery, and afterwards pressed for extraction of its oil—the Egyptian seed giving the largest proportion and the lightest colored oil. The farinaceous cake left after the oil is expressed is used in stock-raising.

When the seed has not been deprived of its hulls by decortication before being crushed, the hulls pass into the cake, to the deterioration of its nutritive value. In England and Scotland, where Egyptian cotton seed is exclusively used for making oil, the pressed cake almost invariably contains these hulls.

Some American crushers, who decorticate the seed before pressing out the oil, demand a proportionately high price for their cake.

The husks may be given a profitable

market form by agglutinating them into fire kindlings by means of melted resin.

The oil expressed from cotton seed is mahogany colored, and carries in solution complex matters from the cake which render it very impure. It is known commercially as “crude oil,” and to fit it for industrial and domestic purposes, it must be subjected to two treatments—purging and refining.

For the first of these, caustic soda has a special adaptability, and is universally employed.

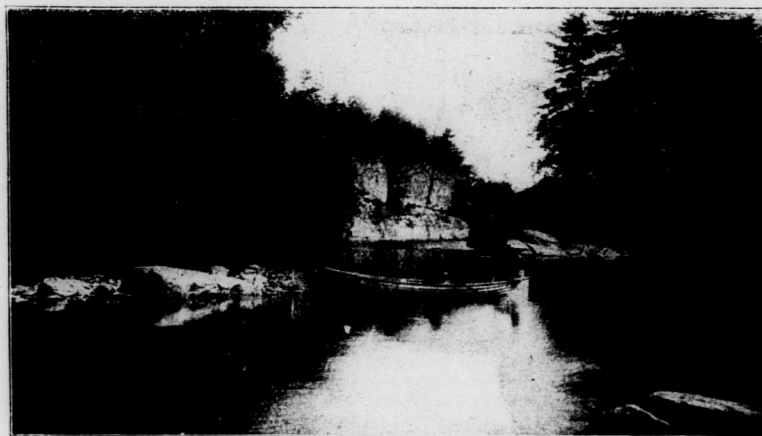
Recent researches into the chemistry of

its composition, yet it has been for years a growing source of national wealth. Released from the disabilities with which it is so unjustifiably hampered, it would prove an invaluable food, the benefits of which could be extended to the poorer classes in particular.—Chambers' Journal.

### “THISTLE” BRAND CANNED GOODS.

“Thistle” brand of canned fruit and vegetables, which has been received with such unusual favor by consumers and the trade, is packed by The Brighton Canning Co., of Brighton, Ont., in a factory that has a floor space covering two acres, and that is equipped with the most approved machinery, having a capacity of 90,000 cans in ten hours, with special appliances for cleaning the work-rooms and machines during the noon hour, and when the day's work is finished.

The different products are grown in the immediate district; soil and climatic conditions, with a long experience of growers, producing corn, peas and tomatoes of exceptional flavor. The conditions of the contract under which these fruits and vegetables are grown compel delivery at the factory when fresh. To make assurance doubly sure, experts take delivery only when quality is equal to or superior to the terms of contract. Pure spring water and the personal supervision of every detail of manufacture by the processor have given the “Thistle” brand of canned fruits and vegetables a reputation for flavor and quality



McLean Channel—Among the 30,000 Islands of Georgian Bay.

Published by courtesy of the G.T.R.

oil refining prove that the impurities which cling to the purged oil after the first soda treatment may be largely removed by a second soda treatment. Cleansing and sweetening may then be completed with the aid of powdered whiting.

Although cottonseed oil has been degraded to the position of an adulterant, smuggled upon our tables in disguise and charged with noxious ingredients foreign to

that is unique in the canning industry. Their “Thistle” brand of gallon apples have taken a leading place in Canadian exports. Canadian apples, under “Thistle” brand, packed by experienced packers, in large-sized barrels, with even grade through out each package, always please.

Evaporated apples, skins and cores, chops and cider, are also products of The Brighton Canning Co. See advertisement.

**EGGS AND BUTTER**

For Export and  
Local Trade.

CORRESPONDENCE SOLICITED.

**J. A. McLEAN,** 77 Colborne Street, Toronto, Canada.



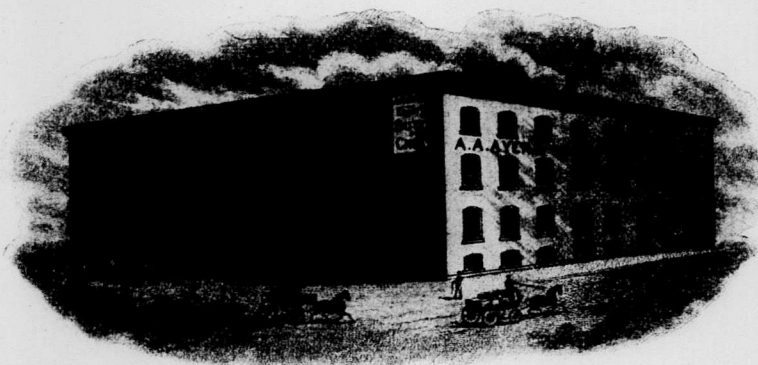
**PURNELL'S  
MALT VINEGARS**

Brewery, Bristol, England.

AGENTS:

St. John's, Nfld.—Wm. Barker, Water St.  
Charlottetown, P.E.I.—Horace Haszard, South  
Side Queen Sq.  
Halifax, N.S.—J. Peters & Co., 47 Upper  
Water St.  
St. John, N.B.—Robert Jardine.

Montreal—J. M. Kirk, Imperial Buildings,  
St. James St.  
Toronto—J. Westren & Co., 73 Carlton St.  
Hamilton—Imperial Vinegar Co.  
Winnipeg—A. Strang & Co., Portage Avenue.  
Vancouver, B.C.—C. E. Jarvis & Co., 101  
Holland Block.



**A. A. Ayer  
& Co.,** Limited.  
Montreal, Canada.

English Orders executed only  
for Regular Importers.

**W**E have extensive Refrigerators of the best and most modern description, and every convenience for the cool and rapid handling, and for the Cold Storage of Cheese and Freezing of Butter.

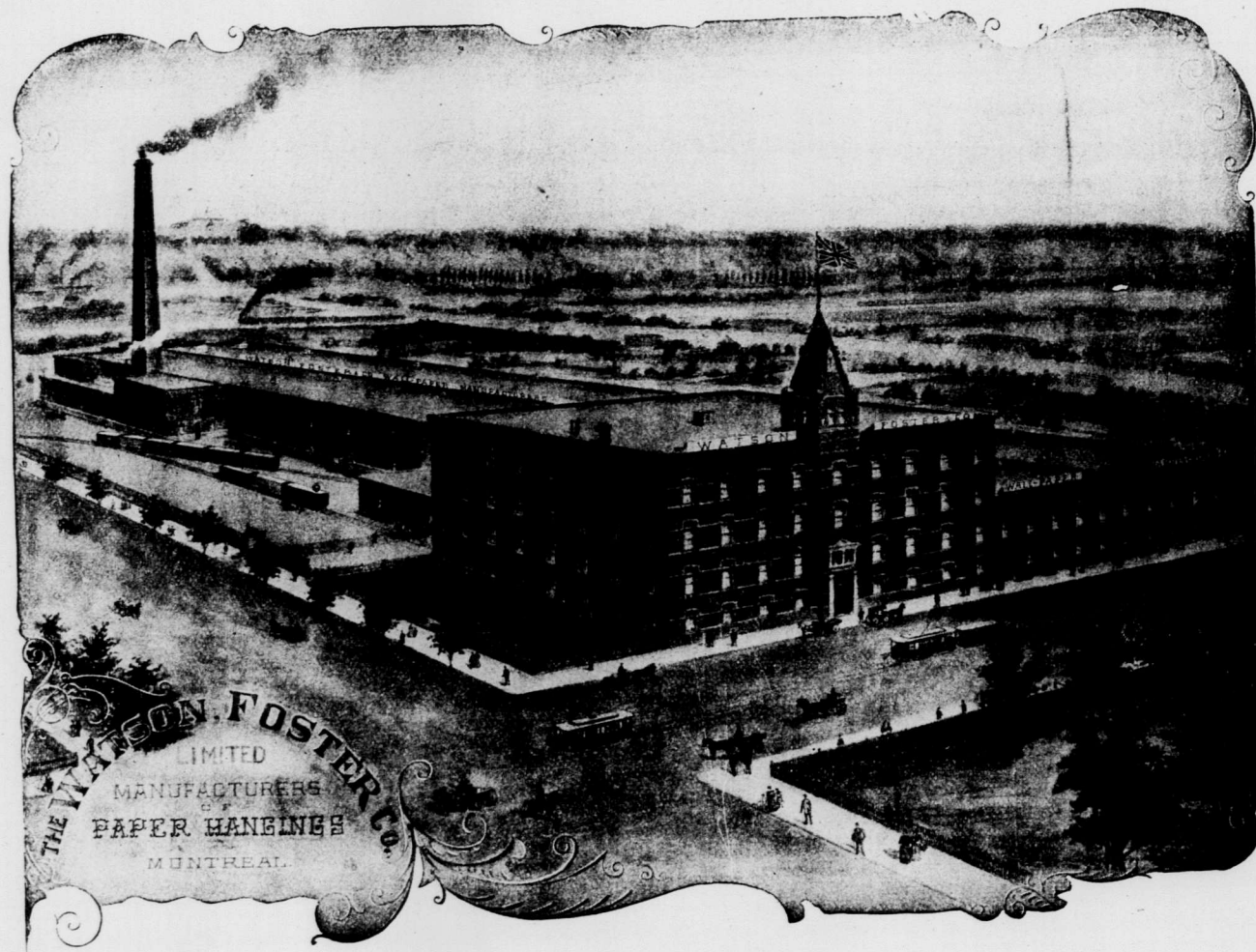
Our system of handling ALL our Butter and Cheese in Cold Storage rooms insures the best condition and adds materially to the value.

Correspondence solicited and orders carefully executed.

We give our personal attention to buying, and to filling orders.

# Wall Paper Works

.... OF ....



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

**MONTREAL, CANADA.**

WHO, WITH A CAPACITY OF 70,000 ROLLS PER DAY,  
UNEXCELLED EQUIPMENT AND RESOURCES, PRODUCE  
THE LARGEST LINE IN THE WORLD OF ORIGINAL  
AND EXCLUSIVE DESIGNS—ARTISTICALLY COLORED.

**SEE OUR PARIS EXHIBIT**

CANADIAN BUILDING  
FACING MAIN ENTRANCE.

FOREIGN CORRESPONDENCE INVITED.

O. E. ROBINSON & CO.,

Cable Address, Robinson, Ingersoll.  
Use A.B.C. Code, 4th Edition.

EXPORTERS GREEN AND  
DRIED FRUITS.

Produce and Commission Merchants.

Ingersoll, Ont., May 19th, 1900.  
CANADA.

GENTLEMEN,--

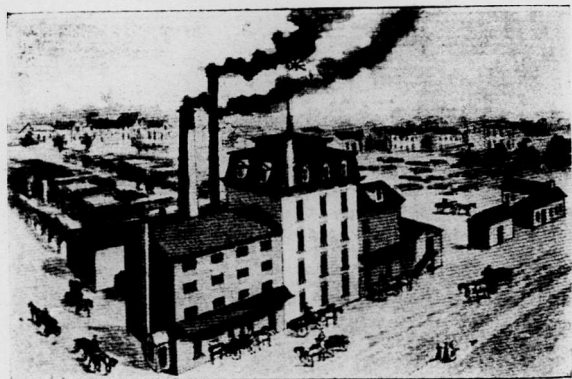
We beg to solicit your correspondence if purchasers of

APPLES, Green  
Sun-dried  
Evaporated  
Chops  
Waste

POULTRY, Dressed or Feathered,  
packed especially for Christmas  
market; best section in Canada.

Yours truly,

O. E. ROBINSON & CO.



ROLLER PROCESS.

# Clinton Mills



ASK FOR THE FOLLOWING POPULAR  
BRANDS OF FLOUR:

**Emerald Queen**  
**Hiawatha**  
**Eclipse**

ALSO FAIR'S FAMOUS BREAKFAST FOOD.

MANUFACTURED BY ...

**J. & N. FAIR,**

**CLINTON, ONTARIO,**  
CANADA.

CABLE ADDRESS: XUMFAIR.

## THE EXPORT EGG TRADE OF CANADA.

**T**HOUGH the egg is a delicate, fragile article, the Canadian egg trade has experienced and recovered from one of the severest blows that has, perhaps, befallen any industry of this country.

Before and during the first years of the past decade, 1890-1900, Canada's exports of eggs to the United States varied from \$1,000,000 to \$2,000,000 annually. This competition was unsatisfactory to the farmers of the United States, and especially of the New England States, for not only were Canadian eggs offered in large quantities in such cities as Boston and New York, but their quality, or, rather, size, was such as to keep them in general favor.

The result was that the passage in October, 1890, of the McKinley Bill put a duty of 5c. per dozen on all eggs imported by the United States, whereas they had previously been on the free list. The effect of this on the Canadian egg industry was great. The exports fell from 12,825,735 dozen in the year ending June, 1890, to 7,354,235 in the year closing with June, 1891 (part of which year was affected by the McKinley Act), and to 3,918,015 dozen in the year 1891-1892. In fact, it looked as if the industry was doomed to die of strangulation. The United States market was practically gone. Between us and Great Britain lay an ocean and hundreds of miles of railway transportation, and there our eggs were open to the competition of a continent rich in agricultural fertility.

But the Canadian hen kept on laying. As a rule, the farmers found the cost of keeping hens to be amply compensated for by the good they did in destroying insects, grasshoppers, etc., and in the revenue derived from the sale of their eggs, even at 7 or 8c. per dozen, the level to which prices fell.

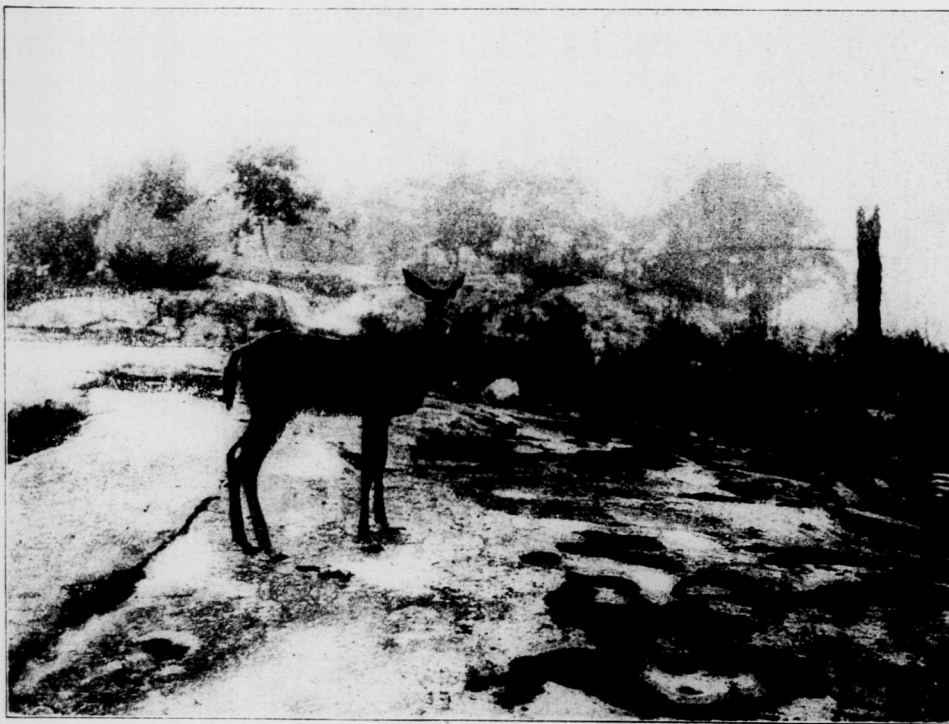
So a market had to be found, and, as has been true of the majority of our products, it was found in Great Britain. There were difficulties in the way at first. The packing cases used by Canadian shippers were different in size and shape to those used by shippers of other countries. They carry either 30 or 36 dozen, and each egg is held in a separate compartment by cardboard divisions, whereas Danish and other eggs were packed in straw in long hundred (112 dozen) cases. The railway and ocean freight handlers are not, as a rule, very gentle in their operations, and many and large were the claims for "breakage."

But as the Canadian case became known, it grew in favor. And the freight handlers have become either more careful or more expert, for now the claims for breakage are comparatively insignificant.

It will be seen from the returns of our exports to the United States and Great Britain that we are steadily recovering what we lost by the McKinley Act, yet we are about 3,000,000 dozen short of where we were at the beginning of the decade. As we export less than 50,000 dozen to all other countries

in the year ending June 1899, were valued at \$1,254,392, as compared with \$1,244,051 in the previous year.

The outlook for the future is bright. The production of eggs in this country is likely to increase, for the farmers have, during the past two or three years, taken more interest in their fowl and are likely to get more eggs in consequence. The demand for our eggs is growing in Great Britain. While Britons are a practical people they are not devoid of sentiment, as may be judged from the following extract from a circular issued by a Liverpool egg house: "Our Canadian cousins have, during the present war, shown their loyalty to the Mother Country, by supporting us in our National affairs. Therefore it is the duty of true Britons, English,



TAKEN BY SURPRISE.—Among the 30,000 Islands of the Georgian Bay.

Published by courtesy of the G.T.R.

but these two, the table below gives a good insight into our total export trade:

	United States. Doz.	Great Britain. Doz.
1890.....	12,825,735	3,600
1891.....	7,354,235	619,476
1892.....	3,918,015	3,987,155
1893.....	2,664,942	4,104,632
1894.....	1,611,981	3,449,243
1895.....	2,256,518	4,184,271
1896.....	894,989	5,585,725
1897.....	479,258	6,939,496
1898.....	38,643	10,289,410
1899.....	45,729	9,564,220

Though last year shows a falling off, as compared with the previous one, this does not indicate a decline in the demand for or the production of Canadian eggs, for the cause of it was that a general increase in industrial activity in the land and a large influx of settlers increased the home consumption. Moreover, while the amount of the export shows a falling off the value shows a slight increase, as the eggs exported

Scotch, Irish and Welsh, to show their appreciation and thanks, and, instead of supporting foreign countries to so great an extent, to turn their attention to our Colonies, and increase the trade between us, to our mutual advantage and National benefit."

Quality and price being equal to those sent from other countries, we can, therefore, expect a good and growing demand for our eggs in Great Britain, and, as we can compete with the world either as to quality or to price, we look with confidence to the future of our export egg trade.

The grocers of Blenheim, Ont., have agreed not to canvass for orders any more. Householders now have to send their orders to the stores.



# James Wilson

MANUFACTURER AND  
EXPORTER OF

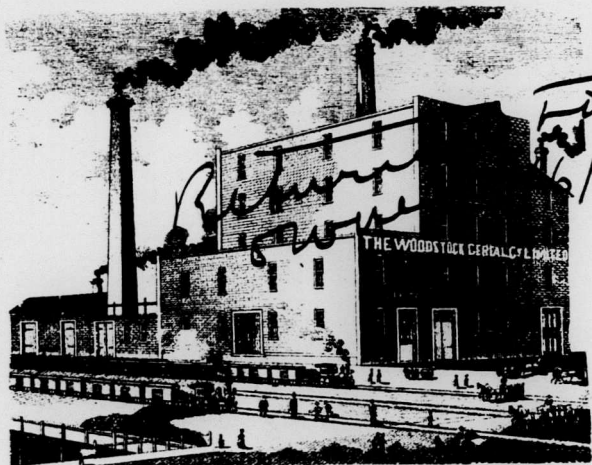


Rolled Oats, Oatmeal,  
Split Peas, Pot Barley,  
Pearl Barley and  
Pease Meal.

**FERGUS,**  
ONTARIO, - CANADA.

ESTABLISHED 1856.  
CABLE ADDRESS: "MONKLAND."

CORRESPONDENCE SOLICITED.



THE  
**Woodstock Cereal Co.**

LIMITED

WOODSTOCK, ONTARIO, CANADA.

Manufacturers and  
Exporters of

**Rolled Oats, Oatmeal, Split Peas,  
Pot Barley and Mill Feed.**

Special brands manufactured for Export, and careful attention given to quality and package.  
Sales made for prompt and forward shipments.  
Samples sent on application, and telegraphic codes arranged.  
Riverside (1890 Edition) and A. B. C. codes in use.

**D. R. ROSS,**  
President.

**J. H. NEVE,**  
Secy.-Treas.

*Quality*  
*First---Last*  
*and*  
*Always.*

*We are Millers  
and Exporters of Canadian Flour,  
Rolled Oats, Oat Meal, Split Peas.  
We are situated on the Grand  
Trunk, Michigan Central and  
Wabash Railroads—our location  
you see is very central.*

*“Quality” is our watchword—  
“quality, first, last and always.”  
We are an old-established house  
and solicit correspondence from  
dealers who are particular about  
quality.*

*The Tillson Co'y, Limited*  
*Tilsonburg, Ontario,*  
*Canada.*

CANADIAN APPLES—THEIR PRODUCTION AND EXPORTATION.



HERE is no better apple in the world than that which is produced in Canada. The Canadian apple is certainly not as large or, on the whole, perhaps, as handsome as that, for instance, of Californian growth. But beauty is not by any means the quality most desired in an apple. What are desired above all else are flavor and keeping quality. And it is in both these that the Canadian apple excels.

Ontario and Nova Scotia are at present the most important apple-producing Provinces in the Dominion, and it is probable they will always remain so. Manitoba occupies the unique position of being the only Province in the Dominion not producing apples, although there is a section near Morden, 50 miles south of Winnipeg, where a few have been grown. From the beginning of the prairie district east of Winnipeg to Calgary practically no apples of any sort are produced. There are people in Manitoba who have never seen apples growing on trees. A couple of years ago, while on a holiday trip, I fell in with the family of a well-known manufacturer of Winnipeg whose 16-year-old daughter had

NEVER SEEN AN APPLE

tree bearing fruit until coming down the Detroit river. Manitoba may, in time, produce apples in commercial quantities, but in the meantime horticultural science will have to discover ways and means of neutralizing adverse climatic conditions.

The honor of being the first to grow apples in Canada belongs to Nova Scotia. That was away back in 1633.

ONE OF THE FINEST APPLE PRODUCERS.

One of the finest apple-producing countries in Canada is Prince Edward, in the Province of Ontario. But there are large areas all the way from Brockville to Niagara where the finest variety of winter apples are grown. Then, along the shores of Lake Huron the same conditions prevail. As Dr. William Saunders, of Ottawa, said in

an address in January last: "The further you go back north the higher the flavor of the fruit will be and the better its keeping qualities."

In Nova Scotia, the centre of the apple-growing district is the Annapolis Valley. And that district has become about as famous for its apples as it is as the Land of Evangeline, which every year attracts thousands of tourists. But apple-producing in Nova Scotia is not confined to the Annapolis Valley, although, until within the last 15 years, a good many people imagined that climatic conditions prohibited it elsewhere.

KINGS COUNTY IS KING.

Taking counties, more apples are produced in Kings than in all the counties in Nova Scotia; and, in fact, more than in all the other counties in the Maritime Provinces. Some progress in apple culture is being made in Pictou and Lunenburg counties, but it is in the counties of Kings, Annapolis and Hants—the Annapolis and Cornwallis Valleys—that the greatest development is being made. I have this upon the authority of one of the officers of the Fruit Growers' Association of Nova Scotia.

That same officer, in a private letter which I recently received from him, said: "A moderate estimate is that, in these valleys, the crop will double itself every 10 years, and that, within the next 20 years, there will be 1,000,000 bbls. of apples for export. Only certain districts or belts on this continent are fitted for the production of apples. We have, in this section, one of the best. And our growers have wakened up to avail themselves of the great natural advantages they possess." Nova Scotia exported about 300,000 barrels last season.

NEW BRUNSWICK IS NOT UNCONCERNED

as to its apple-producing qualities, and the number of orchards is gradually being increased, especially in the St. John Valley. There is also a gradual development of the industry in Prince Edward Island.

Apple culture is progressing favorably in Quebec, and none less an authority than Dr. Saunders is of opinion that within the next five years that Province will be a large exporter of apples. At present quite a few Fameuse, wrapped in paper, are exported in egg cases. "I have no doubt," he declared, not long since, during an

address, "in the eastern part of Quebec only the hardier varieties of apples can be grown, and apple culture can only be carried on to a limited extent. In the western part of Quebec the conditions are favorable, and the same can be said of the Eastern Townships, already famous for their dairy and maple products."

In British Columbia there is a wide area of several hundred miles on the coast where apples are grown in abundance. At Spencer's Bridge in British Columbia was grown an apple that for a time had the distinction of being the largest shown at the World's Fair in Chicago. It measured 14 3/4 inches in circumference; but after some time an apple came from Oregon which supplanted it as far as size was concerned.

THE APPLE EXPORT TRADE.

The exportation of apples has for a number of years received a great deal of attention in Canada. And although the trade has become an important one, yet it is neither as large nor as satisfactory as it might be. At the same time, however, it is a great deal more satisfactory as far as quantity is concerned, than the export trade of apples from the United States.

Just as the McKinley tariff of 1890 turned the attention of Canada to a more active prosecution of the British market for farm products, so in 1866 the abrogation of the Reciprocity Treaty of 1854 directed the attention of the apple growers of Canada to the same market. And the result was a stimulus to the development of the apple-growing industry, just as a quarter of a century later the McKinley tariff stimulated the export trade in agricultural products and in animal products.

The exports of apples from the Dominion during the past ten fiscal years, ending June 30, were as follows:

TEN YEARS OF APPLE EXPORTS.

	No. of bbls.	Value.
1890	378,475	\$ 993,103
1891	450,836	1,380,714
1892	609,951	1,444,883
1893	1,187,665	2,731,223
1894	278,238	808,473
1895	853,268	1,821,463
1896	567,182	1,410,470
1897	1,604,470	2,502,968
1898	439,418	1,305,681
1899	1,075,068	2,021,352

The countries to which Canadian apples are exported can be seen from a glance at the following table, which shows the distri-

bution for the fiscal year ending June 30, 1899 :

COUNTRIES TO WHICH APPLES WERE EXPORTED  
IN 1899.

	Bbls.
Great Britain.....	972,125
Australia.....	4
British Guiana.....	43
British West Indies.....	360
Hong Kong.....	1
Newfoundland.....	7,585
New Zealand.....	100
Belgium.....	146
China.....	10
Danish West Indies.....	11
Germany.....	12,050
Hayti.....	3
Japan.....	28
Russia.....	850
St. Pierre.....	548
United States.....	81,204

Total No. bbls..... 1,075,068

#### THE APPLE EXPORT SEASON.

The exportation of apples begins in August and closes about the latter part of April. The statistics, which are collected by those engaged in the trade, are for that period, and show the quantity shipped by each port in both Canada and the United States. All the Canadian apples do not go by Canadian ports. For example, about three-fourths of the shipments from Portland, Maine, are made up of Canadian apples, while quite a number of barrels go by way of Boston and New York.

The shipments during the past two seasons (August to April) from the different ports in Canada were as follows :

SHIPMENTS BY PORTS SEASONS 1899-1900  
AND 1898-1899.

	1899-1900 Bbls.	1898-1899 Bbls.
Boston.....	177,131	233,070
New York.....	299,997	157,169
Portland.....	148,333	139,068
Montreal.....	289,916	406,705
Halifax.....	289,824	232,085
Annapolis.....	12,337	.....
St. John.....	59,977	54,393
Total.....	1,277,509	1,222,400

#### CARELESSNESS AND DISHONESTY.

Good as the quality of Canadian apples naturally is, the reputation they have earned in Great Britain has not been always of the best. When Mr. James W. Robertson, Commissioner of Agriculture and Dairying, was being examined last year before the select standing Committee on Agriculture and Colonization, he referred to this very matter. "The unfortunate position over there," he said, "is due to one of two causes, and in some cases to both. One of these causes is the lack of care, the lack of skill and the lack of honesty in packing the fruit, and the other is the damage sustained by the fruit in its carriage from the place where it is packed to the place where it is sold."

Mr. Robertson, during his examination before the select committee, recommended two things to apple-packers. The first was to exclude entirely all damaged apples, and the second was to size their apples thoroughly, "even if it has to be done by

a sizing machine with pasteboard screens." These screens bring the apples out in three different sizes.

#### WHAT WILL IMPROVE THE EXPORT TRADE.

I recently asked a well-known Ontario exporter of apples what, in his opinion, was most wanted to put the export trade on a more satisfactory basis.

"It is hard to say," he replied. "There are many things. But one of them is better storage, and another is quicker transportation. What I particularly mean by quicker transportation is less delay at the shipping ports. Frequently now a steamer cannot take all the apples that are brought alongside of her. Consequently she leaves them on the wharf to await the steamer going a week later. This would be remedied if the steamship companies were prohibited from issuing contracts for more goods than they can forward."

#### APPLES IN BOXES INSTEAD OF IN BARRELS.

Another thing this particular exporter considered would help the export apple trade was the packing of the fruit in boxes instead of in barrels. "These boxes hold one bushel of apples, about one-third the quantity a barrel does. Some shipments have been forwarded in boxes; but the English commission merchants are trying to discourage their use. They base their opposition largely on the ground that it gives the impression that the importation of apples is larger than it is, thereby exercising a bearish influence on the market. But I contend that there are a great many people who will buy a box of apples who would not think of buying a barrel, while those people who buy barrels would buy boxes. Furthermore, if apples were put up in boxes there would be less opportunity for dishonest packing. There are only four or five tiers of apples in a box, and these are easily inspected. Californian apples are exported in boxes.

#### PACKING HOUSES.

"Still another thing which I believe would aid the apple export trade of Canada would be the establishment of packing-houses just like they have in California. These packing-houses could be established here and there in the apple-growing districts of the country. To these packing-houses the farmers could draw their apples, where they would be graded by machinery."

#### THE TRANSPORTATION QUESTION.

A question by no means the least important in regard to the apple export trade is that of transportation. Canada is, no doubt, handicapped in this respect. But it is probably in the Maritime Provinces that the most campaign work has been done with a view to securing a modification of the rates which are considered excessive. At the convention of the Maritime Board of

Trade last August at St. John, N.B., the better part of one day was taken up in discussing it. Mr. P. Innes, president of the Kings County Fruit Growers' Association, led the discussion, and in a letter from that gentleman, which I have before me, he says: "Notwithstanding our geographical position and nearness to the markets of Great Britain, we are burdened with excessive transportation charges, both by the railway and steamship lines. The railway fails to recognize that apples are the great staple crop of the district, and in their classification treat them as a luxury, charging for the handling of cars, which they neither load nor unload, fully 2½c. per ton mile, while the subsidizing by the Government of the steamship line has killed off competition and created a monopoly. The result is that we have to pay higher rates of freight than our competitors."

#### LEGISLATION OF INTEREST TO EXPORTERS.

There are two bills before the House of Commons dealing directly and indirectly with the export trade in apples.

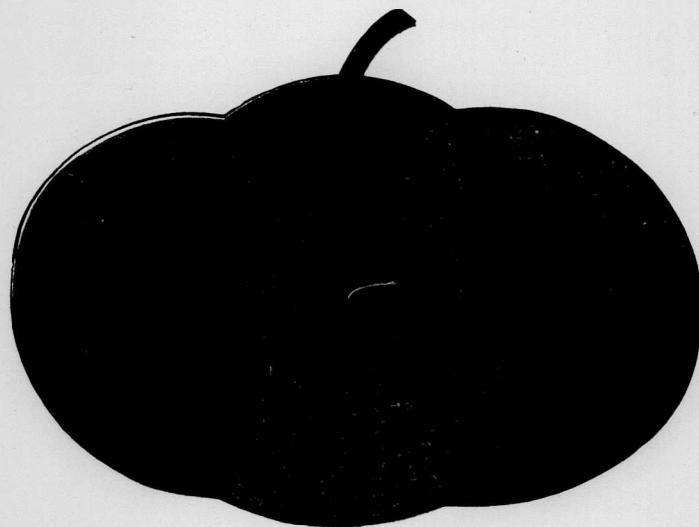
The one provides that all packages of apples or pears intended for export shall contain (1) the name and address of the packer; (2) the size of the fruit in inches; (3) the name of the variety, and (4) the designation of the grade of the fruit. The bill furthermore provides for three grades of apples and pears to be designated: "A No. 1 Canadian," "No. 1 Canadian," and "No. 2 Canadian." The other bill is designed to regulate the size of the apple barrel. A bill having in view this object was placed upon the Statute book last year, and was to go into force July 1 next. The Act, however, met with the disapprobation of the apple trade in Canada, and particularly those in Nova Scotia, where the agitation was led by Mr. P. Innes. The opposition was based on the fact that the size of the Canadian barrel, as fixed by the Act, was 103 quarts, or three quarts more than the standard barrel in the United States. At the last convention of the Fruit Growers' Association of Nova Scotia, a resolution was carried asking that the standard barrel be made the same as that in the United States, and the bill now before the House of Commons is constructed to comply with the representations of the Nova Scotian fruit growers. The clause governing the size of the barrel reads: "All apples packed in Canada for sale by the barrel shall be packed in good and strong barrels of seasoned wood having dimensions not less than the following, namely: 26¼ inches between the heads, inside measure, and a head diameter of 17 inches, and a middle diameter of 18½ inches."

# THE KENT CANNING CO.,

LIMITED

Chatham  
Ontario  
Canada

## Pack Red, Ripe Tomatoes.




The finest flavored, most uniformly colored Tomatoes packed in Canada.

### NONE BUT PERFECT FRUIT . . .

allowed to pass. Every can solidly filled. Cans soldered on OUTSIDE only. We make our own cans and buy the best tin.

WE WOULD LIKE TO HAVE AN OPPORTUNITY TO SUPPLY YOU WITH  
SOME OF OUR GOODS.

# THE COWAN CO., Limited

Manufacturers  
of 

## Cocoa and Chocolate

THE FINEST GOODS THAT CAN BE PRODUCED. GUARANTEED ABSOLUTELY PURE.  
SEND FOR PRICE LISTS. CORRESPONDENCE SOLICITED.

THE COWAN CO., Limited 468 to 474 King St. West, TORONTO, CANADA



TRY

WALTER THOMSON'S

### Maple Leaf Rolled Oats

Also Flake Wheat, Split Peas,  
Pot Barley and Cornmeal.

Mitchell,  
London,  
AND  
Seaforth.

NONE BETTER.

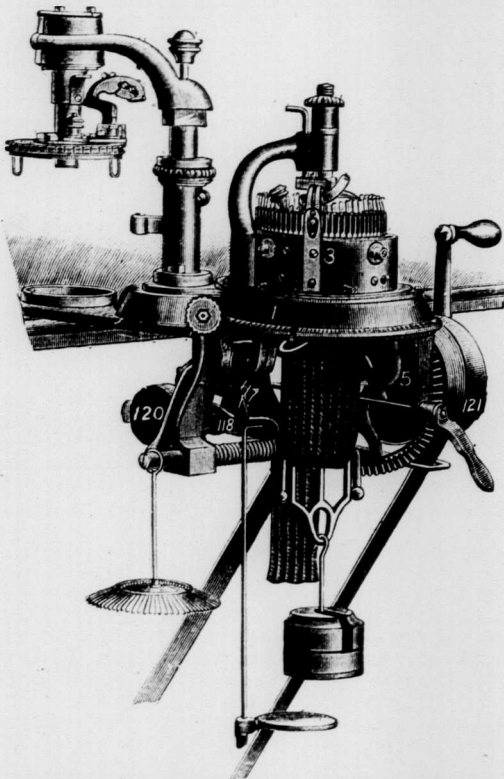
HAND AND POWER  
SEAMLESS HOSIERY

## Knitting Machines

We have been hard at it for nearly ONE-THIRD OF A CENTURY.

We have had success. Our customers have had success.

WHY? Merit and superiority of our machines tell the story. CATALOGUE FREE.



**YOU CAN MAKE 12 TO 20 PAIRS PER DAY**

**Klondike Knitter.**

**YOU CAN GET 10, 15, & 20¢ PER PAIR.**

ATTACHMENTS

INSTRUCTION BOOK  
WINDER  
RIBBER  
MACHINE  
A. MAKER

ALL FOR \$20.00

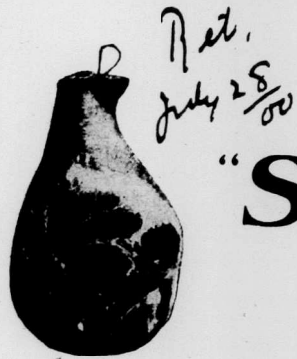
AGENTS WANTED

ADDRESS: **CREELMAN BROS. FREE**  
GEORGETOWN ONT. Catalogue  
CANADA.

**CREELMAN BROS.,** Manufacturers, **Georgetown,** Ont., Can.

# Hams and Bacon

The finest Hams and Bacon that money can buy or that long experience can produce, are



## FEARMAN'S "STAR BRAND"

Sugar Cured Hams and  
English Breakfast Bacon.



These goods command the highest prices in and are used from one end of Canada to the other, our customers being numbered among the high class grocers and purveyors in every City from Halifax to Vancouver, and are justly celebrated for their uniform quality and delicacy of flavor. We guarantee every package of goods sent out to be perfect, the quality second to none in this country or in any other.

WE SHALL BE GLAD TO HAVE YOU WRITE US ABOUT  
THESE OR ANY OF THE FOLLOWING LINES:

- Long Cut Hams
- Short Cut Hams
- Breakfast Bacon
- Short Roll Bacon
- Long Roll Bacon
- Back or Windsor Bacon
- Long Clear Bacon
- Cumberland Bacon
- Wiltshire Sides
- Long Rib Sides
- Shoulders
- Mess Pork
- Short Cut Pork

*Ret. July 28-00*



- Dried Apples
- White Beans
- Honey
- Beef
- Butter
- Cheese
- Lard, in Tierces
- Lard, in 60-lb. Tubs
- Lard, in 20-lb. Pails
- Lard, in 10-lb. Pails
- Lard, in 5-lb. Pails
- Lard, in 3-lb. Pails
- Lard, in 1-lb. Cartons

## F. W. FEARMAN CO., Limited

Ham and Bacon Curers and Lard Refiners

Established 1852.

HAMILTON, CANADA.

This space belongs to  
**AMOS. H. BAKER,**  
 Picton, Ontario, Canada.  
 Dealer in Grain, Seeds  
 and Evaporated Apples.  
 Correspondence  
 solicited.

# W. P. NILES

WELLINGTON,  
 ONTARIO, CANADA.

Grower on Contract  
 of

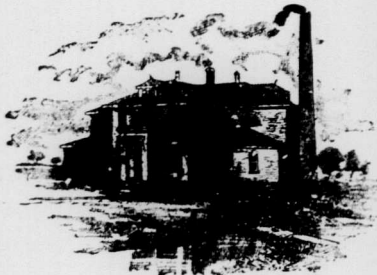
## SEED PEAS AND BEANS

“SPECIALTY.”

I make a specialty of growing Peas and Beans for parties desiring to furnish their own seed stocks.

My facilities for “ranging” and handling are unexcelled, while my warehouse is fitted with the latest and best machinery for milling, screening, hand-picking, and shipping, all of which I am prepared to do at close figures.

Correspondence Solicited.



## ST. MARYS CREAMERY CO.,

MANUFACTURERS  
 OF

Limited

### CREAMERY BUTTER

Under the  
 Registered  
 Brands  
 of . . . . .

CABLE ADDRESS: Saintmarys  
 CODE: A B C, 4th edition.

Annual Output, 800,000 lb.  
 26 De Laval Separators.  
 Complete Pasteurizing Plant.  
 Chemical Cold Storage.

All modern appliances  
 for producing perfect but-  
 ter, of dry, firm texture,  
 uniform quality and fine  
 flavor, every day in the  
 year.

No Preservatives, Coloring or Adulterants Used.

All butter put up under these brands is made from pasteurized cream, immediately after separation. This process destroys every disease germ, or odor in the cream, producing an absolutely pure butter, with fine aromatic flavor, and excellent keeping qualities.

Contracts made for Boxes, Kiels, or Tinned Butter  
 for shipment as required.



228" BRAND

In 56-lb. White Spruce  
 Boxes

112-lb. Danish Kiels

Parchment lined.



“Crescent”

Brand

In 1, 2 and 5-lb.

Decorated Tins,

with patent key opener.

ST. MARYS CREAMERY CO., Limited St. Marys, Ontario.



# "Canada First"

BRAND

## CANNED GOODS.

PACKED FOR EXPORT TRADE.  
ABSOLUTE PURITY.  
PERFECT UNIFORMITY.

GOLD MEDALS

AWARDED  
AT

AND DIPLOMAS

Colonial and Indian Exhibition, London, Eng.

### THE MOST POPULAR BRAND IN CANADA.

NOTHING BUT THE BEST SELECTED OF CANADA'S  
CHOICEST FRUITS AND VEGETABLES FINDS A PLACE UNDER  
OUR LABELS.

LARGE BLOCKS have already been sold in ENGLAND, comprising:

APPLES, in Gallon and 3-lb. Tins.  
APPLES, Evaporated, 50-lb. Cases.  
TOMATOES, in Gallon and 3-lb. Tins.

PRESERVED STRAWBERRIES, RASP-  
BERRIES and PLUMS, in 2-lb. Tins.  
PULP FRUITS, all kinds, in Gallon Tins.

HONEY DROP CORN, SWEET PEAS and BUTTER BEANS, in 2-lb. Tins.  
LUNCH TONGUE and BONELESS PIGS' FEET, 1½-lb. Tins. Key Opener.  
BONELESS CHICKEN, TURKEY and DUCK, in 1-lb. Tins. Key Opener.

SPECIAL SIZES PACKED FOR EXPORT TRADE IF REQUIRED.

The Superior Merit and Reliability of this Brand are undoubted. The British Government have recognized this fact, with the result that large contracts have been given for shipment to South Africa (Pretoria) for the "Soldiers of the Queen."

It will be a pleasure to mail you one of our Price Lists.



# AYLMER CANNING CO., Limited

AYLMER, ONTARIO, CANADA.



## GROCERY WINDOW DRESSING.

THE WINDOW  
AS AN  
ADVERTISE-  
MENT.

An attractive window display is the best and cheapest advertisement a retail merchant can have. It is also one of the subjects least understood, even by the most enterprising grocers. Men are judged by the clothes they wear and the appearance they make. A store is judged by the cost of a large amount of money for fixtures, etc. It is as profitable in proportion to the smallest store in a country village as it is to a large store in the city.

There are certain rules of window display that will not cost more than \$2 or \$3 to carry out, and which will improve the average store window 50 per cent. Who is respon-

prominent corner and think, therefore, window display would be no use to you. This is a mistake. Many merchants become discouraged and allow their windows to get dirty and flyspecked simply because their location is not more prominent. Well-dressed show windows in a poor locality will sell more goods than poorly dressed windows in a good locality. The question is not: "Where are you located?" but, "What are you doing?" Do the best you can with your present show window, systematize your business in every way and it will pay you a direct return in dollars and cents.



Section of Bryson, Graham & Co.'s Grocery Department, Ottawa.

dition of its show windows. People who pick up the newspapers read your advertisement. Those who pass your show window must see your displays. Proper window trimming is a vital matter to every retail merchant. More attention to window display would make the difference between success and failure for some merchants. It will help every merchant to make more money. Good window display is not expensive. It does not mean the expending

sible for the appearance of your windows to-day? Are you getting all the help you can from them? Are they doing you any good? Are you certain that they are not doing you any harm? We simply ask you to try the effect of a few of the simpler suggestions offered in this journal. If they are followed out intelligently and for a reasonable length of time, they will make more money for you than any other investment would. Perhaps you are not on a

**ATTRACTIONS  
FOR  
GROCERS.**

It is best now and then to try something besides the everyday display of goods. You can attract attention by introducing a special feature from time to time. The more attractive you make your windows, the more business you will do, the passers-by seem to always look for something new. The GROCER herewith presents a few attractive features, showing animals made from vegetables. These can be used as centre-

# EMPIRE BROOM WORKS

The largest Broom and Whisk Factory under the British Flag.

The best known and most reliable brands are as follows :

## BROOMS

Rose  
Pansy  
Thistle  
Maple Leaf  
Shamrock  
Daisy  
Tulip  
Good Luck

On Bamboo and Wood Handles. Brooms made Specially for Mills, Factories, Warehouses, Vessels and Railroads.

## WHISKS

Labelle  
Wire  
Pocket  
Barbers'  
Giant  
Corker  
Travellers'  
Jubilee

On Wood, Bone, Nickle, Silver and Velvet-Covered Handles.

Whisks for Special purposes made to order.

Factory, Strachan Avenue, Toronto, Canada.

Sample Room, 56 and 58 Front Street West, Toronto, Canada.

" " 35 Robertson Street—A. W. Fraser, Agent, Glasgow, Scotland.

" " 249½ High Holborn—Ellis, Phillips & Co., Agents, London, W.C., England.

Wholesale Warehouse and Head Office, 59 to 63 St. Peter Street, Montreal, Canada.

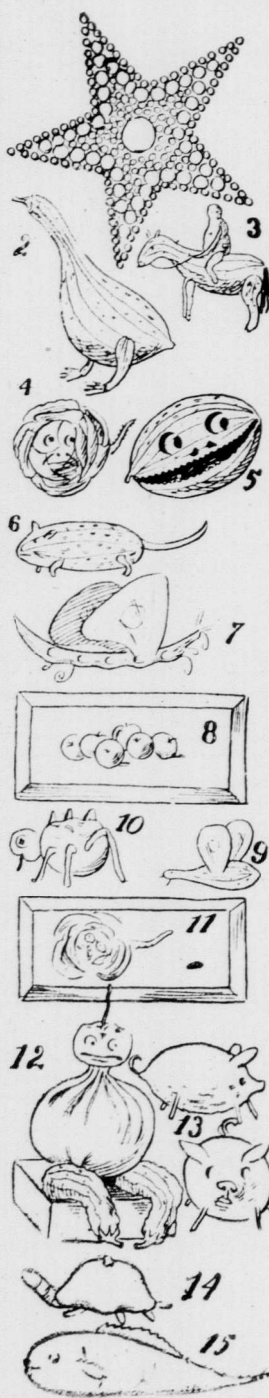
Where all communications should be addressed.

# The H. A. Nelson & Sons Co., Limited

Correspondence Solicited.

MONTREAL, CANADA.

pieces, etc., and there are various ways of arranging them so as to draw attention and cause the onlooker to pause and inspect the window display. The feature should be elevated. A box covered with clean white paper will answer the purpose. The star, Fig. 1., is made from light lumber and covered with plums and cherries, the edge bordered with tomatoes. Fig. 2 is only a crooked-neck squash with wire run through cucumbers into the squash and fastened to the box. The horse and rider in Fig. 3 are made with carrot bodies and potato legs and heads. Fig. 4 shows a hard-headed cabbage with face painted. Fig. 5 is a large watermelon with a slice cut, showing red peppers for the eyes and a piece of



carrot for the nose. Fig. 6 is a rat, made out of a cucumber, with a green bean for the tail. Fig. 7 shows a butterfly, the body made of a large bean and the wings of tissue paper, the legs being formed from the strings of the hull. The fruit picture in Fig. 8 is made on an old picture frame with board back, and natural fruit tacked on. This is a clever scheme, and will not fail to attract comment. It is also very simple, and gives a scope wherein the trimmer can show his ability as regards artistic coloring. Fig. 9 is similar to Fig. 7, only a squash is used. Fig. 10 is a bug with a small cherry for the head and a pear-shaped tomato for the body. Fig. 11 is similar to Fig. 8, only a cab-

bage-head is used with a nightcap, to represent "Grandma's" picture. The Brownies, as in Fig. 12, are made of onions and cucumbers, and Fig. 13 are little pigs made of lemons, with toothpicks for legs, spice for eyes, and paper ears. Fig. 14 represents a turtle made from a squash, and Fig. 15 is the whale that swallowed Jonah, made from a radish. With the many vegetables described—which should be clean—some toothpicks, wire, paints, and a few sheets of tissue paper, a whole menagerie can be made. To the feature you may have a sign labeled, giving a name, and, at the same time, mention some of the goods on display.

#### PICNIC GOODS.

Now that the warm season is on, picnic parties will be plentiful and the grocer's wares will be in demand. Displays of canned meats, bottled goods, etc., should be well ticketed, and a large card would call attention to the display if it read similar to this:

YOUR PICNIC WILL NOT BE A  
SUCCESS UNLESS YOU TAKE  
SOME OF THESE DELI-  
CACIES WITH YOU.

#### A FLOUR DISPLAY.

The fact that window advertising will bring results when one article is introduced, if properly arranged, is certain. As flour is a food, the public would be interested in knowing of what kind of wheat it is made. An arch built in the window and decorated with the wheat (in the stalk) is very attractive, and sacks of flour arranged in different ways under the arch would be all that is necessary. This would also make a very nice backing for a display of wheat cereals. A placard conspicuously displayed should be worded as follows:

FOR BEST RESULTS  
IN BAKING  
USE SO-AND SO'S FLOUR.

#### A PROFITABLE TEA BUSINESS.

With the view of attracting custom, the proprietors of a newly-established tea shop in a north-country English town announced that every person purchasing 1 lb. of tea would be given a check for 1s., to be exchanged for goods on a given date. Business prospered amazingly until the time came for the checks to be redeemed. Crowds of customers assembled, only to find, with a sorrow that was only less acute than their anger, that the shutters were up,

and bore a large bill with the legend: "Messrs. Brown & Co. present their compliments to their customers, and beg to notify that they have gone to Hong Kong for more tea!"

#### THE WATSON, FOSTER CO.

ASKED for information regarding their experience of the passing season, The Watson, Foster Co., Limited, replied: "Though the spring was backward, the demand for repeats was, and continues to be, in excess of any previous year, even dealers who had early shipments began sending in supplementary orders before dates seemed to justify it. The result is, our stock to-day is so depleted that combination orders are difficult to satisfy; in fact, many of our numbers, even at this early date, are sold out, for, though we invariably overprint our best selling patterns, yet once finally exhausted reproduction is impossible. Of course, nothing pleases us more than to know our goods have been appreciated and sold, but we regret a shortage at this time more for our clients' sake than our own. A more generous ordering at first might leave a few remnants, but better that than the loss of good new business, carrying with it a healthy profit and retention of custom, and this can only be done by dealers having more confidence in the possibility of expansion, ordering larger quantities of medium and higher grades, which attract new trade and mean profitable returns, ordering and taking delivery early and taking the opportunity to interest a class open at all times to artistic effect.

"We have never yet seen an instance where a wall paper business has failed to respond to intelligent effort on the dealers' part with our line of papers. We emphasize our line because it is the largest and most comprehensive in the market, a line of entirely original patterns, and renewed every year.

"A good feature this year was the marked increase in medium and higher-priced lines, especially ingrains, in which dealers have for years expected a falling off. This year we have sold over double any previous record, which shows the public appreciate its useful qualities, besides, an ingrain lends itself to artistic effect beyond its intrinsic value, and, having confidence in a growing demand for ingrains, we purpose making them a specialty next season and will show a greatly increased range of colorings."

Acting upon these suggestions, dealers should book more liberally next season in this and other standard grades which give profitable returns, and thus avoid the disappointment in many cases this spring.

This Special Export Edition

—OF—

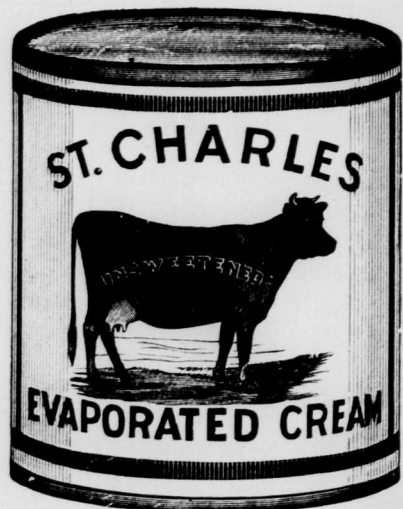
**The Canadian Grocer**

has been gotten up and issued by the publishers with the object of stimulating Canada's Export trade in food products with the Mother Country and bringing the importers and dealers in all kinds of food stuffs in the United Kingdom, South Africa, Australia, and the West India Islands into direct contact with manufacturers and exporters throughout the Dominion. In the advertising pages may be found the names and announcements of representative manufacturers of and dealers in all kinds of Canadian food products suitable for the British market, which Canada is well able to supply in large quantities as well as of the very best quality. We would ask recipients to look through this issue carefully.

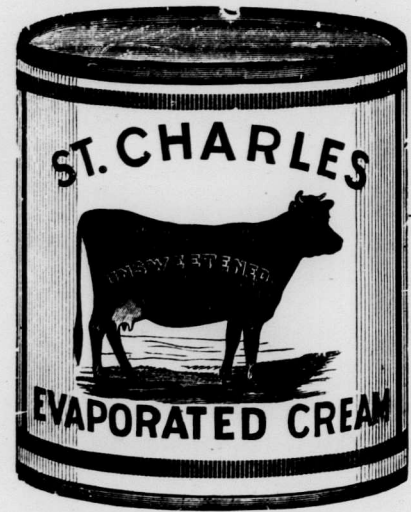
**The MacLean Publishing Co.**

LIMITED.

MONTREAL, TORONTO, WINNIPEG, CANADA,  
AND 109 FLEET ST. E.C., LONDON, ENG.



Unsweetened  
Sterilized



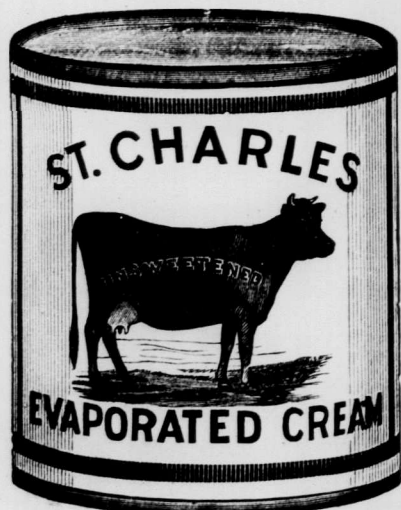
# ST. CHARLES CREAM

*all new cans to St. Charles Condensing Co.*  
Prepared from the very best milk produced in the famed Ingersoll, Ontario, district, and preserved solely by the scientific application of heat. Especially nice in Tea, Coffee, Cocoa, etc., and very economical for all culinary uses. Greatly to be preferred to the old-fashioned sugared milks for all purposes.

**EVERY CAN GUARANTEED**

A BRAND THAT DEALERS MAY SAFELY RECOMMEND TO THEIR CUSTOMERS AND WHICH NEVER FAILS TO PLEASE.

Particularly valuable in severe climates; it having stood the test in all parts of the world, from the coldest to the hottest. We guarantee it to keep sweet indefinitely until the can is opened, and to be preferable to fresh milk or cream for all purposes. For further information and special export prices, address



ST. CHARLES  
CONDENSING CO.

Ingersoll,  
Ontario,

CANADA . . .



The **J. D. MOORE CO., Limited**

**EXPORTERS OF**

**EGGS** "Wapiti" and "Moore" Brands  
**OATMEAL** "Thames Mills"

✿ **ST. MARYS, Ont., Canada.**

**M. L. Wurzburg & Co.**

**HALIFAX, N.S., CANADA.**

Preservers and Exporters of

**LOBSTER MEAT**

...in...

Wurzburg's Patent Vacuum Glass Jars  
with Glass Lids.

**P. R. MILLER,**  
**Flour Merchant**  
**and Exporter.**

~~~~~  
*Correspondence Solicited.*  
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**TORONTO, Ontario,**

511 Board of Trade.

**Canada.**

**H. MURTON**

**Guelph, Canada.**

Manufacturer and Exporter of

**Split Peas, Round  
Peas and Oats.**

Cable: "Murton," Guelph.  
A. B. C. Cable Code Used.



WALTER MITCHELL.

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**W. & C. H. MITCHELL**

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**GENERAL COMMISSION MERCHANTS**

Dealers in Dry and Pickled Fish, etc., etc.



CABLE ADDRESS: "WALTER."

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**J. E. HUXLEY**

**Wholesale Commission  
Merchant and Broker**

**CORRESPONDENCE SOLICITED.**

**Winnipeg, Manitoba, Canada.**

IF YOU WANT THE BEST IN

**Fresh, Smoked,  
Pickled, or  
Dried Sea Fish,**

Write or Telegraph

**A. WILSON & SON - - HALIFAX, N. S.**  
**BOX 547.**

**N. & M. SMITH,**

Smith's Wharf, HALIFAX, Nova Scotia,

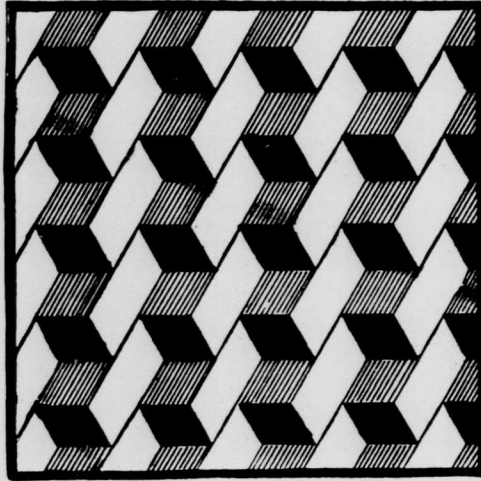
Largest Exporters in America of

**DRY and PICKLED FISH.**

Gaspe, Newfoundland, or Nova Scotia Cure  
always on hand.

**Correspondence Solicited.**

## AN INTERESTING ILLUSION



If you will look at the above for a few minutes you will discover it to be an optical illusion, but no more illusory than the many imitations of the famous

## LEA & PERRIN'S SAUCE

which are continually being foisted on a confiding public. In appearance they bear a resemblance to the "GREAT STANDARD," but they lack all its good qualities, having neither "wholesomeness," "flavor," "strength," or "cleanness to the palate," so noticeable in the GENUINE ARTICLE, to recommend them.

The preferential tariff decreases the cost of "L. & P." to a price that makes it worth your while to push it.

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**J. M. DOUGLAS & CO.,**

ESTABLISHED 1857.

*Canadian Agents.*

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Cable Address, "AKING," Toronto.

Codes :  
A.B.C. and Private.

Established 1885.

# A. J. KING

Canadian  
Produce  
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**Butter**  
**Eggs**  
**Cheese**  
**Poultry**  
**Apples**

PACKER OF THE  
"Maple Leaf" Brand Apples,  
"Turkey" Brand Poultry,  
"Maple Leaf" Brand Eggs.

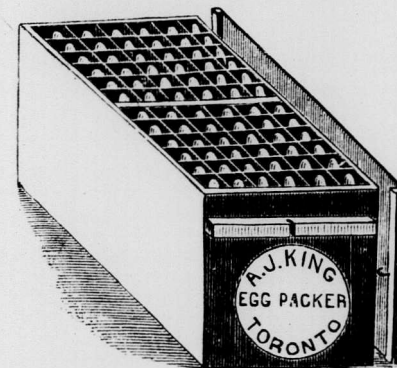
Correspondence Solicited.



74 Colborne St.

Telephone 945.

**TORONTO,**  
**CANADA.**



## W. B. & C. Fancy Sweet Pickles Fancy Sour Pickles

Tomato Catsup	French Mustard
Tomato Chutney and	Horse Radish Mustard
Fancy Preserves	Baked Beans in T. S.

First quality goods at low prices.

## Canned Salmon.

Best brands of Fraser River and Skeena River Red Sockeye, including "Ice Castle," "Crest," "Prizewinner," "Ocean," "Scottish Lion," "Blue Jacket," etc.

1-lb. Talls, 1-lb. Flats, 1/2-Flats and Ovals.

## Canned Lobster.

"Ice Castle" and "Beaver" Brands.

1-lb. Talls, 1-lb. flats, 1/2-flats.

THE FINEST LOBSTER PACKED.

## Canned Vegetables and Fruits.

VARIOUS PACKS OF BEST QUALITY.

**A. E. RICHARDS & CO.,** BROKERS, HAMILTON, CANADA.  
EXPORTERS AND IMPORTERS.

## BOOKKEEPING FOR A RETAIL STORE.

By Fred W. Davis.

**I** BELIEVE a cash railway, or carrier, will pay for itself in a very short time. Where some of the departments of your correspondent's store are on different floors, some system which will bring the cash from each floor to the cashier's desk is better, and thus have the whole bookkeeping and cash department in one place. The system I am advising may, at the outset, seem complicated, but, if you will examine it, think it over and thoroughly consider it, you will find that it is exceedingly simple, and so thorough that the books can easily be kept by the cashier, who can readily balance them every night and give a complete account of the day's business in a few items.

### CHECKS FOR CREDIT AND CASH SALES.

There should be sales checks for cash sales and others for credit sales. Each salesman should have a package or book of each kind of these checks. These checks should be simple, but either of different form or color, and should be printed "cash sale" or "credit sale." The cash sale check should read something like this when made out by the clerk:

Cash Sale:  
Salesman No. 6,  
One Pound Coffee, 28c

This check, with the money, should go to the cashier, who sends back the change, if any, and places the check on the spindle corresponding to the salesman's number. In making up the cash, each salesman's sales are footed up separately, and the total is entered under cash sales for the day. If a credit sale is made, the salesman makes out a check which is headed "credit sale." This might read:

Credit Sale:  
Salesman No. 8,  
James K. Lane, 12 Main street,  
One Suit Clothes, \$8.75.

These credit sales slips are used by which to charge to the accounts of the debtors, but no account is to be kept of credit sales by individual salesmen. When the bills are paid, cash sale slips are to be made by the cashier for each salesman for the goods sold by him, and the same credited as his sales of the day on which they are paid. Only the amount, the salesman's number, and amount of sale is necessary on such a slip.

If you accept

### PRODUCE AS PART PAYMENT,

have a check for that purpose. Have it filled out to tell the name of the seller, the goods and price, and amount credited. This check may be handed to the clerk as cash payment, and he places with it his

cash sale checks until the amount is traded out. Sometimes the check may go from one salesman to another in a department store, the salesman's checks being pinned with it, until all go together to the cashier for balancing. Then, the various salesmen's checks go to their proper spindles, and the produce check is counted as "cash paid for merchandise."

It is well to have a book specially ruled to show the

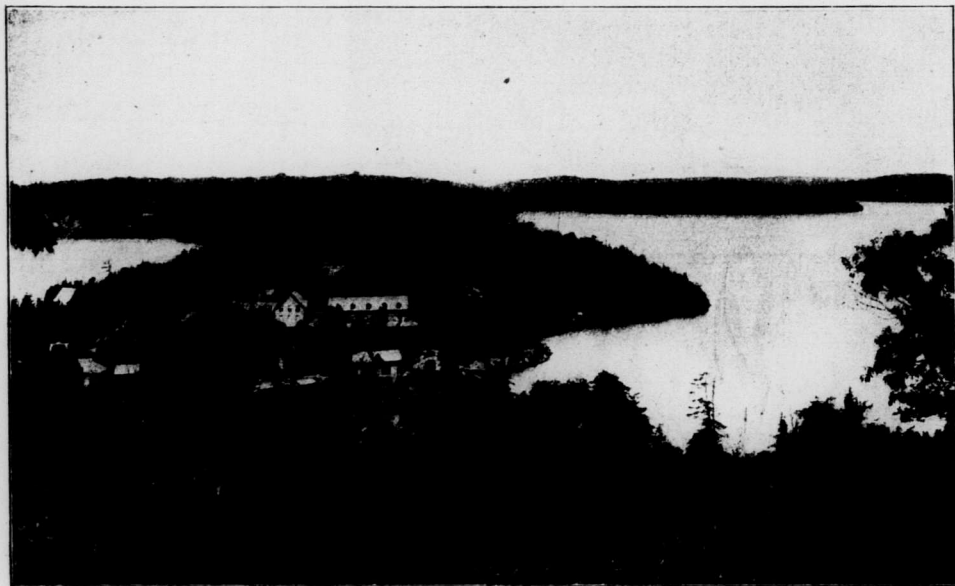
### DAILY SALES OF EACH SALESMAN.

This should have 31 lines from top to bottom, and should be made so that (in a moderate-sized store, at least) one opening (two pages) should be wide enough in which to allow space for the entry of the day's sales of each clerk. This gives a bird's

reason the original credit sale check is needed for reference, it is easily found, for the checks are strung on in the order of their being posted, with each day's check dated by adding a larger slip or check having on it the date of the day they are made out. When an article is returned it should be credited opposite the item charged. Thus in drawing up an itemized statement there is a saving of labor by omitting this item. In the folio column are placed the salesman's numbers. At the end of the business year the accounts in this ledger are inventoried—making two lists—i.e., O.K. list and a doubtful list. The doubtful list is not considered in the resources when balancing the books. The doubtful list is balanced into a "suspended" ledger. For accounts kept in this form a perpetual ledger would be a great convenience.

### THE DAILY JOURNAL.

A book termed the daily journal is kept,



Port Sanfield, between Lakes Rosseau and Joseph.

Published by courtesy of the G.T.R.

eye view of the month's business, both of each salesman and the total sales.

### DOUBLE ENTRY BOOKS.

A set of double-entry books should be kept, consisting of a journal, cash book and ledger. Everything is posted from the journal to the ledger. Besides these, a ledger is to be kept for accounts with customers. This is entirely independent of the double-entry books. A sale is not to be credited to merchandise account until it is paid. This ledger has drawn off upon it the items from the salesmen's credit sale checks. An extra space gives salesmen's numbers, otherwise the ruling is the regular ledger pattern. The checks are not destroyed, but are strung on a wire after the entry is made on the ledger. If for any

in which bills to be paid or other reminders are entered. It has a page 12 inches long for each day of the year. Bills for payment are entered on the page, bearing a date a day or two previous to which they are to be paid. The discount to be taken is given, and when the ledger is to be referred to for goods returned, etc., a cross check is made. Statements are made up for payments from this book, and checks drawn from the statements, which, if desired, may have a receipt attached, to be signed and returned.—Trade Magazine.

W. H. Reed, manager of Roberts & Co.'s general store, Strathclair, Man., has left for the Pacific Coast, where he intends to do business.

. . Montreal Export Commission Firms . .

**HISLOP & HUNTER**

237 and 239

Commissioners St.

**McTAVISH & CO.**

30 St. Peter St.

**J. R. CLOGG & CO.**

165 and 169 McGill St.

**T. S. VIPOND & CO.**

329 and 331 Commissioners St.

**ST. ARNAUD & CLEMENT**

4 Foundling St.

**BUTTER, CHEESE AND EGGS**

**J. HAMILTON & CO.**

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**BELL, KING & McLAREN**

187 and 189 McGill St.

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

**FRANK DUCKETT**

EXPORTER OF



**Butter and Cheese**

55, 57 AND 59 WILLIAM STREET,

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**J. J. KIRKPATRICK**

**Butter and Cheese  
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22 AND 24 WILLIAM ST.,

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ESTABLISHED 1861.

**WILLIAM NIVIN**

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MONTREAL, CANADA.

THE . . . .

**Gould Cold Storage Company**  
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Linde System of Cold Air Circulation.

Perfect Ventilation. No Dampness. No Foul Air.

UNEQUALED for GOLD STORAGE of

**BUTTER, CHEESE, EGGS, FRUIT, Etc.**

(CENTRE OF PROVISION AND FRUIT TRADE)

Cor. Grey Nun and William Streets.

O. M. GOULD, Manager.

WE BUY AND SELL ON COMMISSION.

... ESTABLISHED 1867 ...

**J. & R. McLEA, MONTREAL.**

P. O. BOX 785.

GENERAL MERCHANTS, SHIP AND STEAMSHIP AGENTS.

IMPORTERS

WINES, LIQUORS AND CIGARS,  
NEWFOUNDLAND AND WEST INDIA PRODUCE,  
COAL, FIREBRICK, CEMENT AND OILS.

EXPORTERS

FLOUR, PORK, GRAIN, BUTTER, CHEESE, ETC.

Cable Address: McLea. Code Used: A.B.C., A1 and Private.

## MENTAL AND PHYSICAL REQUIREMENTS OF A GROCER.

HOW many young men who are to-day working in grocery stores ever think of the question whether they are adapted to the grocery business? asks a writer in *The New England Grocer*. How many take the trouble and time to try to analyze themselves, their habits, their personalities or material make-up? Very few, probably. And yet it is a thing which should be done in serious and earnest fashion. There are grocers to-day who would have made better ministers or doctors or something else for which they may possess especial adaptation. But, through

### A COMBINATION OF CIRCUMSTANCES,

through a blind acquiescence in the tidal wave of chance, they have been thrown accidentally into the grocery business, and there they have remained, discontented perhaps, and yet utterly unable to withdraw themselves from a disagreeable (to them) sphere and to launch into a business or profession which would be congenial. For instance, a young fellow reaches the age when he wants to go to work, so he keeps an eye open for a job. Presently he is told that Grocer A is looking for a boy. He makes application, is accepted and starts in as a grocer's clerk. He is satisfactory to his employer and he keeps his job. Now, he may not be at all fitted for his work, in that he has no especial penchant for it, yet he works hard and conscientiously, and he stays in the stream where Fate has directed him, only to pass through life a mediocre man. If we could only see ourselves more generally as others see us, this state of affairs would not happen as frequently as it really does. But we as human beings are, in a way, blind to our own abilities as well as our own faults, and it is a rarity for one of us to look at ourselves as we really are and drag ourselves

### INTO OUR PROPER SPHERES.

The school of experience is certainly, in many cases, a good one, but in many others it fails to bring profit to those who have had its training. Too many are unwilling to make sacrifices. They look upon apparent necessity as a cause for their going into the grocery business originally. Having gotten into it to earn a living and to keep the wolf from the door, they are not brave enough to change their environments, even if they do see and appreciate their unfitness for the work. Of course, it is hard for a boy who has a steady position and who is earning enough to support himself, to leave that position to take up something else. And that's where the trouble lies.

A GOOD AND CORRECT BEGINNING is the secret of the whole problem. If

when a job were offered to a boy, he could say to himself "Do I like the business? Am I fitted for it?" there would be fewer disconsolate and discontented grocers to-day in our ranks.

The courage which it takes for a man to change his environment is well illustrated in the case of a Connecticut physician. He is now a specialist and was years ago a grocer's clerk. He drove a delivery wagon at one time. At a certain period of his life, however, he discovered his unfitness for the grocery business. At great sacrifice he stopped his work and began to study medicine. He finally graduated and started practice, and is to-day probably making \$10,000 a year. Supposing he had remained in the grocery business, he might have been earning a living on a paltry salary and kept in constant misery through dissatisfaction with his work. Of course, the converse of this example is true, and there are undoubtedly many practising physicians who would be better off had they taken up the grocery business as a means of livelihood. But the point exemplifies the necessity of one's doing what he has

### ESPECIAL APTITUDE

and liking for. The evils arising from the selection of a wrong line of business or profession are, then, manifold.

This brings us to a consideration of some of the requirements both mental and physical which a grocer should possess.

Now one of the first things a grocer should have is a sturdy constitution. The fact that a grocer not only has to work, but has to work hard, brings out the great necessity of a sound and vigorous constitution. Besides, a grocer is exposed to all sorts of weather. Whether it storms or it is pleasant, whether it is warm or it is cold, groceries have to be delivered. There may be a change from one condition to another occurring several times during the day. No one who does not possess

### A PARTICULARLY SOUND BODY

should ever think of engaging in the grocery business.

Another thing a grocer requires is the ability to work quickly. His physical movements should be supple and rapid, with good staying powers. When a rush comes in the store, he should not only be able to think quickly and accurately, but to move with agility. Otherwise, he will be sure to lose his patrons.

A good temper and ease of manner are also necessary. There are many trying times when irate customers give vent to irritating and impudent expressions. A grocer's clerk who likewise loses his temper

at such times would better be in another line of business. It is for him to explain away the cause of the customer's wrath, and more than ever clinch him as a patron of the store. There are those in the grocery business who, by their cleverness and tact, can turn away with ease the wrath of a displeased customer. Unfortunately, there are many boors who have little regard for a grocer's clerk, and who think he was born to be the object of the customer's anger. Still, these people are often good patrons from a financial standpoint, and, since money makes the mare go, they

### HAVE TO BE HANDLED PROPERLY.

A young grocer's clerk with any hope for future success must be cheerful and even-tempered. These very characteristics will oftentimes bring trade where a finely-arranged stock of standard goods as the sole attraction would fail to do so. People like to trade with a grocer who, although businesslike, is kind and obliging in his way of doing things. They are apt to return and patronize such a man to the exclusion of his more groutchy and less attractive competitor.

### THE FUTURE

will show undoubtedly many improvements in the daily conditions of grocers. For instance, the time will surely come, and that shortly, when grocers will not be expected to keep open, as they do in some places, from five in the morning until eleven at night. It is all foolishness, and is simply the result of habit and a sacrifice to the faults of the buying public.

For instance, a grocer who keeps a small store was speaking of this matter a short time ago. He bought out a man whose habit it was to open up at 5 or 5.30 o'clock in the morning, and to close any time between 10 and 11 o'clock at night. Now, the grocer who bought the store was afraid, on account of his limited means, to adopt a new schedule, and he

### CONTINUED IN THE OLD LINE.

He said that nearly every night just about closing time, certain people are sure to rush in for a yeast cake, or a loaf of bread, or some trivial food product of the kind. These could as easily have been purchased in the day time as not.

The fact of the matter is that the people put it off from hour to hour, knowing that they can get their supplies at the last moment. Now this is all wrong for grocers to feel they accomplish anything by keeping such long hours. And it is to be hoped the general movement for shorter hours will be successful in the near future.

These are some of the things grocers should think over. If they don't like their work, or if they are not adapted to it, let them go into something else.

CABLE ADDRESS—"DAIRYMAID."

# A. F. MacLaren Imperial Cheese Co.

Limited.

Head Office - - - Toronto, Canada.  
Branches - - - Stratford, Canada.  
Ingersoll, Canada.  
Detroit, Mich., U.S.A.



Manufacturers of **IMPERIAL CHEESE**

IMPORTERS AND EXPORTERS

of . . . .

ALL KINDS OF FOREIGN AND DOMESTIC CHEESE

We Import and Export  
Nothing But The Finest.

Correspondence  
Solicited.

## The Lakeport Preserving Co.

LAKEPORT, ONTARIO, CANADA.

Packers of . . . . .

### High-Grade Canadian Fruits

ALSO

**CORN, TOMATOES, PEAS,  
BUTTER BEANS, PUMPKIN, etc.**

*We are large Exporters of Canned Apples in Gallon  
and 3-lb. Tins, and Green Apples in Barrels.*

A.B.C. Code, 4th Edition.  
Cable Address: "Preserving," Colborne.

CORRESPONDENCE SOLICITED.

LOSE NO TIME

GET

**“OZO”**

**TEA and COFFEE**

in stock as soon as possible.

Packed in purity canisters, allowing a  
good profit and giving great  
satisfaction.

The “OZO” Co., Limited  
Montreal.

**SHOULDERS!**



**SUGAR-CURED, MILD,  
NEW and SWEET**

are the best value on the market to-day.

TRY THEM.

**PURE LARD**

**TIERCES. KEGS.**

20-lb. Pails, 3, 5 and 10-lb. Tins.  
1-lb. Cartons.

**F. W. FEARMAN CO.,**

LIMITED

PORK PACKERS AND LARD REFINERS.  
HAMILTON.

Telegraphic Address: NORTHROP, TORONTO.

**WALTER NORTHROP**

... Exporter of ...

**DRIED AND EVAPORATED  
APPLES**

also Chops and Waste (cores and skins).

CORRESPONDENCE SOLICITED.

**WALTER NORTHROP,**

=

**Toronto, Canada.**

# The MECREDY MANUFACTURING SYNDICATE, Limited

of London, Eng.

Contractors to HER MAJESTY'S WAR OFFICE.



J. PONSONBY MAGILL, Manager.



JAMES MECREDY, President.



GEO. R. LOW, Sec.-Treas.



*These marks  
x returned  
in words*

*Returned  
1964 to  
Smith's  
L.A.*

*5 cents  
Ref*

**Fresh Eggs**

**Fresh Eggs**

**Fresh Eggs**

**What is OVO?**—A pure concentrated preparation from fresh eggs, perfectly soluble in warm water in 10 minutes, and free from chemicals or preservatives.

**What it is not.**—OVO is not to be confounded with egg substitutes or custard powders, which consist mainly of starch, and are of little nutritive value. It is simply pure egg dried by a special process.

**What it will do.**—OVO can be used for all the purposes for which eggs are employed. For making cakes, custards, puddings, pancakes—in fact, for every purpose for which fresh eggs can be used **OVO is without a rival.**

## The Mecredy Manufacturing Syndicate, Limited

CANADIAN FACTORIES—STRATFORD, ONTARIO, AND WINNIPEG, MAN.  
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Cape Town—Messrs. Richard Dickeson & Co., of Dover, Eng.

**INDIA**

Bombay—Messrs. Richard Dickeson & Co., of Dover, Eng.



**TRENT VALLEY CANNING WORKS.**

**T**HE business of the Trent Valley Canning Works was established in the spring of 1892 by Miller & Co., in rather a small way, since which time it has increased by the merit of the products until, at the present time, the firm are selling goods in all the principal wholesale distributing centres of the Dominion, and from the gold fields of the Klondike to the farthest corner of Canada. Wherever the "Log Cabin" brand has been introduced the trade is increasing so much, and the orders are coming in so early and in such large quantities that the firm will not be able to fill all orders tendered to them. In fact, they have already refused orders for some staples, as they do

same care that is given to the packing is extended to the selection of seeds, plants, tins, and, in fact, to the very smallest detail of the business. To the great care exercised and the fact that they are located in one of the finest sections for growing produce suitable for canning, with an abundant supply of the purest spring water to be found anywhere, their up-to-date methods and personal supervision, may be attributed the success of the "Log Cabin" brand of canned fruits, vegetables, meats, poultry, etc.

The firm of Miller & Co. is composed of Mr. Fred. T. Miller, son of the late A. C. Miller, Esq., who represented the county of Prince Edward in the Dominion Parliament for several years, and was himself a success-

staff of thoroughly-trained employes whose one aim seems to be the advancement of the quality of the output they are so instrumental in putting on the market.

Miller & Co. do not cater for the export trade, owing to the very heavy demands from the home market, but the past spring they were called upon to supply a large shipment of baked beans to the Imperial Government's War Department for use in South Africa.

**THE GOULD COLD STORAGE CO.**

There will be found in this edition, page 49, the card of The Gould Cold Storage Co., Montreal. This company's warehouses are fitted with the most complete and up-to-date equipment and plant. The refrigerating system adopted is the Linde cold air circulation by which a current of pure cold air is kept gently moving through the refrigerating room, thereby insuring the most perfect ventilation, and, at the same time, producing even temperature free from moisture or bad odors of any sort, features which, in the storing of food products, are most essential.

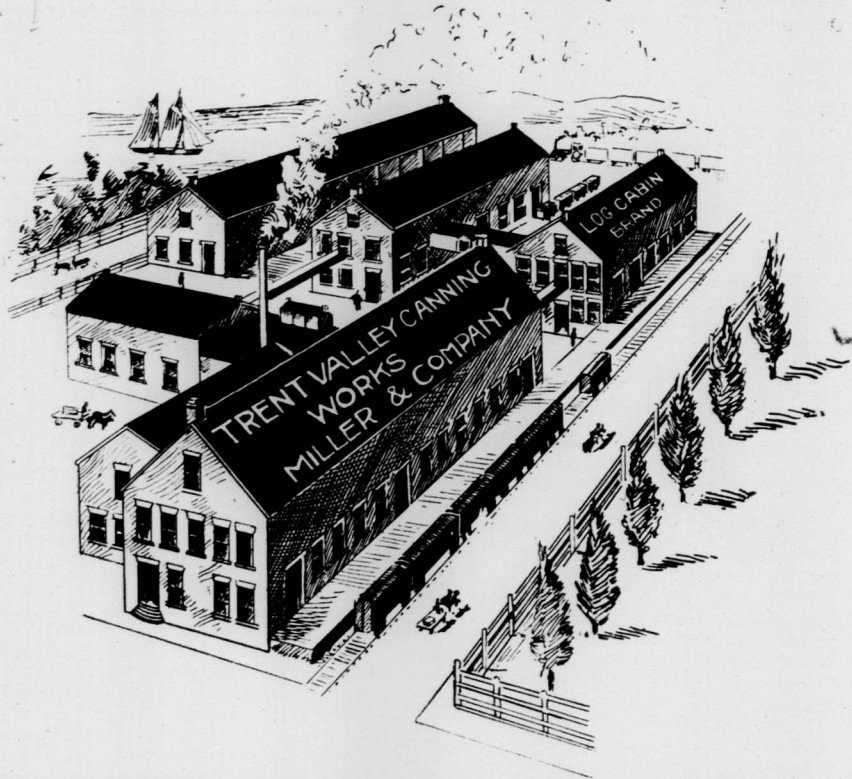
The situation of the warehouses is most central, being directly opposite the new offices of the Grand Trunk Railway on William street, and within a couple of minutes' walk of almost all the provision and fruit merchants in Montreal. Shippers of butter, cheese, eggs and other perishable products will find it to their advantage to send their goods to the care of The Gould Cold Storage Co., who will see that they are at once placed in a room of proper temperature where they can remain unaffected by changes in outside temperature until the owner shall see fit to dispose of them. The manager will be happy to furnish storage rates or any other desired information on application.

**WHY HE SHIVERED.**

"I went into Blank's restaurant for lunch the other day," remarked a business man on Friday to THE CANADIAN GROCER. "On a plate were some nice-looking salmon sandwiches. But I looked at them and shivered. A couple of weeks ago I would have taken some of them, but, about 10 days ago, we opened up a tin of bad salmon. Can you guess why I shivered?"

**"UNITY" BRAND CANNED FISH.**

The "Unity" brand of canned fish, put up by D. E. Loomer is well and favorably known both in the United States and Canada, where it is meeting with an ever-increasing sale. Special attention is given to cleanliness in the preparation of this brand.



not want to disappoint their customers when shipping season arrives.

Miller & Co. have an up-to-date plant, which represents a large financial outlay, and they are in the canning business to stay. Hence, they spare no pains to get the best of everything going.

Every year, Mr. Miller and Mr. Power, the superintendent of the manufacturing department, visit the United States to see the newest in machinery, and learn the latest methods of handling the goods from the time the raw produce is delivered at their works until the goods are shipped to the buyers. And, while they are familiar with everything new, they are very conservative, and do not adopt any new ideas until they have thoroughly tested them and know they are right in every particular. The

ful canner, and Mr. David McAuley, who, for over 20 years in company with the late Mr. Miller, were large handlers of green, dried and evaporated apples and general produce. Mr. Miller (or as he is known in Trenton, Fred) devotes his whole time to the business in Trenton, Mr. McAuley dividing his time between looking after the sales department and the growing crops so as to insure the delivery of the raw produce at the proper time, for, unless the fruits and vegetables are delivered when at the proper stage, the canned article will not come up to the high standards adopted by this firm.

The company are ably assisted by Mr. Power, superintendent, who is a nephew of Mr. McAuley, and who takes a great interest in the welfare of the business, and a large



FRED T. MILLER. DAVID Mc AULEY.

**TRENT VALLEY CANNING WORKS.**



**MILLER & CO.**  
PACKERS & PRESERVERS.  
EXTRA QUALITY  
**CANNED FRUITS**  
AND  
**VEGETABLES.**  
other table delicacies.

*TRENTON, ONT.*

Dear Grocer :

We desire to call your attention to the fact that the greater proportion of our anticipated pack for season 1900 is now sold to the wholesale grocers throughout the Dominion, and, in order that you may not be disappointed, we suggest that you place your orders for LOG CABIN BRAND Canned Goods with your wholesaler at a very early date, as we feel sure we will not have goods enough to supply our trade. We have already stopped offering certain staple lines, as we want to be sure and have enough goods next Fall to fill all orders we book in full.

Thanking you for the interest taken in our brand in the past, and assuring you of our earnest desire to please your customers,

We remain, yours faithfully,

*Miller & Co.*

Trenton, Ont., May 2, 1900.

BUY 

**Star Brand**

---

**COTTON CLOTHES LINES**

— AND —

**COTTON TWINE**

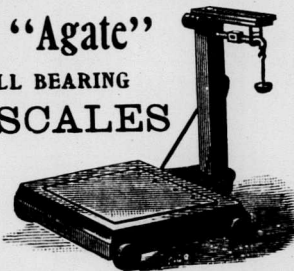
Cotton Lines are as cheap as Sisal or Manila and much better.

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

**1000** CATCH PHRASES & IDEAS.  
A little book worth its weight in gold.  
To All who Write Ads, Show Cards, Circulars or other Business Literature.  
The price is 50c, but you can get it by simply filling out one of our blanks, which will be sent you promptly on request. Address  
**FREE** The Advertising World, Columbus, Ohio.

SENSIBLE GROCERS USE THE  
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**SCALES**

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

The "**BOSS**"  
**WASHING MACHINE**

Still Leads.

If you have not tried the "BOSS" do so now.

**Walter Woods & Co.**  
HAMILTON.

**DON'T  
FORGET**

**Silver Dust  
Soap Powder.**

THE BEST  
... PROFIT  
QUANTITY  
QUALITY

Silver Dust Mfg. Co., Hamilton

**An Opening  
for  
Canadian Produce.**

A well-established Manufacturing Company in Manchester, with an extensive connection, including over 10,000 customers amongst the grocers and provision dealers in Great Britain, is open to take up, as sole consignees, certain lines of CANADIAN PRODUCE AND CANNED GOODS OF FIRST-CLASS QUALITY.

Address— HUGON & CO., Limited  
PENDLETON, MANCHESTER, ENG.

*A GENUINE FISH DELICACY.*

**Brown's  
Canned**

**CLAMS**

Canned while perfectly fresh retaining all their rich delicate flavor.

Brown's Clams are very nutritious and easily digested.

Can be prepared in a few minutes.

PUT UP BY—

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**Northrup & Co.**

St. John N.B. - Canada.

**Lepreaux, N.B.**

Correspondence  
Solicited.

**WHEAT  
MARROW**

STERILIZED.

Satisfying Fully, Recuperating Quickly,  
Digesting Easily.

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

Manufactured by . . .

**The Express Roller Mills**

CORNWALL, ONT., CANADA.

W. M. MACK, Proprietor.



**“CLOVER LEAF” SALMON**

Choicest Quality

Most Attractive Package.

**DELAFIELD, MCGOVERN & CO.  
NEW YORK.**

**ENGLISH**

**BICARBONATE OF SODA**  
**CONCENTRATED SAL SODA**

AND

**SODA CRYSTALS**

Crescent



Brand

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**BRUNNER, MOND & COMPANY, LIMITED**

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QUALITY ALWAYS THE SAME

**BEST and CHEAPEST.**

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

**RISING SUN**  
STOVE POLISH and **SUN PASTE**  
STOVE POLISH  
IN **CAKES** **IN TINS**  
WELL KNOWN AND RELIABLE. **DURABLE** **3000 TONS SOLD** **DUSTLESS, LABOR SAVING, BEST IN THE WORLD.** **GUARANTEED TO THE TRADE**

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

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

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

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

#### A NATURAL SUBSTITUTE FOR MILK AND CREAM.

THE enormous sales of condensed milk made in all parts of the world, and the wonderful rapidity with which its consumption has extended to the ends of the earth, furnish the most convincing and practical proof of its utility. The manufacture of condensed milk has not only placed a valuable food product, often unobtainable in some places, within universal reach at a reasonable price, but it has proved a boon to the dairy farmer, furnishing him at all seasons with an output for his product and stimulating the improvement of his stock. On account of its greater uniformity than the natural product, and the fact that it could usually be obtained in a fresh and wholesome condition, it has been extensively employed for feeding infants, proving, in many instances, a desirable substitute for the natural nourishment.

In the manufacture of the condensed milk of commerce of good quality, the pure milk, without having been skimmed, is evaporated in vacuum pans to a certain density, and, in order to insure its keeping and give it the desired consistency, a certain amount of cane sugar is added. This is the weak point in all condensed milks; the sugar, in the proportion in which it is used, is an unnatural constituent, and in many respects is productive of undesirable results.

St. Charles evaporated cream, of which The St. Charles Condensing Co., of Ingersoll, Ont., are manufacturers, has been prepared to supply the needs of a food product free from the defects inseparable from condensed milk manufactured in the ordinary manner. It is described as preserved by a perfect process of sterilization, the result of years of scientific experiment, and is claimed to be purer and better in every way than ordinary milk or cream.

It is particularly recommended as perfect for infants feeding, having been used for years by leading institutions in all parts of

the world, while physicians everywhere, after thoroughly testing it, have pronounced it, when properly diluted, a perfect substitute for mother's milk.

It can also be diluted with water to produce a milk or cream of any desired richness that is particularly adapted for culinary purposes.

St. Charles cream is used largely by the armies and navies of the world, as well as by travelers who are compelled to carry their food supplies in the smallest practicable compass. Its value for these purposes is greatly enhanced by the fact that it is a perfect substitute for milk or cream in its original form for all uses, which cannot be said of ordinary condensed milk of commerce, excellent though it may be, owing



to the large proportion of sugar it contains. Another, and a very important advantage it possesses, compared with other preparations of a similar character, is that it keeps sweet in any climate, and for any length of time, a very important feature where it is intended for army or navy or travelers' supplies.

St. Charles cream is exported largely to Australia, South Africa and other foreign countries, in addition to being extensively sold in the United States. It is packed in cases containing 4 dozen 1-lb., or family size cans, or 2 dozen 3-lb., or hotel size cans. The label and package throughout are especially attractive, and the goods put up full weight. The scrupulous care exercised in the manufacture in maintaining its high standard of quality has been an important factor in extending the sale of this product, for which there is a steadily growing demand, especially in countries where the

climate is particularly trying, and the fact that it is reported uniformly as giving perfect satisfaction to dealers and consumers is the best proof of its excellent and uniform quality.

Foreign merchants selling first-class products will find St. Charles cream an excellent article to handle, and are invited to write to the manufacturers as above for full information as to prices, etc.—Exporters and Importers Journal.

#### PRODUCTION OF WINE IN THE OLD WORLD.

Recently obtained statistics give the production of wine in the principal Old World countries as follows:

Country.	Harvest of 1898. Harvest of 1899.	
	Gallons.	Gallons.
France .....	852,817,660	1,265,601,664
Algeria .....	137,944,259	122,788,540
Tunis .....	3,170,100	
Italy .....	832,151,250	766,107,500
Spain .....	653,833,125	594,393,750
Portugal .....	55,476,750	66,043,750
Canaries, Madeira, Azores .....	5,943,937	7,925,250
Austria .....	50,193,250	
Hungary .....	23,775,750	79,252,500
Germany .....	47,551,500	52,835,000
Russia .....	82,422,600	
Switzerland .....	29,059,250	26,417,500
Turkey and Cyprus ..	42,268,000	52,835,000
Greece and islands ..	29,059,250	39,626,250
Bulgaria .....	68,685,500	105,670,000
Servia .....	21,134,000	
Roumania .....	103,028,250	158,505,000
Total .....	3,038,514,431	3,338,001,704

Assuming the unreported production of Tunis, Russia and Servia to have been the same in 1899 as in 1898—that is 106,726,700 gallons—the total for 1899 for the Old World would be 3,444,728,404 gallons, or an increase of 406,213,973 gallons.

#### A CHANGE IN MILL OWNERSHIP.

Stewart Bros., of Exeter, have bought the Ogilvie Seaforth mill, and will run it under the name of The Seaforth Milling Co.

It is their intention to make the same brands and quality of flour that were formerly made, and will thus keep up the wide and favorable reputation of the Seaforth mill.

*"Just  
as  
Good"*

The strongest endorsement of "quality" is when comparison is made and an article is claimed to be "just as good" as something else—but, "just as good" are dangerous words for a grocer to use. They invite suspicion in the buyer's mind. A grocer can give reasons which, to him, may seem plausible for not selling standard goods, but he had better put himself on the other side of the counter, for a moment, in his customer's place. Think it over carefully before you try to substitute again. Danger lurks in the use of the words "just as good." Standard goods are best to handle.

### *Three Standards.*

*Hand-in-Hand  
Brand  
Bi-Carb. Soda.*

Pure, white, strong, and the grade runs evenly in every pound. 98 50/100 of pure bi-carbonate of soda in it. Made by The United Alkali Co. of Great Britain. The standard for highest quality—the "Hand-in-Hand" Brand.

*Stower's  
Concentrated  
Lime Juice.*

"The Lime Juice that draws trade" and holds it. 20 per cent. stronger than any Lime Juice made. No musty flavor. Absolutely pure. Put up in new form—pale gin bottles and handsome labels. A standard seller.

*The Maypole  
Company's  
Specialties.*

Maypole Soap, that washes and dyes at one operation—brilliant colors and absolutely fast, easy to use, quick, sure. Maypole Straw Hat Polish—the economical woman's friend. "Oriole," the famous English complexion soap.

Arthur P. Tippet & Co.  
Canadian Agents,  
8 Place Royale, Montreal.

## UP-TO-DATE GROCERS

recognize the new condition of things, and  
are doing a rushing business in

# Ceylon AND Indian

## BLACK

—AND—

## GREEN

## TEAS.

The tea drinking public are tired of the tasteless Chinas and fishy Japans and are bound to have the pure, clean, flavory, machine - made teas of Ceylon and India.

## Pick Fruit from the Vine.

Pick a luscious, dead-ripe strawberry or raspberry right from the vine and you'll get no richer, no more delicate palate-tickling flavor than you will always find in Jonas' Flavoring Extracts. They are absolutely free from artificial coloring matter or essences. They do not try to imitate Nature's best in fruits, flowers or spice because they represent Nature herself in their absolute purity.

## Jonas' Flavoring Extracts

are concentrated—distilled and re-distilled until they contain the greatest possible amount of strength in the smallest possible amount of space. See how economical they are for a woman to buy and use in her cooking—a very little will do the largest possible amount of work and do it to perfection. "For thirty years the favorite." If you sell them you will surely gain the confidence, good-will and everlasting trade of the woman who buys at your store.

---

Henri Jonas & Co., Mfrs.,  
Montreal.

# We would like to correspond

with a few reliable manufacturers of Grocers', Confectioners' and Druggists' Specialties who are desirous of being represented in Canada.

We can place your goods before the trade in these lines from Coast to Coast of our Dominion.

**WE MAKE A SPECIALTY OF SPECIALTIES.**

## The Greig Manufacturing Co.

MANUFACTURERS, MANUFACTURERS' AGENTS AND IMPORTERS

Manufacturers of the well-known  
"CROWN BRAND" FLAVORING EXTRACTS.

456 St. Paul St., MONTREAL.

LEMON

ORANGE

CITRON

**PEEL**

**PEEL**

**PEEL**

We have received our Samples for the coming season of

### **Buchanans' Celebrated Peels**

It will pay you to get our quotations before placing your order for the fall.

The Greig Manufacturing Co.

Canadian Agents, Montreal.

**John Buchanan & Bros., Limited**

Glasgow, Scotland.



## Yardley's Violette de Parme Perfume

Is still the reigning favorite almost everywhere. During the last 18 months our sales of this perfume alone in England amount to over 50,000 bottles.

We guarantee it to be of the very finest quality. No better extract on the market. 1, 1½, 2, 3-oz. bottles; also 1 and 4-dram sample bottles.

### **Savon Violette de Parme**

[3 Tablets in a Box.] Exquisitely boxed and perfumed.

### **Creme de Violette de Parme**

Unrivalled for keeping the skin soft, smooth and cool.

ASK OUR CANADIAN AGENTS,

**THE GREIG MANUFACTURING CO., MONTREAL,**  
to show you THIS SERIES.



# W. P. DOWNEY, 20-22 St. Peter Street., MONTREAL, CANADA.

...Manufacturers' Agent and Importer of...

## Essential Oils, Essences, Tartaric and Citric Acids,

Vanilline, Coumarine, Heliotropine, Ceraline, Nucoline, Nucoa, Albene, Caramel Butter and Paste, Confectioners' Vegetable Colors in Powder and Pastes, Bakers', Aerated Water, Soap and Perfume Manufacturing Supplies.

*Also Manufacturer of Confectioners' Glaceines, in Chocolate and Crystal White.*

W. J. Bush & Co., Limited, Essential Oils, and High-Class Flavoring Essences, always in stock;  
also Marx & Rawolle, Glycerine, Cable Address: "DOWNGILE."

TELEPHONE MAIN 953.

Open for an Agency for English Glycerine. Correspondence Solicited.

**HEALTH IS WEALTH.** You want your customers to be healthy so that they will prove profitable clients

## HIRES' ROOTBEER

IS A TONIC AS WELL AS A BEVERAGE.

Be sure you sell them HIRES'. Price may be a little high, but the best pays in the long run.

All Wholesalers keep it.

**W. P. DOWNEY**

Sole Canadian Agent...

20-22 St. Peter Street, MONTREAL.



# Seaforth Milling Co.

Seaforth, Ontario, Canada.

Daily  
Capacity  
500 Bbls.



Manufacturers  
of  
All High-Grade  
Patents  
and  
Choice Family  
Flours.

SPECIAL ATTENTION GIVEN TO EXPORT TRADE.

# Opportunity.

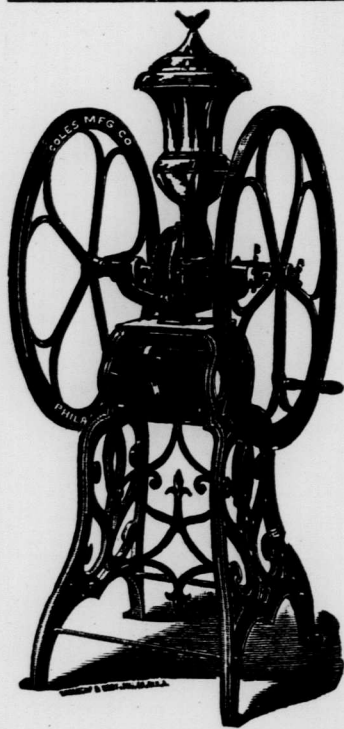
You remember what Bacon once said :  
 "A wise man will *make* more oppor-  
 tunities than he *finds*." The grocer  
 who never has to refuse a customer a widely advertised article takes advantage  
 of his opportunities—he gets the trade that his competitor just across the street  
 loses.

He is up to the times with the article itself—when a customer wants  
 Windsor Salt—they know that they can get it *somewhere or somehow*. Why  
 do they want it? Because they have learned from experience that it is absolutely  
 pure—that it won't cake—that it is all Salt.

Sold by leading wholesalers everywhere.

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

## Windsor Salt.



## The Canadian Grocers Know

a good mill when it is  
 presented to them.

They have taken up  
 the . . .

## COLES COFFEE MILL

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

Agents { TODHUNTER, MITCHELL & CO., Toronto.  
 DEARBORN & CO., St. John, N. B.  
 FORBES BROS., Montreal.

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

**Hudson's  
 Soap**

**A FINE POWDER. IN PACKETS ONLY.**  
 Will wash more clothes, and do more work in  
 much less time than any other Soap.

**SOAK YOUR CLOTHES**  
 with HUDSON'S, and the Dirt will  
 slip out with about half the  
 usual labour.

**R. S. HUDSON,**  
 30 Front St., East,  
 TORONTO.

Used in all the "Happy Homes of England."



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President, JOHN BAYNE MACLEAN, Montreal.

PUBLISHERS OF TRADE NEWSPAPERS THAT CIRCULATE IN THE PROVINCES OF BRITISH COLUMBIA, NORTH-WEST TERRITORIES, MANITOBA, ONTARIO, QUEBEC, NOVA SCOTIA, NEW BRUNSWICK, P.E. ISLAND AND NEWFOUNDLAND.

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### CANADA'S UNSATISFACTORY POSITION.

**A**MONG the English-speaking nations of the world Canada stands third; among the English-speaking nations having laws regarding bankruptcy Canada stands nowhere.

Each of the Provinces composing the Dominion has some kind of law regarding assignments, but they are far from uniform, far from being efficient, and the constitutionality of some of them is in grave doubt.

No better proof is wanted of the inadequacy of the present state of affairs under the Provincial Acts than the demand that has, from time to time, come through the boards of trade all over the country for a uniform insolvency law, which the Dominion Parliament is alone constitutionally able to give.

The strongest opposition to the insolvency bills which have been brought before the House of recent years has come from the banking interests. But their opposition was not based on the principle of the bills; it was because those promoting them refused to accord the banking classes certain special privileges, chief among which was the right to rank on the estate of an insolvent for double liability.

Then, in addition to the representations of the business men in Canada, there are those of the manufacturing and merchant classes in Great Britain who do business with this country. They have, time and again, pointed out the necessity of a Dominion insolvency law, and have at least once sent an influential deputation to impress the matter upon a member of the Canadian Government.

Business, neither interprovincial nor international, is likely to die because of the absence of a Dominion insolvency law, but nothing is more certain: The development of both the international and the interprovincial trade is made more difficult through the absence of such law.

When merchants in one Province are doing business with those

in another Province, or when merchants in one country are doing business with those in another country, it is only right that their rights should be as safeguarded as if their headquarters were in the distant Province or country. Under the conditions existing in Canada to-day they are not as safeguarded. And that is why interprovincial and international trade is not as free to develop as it would were the disabilities removed.

The present Government at Ottawa, as well as that which preceded it, has practically recognized the necessity of it. The Government organ in Toronto (*The Globe*) for some time steadily championed the cause of Dominion insolvency legislation. And three years ago, *La Patrie*, of Montreal, the organ of the Minister of Public Works, stated that the Premier and his colleagues were aware that there was an "urgent necessity of securing the confidence of the great foreign merchants and of protecting interprovincial trade," and that an insolvency law would probably be introduced by the Government during the following session.

We have, therefore, the recognition of the Government, as well as of the business men on both sides of the Atlantic, that there is urgent necessity, both in the interest of interprovincial and of international trade, for an uniform insolvency law for the Dominion. But, for some reason or other, the desideratum has not been forthcoming.

Lately, the champions of Dominion insolvency legislation, both outside and inside the House of Commons, appear to have become disheartened. At any rate, very little is now heard from them. Battles for reforms of any kind were never won in that way. And the business men of the country should take steps to show Parliament that they are by no means asleep in regard to the matter.

### WILL JUNE BUTTER REACH 19C. ?

**W**ITH the first receipts of full grass butter this week, the strength of the export market in Montreal has become more pronounced.

Every exporter in the trade desires some sample lots of these goods for his correspondents in Britain, and, accordingly, the demand has been keen, while the supply is relatively small.

Sellers had no difficulty on Tuesday in obtaining 18c., and it is not improbable that 18½c. was paid, because they would not let go at the former figure. This is a rise of ½ to ¾c. on the range prevailing last week. If it is maintained and the price of cheese continues to ease off, an increase in the output of butter and a decrease in the individual factory's yield of cheese may be expected.

British intelligence is certainly bullish on butter, though whether the situation warrants a cost price of 19c. in Canada, as some predict, is another matter.

All the principal markets are strong in England, with an active demand for the best butters, while another strong point is the intelligence that the weather in Denmark at the end of May was bitterly cold after sunset, and, therefore, interfered with the flow of milk.

It is not at all unlikely, therefore, that the first half of June butter will sell at an advance upon current rates.

### CANADA'S TRADE WITH SPAIN.

SECRETARY WILLS, of the Toronto Board of Trade, has received a letter from the Spanish consul in that city regarding trade between Canada and Spain. The consul believes that the trade between the two countries is possible of expansion, and, as he is going to Spain this summer, he states that he is willing to undertake commissions to secure, if possible, suitable representatives there "to introduce and exploit in that country any Canadian manufactures which can be profitably exported."

It should be possible to extend our trade with Spain. At present, it is decidedly small, particularly in regard to our exports to that country.

The value of the latter last year would scarcely be enough to pay the Governor-General of Canada his salary and expenses. It was only a little over \$59,000. In 1898, it was \$89,675; in 1897, \$50,452; in 1896, \$83,814, and in 1895, \$34,101.

Our imports from Spain, on the other hand, are increasing, although but slightly, the figures for the past five years being as follows: 1899, \$513,018; 1898, \$497,667; 1897, \$385,847; 1896, \$346,940, and 1895, \$420,155.

Our imports from Spain are largely made up as follows, according to the returns for 1899:

Fruits and nuts, dried.....	\$328,731
Wines and spirits.....	85,875
Corks, and manufactures thereof.....	60,984
Salt.....	5,167
Packages.....	22,753
Green fruits.....	5,194

The exports from Canada to Spain last year were nearly altogether of wood and manufactures thereof, for, out of a total of \$59,178, no less than \$57,096 were goods under that classification.

Mr. Thompson will, probably, be able while in Spain to gather some idea as to what articles of Canadian product are most likely to find a market in that country. As to whether trade will be subsequently developed in the lines for which a market may possibly be found in Spain will, of course, largely depend upon the energy Canadians directly interested may be able to put into operation.

Certainly, Canada ought to be able to send more than \$59,000 worth of goods to a country like Spain.

### THE BEST THING FOR YOUNG MEN.

INSUFFICIENT salary is not always the explanation of the failure of some men to live within their income. Neither is dissipation. On the contrary, not a little of it is due to the absurd desire to occupy a higher place in society than circumstances permit.

Man needs society — good society. But society should be given first place in no man's affections.

No one was probably a greater lover of society than Lord Chesterfield. But, in one of his letters to his son, he advised: "Your first morning hours, I would have you devote to your graver studies \* \* \*; the middle part of the day, I would have employed in seeing things, and, in the evenings, in seeing people."

The most important things in life, as far, at least, as temporal affairs are concerned, are getting knowledge and getting bread. These are the things, therefore, to which he should first attend.

"Seeing people," in the sense of associating with them, is to be

commended, when it is not given the first place of importance. Reading good books, and, among others, those which will impart information regarding the particular vocation in which the young man may be engaged, begets wisdom, and the more wisdom he possesses the better is he qualified for success in life.

### ANOTHER RISE IN SUGAR.

THE future course of values on refined sugar is the most interesting feature of the grocery situation this week to the trade in general. The fluctuation that was noted last week has been supplemented since, and further developments of an interesting character are not unlikely before the beginning of the coming week.

Saturday, a week ago, Canadian refiners reduced prices 10c. per 100 lb. on granulated to \$4.45, and 5c. on yellows to \$3.70 to \$4.40. This action was taken owing to the competition of American refined in Western Ontario.

A week ago last Monday, United States' refiners marked up prices 5c. per 100 lb. all around, and, as already noted in these columns last week, our refiners responded by an advance in granulated of 5c. to \$4.50, leaving yellows unchanged.

Since then, the New York market has advanced 20c.; first 10c. last week, and finally 10c. on Tuesday of the present one.

So far, local refiners have only followed the first rise by marking up both granulated and yellows 10c., making the former \$4.60, and the latter \$3.85 to \$4.50 per 100 lb., or a net rise of 5c. on the level occupied by Canadian prices previous to the period of fluctuation. This advance took place shortly after we went to press last week.

The Canadian refiners, in view of the competition of foreign refined, are undecided at present whether to follow Tuesday's advance in New York or not.

Demand has been most active, however, since the last advance, and, if it is kept up, and the strength on outside markets retained, the price of domestic refined is bound to appreciate still further.

In New York, according to report, the inquiry for refined is so active that refiners there have great difficulty in keeping up with their orders.

Of course, the primary reason for the upward tendency is the situation of the raw market which has been steadily advancing, beet, for instance, being a full penny higher in London, both for present and next month's delivery, than last week.

### A GOOD CROP OF GRECIAN CURRANTS.

Later mail advices from Greece indicate that while some damage is being done to the growing currant crop by the Peronosporos, it is not as bad as the information which came to hand last week reported.

The information published last week was gleaned from letters dated May 8 and 9. Those dated a week later, however, state that the crop is progressing favorably, and that the yield would be abundant if all goes well during the next three months.

As regards existing stocks, a letter from Hancock & Wood, Patras, states that the market is firm and likely to remain so. "Supplies are running short, and demand is good from all quarters," they write.

**HOW TO GET AT NEW MARKETS.**

**M**ISUNDERSTANDINGS and unsatisfactory results frequently accompany international trade. Now it is the importer; to-morrow it is the exporter. Neither have a monopoly of grievances, real or imaginary. And the greater the distance between the countries engaged in international trade the greater is the danger of misunderstandings and of unsatisfactory results.

Because countries dealing with each other are in some instances divided by broad oceans, it by no means follows that there should of necessity be friction between buyers and sellers.

Friction is not caused by distances. It is caused by failure to conform to the business methods which the particular trade demands. And this includes more than one type of business sin.

One cause of unsatisfactory results in an export trade is the appointment of incapable or unreliable representatives.

No reputable firm in Great Britain, for instance, would think of employing a man in any responsible capacity unless it had confidence in his ability to fill the position to which he was appointed.

The course that is followed in regard to appointing men to the home trade should also be followed in regard to the foreign. But it is not. We have, time and again, had practical experiences of this in Canada.

There have been men appointed to represent in Canada foreign and British houses, who were, in not a few instances, worse than useless. Discouraged because a trade was not built up for them, some British houses have retired from the Canadian market. Others, again, have learned the cause of the trouble, removed it, and better results have followed.

It is not enough that the goods should be right; it is just as necessary that the representatives should be right.

But when a good representative or agent is secured, it is a mistake to unduly limit him in the exercise of his judgment. If the representative knows his business, he is nine times out of ten more qualified to know what is best to do in certain eventualities than the principals who may be thousands of miles away,

If he is not a man who can be given necessary latitude on such occasions he is not the man for the position.

Business is not always carried on in Canada exactly in the same way as it is in Great Britain. And vice versa. But this fact is often overlooked. And the effect is not infrequently a curtailment instead of an expansion of trade.

In building up an export trade a great deal depends, as Bishop Wilberforce said of religion, in starting right. And the best way to start right as a rule is for one of the principals of the firm to pay a personal visit to the country with which he desires to do business. A good many do that, but a good many, again, do not. Not a few prefer to address letters and send catalogues of goods which are in many instances entirely unsuited for the country whose trade they desire to court. During the last year or two importers in certain lines in Canada have been flooded with such literature, principally sent by firms in Great Britain.

More can be learned in one month of the requirements of a foreign country from a personal visit than can be gathered in a decade by any other method.

Just as it is necessary, in order to obtain good results in the exportation of goods, that agents with integrity and ability should be appointed, so is it necessary in importing goods that none but reputable firms should be dealt with.

Manufacturers and business men in Canada are just as reputable as those in any other country, but that does not mean there are none of the opposite character.

There are, undoubtedly, men in this country whose only thought is of the business of to-day. All they care is to sell the goods they have in stock, whether they be good or bad. They do not seem to conceive that reputation is a factor in business-building. If they displease and lose a customer to-day, they live in the hope they will find to-morrow another to take his place. Satisfactory results cannot be obtained from dealing with such people.

Possibly there are importers in Great Britain and other countries who, in purchasing Canadian products, have been dissatisfied with the results, either in regard to quality or the questionable business methods of those with whom they had the transactions. And it is also possible they may feel disinclined to have further dealings with Canadians. Our advice to them before they come to any such conclusion is to try the effect of dealing with reputable firms, plenty of whom are to be found in Canada.

Ordinary business precautions will prevent one falling into many pitfalls in regard to either the export or the import trade.

**THE FRUIT CROP OUTLOOK.**

**T**HE indications are that the crop of all Ontario fruits, with the possible exception of plums, will be considerably larger than usual. Strawberries, the first fruit to ripen in this country, are growing satisfactorily, and, if weather conditions continue favorable, a big crop can be expected. They will be on the market in about three weeks, but will not be offering in large quantities much before July 1. Raspberries have wintered well, and give promise of much fruit. Cherries, peaches, pears, and apples will all be plentiful next fall, unless present appearances are deceiving or future conditions unfavorable. The apple trees are attracting especial attention. They are blossoming with rare luxuriance, and it looks like a record production of this fruit, the principal one exported from Ontario.

As reports from the United States, as well as Great Britain, point to a big crop, buyers and exporters here will assuredly exercise more caution in making contracts and more care in packing than they did last year.

**WANT COLD STORAGE VESSELS.**

Several of the Montreal butter exporters who are now returning from Great Britain will only discuss one topic, and that is the neglect of the Government to foresee the difficulty in regard to ocean cold storage occasioned by the South-African War.

The lack is most in evidence on the Bristol service from Montreal, not a single cold storage steamer having been dated yet, and there are apparently none in sight, as all the vessels which supplied the service last year are now engaged as troopships by the Imperial Government.

As Bristol is one of the largest distributing centres in Great Britain for Canadian creamery butter, Montreal exporters certainly have good cause for complaint at the want of foresight on the part of the Department of Agriculture.

## RETAILERS' VIEWS REGARDING INFERIOR SALMON.

THE attention which has been given to the subject of bad quality canned salmon by THE CANADIAN GROCER has encouraged its numerous readers in Toronto to give utterance to some forcible opinions regarding the canning and marketing of this salmon. A representative of this journal, calling upon a number of well-known grocers in Toronto, found them loud in their praise of the action of THE CANADIAN GROCER in calling attention to this serious state of affairs.

Dallimore Bros., of 258 Queen street east, on being spoken of of this salmon, said that they had had

### COMPLAINTS REGARDING COHOES

in the past, and that they had given up the sale of cheap brands and low grades of salmon. "I think," said one, "that we are wise in this from a business point of view, if from no other. We keep nothing but what we can recommend without fear, preferring a customer who insists on having a low-grade of salmon to go elsewhere. We have found lately that there is not the demand for the lower-priced salmon that there once was, on account, in all likelihood, of this spoiled fish that has been put on the market. We have not hurt our trade in canned salmon, however; the sale of standard brands is not decreasing, but, if anything, is steadily growing. We sell 10 cans of the better class of fish for every one of the lower grade that we are asked for." Altogether this firm thought that people as a rule were buying a much better class of canned salmon, and that if grocers would make it their policy to advise people to use none but the best brands, there would be just as much trade done in this line and the unreliable canned goods would be pushed out of the market.

Mr. H. Wellsted, whose place of business is at 185 King street east, has had no complaints of bad salmon, a fact which he ascribes to his practice of requiring the

### WHOLESALE TO GUARANTEE

every can he places in his stock. This is the only way for the retail grocer to protect himself, thinks Mr. Wellsted. If the wholesalers find that they have to guarantee all their canned salmon, they, in turn, will be likely to demand from the canneries assurances of the quality of salmon they are buying. Since he began to exercise such care in his buying Mr. Wellsted has not had any objections to his salmon.

Swan Bros., 162 King street east, deal in all grades of salmon. They never sell a can of the cheaper brands without reminding their customer that a low price means a low grade of fish, a fact that most people do

not keep sufficiently well in mind. If customers insist on having the cheap kind, they get it, but cannot complain if it is not fit to eat. If there were not

### GOVERNMENT INSPECTORS

at each of these canneries already, it was time that they should be appointed, declared a member of the firm. "If they are there now, they must be 'winking' a good deal to allow such stuff as has been seen on our market to be put in cans and sold as food."

Mr. J. H. Greenshield, 300 King street east, said: "It is the business of the wholesale people to straighten up the matter. The average retailer can't afford to refuse to sell to people what they want. There are always people who will buy the cheapest goods of any kind they can, and they have to be supplied. The retail grocer is only ruining his trade by trying to force his customers, even if it is for their own good, to buy the higher grade of salmon. We have to keep in stock whatever there is a demand for, be it good or bad, and, if I refuse to sell the cheap brands of salmon, my customers who want that will go to another store and get them.

### THE MATTER IS SERIOUS

enough for the attention of the Government. They should insist on an inspection of all canned salmon. Each Province ought to have its inspectors, and canned goods either coming from another Province to theirs or going from them to a different part of the country should be carefully examined. Or, if the wholesalers would interest themselves in the matter, they could keep all this bad quality out of the market. It is certainly to their interest as much as ours that there should be no prejudice against canned salmon.

Mr. D. J. Kelly, of Kelly Bros., corner of Queen and Mutual streets, the president of the Retail Grocers' Association, thinks the solution of the difficulty would be in the appointment of inspectors at the canning factories. "We have heard a good deal about the bad salmon on the market," he said, "and, though so far we have been very fortunate, I think the subject is a serious one. There is no doubt that a good many of the cheap brands of salmon are of a comparatively good quality, but the grocer can't always depend on it, and, mixed with a quantity of fairly-good fish, there are apt to be a number of cans which

### UGHT NEVER TO BE OPENED.

I have not noticed a falling off in the sale as yet, but, if this sort of thing keeps up, the trade will be ruined. It doesn't take long for an article of food to get a bad name if it sometimes is put up for sale in a poor condition."

Mr. F. S. Roberts, 290 Yonge street, has not lately been unfortunate enough to have any of this bad salmon on his hands, though a while ago he had trouble with a quantity of "done over" salmon. "A Government inspection of the salmon at the canning factories would rid the market of this class of salmon," said Mr. Roberts. "Some of the canning people put up the fish out of season, when, although probably in a good condition at the time, they are not fit from the season in which they are caught to can. If there is to be a

### REMEDY FOR THIS STATE OF AFFAIRS

it ought to start where the trouble begins, at the canneries. If there are inspectors at these places they are not doing their duty by any means."

Mr. Robert Barron, 726 Yonge street, finds it the wisest plan to keep nothing but standard brands, preferring to run no risk by selling an undependable article to his customers.

Among all the grocers the prevailing idea seems to be that the canners would be the better if they were more closely held to account by the Government. "Some of them," said one, "are willing to put into cans anything that will sell, regardless of the danger of that course, both to the consumer and to themselves, and, if something is not done very soon to make them more careful of the quality of the salmon they place on the market, it will end in a big dropping off of the trade in canned salmon of even the highest grades as well as the lowest."

### AN APPEAL TO THE JOBBER.

Editor CANADIAN GROCER, — We commend your recent articles under the heading of "Bad Quality Canned Salmon." At the same time, there is no more danger of poisoning from the canned article than there is from the fish in its original condition. Ordinary intelligence should prevent any bad results. Tainted fish in any form is, of course, dangerous.

Salmon, of all the food products put up in cans, is in less danger from oxidation of the tin than any other product, for the reason that the heavy oil of the fish keeps the tin from corroding. That the agent or broker would prefer to sell first-class goods needs no explanation; and the packer would not put up poor quality if there were not a call for it. Hence, the solution of this question rests, in our judgment, entirely with the jobber. If the jobbing houses of Canada get back to the position that they occupied a few years ago, and refuse to handle anything but sockeye salmon, there will be no more complaints heard of poor quality.

We hope you will keep up the discussion of this question on these lines.

DELAFIELD, MCGOVERN & Co.  
New York, May 26, 1900.

# MILLAR'S PARAGON

## Canadian Cheese



HIGHEST  
QUALITY.

ABSOLUTE  
PURITY.

A delicious, nutty-flavored potted cheese manufactured for the home and export trade.

CORRESPONDENCE SOLICITED FROM INTENDING IMPORTERS.

EUROPEAN AGENT---Henry B. Attwater, Eastcheap Buildings, London, Eng.

The ...

# T. D. Millar Paragon Cheese Co.

Manufacturers and Exporters.

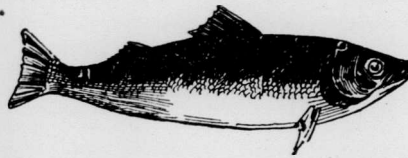
INGERSOLL, CANADA.

*Sample from John Wood 18th Nov 1900.*

# SALMON

We have a large stock of the best grades.

CLOVER LEAF, Flats.  
CLOVER LEAF, Talls.  
MAPLE LEAF, Talls.  
HORSE SHOE, Flats.  
HORSE SHOE, Talls.



LOWE INLET, Talls.  
O-WEE-KAY-NO, Talls.  
NIMPKISH, Talls.  
GOLDEN NET, Talls.  
SUNFLOWER, Talls.

## THOS. KINNEAR & CO.,

Wholesale Grocers.

49 Front Street East, TORONTO.

### HINTS TO BUYERS.

Contributors are requested to send news only, not puffs of goods they handle, or the arrival of standard goods that everyone has in stock, or that they are offering goods at close figures, or that they have had an unusually large sale this season.

"**H**ASTY WASHER" is a new article recently placed upon the Canadian market which has met with general favor. It is claimed for it that a week's wash for an ordinary family can be finished in an hour and a half. There is no rubbing or hard work, consequently a great saving in the wear of the clothes. T. B. Escott & Co., London, are sole agents for Canada.

The Davidson & Hay, Limited, are offering some choice brands of peas.

Just arrived with W. H. Gillard & Co. — a shipment of shredded wheat biscuits.

Perkins, Ince & Co. have taken into stock a direct shipment of tea from Ceylon.

T. Kinnear & Co. are in receipt of a large shipment of tea direct from Colombo, Ceylon.

The Davidson & Hay, Limited, have some snaps in Lombard and Damson plums.

T. Kinnear & Co. have in stock pumpkin flour in packages to retail at 15c. It promises to be a good seller.

Perkins, Ince & Co. are in receipt of a shipment of new "Golden" brand finnan haddies.

The Davidson & Hay, Limited, have some very good snaps in Japan teas put up in 1-lb. packets.

An invoice of Green Ceylon Tea is now in store with Lucas, Steele & Bristol. Samples on application.

"Empire" coffee, extracts, salmon, mustard, baking powder, etc., are controlled by Lucas, Steele & Bristol.

The Davidson & Hay, Limited, are having a great demand for canned pumpkin, which they offer at close prices.

The Phaffmann Egg Noodle Co.'s goods may be procured now from Lucas, Steele & Bristol, in ¼ and ½-lb. packets.

T. Kinnear & Co. have taken into stock a shipment of Rowat's 40 oz. bottles mixed pickles, chow chow, and white onions.

W. H. Gillard & Co. have now in stock a full supply of "Tanglefoot," Smith's and Wilson's flypapers, and can fill orders without delay.

An invoice is just to hand with Lucas, Steele & Bristol of Girolalo's Italian macaroni — another of Codu's French

macaroni and spaghetti; the firm also handle Van Camp's.

Indian "Empire" Pekoe Tea and "Empire" Golden Tipped Ceylon Tea can be procured only from Lucas, Steele & Bristol.

If you want Stower's lime juice, cordial or squash, pints or quarts, Lucas, Steele & Bristol have them in store; also Sutherland's crystal beverages.

W. H. Gillard & Co. have just received a shipment of Crosse & Blackwell's pickles, sauces, marmalade, etc., and also have arriving a lot of Gillard's pickle and sauce.

"Grand Mogul" tea will be shown at the Paris Exposition in connection with the Ceylon exhibit. The many friends of this tea throughout the country are invited to call and inspect the exhibit when visiting Paris.

### EXPORTERS OF APPLES AND POULTRY.

O. E. Robinson & Co., of Ingersoll, who are one of the pioneer houses in the export of apple stocks, have during the past four or five years exported large quantities of poultry, and are prepared to execute orders for any amount required. Their ad. appears on page 29.



Nothing

Better

FOR  
COTTAGE  
CRUISE  
CAMP  
AND  
PALACE.

Always

the Same.



A. F. MACLAREN IMPERIAL CHEESE CO., LIMITED, - TORONTO.



# HANDS OFF

**It's a good Idea**—sometimes—to call the attention of opponents to the fact that **EMPIRE** is our "Trade Mark" (registered) for Teas, Coffees, Spices, Baking Powders, etc.

**LUCAS, STEELE & BRISTOL,** WHOLESALE GROCERS **Hamilton, Ont.**

## Repentant, Never to be Caught Again.

Following is the substance of many letter orders we receive for

*Mecca Coffee*

*Ram Lal's Tea*

"A persistent traveller persuaded us to switch, but we are back solid to

RAM LAL'S TEA,  
MECCA COFFEE,

as we find our trade insist on getting nothing else but these brands."

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

BLENDERS OF MECCA COFFEE.  
WHOLESALE AGENTS FOR RAM LAL'S TEA.



THE DOMINION BREWERY CO., LIMITED  
Brewers and Maltsters  
TORONTO

Manufacturers of the Celebrated

# WHITE LABEL ALE

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

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

WM. ROSS, Manager.



# CAMPBELL'S

name on a box or can is a guarantee of excellence and quality. We make for use on the

**WAGON  
AND  
CARRIAGE**

1,000-Mile Axle Grease.  
1,000-Mile Carriage Oil.  
Top Dressing.

**HARNESS**

Harness Oil Blacking.  
Harness Soap.  
Harness Oil.  
Harness Polish.  
Ivory Black Varnish (for metal parts).

**HORSE**

Campbell's Hoof Ointment. It is the best on the market. A quick cure for scratches, sore back and galled breast. Invaluable for breeding mares. Flies will not light on the part of the animal on which this ointment is applied.

Dealers handling these goods will sell their customers articles that will give perfect satisfaction. We guarantee them. Send for price list.

**THE CAMPBELL MANUFACTURING CO.,**  
FORT ERIE, ONT.

Our Special Brand of

# Golden Syrup Vinegar . .

Is the perfection of the art  
of vinegar manufacture.

**Sparkling . . .**  
**Beautifully-Flavored**  
**And Free from Sediment**

Solely Manufactured by

**THE WILSON, LYTLE, BADGEROW CO.**  
TORONTO.

Limited



This is the most favorably known brand on the British market, and is a guarantee of excellence.

ESTABLISHED 1873.

EXPORTERS

OF THE . . . .

**"GUNN" BRAND**

**EGGS,**  
Fresh and Pickled

**CHEESE,**

**BUTTER,**  
Creamery and Dairy

**POULTRY.**

**D. GUNN, BROTHERS & CO.,**

EXPORT PROVISION MERCHANTS,

✿ TORONTO, CANADA.

# COFFEE.

We have secured the sole agency for Ontario for Blanke's Celebrated Faust Blend Coffee. This coffee is carefully prepared by the best methods known, and is making new customers and friends every day.

# TEAS.

If you are drawing teas let us hear from you. This part of our business is increasing rapidly. We have just received some large consignments from the best Gardens in Ceylon and India.

# CANNED BEANS.

If you are open for Golden Wax or Refugee Beans, write us for prices. We have some of the finest brands in stock.

---

## H. P. ECKARDT & CO.

WHOLESALE GROCERS

CORNER FRONT AND SCOTT STREETS

TORONTO

**MANITOBA MARKETS.**

Winnipeg, May 28, 1900.

**T**HERE is little change since last issue. Business is fair, but there is no rush. There has been quite a ripple in the canned goods situation by the arrival of a representative of a Montreal house, who offered general lines of canned fruit and vegetables at 5c. per case above factory prices and a rebate of 12c. per 100 lb. on freight. This would mean that on tomatoes, for instance, there would be a reduction of 8 2 5c., his offering price being 3 2-5c. per case lower than the Winnipeg jobber can buy them at the factory. A meeting of the grocers' association was called, and the president, Mr. John Galt, instructed to take the matter up with the packers. The packers, it appears, admit that they give a 12c. freight reduction to Eastern houses, but claim that it is only for goods for use in the East, and does not affect the West. The representative from Montreal, however, claimed that the goods would be shipped direct from the factory, and they were giving their customers out here the benefit of the 12c. rebate. The end of the matter is not yet, for this method of doing business would mean that every Winnipeg jobber is cut off from handling these goods, as they could not possibly compete with these prices and buy at the association prices to them. The feeling here over the matter is very strong.

American paper bag manufacturers are offering freely on this market, and at reasonable prices. It is reported here that the Eastern Canadian mills are working night and day to supply the demand, and are not able to keep abreast of orders. Buyers will be somewhat relieved if the Americans can compete favorably as to prices. So far as could be learned no orders have been placed as yet with American houses.

**SUGAR**—The refiners are holding the price very firm, in spite of the reported drop of 5c. per 100 lb., on account of the American prices. They claim that sugars on this market are lower in proportion than they are in the East.

**CANNED GOODS**—The sale of last year's pack is normal in all lines, and steady. There have been no large orders for futures.

**CANNED FISH**—Lobster is scarce and prices are high and very firm. No. 1 flats are held at \$13.50, and talls of rather inferior quality, at \$12. In salmon, the best sockeye stocks here are light, and buyers are anxiously awaiting the June run. The demand for canned fish stuffs is good.

**RICE**—The market shows a very slight decline in China. No. 1 crystal Japan is worth 5c. and Rangoon 4 1/2 c.

**CEREALS**—The demand is normal in all lines: Split peas, \$2.35; rolled oats, \$1.70;

pot barley, \$2.25; pearl, \$3.50 to \$4; granulated oatmeal, \$2.15; standard, \$2.10.

**GREEN FRUITS**—A very large trade was done for May 24. The first full car of strawberries arrived in time for the holiday, and the 24,000 lb. were disposed of in less than an afternoon. The price was \$3, but has now gone up to \$3.50, and is likely to remain there or go higher. Bananas are now plentiful on this market, and the quality is good. The price remains unchanged at \$3.25 to \$3.50, according to size of bunch. A small shipment of green gooseberries was received on consignment, but were too high in price and were not found salable. Cherries are still \$2.50 per box, and are only arriving in express lots. All navel oranges are now cleared off the market, and Mediterranean sweets form the staple supply. They sell at \$4.50. Seedlings are in good demand at \$4. Lemons are without change, at \$4.75; Florida pines, \$3.50; pie plant, 2 1/2 c. per lb.; cucumbers, \$1.60 per doz.; tomatoes scarce, at \$6 per crate of 6 baskets.

**CURED MEATS**—No change has occurred in this market during the week. The demand is good: Hams, 13c.; bellies, 12 1/2 c.; short backs, 11c.; long do., 11c.; shoulders, 9c.; spiced rolls, 9 1/2 c.; picnic hams, 9 1/2 c.; dry salt meats—long clear bacon, 9c.; smoked long clear, 10c.; backs, 9 1/2 c.; shoulders, square, 8 1/2 c.; lard, pure, \$1.90 to \$1.95 per 20-lb. pail.

**BUTTER**—Creamery is offering more freely, and the price is still 17c. at factories. The quality, so far, has been very good. The creameries are, however, suffering from short pasture owing to want of rain. Dairy butter is very scarce, why, no one seems to know. The price, in consequence, has not dropped as low as was anticipated. The first grade of dairy is worth 16 1/2 c., Winnipeg, less freight and commission.

**CHEESE**—Very little is offering, but the quality is superior to that of last year at the same time. The price is 11 to 11 1/2 c., according to quality.

**EGGS**—Eggs are scarce and dealers are offering 11 to 11 1/2 c. for them.

Flour, mill feed, potatoes, and other vegetables show normal demand without change of price.

Ritchie & McAdam have opened a general store in Quyon, Que.

S. R. Johnson is putting in a stock of general goods in a store in Roleau, Man.

Meredith & Church, who recently moved from South Indian, Ont., to Depot Harbor, Ont., have opened with a large general stock.

The North Bay council have passed a by-law compelling all stores, excepting butcher shops and drug stores, to close at 6 o'clock p.m. on Mondays, Wednesdays and Fridays.

**KNITTING MACHINERY.**

**A** CANADIAN manufacturing firm that has won a good name for itself as inventors of unique, labor-saving machinery is Creelman Bros., Georgetown, Ont. This firm is known to most business offices as makers of the Underwood typewriter, but to users of knitting machinery in



this country they are even more intimately and favorably known as manufacturers of the latter goods. Among the many machines they are now making, and which are described in detail in their catalogue No. 10, are an automatic fancy rib hose designer, a rib-top and legger, a plain hose leg designer, yarn winders, fulling mills, steam presses, ribbers, mitt machines, etc. The accompanying cut illustrates one of the most widely known of the Creelman productions, the "Star" ribbing machines for factory use. The company has been making this machine for over 20 years, and, as they have improved it in keeping with all new ideas and improvements, it is more in use than ever before. This machine is fitted with 6-in. and 9-in. driving wheels, but the 9-in. is the most rapid, and is the best for medium and fine work. The ribber arm has parallel bearings; cylinder lever in place of cylinder ring, and usually furnished with ordinary cylinders and dials for hand-work.

**THINKS WELL OF THE MARITIME PROVINCES.**

Mr. R. A. Donald, manager of The Pure Gold Manufacturing Co., Limited, Toronto, recently returned from his first trip through the Maritime Provinces. He did a good business, and is naturally gratified at that. But, he is much gratified at other things. The business people of the Maritime Provinces he thinks highly of. "They are a superior class of people," he declared to THE CANADIAN GROCER. "They are, as a rule, enterprising, and I could not ask to be treated better than the business men treated me."

# GALLON APPLES.

CHOICEST EXPORT PACK.

## THE DAVIDSON & HAY, LIMITED

36 Yonge Street

Wholesale Grocers

TORONTO

### EXORBITANT TELEPHONE RATES.

Editor CANADIAN GROCER —Your article on the telephone charges in last week's issue is very timely. The Bell Telephone Co. certainly must think they have a good monopoly, judging from the charges they make for instruments, and the charges they now make for outside calls. They appear to us iniquitous and out of all reason. As you say, the cost of maintaining telephone service in Germany may not be as heavy as it is here, but this extra expense surely cannot warrant the telephone people in charging the rates they do now. It would be a good thing for corporations all over Canada to bear these infringements in mind, and some day when this octopus is looking for favors to pay them back in their own coin.

"SUFFERER."

Hamilton, May 28, 1900.

### SMALL STORES IN TORONTO.

Editor CANADIAN GROCER: A New York traveler who was on a visit recently to Toronto, after going around all the principal places of interest, including the business

section, was much impressed with the progress we have made during the last few years, with the exception of one thing, and that was the number of small stores and scattered condition of trade throughout the city. He stated that no city of its size and population, from Maine to Mexico, can boast of having mile after mile of all conditions of small stores, and all trying to make a living out of them, as can Toronto. If we were to secure a few more large manufacturing enterprises, they would go a long way towards maintaining these small store-keepers. Since the majority of these places were erected, trade has gradually been concentrated, and in a few years more all trade of importance will be in a certain district, similar to other large cities in Canada and the United States.

ANOTHER TRAVELER.

Toronto, May 28, 1900.

A grocery store has been opened in Florenceville, N.B., by John Kearney.

About \$300,000 will be spent in improving the wharfage and freight accommodation at Levis, opposite Quebec city.

### THE SALESMAN WAS A BORE.

An east side grocer was bored this week by a salesman for an out-of-town firm, who was determined to sell him goods. This salesman asked the grocer several times to buy after the latter had stated that he did not care to, and was very persistent in his efforts. Finally, the grocer became disgusted, and, wishing to rid himself of his tiresome visitor, turned to him with: "Do you know why you remind me of some kind of lamps?" "No," was the reply. "Because you don't know enough to go out when you are turned down." The salesman knew enough to go out, and he has been out ever since.—Minneapolis Commercial Bulletin.

### DEVELOPING A FISH TRADE.

Leslie, Hart & Co., Halifax, N.S., who are among the largest exporters of canned lobsters in that city, also do a large business in dry and pickled fish. They are now endeavoring to develop the latter business in the West Indies and South America. They solicit correspondence from buyers of these goods.

UPTON'S  
JAMS,  
JELLIES,  
MARMALADE



ARE  
BEST  
VALUE.  
TEST THEM.

ALL JOBBERS HANDLE THEM. WRITE US FOR SAMPLES AND PARTICULARS.

A. F. MacLAREN IMPERIAL CHEESE CO., Limited, Toronto, Canadian Selling Agents.

**BUSINESS CHANGES.**

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

**C**YR & GUYTE, general merchants, New Carlisle, Que., have assigned, and George Lefavre has been appointed provisional guardian.

F. H. Yemen & Co., general merchants, Honeywood, Ont., have assigned to R. G. Hestor.

A meeting of the creditors of E. Woden, general merchant, Kildare, Que., has been called for June 2.

PARTNERSHIPS FORMED AND DISSOLVED

F. J. Hall & Co., grocers, etc., Victoria, have dissolved.

The Bee Starch Co., Montreal, have registered partnership.

Baker & Forster commission agents, Montreal, have registered partnership.

N. Cambouris & Co., have registered partnership as confectioners in Montreal.

Capsey & Frary, general merchants, Frelighsburg, Que., have registered partnership.

J. E. Gravel & Co., general merchants, St. Boniface de Shawenegan, Que., have dissolved.

Partnership has been registered by Julien & Frere, general merchants, St. Boniface de Shawenegan, Que.

Currie Bros., grocers, etc., Montreal, have dissolved, and John Currie has now registered as proprietor.

Roberge & Roberge have registered partnership as general merchants in St. Ferdinand de Halifax, Que.

The Samuel White Butter and Cheese Manufacturing Co., Innisfail, N.W.T., have dissolved. The business is continued by Robert McCue.

Alex. B. Macgowan and Guy Macgowan have registered partnership as commission agents in Vancouver under the style of Macgowan & Co.

SALES MADE AND PENDING.

Felix Charron, grocer, Hull, Que., has sold out.

B. Grennan, general merchant, Stirling, Ont., has sold out.

The business of the estate of J. J. Bernard, general merchant, Brechin, Ont., is advertised for sale.

The assets of The Fraser Cigar Co., Limited, London, Ont., have been sold to The London Cigar Co.

The stock of Davison & Co., grocers (late) Charlottetown, P.E.I., is advertised for tender up to June 1.

The assets of Arthur Juneau, general merchant, Ste. Martine, Que., who recently assigned, have been sold.

The stock of Dufour & Tremblay, general

merchants, St. Jerome (Chicoutimi), Que., has been sold at 84 $\frac{3}{4}$ c. on the dollar.

CHANGES.

J. A. McCutcheon, grocer, Guelph, Ont., has sold out to John England.

James Dudgeon, grocer, Winnipeg, has been succeeded by Fares & Co.

T. S. Poole, general merchant, Windham Centre, Ont., has sold out to J. Hodge.

Frank S. Black, grocer, Amherst, N.S., has been succeeded by Freeman & Black.

Snider & Barber, grist millers, Delaraine, Man., have been succeeded by Snider & Glass.

G. H. Johnston, general merchant, etc., Pefferlaw, Ont., has sold out to Alfred Samis.

H. J. Archibald, general merchant, etc., Elva, Ont., has sold out to Winter & Stirling.

C. Landry, general merchant, Marieapolis, Man., has been succeeded by M. Landry.

M. P. Shier, general merchant, Vesta,

FIRES.

Smith & Duck, grocers, Windsor, Ont., have been partially burned out; insured.

The new Victor flour mill, owned by Angus Plewes, Markdale, Ont., has been destroyed by fire. The loss is placed at about \$10,000.

L. Charlebois, Hermenegilde Duchesneau, and Emelien Mayer, general merchants, Pointe, Claire, Que., have been burned out. The first two firms were partially insured.

The large warehouse of Tellier, Rothwell & Co., manufacturers and importers of chemicals, glue, polish, etc., 24 St. Dizier street, Montreal, was destroyed by fire on Monday. The loss is placed at \$75,000.

DEATHS.

Alex. Baillie, general merchant, Earlton, N.S., is dead.

**AN INTERESTING PHOTO.**

Lucas, Steele & Bristol, of Hamilton, are in receipt of a photo of the commemorative obelisk erected in Patras (Greece) cathedral



A Week's Hunt in the Muskoka Lakes District.

Published by courtesy of the G.T.R.

Ont., has removed to Arkwright, Ont., where he will open business to-day, June 1.

M. S. Chapman & Co., general merchants, Virden, Man., have sold out to E. E. Zeigler.

Dame E. Beauchemin has registered as proprietress of Luc Girard & Co., grocers, Ste. Flore, Que.

Messenger & Hoyt, grocers, etc., Bridgetown, N.S., have opened a branch at Lawrencetown, N.S.

Louis Monnette, general merchant and blacksmith, Duclos, Que., has disposed of his general store stock.

J. Alcide Simard has registered as proprietor of J. A. Simard & Co., wholesale tea merchants, etc., Montreal.

Mrs. M. A. Descoteaux has registered as proprietress of Joseph Loranger & Cie., general merchants, Yamichiche, Que.

on the occasion of the memorial service held for the British soldiers killed in the Transvaal War. It is a most interesting picture, and very indicative of the gratitude of the Greeks. The photo was sent by Mr. Ceroni, of Patras, and is interesting to Canadians on account of the very practical way they are associated with the Mother Country in South Africa.

**ON BUSINESS TO THE COAST.**

Mr. J. H. Magor, of Frank Magor & Co., Montreal, has just left for a business trip to British Columbia, and will return by way of Winnipeg. Several new lines of fancy groceries, among them the goods of F. Lazenby & Son, having been intrusted to Mr. Magor's care, he is endeavoring to push their sale from one end of Canada to the other.

*It's ever so simple in name,  
and it's ever so simple to make, but*

**B**

Bee  
STARCH

Bee  
STARCH

Bee  
STARCH

Bee  
STARCH

Bee  
STARCH

Bee  
STARCH

**Is the Greatest Starch on Earth.**

Good profit to dealer. Best value to consumer.

---

**HAVE YOU SEEN OUR SPECIAL OFFER IN LAST WEEK'S GROCER?**

If your jobber does not sell Bee Starch let us know his name  
and we will have your order filled.

---

**THE BEE STARCH CO., 10 Lemoine Street, MONTREAL**

## “Puffs of Profit.”

Every puff a man takes of Payne's Cigars strengthens the friendship between him and your store. It pays to sell Payne's Cigars. But that is not all—I can save you money if you'll only give me the chance and let me send you a trial order of a thousand or more.

I can give you better quality (and quality that never varies) for less money than you have ever paid before. This is a pretty bold statement to make but I can back it up if you'll send for that trial order. I'll pay the freight on it. Money back if not satisfied.

J. BRUCE PAYNE, Cigar Mfr.,  
Granby, Que.



A GOOD STAPLE OF  
SUMMER TRADE

## “STERLING” BRAND PICKLES.

Always in large demand in the summer season, for picnics and outing parties. The wise grocer will watch that his shelves are always well stocked.

T. A. Lytle & Co.

124-128 RICHMOND  
STREET W.

Toronto.



DALLEY'S IMPERIAL SHOE

.. AND ..

LEATHER POLISH.

There is nothing that will give such a high polish on box calf, goat, seal, vici kid, dongola and all black and colored leathers. Put up in tan, black and chocolate. Manufactured from pure oils, and will keep the leather soft and pliable.

SOLD BY ALL DEALERS AND  
WHOLESALED BY .....

THE F. F. DALLEY CO.,  
LIMITED

HAMILTON.

## 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



# Our Motto: FORWARD.

WE REPRESENT IN CANADA THE FOLLOWING EUROPEAN  
AND AMERICAN FIRMS:

## THE UNITED ALKALI COMPANY, Limited

(Works at St. Helens, England)—Greenbank Soapmaker and Powdered Lye,  
Chloride of Lime.

## JAMES AINSLIE & CO., Leith, Scotland

Famous Scotch Whiskies, "Glenlion."

## JAMES L. DENMAN & CO., Glasgow and London

"Big Ben" Brand Scotch Whiskey, as supplied to the House of Commons.

## P. HOPPE, Schiedam, Holland

"Night Cap" Gin.

## P. HOPPE, Amsterdam

Liqueurs, Cordials, etc.

## DANDICOLLE & GAUDIN, Limited, Bordeaux, France

Well-known for the superiority of their packing of French delicacies, Wine  
and Liquors.

## DUBONNET FRERES, Paris

Famous "Quinquina Dubonnet," reputed the best French Tonic and Appetizer.

## Gonzalez, Staub & CO., Cognac

Fine Champagne and Brandies, all grades.

## BOULESTIN & CO., Cognac

Fine Champagne and Brandies, all grades.

## J. PRUNIER & CO., Cognac

Fine Champagne and Brandies, all grades.

## J. MARTINAZZI & CO., Torino, Italy

The most delicious of all Italian Vermouths.

## WILLIAMS BROS. & CHARBONNEAU, <sup>DETROIT, MICH.</sup> <sup>U.S.A.</sup>

Celebrated Pickles, Catsup, Jams, Jellies, Prepared Mustard, Horseradish,  
Mince Meat, Boston Baked Beans, "Waldorf" Brand.

# L. CHAPUT, FILS & CIE.,

Wholesale Grocers and  
Tea Importers.

 MONTREAL.

"WHAT IS THE USE"

of groping around in the dark, trying to find out what  
has become of your old-time tea trade? . . . . .

# "SALADA" CEYLON TEA

BLACK OR GREEN

will redeem your position quicker than any other Tea in the World.

Toronto. Montreal. Boston. Buffalo. Pittsburgh. Detroit. Cleveland. Toledo. Philadelphia.



## THE BEST TIME . . . . .

for selling household brushes is right now. The demand is greater than at any other season of the year. If you are not sufficiently stocked with . . . . .

## BOECKH'S BRUSHES

you should place your order at once and see how readily they can be turned into good profitable sales.



80 York  
Street,  
TORONTO

## Soap

"IMPERIAL"  
and  
"SNOW"

TWIN CAKES.

NOW IN STORE.

Perkins, Ince & Co., - Toronto.



TRADE MARK REGISTERED

## HORSE-SHOE SALMON

Is packed ONLY from the finest

Fraser River Sockeye Salmon.

For twenty years the leading  
brand on the Canadian Market.

It pays to buy the best.

For Sale by all Wholesale Grocers  
throughout the Dominion.

## Gillard's Pickle

A delicious combination of the finest **English Pickling Vinegar, Choicest Vegetables and Eastern Spices.** Used the world over where the highest excellence in a pickle is appreciated. Packed 2 doz. in a case.

5-Case lots and over, \$3.20 per doz.  
Less quantity - \$3.30 "

SOLD BY ALL WHOLESALE GROCERS IN CANADA.

## Gillard's Sauce

Is a **first-class Sauce**, possessing plenty of body and imparting a peculiarly appetizing flavor to gravies, soups, etc.

5-Doz. lots and over, \$1.40 per doz.  
Less quantity - \$1.50 "

GILLARD & CO., - The Vintry Works, Walthamstow, London, Eng.  
SOLE MANUFACTURERS.

# 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, May 31, 1900.

### GROCERIES.

**S**UGAR is still the most interesting feature in the local wholesale grocery trade. Shortly after we went to press last week there was an advance of 10c. per 100 lb. in all grades of refined sugars, and, although there has been an advance of 10c. since then in the United States, the quotations in Canada are without further change, although another advance is not improbable. The demand for sugar has improved with the advance in price. Another feature of the market worthy of note is the improved demand for canned vegetables from stock. As far as futures are concerned, however, there is still very little disposition to place orders. Canned meats of Canadian manufacture have again advanced from 5 to 10c. per dozen on the ordinary sizes. Coffees are quiet, with prices somewhat irregular in the outside markets. In teas, the feature is the strength in the price of new Japans, which are cabled dearer. Business in teas is still rather quiet. Currants and Valencia raisins are meeting with a fair demand at firm prices. Stocks of the latter are still light. Prunes are still meeting with a fair demand.

### CANNED GOODS.

More interest is being taken this week in canned vegetables from stock, there having been quite an improved demand on both wholesale and retail account. The orders are not, however, for large quantities, being of a sorting-up nature. One feature in regard to canned vegetables is a slight scarcity in peas in the hands of the wholesale trade. It does not follow, however, that there is an insufficiency to keep the trade going until the new pack arrives on the market. It only means that they are not in the hands of the wholesale trade. As a result, there is no actual change in prices, although quotations are being more firmly adhered to. The ruling price for tomatoes from stock is 85c.; for corn, \$1.10, and for peas, 75 to 80c. As far as futures in canned

vegetables are concerned, the disposition to place orders is by no means increased. It is realized that at present prices there is no inducement for speculative buying, and, of course, there is always a large element of speculation in dealing in futures. There have been some offers of canned tomatoes for future delivery at 2½c. per dozen below association figures, but they have not been attractive enough to induce business. The quotations that wholesalers are giving for future delivery are 85 to 87½c. for tomatoes and 80c. for corn and peas. There are still some houses, however, which will not quote at all. Very little business is being done in canned salmon for future delivery, but a fairly good business is being done in spot goods at 52½ to 55c. for Fraser River sockeye and \$1.35 for northern fish. At the same time, however, most of the shipments of canned salmon now being made are to fill orders which were placed before the recent advance. If, however, orders would be accepted at the

See pages 93 and 94 for  
Toronto, Montreal, St. John,  
and Winnipeg prices current.

old prices a good deal more new business could be done than at present, but, with the prospect for such high prices for the coming season's pack, there is little disposition to accept orders at lower figures. There is a steady sorting-up trade being done in canned fruits of all kinds. Canned meats have been advanced again, and corned beef is now quoted as follows: 1-lb. cans, \$1.60 per dozen; 2-lb., \$2.85 per dozen; 6-lb., \$8.25 per dozen; 14-lb., \$19.50. This an advance of 5c. to \$1 per doz., according to size.

### COFFEES.

The coffee market continues irregular, although at the moment a steadier tone has been given to Brazilian descriptions on account of the reported further outbreak of the bubonic plague in Brazil. Locally, business is quiet and quotations much as before, namely, 9½c. up.

### SUGARS.

A decidedly strong market has developed during the past week or 10 days. The raw market has been steadily advancing, and last week, just after we went to press, the price of refined sugars in Canada was advanced 10c. per 100 lb. in sympathy with a

similar advance in the United States. Although in the United States there has been a still further advance of 10c., the Canadian refiners have not yet followed suit. Although the feeling here is very strong at the advance, the refineries seem to hesitate about again marking up their figures on account of fear of American competition. Since the advance of last week there has been quite an improvement, and a good business is now being done. The price of granulated sugar in Toronto is now \$4.78, while yellows range from \$4.01 upwards.

### SYRUPS AND MOLASSES.

Business is quiet in both syrups and molasses, but the market is strong, particularly in molasses, prices advancing in both the West Indian and New Orleans descriptions.

### SPICES.

Business is beginning to open up in the spice trade although the volume is only so far small. Prices are, as a rule, steady, although a decline of a ½c. per lb. is announced from New York in peppers.

### RICE AND TAPIOCA.

There are no new features to note in either rice or tapioca. Business is steady and the same is to be said of prices. We still quote tapioca at 4¾ to 5c. and rice at 2¾c. up.

### TEAS.

The feature of the tea market is the strong advices received by cable this week from Japan. After the market opened, a few weeks ago, it will be remembered that a slightly easier feeling prevailed. The cables this week, however, state that the market has regained what it lost, again being quoted at about 10 percent. above the figures ruling last year. Quotations are from ½ to 2c. per lb. above those ruling two weeks ago. Local transactions in Japan teas are small. Advices from Japan, however, indicate that there is an active demand there for the finer teas for shipment to the United States. Some fresh shipments of Indian and Ceylon teas are arriving on the local market, and the shippers' representatives report that they are attracting some attention. Teas for price are offering at a little lower figures, but it is principally due to the fact that the quality is depreciative.

### FOREIGN DRIED FRUITS.

**CURRANTS**—The local demand for currants keeps up fairly well at unchanged prices.

Advices to hand, this week, from Patras, under date of May 15, report that the damage to the crop by the peronosporos was not as bad as indicated by the advices of a week earlier. Hancock & Wood, of Patras, under date of May 15, state that the crop is progressing favorably, and, that if all went well during the next three months, an abundant yield was expected. In regard to existing stocks, they stated the market is firm and was likely to remain so as stocks were running short, while the demand was good in all quarters.

**VALENCIA RAISINS**—The demand for Valencia raisins still keeps good, and the supplies received last week from Great Britain are rapidly going out, so that the local stocks are still light and prices firm. For selected layers, 8½c. per lb. is the ruling price. No. 2 grade is still obtainable at 7½ to 7¾c., but stocks are in few hands.

**PRUNES**—The demand for prunes is keeping up fairly well, but the market is, however, without any particularly new features. What little fruit is coming on now is brought from Chicago.

#### GREEN FRUITS.

There is a big trade doing in green fruits. The supply of navel oranges, the favorites on the market here, is about done, and Valencias, which have been arriving this season in better condition than usual, are less plentiful than they have been. Sorrentos are taking the place of these kinds, while Messinas are still in good supply. The lemon market is firm at an advance of 25 to 50c., which makes the price \$3.25 to \$4 per box. The supply of bananas is large, and though the demand is limited by the high prices, there has not yet been any change in quotations. Pineapples are not as plentiful as they have been, but prices keep nominally steady at 10 to 15c. each. Strawberries are arriving from Maryland at the rate of about a car a day. The demand is keen at 13 to 15c. per quart. A few Californian cherries are in fair supply at unchanged figures. Californian tomatoes are scarce, and are quoted at \$5 to \$5.50 per crate. The first Californian peaches are in at \$3 per crate. There is a big movement of cocoanuts at unchanged prices. The supply of apples is about done. The few that are left are being taken out of storage now. The prospects for the apple crop in Ontario, as, in fact, in all the apple-producing districts of America, are that an unusually big crop will be harvested. Growers are looking for a big crop of all native fruits, with the possible exception of plums. Canadian strawberries are expected after the middle of June, and will be plentiful by July 1.

#### COUNTRY PRODUCE.

**EGGS**—Deliveries are liberal and picklers are trying to force down prices, but do not seem able to affect any reduction. The prospects seem to be that more eggs than usual will be pickled for export this season. Dealers are paying 10½ to 11c. outside. There is a good jobbing demand at 12½c., with as high as 13c. being paid occasionally for single cases.

**POTATOES**—There are lots offering, and prices for carlots are easy at 36 to 37c. per bag, f.o.b., track, Toronto. There is a good movement out of store at 45 to 50c.

**BEANS**—There is not much doing. Prices are steady at \$1.70 to \$1.75 for hand-picked and \$1.50 to \$1.60 for mixed.

**DRIED AND EVAPORATED APPLES**—There is practically nothing doing. Stocks are light. Prices are nominally unchanged at 6½ to 7c. per lb., in a jobbing way for evaporated, and 5½ to 6c. for dried.

**MAPLE PRODUCT**—The market has quieted down, but prices keep steady. Wine gallon tins are still quoted at 90c. to 95c.; imperial gallon tins, \$1.15 to \$1.20, and bulk quantities, \$1.10 per imperial gallon. Maple sugar is firm at 11c.

**HONEY**—There is little doing. Prices are unchanged at 8½ to 9c. for strained clover, and 5 to 6c. for buckwheat. Clover comb is easy at \$1.50 to \$2.25.

**VEGETABLES**—New potatoes are arriving from the South at \$5 to \$6 per bbl. There will be lots of old potatoes till this season's Canadian crop is coming in. The supply of all small stuff is now abundant. We quote as follows: Rhubarb, 30 to 40c. per doz. bunches; green onions, 5 to 10c. per doz.; green mint, 20 to 25c. per doz. bunches; spinach, 40 to 50c. per bushel; asparagus, 60 to 75c. per doz. bunches; parsley, 15 to 20c.; radishes, 15 to 25c. per doz. bunches; lettuce, 20 to 30c. per doz.; new Canadian cabbage, \$1 to \$1.50 per doz.; imported, \$3 to \$3.25 per crate; imported cucumbers, \$4 to \$4.25 per crate; imported butter beans, \$3 to \$3.50 per basket; imported potatoes, \$5 to \$6 per bbl.; turnips, 40 to 50c. per bag; carrots, 40 to 50c. per bag; parsnips, 50 to 75c. per bag; onions, \$1 to \$1.25 per bag; Bermuda onions, \$2 a case; Egyptian onions, \$2.75 to \$3 per sack.

#### BUTTER AND CHEESE.

**BUTTER**—As grass butter is just starting to come in, it is too early to make a prediction regarding the output. Prices are higher than usual at this time, a fact due to speculative buying, which is an outcome of the great export business done last year. Prices are the same as last week. We quote: Dairy, large rolls 12 to 13c.; prints, 13 to 13½c.; tubs, 13c.; creamery, prints, 18 to 19c.; boxes, 17 to 18c.

**CHEESE**—The market is slowly coming down to a better basis for buyers. Sales have been made at country boards this week at 9¼ to 9½c., which means 10 to 10½c. in a local jobbing way. A big make is anticipated.

#### FISH AND OYSTERS.

The first sea salmon of the season arrived this week. Whitefish is scarce, and ½ to 1c. higher. Trout is plentiful. We quote: Trout, 7c.; whitefish, 7½ to 8c.; perch, 3c.; blue pike, 3c.; grass pike, 4½c.; yellow pickerel, 7c.; herrings, 4c.; steak cod, 6c.; haddock, 5c.; white halibut, 10c.; fresh salmon, 12c.; sea salmon, 20c.; red snappers, 11c.; Spanish mackerel, 11c., haddie, 6 to 8c. per lb.; ciscoes, per 100, \$1; Cromarty bloaters, \$2; salt herrings, splits, \$2.75 to \$3 per half-bbl.; boneless fish, 4½ to 5c.; quail-on-toast, 4½ to 5c.; pure cod, 5½c.; shredded cod, \$1.80 per box.

#### GRAIN, FLOUR, BREAKFAST FOODS

**GRAIN**—There is not much doing in Ontario wheat. There is an export demand for it, and the local trade is well supplied. Local shippers are busy handling Manitoba wheat for export, which is 1c. lower than a week ago, the quotation now being 77c. Toronto and 78c. grinding in transit. The local street market is dull. No peas or rye are offering. The following prices are being paid: Wheat, white and red, 68 to 69c.; goose, 70 to 71c.; peas, 60 to 63c.; oats, 33c.; barley, 44 to 45c.

**FLOUR**—Manitoba patent flour is 10c. lower, otherwise there is no change. The demand is fair. We quote as follows: Manitoba patents, \$3.90; Manitoba strong bakers', \$3.55; Ontario patents, \$3.55 to \$3.65; straight roller, \$3.35, Toronto freights.

**BREAKFAST FOODS**—There is a good domestic trade doing. The export demand is better than usual at this season. Oatmeal and rolled oats are 10c. higher. We quote: Standard oatmeal and rolled oats, \$3.60 in bags and \$3.70 in bbls.; rolled wheat, \$2.50 in 100-lb. bbls.; cornmeal, \$3; split peas, \$4; pot barley, \$4.

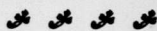
#### HIDES, SKINS AND WOOL.

**HIDES**—There is a fair movement at easy prices. We quote: Cowhides, No. 1, 8¼c.; No. 2, 7¼c.; No. 3, 6¼c. Steer hides are worth ½c. more. Cured hides are quoted at 9c.

**SKINS**—There is a good business doing. Prices keep steady. We quote: No. 1 veal, 8-lb. and up, 10c. per lb.; No. 2, 9c.; dekins, from 40 to 60c.; culls, 20 to 25c. Sheep are selling at \$1.25 to \$1.40; spring and lambskins, 15 to 20c. each.

**WOOL**—The market continues dull. We quote combing fleece 15 to 16c. per lb., and unwashed at 10c.

# SMOKING TOBACCO

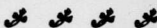


POPULARITY is the proof of merit, and no brand of tobacco has ever achieved popularity so quickly as

## EMPIRE

.. IN ..

5, 10, AND 15 CENT 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**

Granby, Que.

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

### Toronto Salt Works TORONTO, ONT.

Write us for SALT of any kind. Also SALTPETRE, car lots or less.

### STORAGE

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

#### E. NICHOLSON

Wholesale Commission Merchant and Broker.

115 Bannatyne Street East, Winnipeg, Man.

### BUTTER

DAIRY AND CREAMERY.

We are open to buy carlots or less.

Correspondence Solicited.

#### The Wm. Ryan Co., Limited.

70 and 72 Front St. E., Toronto.

WE WANT

### TUB BUTTER

We can pay good prices. Quotations given by letter or wire

#### T. H. SMITH & CO.

70 Colborne St.  
TORONTO.

References, Imperial Bank, Yonge Street, or Mercantile Agencies.

### LEMONS LEMONS

NOW is the time to purchase your summer supply.

Stocks Just Arriving

Write for Prices.

Note - We are giving special bargains in Evaporated Apples, Peaches and Apricots.

#### CLEMES BROS.,

51 Front East, TORONTO.

GOLDEN CROWN LOBSTER, flats and tails  
GOLDEN KEY LOBSTER, flats only.  
GOLDEN CROWN CANNED CLAMS, 1-lb. talls  
GOLDEN DIAMOND BLUE BERRIES, 2's size.  
W. S. Loggie Company,  
CHATHAM, N.B. Limited

#### E. T. STURDEE

Mercantile Broker,  
Manufacturers' Agent,

ST. JOHN, N.B. Etc., Etc  
Wholesale trade only.

### SMOKED MEATS PURE LARD

Our "MAPLE LEAF" brand is unexcelled.

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

#### D. GUNN, BROTHERS & CO.

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

#### Rutherford, Marshall & Co.

68 Front Street East, Toronto

Exporters of

### BUTTER...

Cheese, Eggs, Honey,  
Dried and Green Apples.

Correspondence solicited both in Europe and Canada. References - Mercantile agencies or Canadian Bank of Commerce, Toronto.

### FLEISCHMANN'S VEGETABLE COMPRESSED YEAST HAS NO EQUAL.

### Grass Butter

Straight, Sweet, Yellow Butter  
Wanted,

in small and large-size tubs. If any to offer, address

#### JOHN J. FEE

62 Front St. East

Phone 8129. TORONTO.

#### The DAWSON Commission Co., Limited

FRUIT, PRODUCE AND  
COMMISSION MERCHANTS.

Cor. Market and Colborne Streets, TORONTO



# HICORY

OFFEE  
ORKS

100 Casks, Best Imported

"Remember the Corks."

**S. H. EWING & SONS, Montreal**  
**96 KING STREET.**

#### SEEDS.

There is a fair demand for millet, Hungarian and fodder corn, but clover and alsike trade is practically over. We quote: \$5 to \$5.75 for red clover, and \$4.80 to \$7.50 for alsike. Timothy is firm at \$1.50 to \$2 per bushel of 48 lb. Common millet and Hungarian keep steady at 75 to 90c., while German or golden millet is firm at \$1.15 to \$1.25 per bushel of 48 lb.

#### MARKET NOTES.

Cheese is 10 to 10½c. per lb., a decline of ½c.

Manitoba patents flour is 10c. lower, or \$3.90 per bbl.

Canned corned beef is quoted 5c. to \$1 per doz. higher.

Japan teas, of new season's growth, are firmer in the primary market.

Sugar is 10c. per 100 lb. dearer than it was when we last went to press.

Messina lemons are 25 to 50c. per box higher, the quotation now being \$3.25 to \$4.

Standard oatmeal and rolled oats are \$3.60 in bags and \$3.70 in bbls., a rise of 10c.

Whitefish are 7½ to 8c., an advance of ½ to 1c. per lb. Sea salmon are in at 20c. per lb.

#### QUEBEC MARKETS.

MONTREAL, May 31, 1900.

#### GROCERIES.

THE sugar market, and the movement of the price of this important staple has again dominated the grocery market during the week. The advance noted last week has been supplemented by another rise of 10c. per 100 lb. for all refined stock, and at New York on Monday refiners marked up prices another 10c. Accordingly, a further rise in the Canadian price is by no means improbable if the demand continues as active as it is, and the strength on outside markets is retained. The expectation of a reaction in the molasses market noted last week has been fulfilled, a decline of 1c. to 17c. first cost was cabled from the Islands on Tuesday. There has been no change in spot prices, however. No further contracts of importance are noted in canned salmon, but the strong position is firmly maintained. The same temper is also manifested in other lines of canned goods. Other branches of the grocery market furnish nothing very striking.

#### SUGAR.

The sugar market since last report has advanced 10c. per 100 lb. on all descriptions, which is equivalent to a net gain of 5c. on the original basis which prevailed

previous to the fluctuation noted in last issue. In New York, also, on Tuesday, refiners worked up prices 10c. per 100 lb., and, while this change has not yet been reflected here up to this writing, it is not improbable that it may be if demand at the refineries is maintained in its present volume, the current movement being large both in granulated and yellows. The basis now is \$4.60 for granulated and \$3.85 to \$4.50 for yellows, as to grade at the factory. Cables from London on raw continue very firm in tone, with beet ¾d. higher for next month at 10s. 9d., and this month was unchanged, at 10s. 8¾d. Cane was quiet, with but little demand, and Java was quoted at 12s. 10½d. and fair refining at 11s. 9d.

#### MOLASSES.

About four cargoes of Barbadoes have been sold for Montreal and two for Quebec account, which represents the business so far done in new crop stock. Buyers are still holding off as they consider the price too high, and cables this week noting a decline of 1 to 17c. first cost at the Islands, bear them out in their attitude. On spot, as already specially noted in THE CANADIAN GROCER, the jobbing price for new crop stock has been fixed at 38c. in carlots, and 39c. in single puncheons, and so far the news of the decline at the Islands has not affected these figures.

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

# 5c. Per Dozen <sup>Extra For</sup> Aylmer Goods

*is not much to pay, considering the superior quality and uniform excellence of the "CANADA FIRST" Brand.*

We are booking orders for Fall delivery—not many left. Don't delay ordering, if you want the best. We have cheaper goods, but not as good in quality.

First-class quality in Canned Goods means a large trade to dealers—ordinary quality is treated with indifference by consumers

**BUY THE BEST AND DO THE LARGEST TRADE.**

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

## GRAND MOGUL TEA

Is not sold by pedlars, but grocers. Nice profit, good satisfaction and the best tea in Canada. If you don't handle it you are robbing yourself of a real pleasure and trade-winner. If you visit the Paris Exposition, be sure and see our exhibit.

**T. B. ESCOTT & CO., London, Ont., Canada.**

# 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.

## SYRUPS.

There is little to report in relation to these, prices remaining unchanged at  $1\frac{1}{2}$  to 2c. per lb. as to quality at the factory.

## CANNED GOODS.

There has been nothing very special to report in relation to this market. Salmon are firm, and since the large contracts noted last week nothing very important has transpired in the way of business from first to second hands. Staple lines of canned vegetables are firmly held as a rule, especially tomatoes, which are strong at the rise. The same disposition is also manifested by corn, peas and other lines.

## RICE.

There is the usual trade doing in rice, and the base price is unaltered at \$3.30 to \$3.40 for Standard B.

## SPICES.

There is a fair volume of jobbing trade in these. We quote as follows: Nutmegs, 35 to 60c. per lb., as to size; mace, 45 to 50c. per lb., as to quality, and pimento, 9c.

## COFFEES.

This market is quiet. Some small lots of Maracaibo bean in the bag have sold at  $11\frac{1}{2}$  to 12c., and Cucuta at 11c. for 25 to 30 bag lots. Rio and Santos in the same way have also changed hands at 8 to 10c., as to grade.

## TEAS.

The predictions in regard to short supplies of Japan tea are not apt to be verified if recent intelligence is reliable, for it is contended that stocks are larger than people anticipated. This fact goes a long way towards explaining the low prices at which sales of Japan have been made recently, as low as  $10\frac{1}{2}$ c. having been accepted. There has not been much doing in green teas, low-priced Japan attracting all the demand. Pea leaf have sold at  $14\frac{1}{2}$  to  $16\frac{1}{2}$ c. In blacks, the sale of a few lots of Ceylons at 15 to 18c. was the only business noted.

## GREEN FRUITS.

The green fruit market has been a brisk one during the past week. Apples show no change, but good stock is very scarce and firm at \$4 to \$5 per bbl. Oranges are very firmly held and in good request. Messinas are commanding \$3 to \$3.50 per box, Sorrentos, \$3.25 to \$3.75; bloods, \$2.75 to \$3 per half-box; Californian navels, \$3.25 to \$4 per box; Jamaicas, \$6 to \$6.50 per bbl. Lemons remain as last quoted, namely, \$2.75 to \$3.25 per box. Grape fruit is in limited supply, but under a light demand sales are made at \$5 per box. Tomatoes are arriving freely and prices have a downward tendency, selling this week at \$3 to \$3.25 per crate, showing a

drop of 25 to 50c. per crate. There is very little call for sweet potatoes, but there are some on the market which command \$4.50 per bbl. Canadian asparagus is selling freely at \$1.15 to \$1.25 per basket. Strawberries brought slightly better figures this week, selling at auction from 10 to 15c. per quart box, as to quality. Pineapples have been plentiful, but, under a good consumptive demand, prices have kept up well, selling at from 10 to 20c., as to size. Spanish onions are quoted at 75 to 85c. per crate. Golden dates are selling at  $4\frac{1}{2}$ c. per lb. Malaga figs in matting command  $4\frac{1}{2}$ c. per lb., and in boxes they are selling at 11 to 14c. per lb., as to grade.

## COUNTRY PRODUCE.

EGGS—The tone of the market was steady under a good demand for small lots, and sales of choice were made at  $11\frac{1}{2}$  to 13c., and culls at  $9\frac{1}{2}$  to 10c. per dozen.

MAPLE PRODUCT—Business in maple product was slow and values show no change. Maple spruce, 85c. per large tin; 75c. per wine gallon tins, and at  $6\frac{1}{2}$  to  $7\frac{1}{2}$ c. per lb. in wood. Pure sugar,  $9\frac{1}{2}$  to 10c.

HONEY—The demand for honey is limited and the market is dull. White clover in comb is quoted at 14 to 15c.; white extracted in large tins, 9 to  $9\frac{1}{2}$ c.; and in small tins, at 10 to  $10\frac{1}{2}$ c., and buckwheat extracted at 8 to 9c.

BEANS—The market for beans is quiet and easy. We quote: Canadian hand-picked at \$1.70 to \$1.75, and primes at \$1.60 to \$1.65.

POTATOES—A fair jobbing trade continues to be done in potatoes. Carlots on track, 30 to 35c. per bag, and small quantities at 5c. per bag advance, according to the size of lot.

ASHES—Ashes rule quiet and easy, but prices show no change. We quote: First pots, \$4.55; second, \$4.20, and first pearls, \$5.25 per 100 lb.

## PROVISIONS.

There has been little change in the situation of the market. The demand for smoked meats and lard is still good, but pork moves slowly. We quote: Heavy Canadian short cut mess pork, \$18; short cut back pork, \$17; selected heavy short cut mess pork, boneless special quality, \$19, and heavy mess pork, long cut, \$17; pure Canadian lard, 9 to 10c. per lb., and compound refined,  $7\frac{3}{4}$  to  $8\frac{3}{4}$ c. per lb. Hams, 11 to 13c., and bacon, 10 to 12c. per lb.

## CHEESE AND BUTTER.

CHEESE—The market, while it manifests a tendency to sag off under the advance in the season, still preserves a fairly steady feeling. The cost of most of the current receipts this week is around  $9\frac{1}{2}$ c., and, accordingly, holders are reluctant sellers at

the lower prices which are being bid. Buyers were offering  $9\frac{3}{8}$ c. for finest Western to day, and claimed to have orders at the price, but sellers wanted  $9\frac{3}{4}$ c. For Eastern stock, ideas ranged from  $9\frac{3}{8}$  to  $9\frac{1}{2}$ c. At the wharf, 3,500 boxes sold at  $9\frac{1}{4}$  to  $9\frac{3}{8}$ c., and at St. Hyacinthe, Saturday, 4,000 at the same range. These figures show a decline of  $\frac{1}{8}$ c. on the level of a week ago. The Liverpool cable came to 6d. lower at 52s.

BUTTER—The firm feeling already noted is firmly maintained, and exporters are in the market at 18c., and considerable trading was going on at this range to-day. Mail advices from England confirm the intelligence by cable to the effect that supplies are short at many of the leading British centres.

## FLOUR AND GRAIN.

FLOUR—There continues to be a steady inquiry from foreign buyers for Manitoba grades of flour, but, owing to the high rates of ocean freight asked, business in this direction is checked to some extent. A fair jobbing trade was done on local and country account at about steady prices. We quote:

## CONDENSED OR "WANT" ADVERTISEMENTS.

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

## PARTNER WANTED.

WANTED—FIRST-CLASS MAN WITH \$15,000 to purchase half interest and take management of a profitable and growing business in Winnipeg. Present manager wishes to retire. Address, "G. H., P. O. Box 492, Winnipeg, Man." (23)

## CALIFORNIA ORANGES

Messina Lemons, Fruits and Nuts of all kinds. An excellent assortment of only the best grades always on hand and we can supply you at lowest market prices.

Bananas. The fruit is arriving in first class condition. Port Limon stock is exceptionally fine.

Fruit Auction Sales. These auction sales are held every Wednesday and we will be pleased to give you any information required.

## McWILLIAM &amp; EVERIST

Wholesale Commission Merchants.  
25 and 27 Church St., TORONTO, Can.  
Telephone 645.

## WESTERN ASSURANCE COMPANY

## Fire and Marine

Capital, subscribed	\$2,000,000.00
Capital - - -	1,000,000.00
Assets, over - -	2,840,000.00
Annual Income -	2,290,000.00

Head Office: TORONTO, ONT.

Hon. Geo. A. Cox, President. J. J. Kenny, Vice-President.  
C. C. Foster, Secretary.



## Specialties Our Specialty.

*We are always open to handle British and Foreign productions in our line, suitable for the Canadian market.*

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

Wholesale, Importing and  
Manufacturing Grocers.

▶ **TORONTO, CANADA.**

Winter patents, \$3.40 to \$3.65; straight rollers, \$3.20 to \$3.45; in bags, \$1.55 to \$1.60; Manitoba patents, \$3.75 to \$4, and strong bakers', \$3.40 to \$3.70.

GRAIN—There was no important change in the situation of the local grain market. Private cables from all foreign points were discouraging, and shippers stated that it was almost impossible to do business at the bids made; in consequence, there was no improvement in the demand on spot, and trade continues dull with prices easy. A few round lots of peas were purchased to arrive at a price equal to 67c. afloat here, which figure shows a further decline of ½c. per bushel. Oats were dull, and 31c. is the outside figure shippers would pay, if they required any. There is no demand for Ontario spring wheat, and values are nominal. We quote prices afloat as follows: Ontario spring wheat, 70 to 70½c.; peas, 67½ to 68c.; rye, 61½ to 62c.; buckwheat, 57½c.; No. 1 barley, 50c.; No. 2 do, 48½c.; oats, 31 to 31½c.

FEED—A decidedly weak feeling has developed in the market for feed, and prices have declined sharply owing to increased offerings and the falling off in the demand. Consequently, the market is much quieter than it has been of late. We quote: Manitoba bran, in bags, \$15 to \$15.50; shorts, \$16 to \$16.50; mouille, \$18 to \$23; Ontario bran in bulk, \$16.50, and shorts, \$18 per ton.

OATMEAL—The market for rolled oats continues quiet and steady at \$3.30 per barrel, and at \$1.60 per bag.

BALED HAY—The feeling in the market for low grades of baled hay is weak, and prices for such have declined 50c. per ton, owing to increased offerings at country points and a limited demand here for the same. For choice grades the demand continues good, and, as the supply is just about equal to requirements, prices are maintained. We quote: No. 1, \$9.50 to \$10; No. 2, \$7.50 to \$8.50, and clover, \$6 to \$7 per ton, in carload lots.

#### MONTREAL NOTES.

Butter has stiffened ¼ to ½c. per lb., and is active at the rise.

There has been a decline of ½c. per lb. in cheese on a week ago.

It is asserted that 3c. under cost has been accepted recently for round lots of low-grade Japan teas.

Molasses at the Islands has declined 1c. per gallon for the first cost basis, which is now 17c.

The price of refined sugar has been marked up 10c. all around on the basis noted last week.

#### NEW BRUNSWICK MARKETS.

OFFICE OF THE CANADIAN GROCER.

St. John, N.B., May 30, 1900.

THE week has shown an active business. The weather shows a great improvement. The holiday was not only the first fine day for some time, but by far the finest day of the spring. Markets show little change. Dealers now in buying goods are getting into bad habits for which the sellers are largely to blame. Buyers are not now satisfied to buy at the bottom figures, but want prices guaranteed for months ahead. It was thought quite an inducement to sell at stated prices, particularly when these were low, for forward shipment, but now you are asked to guarantee price against decline till time of shipment, and even for months after, and the trouble is there are sellers who will do it. This is done in not only one line, but many. You are even asked to guarantee against competitors' prices. It is time, manufacturers and shippers at first hand called a halt and considered where this method of business is leading.

OIL—There is steady business. Burning oil shows no change in price for some weeks. Volume of business continues good. There is but one company, it might be said, from whom to buy, and they largely supply the retail trade. This is the busy time in

lubricating oils, orders taken early are now being shipped out. Prices are firm. In wax, there is a rather easier tendency, though price is still high. Very little cod oil is being received.

SALT—In Liverpool coarse, the cargo referred to last week is to hand, and found ready sale to the local wholesale trade. It will be some time before a further supply is received, though some is afloat for here. There is a steady sale at even figures. In factory-filled, local consumption is falling off. The price is, perhaps, all that keeps it in the market. In Canadian, there is now good stocks, an ample supply of cheese salt being received during the week. 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, \$2.50 per bbl.; 5-lb. bags, \$3 to \$3.25 per bbl.; 10-lb. bags, \$2.85 to \$3 per bbl.; 20-lb. wood boxes, 20 to 22c. each; 10-lb. wood boxes, 12 to 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—There is a good steady sale in spot goods at full figures. In vegetables, there seems fair stocks. In fruits, gallon apples are moving freely. Strawberries are scarce and tend higher in price. Some American have been offered, but, as a rule, quality has been poor. New pineapples are now due. Price will be rather lower. Grated has the demand. Singapore chunks and wholes have the demand where fine stock is required. Peaches are firm. In salmon, it is said packers lost money on coho fish last fall, and will pack lightly of this quality unless better prices rule. All lines will be higher. Spot stocks are not large. We trust this year dealers will make quality, not price, the standard. Unless this is done sales will be affected. Lobsters are very high and are chiefly sold for export. Domestic sardines are good sellers at full figures.

GREEN FRUITS—Dealers are active, the

number of lines increasing with the season. Bananas are the feature of the trade. General tone of the market is firm. Messina oranges are freely moved, though some Valencias are still on the market. Prices show little or no change. At this season the quality makes a wide range in price. Lemons move off freely at present figures. There are no Californian oranges seen except in a retail way. In prunes, prices are low, but this is a poor market. Strawberries are somewhat easier, and are more freely sold, but it is not till the native berries come in that a large business is done. Rhubarb is becoming very plentiful, and has quickly dropped off in price. While a few apples move they are no longer a feature in the trade.

**DRIED FRUITS**—With the advancing season, trade continues to fall off. Prunes are still sold, but there is no life to the trade. Even prices show no life, but are easy. Raisins are quite firm and in light supply, but are not wanted. Seeded have some sale. There is a fair stock. These should show a profit, as they could not be replaced, but are being sold out at old figures. Currants seem to have quite a steady sale. The market is still largely supplied with goods cleaned in New York, both in bulk and cartons. Dates and figs are dull. In evaporated apples, prices are easy, and little in demand. Onions are quite plentiful again, and move freely at even figures. Bermudas are entirely out of the market, but good receipts are expected before this will be in print. Nuts are a fair movement at full figures, though peanuts are low.

**PRODUCE**—Eggs are quite low and move but slowly. There are few receipts. Butter tends easier. Quality seems above the average. Cheese are still being received from Ontario, but are now more freely offered from local factories. Price is well maintained at the high figures, although the tendency is toward lower prices.

**SUGAR**—Values are higher. Rather more Montreal sugar is seen. It is well-liked, and, we regret to say, would, at least in very many cases, have the preference at even price over the local goods. European and American granulated, and some English yellow still held here, but little is now being bought. Fair stocks are held here, and quite active sale is reported.

**MOLASSES**—There are quite free receipts, particularly in Porto Rico, though in Barbadoes the quantity landed during the week is quite large. A considerable quantity of the latter was shipped through to the West. Prices hold quite firm, though there is some difference of opinion regarding the future. It would look as if there would be quite ample stock here. In New Orleans there is still some considerable quantity arriving,

showing a range in price and quality, besides which some mixed American goods are offered.

**FISH**—The busy season in fresh fish is here. There was a large catch of shad of nice quality received this week. In gaspereaux the catch was the largest of the season. Catch is, however, much below the average. Salmon are also being received. Local catch is still light, but in the north of the Province the catch is quite large, and shipments are going forward to the American market. Dry fish is quiet, and in pickled there is no movement. Smoked herring is firm, but business is light. We quote as follows: Large and medium dry cod, \$3.50 to \$3.75; small, \$2.25 to \$2.50; pickled shad, \$4.50 to \$5, as to quality; haddies, 4½ to 5c. per lb.; smoked herring, 8 to 9c.; fresh haddock and cod, 2½c.; boneless fish, 4 to 5c.; pollock, \$2.25 to \$2.35 per 100; pickled herring, \$2.20 to \$2.25 per half bbl.; bloaters, 70c.; kippers, \$1; Shelburne, \$4.50 to \$5; halibut, 7 to 8c.; gaspereaux, 70 to 75c.; shad, \$8 per 100; salmon, 20 to 23c.

**PROVISIONS**—In barrelled pork and beef the sale is quiet. In beef, if there is any change, market is rather easier. Smoked meats hold their price, and there is a fair business. Lard is in fair demand, but the market seems easier.

**FLOUR, FEED AND MEAL**—In flour, values are still low. There is quite a steady movement. The range in prices between Manitobas and Ontario is more than usual. Oatmeal is steady. Oats are quite firm. Cornmeal is firm at the lower figures of last week. There is a large business. Barley shows a range in price, as do split peas. Blue peas are high. Beans are quiet and, perhaps, easier. In seed, the sale is about over, at least in a large way. We quote as follows: Manitoba flour, \$4.50 to \$4.70; best Ontario, \$3.70 to \$3.80; medium, \$3.40 to \$3.55; oatmeal, \$3.70 to \$3.80; cornmeal, \$2.15 to \$2.20; middlings, \$21 to \$22; oats, 38 to 40c.; hand-picked beans, \$1.75 to \$1.85; prime, \$1.60 to \$1.70; yellow-eye beans, \$2.25 to \$2.45; split peas, \$4.00 to \$4.25; round, \$3.25 to \$3.40; pot barley, \$3.85 to \$4.00; hay, \$9 to \$9.50; timothy seed, American, \$1.50 to \$1.85; Canadian do., \$1.75 to \$2.40; clover seed, 9½ to 10c½.; alsike, 10½ to 12c.; mammoth, 11½ to 12½c.

#### ST. JOHN NOTES.

Northrup & Co. have received a shipment of Paterson's Worcester sauce.

Baird & Peters, more than any city wholesale grocers, have their lines packed under their own label. They are very careful to select only the best goods as it is the

quality they are depending on to give "Reindeer" brand the demand. They have just added "Reindeer" marmalade to the list.

Dearborn & Co. now have a full stock of Singapore pineapple on hand in different style of packing.

John Sealy is in daily receipt of local caught salmon. These are considered a much finer fish than those caught on the north shore of our Province.

#### AYLMER CANNING CO., LIMITED.

THE attention of our readers is directed to the attractive advertisement of the Aylmer Canning Co., Limited, which appears in another part of this issue.

Over a quarter of a century ago the Aylmer Canning Co. was founded by Mr. David Marshall, who has since been associated with it, and, under his able and expert supervision as managing-director, it has grown from a small beginning to its present large proportions, standing to-day pre-eminent in the canning industry of Canada.

Situated in the midst of the most promising and fertile district in Canada, the factories of this company pack a great variety of fruits and vegetables in large quantities, and, with the management's wide experience and up-to-date methods, the field of operations of the Aylmer Canning Co. has been extended far beyond the limits of Canada, and in Great Britain they have old and well-established connections, which are ably looked after by enterprising agents.

THE CANADIAN GROCER bespeaks for the Aylmer Canning Co. many years of continued prosperity and more extended connections for the sale of their celebrated pack of canned goods.

#### KENTVILLE, N.S., AS AN EXPORTER.

Kentville, Nova Scotia, has had quite an export trade of late. The Cornwallis Valley Packing Co. have exported large quantities of ham, bacon and canned goods to England, and South Africa.

The Kentville Vegetable Evaporating Co. have also supplied a large lot of their goods for the use of the British army and navy, and these goods have given great satisfaction.

Although not a food product, The Nova Scotia Carriage Co. have exported some of their work to London, Eng. and received great praise for the superiority of their goods.

Large quantities of apples have gone forward to the English market, and potatoes to the West Indies and Cuba.

A Churchill, Ont., correspondent writes that J. C. Mossington, general merchant, Churchill, has sold out to Mr. Moore.

The Following Brands  
Manufactured by  
**The American Tobacco Co.**  
OF CANADA, Limited.  
Are sold by all the Leading Wholesale Houses  
**CUT TOBACCO**  
OLD OHUM.  
SEAL OF NORTH CAROLINA  
OLD GOLD  
**CIGARETTES**  
RICHMOND STRAIGHT OUT.  
SWEET CAPORAL.  
**ATHLETE, DERBY**

**HORSE HAIR.**

Have you any? We buy it.

**GEO. ROSSITER & SONS**  
10-14 Page Avenue TORONTO

**ENGLISH AND CANADIAN MANUFACTURERS**  
desiring to place their goods on the Market  
of Western Canada, should communicate  
with  
**STEELE & TOMS,**  
Wholesale Commission Merchants and Brokers,  
**WINNIPEG, MAN.**

**THE RUBLEE FRUIT CO.**  
LIMITED.

IMPORTERS OF FOREIGN AND DOMESTIC  
GREEN AND DRIED FRUITS, NUTS, Etc.  
151 Bannatyne St., 12th St.,  
WINNIPEG, MAN. BRANDON, MAN.

**Clark's Sliced Smoked Beef**

is splendidly packed--it's the very best to be  
had. It has a large following and is making  
many new friends.

**We want you to be one of them.**

**CANADA'S CANNED FISH**

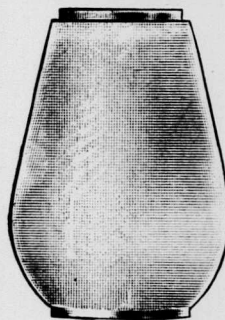
Sardines, all grades  
Oval Kippered Herring  
Oval Kippered Haddles  
Scallops  
Clams  
Clam Chowder

Every Tin Guaranteed

Order from your wholesale grocer.

**JOHN SEALY, St. John, N. B.**

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.

BERRY SETS  
LEMONADE SETS  
WATER SETS

BERRY BOWLS  
ICE CREAM NAPPIES

SODA WATER TUMBLERS  
MINERAL WATER TUMBLERS  
BEER MUGS  
LAGER TUMBLERS

In fact everything in the glass line that suggests  
coolness. Write for prices.

**Gowans, Kent  
& Co.**

**TORONTO and  
WINNIPEG...**

PERFECTION IN

**CONDENSED**

**MINCE MEAT**



IS ATTAINED BY—

**J. H. WETHEY,**

Sole Manufacturer

**ST. CATHARINES, ONT.**

# HANDY REFERENCE INDEX.

A list of articles advertised in this Export Edition of The Canadian Grocer alphabetically arranged for the convenience of those who preserve it for reference. On the page or pages indicated, opposite the name of any given article, may be found the names of Manufacturers and Exporters of this commodity whose announcements appear in this issue.

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# WILSON & MAHAFFY

Flour Shippers

BOARD OF TRADE

**TORONTO and MONTREAL.**

Desire correspondence with a view to c.i.f. business in ONTARIO WINTER and MANITOBA SPRING WHEAT FLOURS.

Cable Address, "Mahaffy," Toronto. Riverside Code, 1890 Edition.

# H. W. WENTZELL & CO.

Tea Importers

Wholesale Grocers                      Tobacconists  
Commission Merchants              Fish, etc., etc.

"3 STAR" BLEND TEA  
Best value in Canada. 21c. wholesale. Cash orders filled from all parts of Canada.

"Nova Scotia's Cheapest Cash Store."

**HALIFAX — NOVA SCOTIA.**

# Canned Fish

UNDER "UNITY" BRAND

INCLUDE

Kippered Herrings and Haddies (in ovals),  
Herrings in Tomato Sauce (in ovals),  
Finnan Haddies (in round and ovals).

Packed and guaranteed by **D. E. LOOMER,**

WHOLESALE AND EXPORTER OF FISH,

FACTORY AT TIVERTON, N.S.              **ST. JOHN, N. B.**

# Lewis Anderson & Co.

WEST INDIA AND GENERAL  
..MERCHANTS..

Exporters of Dry and Pickled Salt Water Fish Stuffs.  
Also Importers of Molasses.

Correspondence solicited on F.O.B. here or C.I.F. Business.

LUNENBURG, NOVA SCOTIA, DOMINION OF CANADA.

# The JOHN L. CASSIDY CO., Limited

Established 1801.

Montreal.

Haviland China Limoges, in two new patterns. Something new and attractive.

Gold-Decorated Glass Table Ware

in Ivory, Green, Opal, Turquoise and Crystal.

**A NEW FEATURE IN ICE WATER BOTTLES AND DECANTERS.**



Silver-Plated Mountings, in two pieces. These bottles and decanters are made to receive a large piece of ice and are very easily cleaned—are made in pressed glass, elegantly cut, with Sterling Silver Mountings. If desired, a separate ice chamber can be secured also; this chamber prevents the ice coming in contact with the liquid.

Our Travellers will wait on you shortly with a Complete Line of Samples.

MAIL ORDERS PROMPTLY AND CAREFULLY ATTENDED TO.

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**“RODERICK DHU”**

SCOTCH WHISKEY.

**“BYRRH”**

APPETIZING AND TONIC WINE.

BOUTELLEAU & CO., FINE BRANDIES.

**CORBY CANADIAN WHISKIES.**

TALBOT FRERES  
FRENCH CANNED GOODS AND TABLE LUXURIES.

**G. W. DUNBAR'S SONS**

LOUISIANA SPECIALTIES IN PRESERVED GOODS.

H. J. HEINZ CO.  
PICKLES, CONDIMENTS AND TABLE DELICACIES.



**Hudon, Hebert & Cie., Montreal**

AGENTS.

# TEAS, COFFEES AND SPICES

I make a specialty of high-class goods. I sell Pure Coffees and Pure Spices only. My registered brands will show you the best values in the market.



## Condor Japan Tea

Some of the fanciest leaf and  
 choicest liquor of this brand  
 will arrive in a few days.

## COFFEE PRICE LIST.

Pure Ceylon .....	15c.
No. 1 Maracaibo .....	16½c.
Choice Maracaibo .....	18½c.
No. 1 Santos .....	16½c.
Choice Santos .....	18½c.
Malebeny Java .....	25c.
Private Plantation .....	27½c.
Finest Java .....	27½c.
Old Gov. Java .....	31c.
Old Gov. Java and Mocha .....	30c.
Arabian Mocha .....	27½c.
Selected Mocha .....	31c.
Mandheling Java and handpicked Mocha .....	50c.
Special Blend .....	25c.
XXXX Blend .....	30c.
Cafe de Madame Huot, 1 lb. tins, 31c. per lb.	
Cafe de Madame Huot, 2 " 30c. per lb.	



## NECTAR TEA

THE DRINK  
 OF THE  
 GODS

## Nectar Tea

A blend of China, Indian and Ceylon Teas

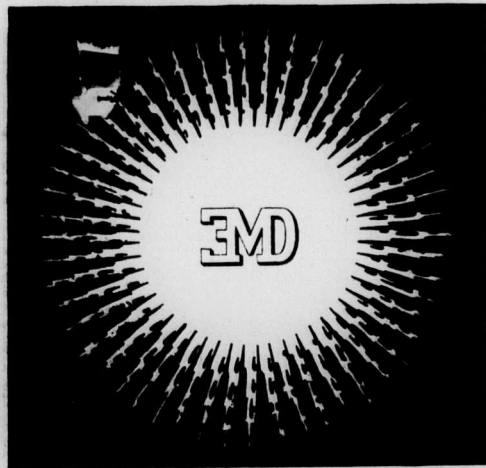
IN LEAD PACKETS

Retails at 25, 35, 50 and 60c. per lb.  
 Also in 1 and 3-lb. Fancy Tins.

Condor Vinegar

Finest liquor of this brand  
will arrive in a few days.

Retails at 25, 35, 50 and 60c. per lb.  
Also in 1 and 3-lb. Fancy Tins.



THIS BRAND IS A GUARANTEE OF QUALITY

**General Trade Mark.**

*In Black and White for Spices.  
In Red and Black for Coffees.  
In Blue and Gold for Japan Tea.*

Always pleased to  
send Samples and  
Quote Prices.

# Condor Vinegar

Pure distilled, 100 grains, at 30c. per gal.

# Old Crow Vinegar

Pure distilled, 75 grains, at 22½c. per gal.

THE BEST AND PUREST.



*OLD CROW Blend of Black Teas.*

*In 10, 25, 50 and 80 lb.  
At 20, 25 and 30c. per lb.*

*Heavy Bronzed Tins.*



**Café de Madame Huot**

*Madame Huot's Coffee*

A blend of pure coffees made from  
a recipe brought over from Paris and  
given to me by Madame Huot herself.

1-lb. tins at 31c. per lb.  
2 lb. tins at 30c. per lb.

All goods 3 per cent.  
30 days.

# E. D. MARCEAU

296 St. Paul Street, MONTREAL.

# Ogilvie's Hungarian

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# Ogilvie's Glenora...

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

Superior Quality  
Always Good

### CANADIAN PRODUCTS WANTED.

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

1. A prominent merchant in Cork, Ireland, desires to secure the agency of a first-class Canadian miller not already represented in that city.
2. A firm of colonial merchants in London desire to get into communication with a good firm of merchants with a connection in metal and hardware trades, to whom they could ship
3. An egg merchant in South Wales desires to have addresses of Canadian exporters of eggs.
4. Inquiry comes from a Coblenz, Germany, firm for addresses of large steel, nickel and other firms in Canada who would likely be interested in magnesite and magnesite bricks for the lining of open-hearth furnaces and similar purposes.
5. A firm of exporters of hatters' furs, desiring to extend their connection with the Dominion, ask to be placed in communication with felt hat manufacturers in Canada.
6. A Scotch house desires to have the names of Canadian firms manufacturing wood dowels for export.
7. The representative of a Canadian house manufacturing churns, washing machines, spade and disc harrows, pulpers, cutting machines, etc. desires to hear from likely importers.

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

Mr. Harrison Watson, curator of the Canadian section of the Imperial Institute, has recently received the following inquiries regarding Canadian products :

1. A Glasgow firm seeks supplies of wood dowels, and asks to be placed in communication with Canadian makers who can fill orders.
2. A Welsh house requires supplies of fir pit-wood with the bark adhering, as used in collieries. Dimensions : 6½ ft. lengths, ¾-in. diameter at the small end ; 9 ft. lengths, 4-10-in. diameter at the

small end : 13 ft. lengths, 8-12 in. diameter at the small end.

3. A west of England house would like to hear from Canadian manufacturers of biscuits.

4. A Scotch firm is prepared to appoint a responsible resident Canadian agent for the sale of a new patent metal.

5. A Glasgow house representing distilleries and dealing largely in certain lines of groceries and oilmen's supplies, asks to be placed in touch with Canadian importers.

### BUTTER AND CHEESE NOTES.

A new cheese factory has been erected at Curriers, Que.

A new cheese factory is to start in Balfron, Colchester county, Que., early in June.

The Robertson & Taylor Co., Limited, Galt, Ont., have been incorporated and intend enlarging their works. They are asking Galt to provide them the free use of a building at least 80 x 40 and two storeys high for 10 years.

A company, with P. M. A. Labelle, Aylmer, Que., at its head, proposes to establish in Ottawa a creamery with a daily capacity of 12,000 lb. of butter. It is proposed to establish creamery stations along the lines of the six railways running into Ottawa.

Forty-nine factories have joined the Eastern Townships Dairymen's Board of Trade, the opening meeting of which was recently held at Cowansville, Que. J. P. Stinehouse, Cowansville, was appointed secretary of the board. There were 47,302 cheese boarded last season. The average price was almost 10c.

Donald McCuish is starting a grocery store in Salem Road, Cape Breton, N.S.

### A CASH WHOLESALE HOUSE.

H. W. Wentzell & Co., wholesale grocers, Halifax, are thorough believers in doing business on a cash basis. They not only sell for cash but they are always open for snaps for anything in the wholesale grocery line. This gives them the double advantage of buying closely in any market and being able to sell at narrow margins. The result is that though they have only been in business since 1887, they have already a large and well established trade. As this trade continues to grow, they are constantly looking for new sources of supply, and are now soliciting correspondence from all parts of the world.

### L. CHAPUT, FILS & CO.

The fire in Telber Rothwell's premises, adjacent to L. Chaput, Fils & Co.'s warehouse, gave the latter a somewhat severe scorching. The damage, however, was chiefly in broken glass and incidentals, amounting to possibly \$1,000. The good work of the fire brigade prevented any damage to the stock, and the business of the firm has not been interfered with in any way.

### EXPORTERS OF DRY AND PICKLED FISH.

It is generally well known that Canada is a large exporter of dry and pickled salt-water fish, such as cod, herring, mackerel, etc. Among the firms advertising as specialists in this business are Lewis Anderson & Co., Lunenburg, N.S., whose advertisement will be found on page 88.

IT WILL PAY YOU TO HANDLE

REGISTERED  
*Bow Park*  
BRAND  
**HAMS**

Finest in Quality.  
Prices Right.  
Drop us a Card for Price List.

THE BRANTFORD PACKING CO., Limited,

REGISTERED  
*Bow Park*  
BRAND  
**BACON**

BRANTFORD, ONT.



# CARR & CO'S BISCUITS

Messrs. Carr & Co., Carlisle, are the originators of the celebrated

## CAFE NOIR BISCUIT.

Others have tried to imitate it but have always failed.

SAMPLES ON APPLICATION.

Dominion Agents: **Frank Magor & Co.,** 16 St. John St., Montreal.  
 For British Columbia: **C. E. JARVIS & CO** Vancouver, B.C.

# SOUTHWELL'S

Jams,  
Jellies,

AND...

## Marmalades



ARE THE HIGHEST GRADE OF IMPORTED GOODS.

THERE ARE NONE BETTER THAN SOUTHWELL'S.

APPLY—

## FRANK MAGOR & CO.

16 St. John St., MONTREAL.

### Current Market Quotations for Proprietary Articles

May 31, 1900.  
 Quotations for proprietary articles, brands etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy. The editors do not supervise them. If a change is made, either an advance or decline, it is referred to in the market reports as a matter of news, whether manufacturers request it or not.

**BAKING POWDER.**  
**PURE GOLD.**

3 oz. cans, 4 and 6 doz. in case	88
4 oz. cans, 4 and 6 doz. in case	95
6 oz. cans, 2 and 4 doz. in case	1 40
8 oz. cans, 2 and 4 doz. in case	1 80
12 oz. cans, 2 and 4 doz. in case	2 70
16 oz. cans, 2 and 4 doz. in case	3 60
2 1/2 lb. cans, 1 and 2 doz. in case	9 00
4 lb. cans, 1 doz. in case	14 45
5 lb. cans, 1 doz. in case	18 00

**Cook's Brand—**

Size 1, 2 and 4 doz. boxes	\$ 2 40
" 2, in 4 doz. boxes	2 10
" 2, in 6 "	80
" 12, in 6 "	70
" 3, in 4 "	45
Pound tins, 3 doz. in case	3 00
oz. tins, 3 " " "	2 40
oz. tins, 4 " " "	1 10
lb. tins, 1/2 " " "	14 00

**JERSEY CREAM BAKING POWDER**

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

**OCEAN WAVE BAKING POWDER.** per doz

No. 10, 5-ounce Cans, round or square, 4 doz. in case	\$0 75
1/2-lb. Cans, round only 3 doz. in case	1 20
1-lb. Cans, round only 2 doz. in case	1 80
1 1/2-lb. Cans, round only 2 doz. in case	2 00
3-lb. Cans, round only, 1/2 and 1 doz. cases	5 75
5-lb Cans, round only, 1/2 and 1 doz. cases	9 00

**BLACKING**  
**P. G. FRENCH BLACKING**

No. 4, 1/4 grs. bxs.	\$4 00
" 6, 1/2 " "	4 50
" 8, 3/4 " "	7 50
" 10, 1 " "	8 25
" 10, Jet Enamel.	8 25

**CARR & SONS.** per gross

No. 2—1/4 gross boxes	2 70
No. 4—1/4 gross boxes	5 75
No. 5—1/4 gross boxes	8 00

**SHOE POLISH.**  
**HENRI JONAS & Co.** Per gross

Jonas'	\$9 00
Froments	7 50
Military dressing	24 00

**BLUE.**

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

**BLACK LEAD.** 1 15

Box contains either 1 gro., 1 oz. size; 1/2 gro., 2 oz. or 1/4 gro. 4 oz.

**CORN BROOMS**  
**BOECKH BROS & COMPANY** doz. net

Bamboo Handles, A, 4 strings	...
" B, 4 strings	...
" C, 3 strings	...
" D, 3 strings	...
" F, 3 strings	...
" G, 3 strings	...
" I, 3 strings	...

**BISCUITS.**  
**PEEK, FRENCH & CO.**

Metropolitan mixed	40 lb. tins 10c.
Florence Wafers	8 lb. tins 36c.
Venice Wafers	8 lb. tins 36c.
Florence Wafers	Small tins \$3.70 per doz

**CARR & CO., LIMITED.**  
**Frank Magor & Co., Agents.**

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

**CANNED GOODS.**  
**MUSHROOMS.**  
**HENRI JONAS & Co.**

Mushrooms, Rionel	\$14 75
" 1st choice Dutheil	17 50
" 1st choice Lenoir	18 50
Extra Lenoir	20 00
Per case, 100 tins.	

**FRENCH PEAS—DELORY'S.**  
**HENRI JONAS & Co.**

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

**FRENCH SARDINES.**  
**HENRI JONAS & Co.**

1/2 Trefaveunes	\$9 00
1/2 Rolland	0 50
1/2 Delory	10 50
1/2 Club Alpines	11 50

**CHOCOLATES & COCOAS.**

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

**CADBURRY'S.**  
**Frank Magor & Co., Agents.** per doz

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

**TODD HUNTER, MITCHELL & CO.'S.**  
 Chocolate— per lb.

French, 1/4's—6 and 12 lbs.	0 30
Caraccas, 1/4's—6 and 12 lbs.	0 35
Premium, 1/4's—6 and 12 lbs.	0 30
Sante, 1/4's—6 and 12 lbs.	0 26
Diamond, 1/4's—6 and 12 lbs.	0 22
Sticks, gross boxes, each	1 00

**Cocoa—**

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

**Chocolate—** **FRY'S.** per lb.

Caraccas, 1/4's, 6-lb. boxes	0 42
Vanilla, 1/4's	0 42
"Gold Medal" Sweet, 1/4's, 6 lb. bxs.	0 29
Pure, unsweetened, 1/4's, 6 lb. bxs.	0 42
Fry's "Diamond," 1/4's, 14 lb. bxs.	0 24
Fry's "Monogram," 1/4's, 14 lb. bxs.	0 24

**Cocoa—** per doz.

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

**JOHN P. MOTT & CO.'S.**  
**R. S. McIndoe Agent, Toronto.**

Mott's Bromo	per lb. 0 30
Mott's Prepared Cocoa	0 28
Mott's Homeopathic Cocoa (1/4's)	0 32
Mott's Breakfast Cocoa (in tins)	0 40
Mott's No. 1 Chocolate	0 30
Mott's Breakfast Chocolate	0 28
Mott's Caraccas Chocolate	0 40
Mott's Diamond Chocolate	0 23
Mott's French-Can. Chocolate	0 18
Mott's Navy or Cooking Chocolate	0 28
Mott's Cocoa Nibs	0 35
Mott's Cocoa Shells	0 05
Vanilla Sticks, per gross	0 90
Mott's Confectionery Chocolate	0 21
Mott's Sweet Chocolate Liquors	0 19

**COWAN COCOA AND CHOCOLATE CO.**

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

**CHERRY'S.**

Imperial—Large size jars, per doz.	\$8 25
Medium size jars	4 50
Small size jars	2 40
Individual size jars	1 00
Imperial Holder—Large size	18 00
Medium size	15 00
Small size	12 00
Paragon—Large size, per doz.	3 25
" Medium size	4 50
" Small size	2 40
" Individual size	1 00

**COFFEE.**  
**JAMES TURNER & CO.** per lb.

Mecca	0 32
Damascus	0 28
Oslo	0 20
Sirdar	0 17
Old Dutch Rio.	0 12 1/2

# It Pays to Please the Laundress



Benson's Enamel Starch is a perfect cold-water laundry Starch for shirt bosoms, collars, and cuffs, where an especially stiff finish or brilliant gloss is desired. Do you know of any laundress who wouldn't thank

you and continue to trade at your store if you suited her absolutely on those points she prides herself so much on in her work?

## Benson's Enamel Starch

never fails in the perfect work it does. Our extensive plant by which all water we use is filtered assures an even whiteness of color always. "It pays to please the laundress."

Edwardsburg Starch Co., Limited

Cardinal, Ont.

ESTABLISHED 1858

Montreal, Que.

Benson's Prepared Corn. Silver Gloss Starch. Benson's Enamel Starch.



# DUNN'S PURE MUSTARDS

GIVE UNBOUNDED SATISFACTION.

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

**TODHUNTER MITCHELL & CO.'S**

Excelsior Blend.....	0 32
Jersey ".....	0 23
Rajah ".....	0 20
Old Government Java.....	0 28 0 30
Maracaibo.....	0 18 0 20
West India.....	0 16 0 18
Rio, choice.....	0 12

**CLOTHES PINS.**

**BOECKH BROS. & CO.**

Clothes Pins (full case).....	0 75
4 doz. packages (12 to a case).....	0 90
6 doz. packages (12 to a case).....	1 20

**EXTRACTS.** per doz

**P. G. FLAVORING EXTRACTS**

8 oz. Glass Stopper bott.....	\$6 00
4 oz. ".....	4 00
8 oz. Plain bottles.....	5 00
4 oz. ".....	3 00
2 1/2 oz. Cabinet bottles.....	2 00
2 oz. Bottles.....	1 80
1 oz. ".....	1 20
Per gallon.....	7 00
Per pound.....	1 00

**HENRI JONAS & CO.** Per gross.

1 oz. London Extracts.....	\$6 00
1 oz. " (no corkscrews).....	5 50
2 oz. ".....	9 00
1 oz. Spruce essence.....	6 00
2 oz. ".....	9 00
2 oz. Anchor extracts.....	12 10
4 oz. ".....	21 00
8 oz. ".....	36 00
1 lb. ".....	70 00
1 oz. Flat ".....	9 00



2 oz. Flat, Anchor extracts.....	18 00
2 oz. Square ".....	21 00
4 oz. " (corked).....	36 00
8 oz. ".....	72 00
Per doz.	
4 oz. " glass stop extracts.....	3 50
8 oz. ".....	7 00
2 1/2 oz. Round quintessence extracts.....	2 00
4 oz. Jockey decanters.....	3 50

**FOOD.** per doz.

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

**JAMS AND JELLIES.**

**SOUTHWELL'S GOODS.** per doz.

**Frank Magor & Co., Agents.**

Orange Marmalade.....	1 50
Clear Jelly Marmalade.....	1 80
Strawberry W. F. Jam.....	2 00
Raspberry ".....	2 00
Apricot ".....	1 75
Black Currant ".....	1 85
Other Jams, W. F.....	1 55 1 90
Red Currant Jelly.....	2 75

**P. G. JELLY POWDER.**

Raspberry, strawberry, orange, lemon, vanilla, pineapple, cherry, calves foot and grape fruit, doz. cases, 90c. per doz.

**P. G. ICINGS.**

Chocolate, 2 doz. cases \$1.25 per doz.

Lemon, white, pink, canary and Kerneline 2 doz. cases, \$1.00 per doz.



**T. UPTON & CO.**

Raspberry, Strawberry, Red Currant, Pineapple.....	
1-lb. glass jars, 2 doz. in case, per doz.....	\$1 00
5-lb. tin pails, 6 pails in crate, per lb.....	0 08 1/2
7-lb. wood pails, 6 ".....	0 06 1/2
14-lb. wood pails, per lb.....	0 06 1/2
30-lb. ".....	0 06 1/2

**LICORICE**

**YOUNG & SMYLLIE'S LIST.**

5-lb. boxes, wood or paper, per lb.....	\$0 40
Fancy boxes (30 or 36 sticks) per box.....	1 25
" Ringed " 5 lb. boxes, per lb.....	0 40
" Acme " Pellets, 5 lb. cans, per can.....	2 00
" Acme " Pellets, fancy boxes (40) per box.....	1 50
Tar, Licorice and Tolu Wafers, 5 lb. cans, per can.....	2 00
Licorice Lozenges, 5 lb. glass jars.....	1 75
5 lb. cans.....	1 50
" Purity " Licorice, 200 sticks.....	1 45
100 sticks.....	0 73
Dulce, large centsticks, 100 in box.....	0 75

**MUSTARD.**

**COLMAN'S OR KEEN'S.**

D. S. F., 1/4 lb. tins, per doz.....	\$1 40
" 1/2 lb. tins, ".....	2 50
" 1 lb. tins, ".....	5 00
Durham, 4 lb. jars, per jar.....	0 75
" 1 lb. ".....	0 25
F. D., 1/4 lb. tins, per doz.....	0 35
" 1/2 lb. tins.....	1 45

**BAYLE'S PREPARED MUSTARDS.**

1/2-lb. jars 1-lb. jars.....	
Horserradish..... per doz., \$1 20 \$1 75	
English Sandwich.....	1 20 1 75
Mustard (with fine herbs).....	1 20 1 75
Packed in our self-sealing half and one-pound jars, two dozen in a case.	

English Sandwich Mustard, Mustard (with fine herbs)—

Half Bbls.....	10-gal. Bbls.....	5-gal. Kegs.....	1-gal. Kegs.....
50c.....	55c.....	60c.....	65c.....

**JONAS' FRENCH MUSTARDS.**

**HENRI JONAS & Co.** Per gross.

Pony size.....	\$7 50
Imperial, medium.....	9 00
Imperial, large.....	12 00
Stamblers.....	12 00
Quart jars.....	13 20
Half jars.....	18 00
Quart jars.....	24 00

**MINCE MEAT.**

Wetley's Condensed, per gross, net \$11 00 per case of 3 doz., net.... 2 75

**ORANGE MARMALADE.**

**T. UPTON & CO.**

1-lb. glass jars, 2 doz. case, per doz.....	\$1 00
7-lb. pails, 6 pails in crate, per lb.....	0 07 1/2
Silver Pan, 1-lb. fancy glass jars, 2 doz. in case, per doz.....	1 30

**PICKLES—STEPHENS'**

**A. P. TIPPET & CO., AGENTS.**

Patent stoppers (pints), per doz.....	2 50
Corked (pints).....	1 50

**SODA—COW BRAND**

**DWIGHT'S**

Case of 1 lb. (containing 60 pkgs.) per box.....	\$3.00
Case of 1/2 lb. (containing 120 pkgs.) per box.....	\$3.00
Case of lbs. and 1/2 lb. (containing 30 packages) per box.....	\$3.00
1 lb. and 60 1/2 lb. packages per box.....	\$3.00
Case of 5c. pkgs (containing 96 pkgs.) per box.....	\$3.00



## "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.



## Clothes Pins

SELECTED AND FULL COUNT.  
CORRECT PRICES.

**BOECKH BROS. & COMPANY,**

80 York Street,  
TORONTO.

Manufactured by  
**THE WM. CANE & SONS MFG. CO.,**  
OF NEWMARKET, LIMITED.

## DON'T PAY FREIGHT ON WATER

**CONCENTRATED GRAPE WINE VINEGAR**, best and most economical Vinegar made. One gallon Concentrated makes 25/27 gallons Standard Vinegar—Great saving in weight and freight. Write for sample.

Agents—

**SEYLER, SANDERSON & CO.**  
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Agents for **HEINRICH FRANCK SOHNE & CO.**  
German Chicory, Coffee, Extracts and Essences  
LUDWIGSBURG, GERMANY. FLUSHING, N.Y.

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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.

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26 Front St. West, Toronto. Telephone 2148.

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are not surprised at the increasing sales of

**Dwight's Cow Brand Soda.**

Their wives have soon found out that it is by far the best sold.

**John Dwight & Co., 34 Yonge St., Toronto.**  
Victoria, B.C. Halifax, N.S. St. John, N.B. Quebec, P.Q.  
St. John's, Nfld.

## STRAWBERRIES

We are receiving car lots regularly. Baltimore will start this week. Car loads sold by auction when received.

**BANANAS**—Regular supplies.

All orders can be relied upon as being filled with the best at the lowest figures.

**WHITE & CO., 64 Front St. E., TORONTO.**

## OUR SPECIALTIES!

**FANCY BANANAS.**

" **LEMONS and ORANGES.**

" **PINEAPPLES.**

AT RIGHT PRICES.

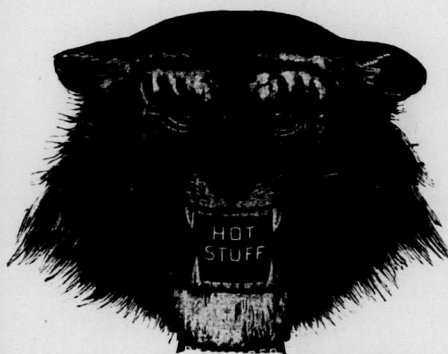
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Wholesale Fruits,

GUELPH, ONT.



Illustrated Catalogue and Prices Furnished.



MADE BY

**GEO. A. BAYLE,**

**ST. LOUIS, U.S.A.**

FOR SALE BY Wholesale and Retail Grocers throughout the United States and Canada.

## At Last !!

I have found something hotter than I am!

**BAYLE'S TABASCO**

**PEPPER SAUCE.**

## JOSEPH CARMAN . . .

WHOLESALE MERCHANDISE BROKER AND MANUFACTURERS' AGENT.

Winnipeg, Manitoba, Canada.

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

## J. R. WALKER & CO.,

Packers and Dealers in

Paper Stock, Woollen Rags, Hair, Rubber, and Scrap Metals.

**WASTE MATERIAL**

35 Common Street, Montreal, Canada.

SOAP



1 box and less than 5  
per grs. \$10.20. 04 00  
5 boxes and upward 4 00  
Freight prepaid or  
5 box lots

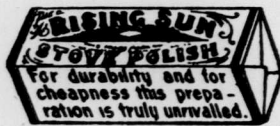


A. P. TIPPET & CO.,  
AGENTS

Maypole Soap, colors  
per grs. \$10.20. 04 00  
Maypole Soap, black,  
per grs. \$10.30.  
Orion Soap, per gross,  
\$10.20.

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

STOVE POLISH.



For durability and for  
cheapness this prepara-  
tion is truly unrivalled.

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

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



KINGSFORD'S OSWEGO STARCH  
SILVER { 40-lb. boxes, 1-lb. pkgs., 0 08  
GLOSS { 6-lb. boxes, sliding covers  
(12-lb. boxes each crate) 0 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. 0 07 1/2  
CORN STARCH } packages.....  
ONTARIO } 38-lb. to 45-lb. boxes,  
STARCH } 6 bundles ..... 0 06  
STARBUCK } Silver Gloss..... 0 07 1/2  
BARRELS } Pure ..... 0 06 1/2



TEAS.

SALADA CEYLON.

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



Ceylon Tea, in  
1 and 1/2 lb. lead  
packages, black  
or mixed.

Black Label, 1-lb., retail at 25c..... 0 19  
" " 1/2-lb. " " ..... 0 20  
Blue Label, retail at 30c..... 0 22  
Green Label " 40c..... 0 28  
Red Label " 50c..... 0 35  
Orange Label, retail at 60c..... 0 42  
Gold Label, " 80c..... 0 55

CROWN BRAND

Wholesale Retail  
Red Label, 1-lb. and 1/2's..... 0 35 0 50  
Blue Label, 1-lb. and 1/2's..... 0 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



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



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  
Green Label, 1/2's..... 0 30 0 40  
Red Label, 1/2's..... 0 35 0 50  
" 1's..... 0 40 0 60

TOBACCO.

THE EMPIRE TOBACCO CO., LIMITED.  
Smoking—Empire, 3s, 4 1/2s 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

WOODENWARE

THE E. B. EDDY CO. per doz  
Washboards, X ..... 1 70  
" XX ..... 1 90  
" Waverly..... 2 10  
" Planet..... 2 00  
" Special Globe..... 2 10  
" Solid Back Globe ..... 2 20  
" Electric Duplex..... 3 00

Matches— 5-Case Single  
Lots. Case  
Telegraph ..... \$3 70 \$3 90  
Telephone ..... 3 55 3 75  
Tiger ..... 3 45 3 65  
Telephone (1/2-gross) ..... 3 70 3 90  
Empire, (slide box) ..... 3 50 3 60  
Safety, Capital ..... 3 00 3 10  
Parlor, Eagle, 200 s..... 1 50 1 60  
" " 100 s..... 1 70 1 80  
" Victoria..... 2 75 2 85  
" Little Comet..... 2 00 2 10  
Flamers..... 2 60 2 70  
" (wax stems)..... 3 70 3 80

BOROKH BROS. & COMPANY.

Washboards Leader Globe ..... 1 65  
" Improved Globe..... 1 70  
" Standard Globe ..... 1 80  
" Solid Back Globe ..... 1 90  
" Jubilee (perforated)..... 2 45  
" Crown..... 1 50  
F.o.b. Toronto.  
Matches, Kodak, per case (10 gross  
in case)..... 3 50

LICORICE..



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

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

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

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THE DAWSON COMMISSION CO., Limited,

Fruit and Produce Salesmen and General Commission Merchants,

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We would be pleased to act for British firms desiring representatives in CANADA for the purchase of CHEESE, BUTTER,  
EGGS, GREEN or DRIED APPLES, CANNED APPLES, POULTRY, or other farm produce.

CORRESPONDENCE SOLICITED.



# TEAS                      TEAS

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## Japans, "Cherry Blossom."

Now arriving, Nos. 1 and 3.

To arrive next steamer, Nos. 4, 5 and 10.

## Ceylons

"Portland" in half-chests.

"Excelsior" in 20-lb. boxes (blended).

"Cherry Blossom" in  $\frac{1}{2}$ -lb. packages (blended).

These are blended in Colombo by the best packers.

We also carry full lines of Congous, Gunpowders, Hysons and Formosa Oolongs. We guarantee our teas A1 value. Write for samples and quotations.

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# LOCKERBY BROTHERS

Tea Importers and Wholesale Grocers

77 and 79 ST. PETER ST. and 51 and 53 ST. SACRAMENT ST.,

D. L. LOCKERBY  
A. L. LOCKERBY

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MONTREAL.



# Ocean Wave Baking Powder

The most satisfactory for your best trade. It will bring a good cook back to your store. **Makes everything a little nicer.**

Are You Selling

McLaren's Java and Mocha Blend Coffees,  
McLaren's Invincible Extracts?

## SPICES

Ground from selected whole goods of the greatest strength and flavor. Every cent higher means two cents more value.

**GOOD GOODS** make **GOOD CUSTOMERS.**

## The Hamilton Coffee & Spice Co.

LIMITED

25 and 27 Macnab Street South

HAMILTON.

## Crosse & Blackwell, Limited

New Season's

### Candied and Drained Peels

LEMON ORANGE CITRON MIXED (O. L. & C.)

In 7-lb. Tins In 7-lb. or 10-lb. Wood Boxes. In 1-lb. Cartoons.

C. E. COLSON & SON,

MONTREAL.

CHAS. F. CLARK, President.

JARED CHITTENDEN, Treasurer.

ESTABLISHED 1849.

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

'WELLINGTON'  
KNIFE POLISH

**JOHN Oakey & Sons, Limited**

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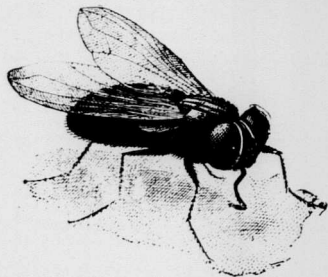
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**TANGLEFOOT** Sealed  
Sticky  
**FLY PAPER**



Stops the fly in his mad career. Also catches the filthy load he is carrying, thus preventing the danger of contagion.

Long Lasting. A Cash Asset.  
Order from Jobber.

**The O. & W. Thum Co., Mfrs.**  
Grand Rapids, Mich., U.S.A.

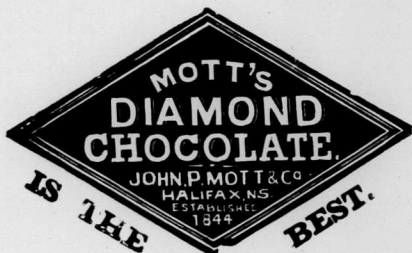
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19 Castle St., Liverpool.

General Merchant and Agent.

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British goods of all kinds supplied.  
Correspondence solicited.



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**Fine JAPAN RICES**

JAPAN GLACE,  
JAPAN MIKADO,  
POLISHED CRYSTAL,  
SNOW JAPAN,  
JAPAN ICE DRIPS.

**MOUNT ROYAL MILLS BRANDS**

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Trustworthy  
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IN LABELLED TINS. 14-LB. BOXES.

Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal.

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THE MOST  
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**COCOA**

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

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

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TABLETS**

WASHING  
MADE  
EASY...

For sale by Grocers, Druggists, and General Stores.

Half the labor in half the time, and no rubbing to wear out the clothes, better and cleaner washing with a soft smooth finish that makes ironing easier, and the articles keep clean and wear longer.

**QUEEN CITY OIL COMPANY, Limited**

SAMUEL ROGERS, President.

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the Thing on Which to  
Make or Extend a Busi-  
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The Best Grocers make  
a point of Keeping it  
always in Stock.

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desiring to place their goods on the Market of Western Canada,  
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# WM. CLARK

Packer and Exporter  
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Meats



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